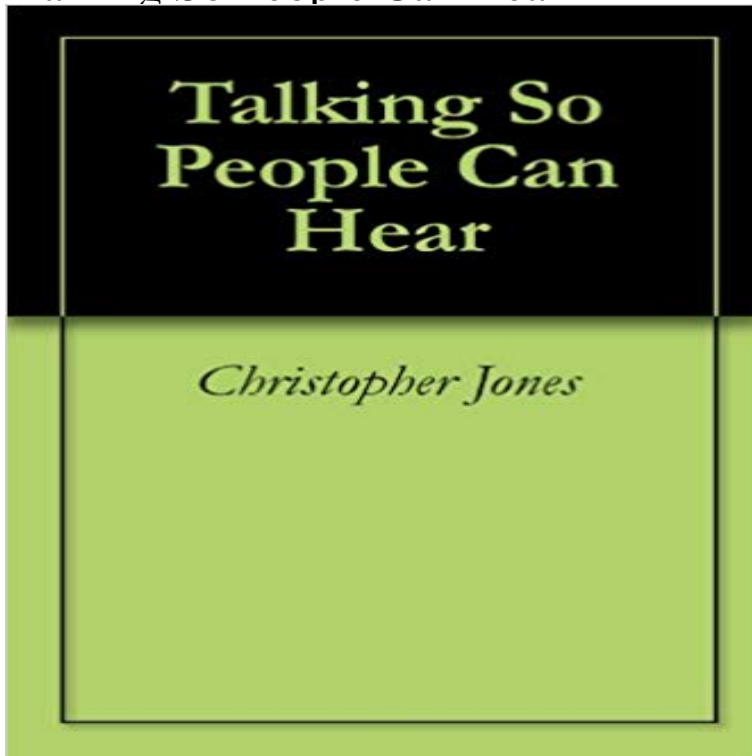


Talking So People Can Hear



How much marketing should my business do? How do I design good ad copy? Why does some of my marketing work and some fall flat? There are good answers to these questions, and Talking So People Can Hear will show you how to find them. In Mastering the Six Channels of Marketing Chris Jones explored how to divide and conquer the wide array of communications and marketing vehicles of the twenty-first century, using the Six Channels of Marketing to show how to maximize marketing punch. Now, Jones returns with a second analysis, taking the Six Channels apart from a theoretical standpoint, and answering some business questions like those above that are devilishly hard to grapple with. More, he shows how being a decent human being is essential to real marketing success. That's right. Essential. Talking So People Can Hear will prove it to you.

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