

N O B.S. INNER CIRCLE

MAGNETIC MARKETING LETTER

April, 2019

"This ad of mine, that has succeeded so well in the magazines of this year, 1916, will be copied and will perform just as successfully in media not even yet imagined 100 years hence, because what makes a profitable advertisement never changes."

- Maxwell Sachheim. His ad "Do You Make These Mistakes In English?" ran non-stop for 41 years.



**Welcome to April
Fools' Month.**

God must love fools.
He made so many.

In the past month or so, I've been trying hard to spend some significant money in several categories

of consumer goods and services, but I have been thwarted at every turn. A big, revealed as dumb, national company pursued me for 6 months and arrived in my mail every week, attempting to generate prospects for its local dealer. I finally called and booked an appointment - which was not kept. The company never followed up to determine if their dealer kept the appointment, made a sale or didn't, if not, why not. I

still getting the same junk mail every week, and it now mail.

I recently visited the giant, week-long Auto Show at the convention center. Went to every brand's booth. Saw the local dealers' salespeople in gaggles with themselves and on their devices. You had to go lasso one, like at Dillards. I was ignored - even though I got in and out of vehicles, was dressed okay, and had used deodorant. Engaged with two alleged salespeople. Neither they nor anyone else captured my contact info for follow-up. I asked one about literature and he pointed me toward an iPad on a pole and told me I could log on and ask for what

I wanted there. Reminded me of John McKay, the beleaguered coach of the Tampa Bay NFL expansion team after another loss in their record string of losses, asked by a TV reporter if he had thoughts about his team's execution that day. He said he was in favor of it. Where, at this costly sales venue, was the sales management? - checking up, coaching, firing? As old as dirt: do NOT expect anything you fail to inspect.

I've recently watched a company that has painstakingly built a brand from scratch over a decade cast it aside and re-name itself with an incomprehensible acronym. Sadly, I own a bucket of stock in this thing. I imagine its founders have abdicated to an invasion of corporate buttheads from big, dumb companies in their industry. I do not know because I was not consulted or informed; I discovered the madness 2nd hand. Reminds of Charlie Jarvis' old tactic, when he got a dumb letter from some business: he'd return it to that entity's owner or President with a note that said "Apparently some horse's ass has stolen some of your stationery and is sending out letters that make you look stupid. I thought you'd want to know." I'm sure the leaders of this company have their reasons. I'm sure the reasons suck, too. When you trash-can a name that means something and a brand in which millions of dollars and years are invested, you'd better have reason of the century. You are

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Dan S. Kennedy



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