

# **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 2<sup>nd</sup> 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

(Continued on Page 3)

# No Bs Newsletter Business Ideas Guide Near Me

**RD Boyd**



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**No B.S. Sales Success In The New Economy** Dan S. Kennedy, 2010-01-01 In The New Economy only a select few will gain and keep membership in the elite sales fraternity enjoying the top incomes the greatest security the most independence and power and the highest status And who better to show you how to get in than Millionaire Maker Dan Kennedy Kennedy covers Adapting to The New Economy Consumer How to STOP PROSPECTING Once And For All and why you must Put the awesome power of TAKEAWAY SELLING to work in any environment If you re in a commodity business get out how to Re Position escape commoditization and safeguard price and profits in the heightened competition of The New Economy The One Thing to do to leverage The New Economy s Chaos of Choices to your benefit How Dumb Salespeople Work 10X Harder Than Necessary by under utilizing this one tool The 6 Step No BS Sales Process finally a reliable system you can stick with 6 Ways Sales Professionals Sabotage Themselves BS that Sales Managers shovel onto salespeople beware How to switch from One to One to One to Many with Technical Tools 8 Steps to getting past any No How to CREATE TRUST FAST in the trust damaged post recession world

*No B.S. Direct Marketing* Dan Kennedy, 2013-04-01 This new edition re affirms the essential fundamentals originally revealed by Kennedy and adds vital updates and revisions incorporating the newest media and marketing methods Kennedy adds three new chapters expanding on key direct marketing strategies and new case history examples and samples from new guest contributors each with extraordinary current success Kennedy dares marketers to dramatically simplify their marketing refocusing on what works Updated to address the newest media and marketing methods this marketing master plan from marketing master Kennedy delivers a short list of radically different little known profit proven direct mail strategies for ANY business Strategies are illustrated by case history examples from an elite team of consultants all phenomenally successful at borrowing direct marketing strategies from the world of mail order TV infomercials etc to use in ordinary businesses including retail stores restaurants and sales

**No BS Marketing to Seniors and Leading Edge Boomers** Dan S. Kennedy, Chip Kessler, 2012-10-08 Go Where the Money Is BOOMERS SENIORS Hold over 50% of the nation s wealth and more of its discretionary spending 46% have net worths exceeding 2 million Hold 1 out of every 2 available to advertisers marketers merchants and service providers This is not a book about social good or business excellence or broad big sweeping ideas It is a manual about getting money from those who have it and are given reason and their interests met very willing to spend it on just about everything and more of it at higher average prices than any other consumers Covers What leading edge boomers and seniors buy and why they buy it the diversity and amount of their spending will surprise you Opportunities with The Affluent and The Still Working while 10 000 retire every day 72% of boomers plan to keep working past age 65 The power of profiling learn how to sub divide this market develop the profile of your ideal customer within this demographic and use it profitably The New American Family 2 and 3 generations under one roof what does this mean to your business The 10 best advantages of marketing to boomers and seniors and how to leverage

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