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From The Desk Of Brian Kurtz Gene Schwartz was my friend and mentor for more than 20 years. I am honored to have the exclusive rights to his masterpiece Breakthrough Advertising and, along with his wife Barbara, make it available to a new generation. This is a book that every business needs - especially if you work in marketing.

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Breakthrough Advertising by Eugene M. Schwartz

It's not on most entrepreneurs' radar screens, that's for sure - but it should be; Breakthrough Advertising by Eugene Schwartz is one of the most mentioned "must-read" books on copywriters' lists everywhere and the book many of its readers credit for adding an extra zero to their net worth.

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His book, Breakthrough Advertising is considered a mail order classic, and the "most stolen" book from public libraries because it is so rare and valuable. He lectured and taught extensively, and with his wife Barbara, assembled one of the most famous collections of contemporary art. Eugene Schwartz passed away in 1995.

The Lost Secrets of Breakthrough Advertising

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One of the most powerful tools in Breakthrough Advertising is the framing of "consumer awareness." Identifying the state of awareness is key to functional

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copywriting. A consumer who is ready to buy only has to be shown the brand and a reduced price to buy.

Reading Review: Breakthrough Advertising by Eugene Schwartz

Breakthrough Advertising by Eugene M. Schwartz is a 1966 advertising classic and since it's out of print, the price for this very detailed marketing manual is quite steep, starting from \$125 upwards. Breakthrough Advertising by Eugene M. Schwartz "The greatest mistake marketers make is trying to create demand." writes Eugene M. Schwartz

Summary of Breakthrough Advertising by Eugene M. Schwartz ...

Breakthrough Advertising by Eugene M. Schwartz This is the most important book ever written about persuasion, copywriting, marketing and human behavior. It was first published in 1966 by legendary copywriter Gene Schwartz, and not one word has been changed, and it remains 100% relevant to marketers and copywriters today.

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