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GOLDEN RULES FOR A SUCCESSFUL ADVERTISING



1. CLEARLY IDENTIFY YOUR TARGET



2. UNDERSTAND YOUR TARGET'S EXPECTATIONS



3. IDENTIFY YOUR BRAND NEEDS



4. DETERMINE ADVERTISING OBJECTIVES



5. DRAW UP A CLEAR & PRECISE MEDIA PLAN



6. TRANSMIT ONLY ONE MESSAGE AT A TIME



7. DEVELOP A CLEAR, UNAMBIGUOUS MESSAGE



8. ADDRESS YOUR TARGET WITH CODES THAT SPEAK TO THEM



9. WORK ON YOUR VISUALS



10. MONITOR YOUR CAMPAIGNS



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Successfull Advertising How To Accomplish It

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Cloaks and Furs ,1904 **Domestic Engineering** ,1919 *Effective Advertising* United States. Small Business Administration,1965

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