

16 Word Sales Letter

M.B. O'Brien

The 16-Word Sales Letter(tm) Evaldo Albuquerque, 2019-08-08 The 16-Word Sales Letter(tm) is a copy system that has generated over \$120 million dollars for Agora Financial in the last two years alone. It's a simple formula that could help you generate millions in online sales... No matter how competitive your niche is....No matter what kind of product or service you're selling...And no matter your level of experience. That's because it can not only help you identify a new big idea for your market, but also help you structure your sales message for maximum emotional impact. If you're a copywriter, marketer or entrepreneur, you're about to discover a secret that could help you dominate your market, crush your competitors, and potentially add millions to your business and personal bank accounts. Advanced Praise for The 16-Word Sales Letter(tm) This is the book I've been waiting for. For years, I've been asking myself: How can a guy whose native language is not even English be one of the best U.S. copywriters in history? Now I have the answer... nicely reduced to a simple, understandable formula. And the best thing is that it's a usable formula. Anyone seriously interested in copywriting should discover Evaldo's secret. --Bill Bonner, Founder of Agora. It's not often that I come upon a copywriting strategy that feels new to me. And even less frequently do I encounter one that is both new and exciting. Evaldo Albuquerque's 16 Word Sales Letter(tm) is such a strategy. I'm going to recommend this as a must-read to all my copywriting proteges. --Mark Ford, best-selling author and chief growth strategist for Agora. Evaldo is the world's greatest copywriter you've never heard of. Why haven't you heard of him? Because while others are selfpromoting ... heck, while they're eating, sleeping and relaxing... he's cranking out the next blockbuster. He never stops. He's a 9-figure sales machine and our business's secret weapon. This book is your blueprint to how the machine dominates. Read it and put it into action. Your royalty check will thank you. --Peter Coyne, founder of Paradigm Press, Agora Financial's largest imprint. I'm recommending this book to everyone in my company, and making it required reading for all new hires. When it comes to books on writing I try to read everything new, and no matter how many books I pick up, I rarely find any ideas that are innovative (or even useful), but this book shattered my expectations--I found page after page packed with fresh ideas. It's engaging to read, and very easy to implement the writing techniques. Evaldo has uncovered a new way to write sales copy that is perfect for today's buyers; I really love this book, and after you turn the first two pages, you'll see exactly why. It's a must-read primer for anyone who writes sales copy.... Read this book--and learn from one of the best. --Oren Klaff, best-selling author of Pitch Anything and Flip the Script Few people know his name. Yet,

those at the highest levels of direct response advertising consider Evaldo Albuquerque the Michael Jordan of modern financial copywriting. His new book, *The 16 Word Sales Letter*(tm), reveals for the first time the secret to his astonishing success. In split tests, the selling formula Evaldo reveals in his book has won, repeatedly, against ad copy written by the world's top copywriters. When asked at a recent seminar I gave what are the two best books I've ever read on copywriting, my answer was *Breakthrough Advertising* by Eugene Schwartz and *The 16 Word Sales Letter*(tm) by Evaldo Albuquerque. -- Caleb O'Dowd, www.roitips.com

Laugh and Learn Sales Letters 1 Guidebook Daniel Farb, Bruce Gordon, 2005-07 Solid learning about sales and business letters intersperses the humorous mistakes of a pharmaceutical/medical device salesman as he learns how to write sales letters. Readers will learn principles of the strategy of writing letters, the parts of a letter, specific letter types, common mistakes in letter writing and etiquette, letter formatting, and the basics of reports and executive summaries.

American Shorthand Teacher , 1955

Sales Letters that Sizzle Herschell Gordon Lewis, 1999 This handbook on international development policy and management covers a broad spectrum of contemporary topics across all the major areas of interest. With over 40 chapters, the book comprehensively explores the many themes and issues of significance for both policy and implementation, and provides easily accessible reference material on current practice and research. The 42 contributors come from a diverse range of backgrounds, and enjoy international reputations in their chosen fields.

Microsoft Word 97 - Illustrated Projects Carol M. Cram, 1997 Part of the Illustrated Projects Series, this text offers a quick, visual way to apply Microsoft Word 97 skills. Covers beginning through intermediate skills.

A Manual for Authors, Printers and Publishers M.B. O'Brien, 1890

10 Ways to Write More Effective Ads Linda Johnson, 1901 Is it something to be regarded as a work of beauty or art? Is it clever slogans or amusing prose? Is it workmanship to be judged for an award or recognition? It's none of the above. Advertising is salesmanship multiplied. Nothing more. And advertising copy, or copywriting, is salesmanship in print. The purpose of a copywriter's job is to sell. Period. The selling is accomplished by persuasion with the written word, much like a television commercial sells (if done properly) by persuading with visuals and audio. As Claude Hopkins wrote in his timeless classic, *Scientific Advertising*: "To properly understand advertising or to learn even its rudiments one must start with the right conception. Advertising is salesmanship. Its principles are the principles of salesmanship. Successes and failures in both lines are due to like causes. Thus every advertising question should be answered by the salesman's standards. "Let us emphasize that point. The only purpose of advertising is to make sales. It is profitable or unprofitable according to its actual sales. "It is not for general effect. It is not to keep your name before the people. It is not primarily to aid your other salesmen. Treat it as a salesman. Force it to justify itself. Compare it with other salesmen. Figure its cost and result. Accept no excuses

which good salesmen do not make. Then you will not go far wrong. "The difference is only in degree. Advertising is multiplied salesmanship. It may appeal to thousands while the salesman talks to one. It involves a corresponding cost. Some people spend \$10 per word on an average advertisement. Therefore every ad should be a super-salesman. "A salesman's mistake may cost little. An advertiser's mistake may cost a thousand times that much. Be more cautious, more exacting, therefore. A mediocre salesman may affect a small part of your trade. Mediocre advertising affects all of your trade." These points are as true today as they were when they were written nearly one hundred years ago! So the goal then becomes: how can we make our advertising as effective as possible. The answer is to test. Test again. And then test some more.

How to Become an Instant Author in 30 Seconds: Learn to Trust Your Native Talent to Fulfill Your Destiny Dr. Robert C. Worstell,

Microsoft Office 2000 Projects Carol M. Cram, 2000 Students will learn how to apply Office 2000 skills quickly through a variety of meaningful projects, such as creating a resume and managing a budget. This two-color text features easy-to-follow steps on the left, and screen shots and completed projects on the right.

The Business Education World John Robert Gregg, 1956

Personal Efficiency, Applied Salesmanship, and Sales Administration Irving Ross Allen, 1915

Office Appliances , 1924

System Arch Wilkinson Shaw, 1925

Supreme Court , 1918

Business Correspondence Library , 1910

Typewriter Trade Journal and the Office System , 1924

Chilton's Motor Age , 1920

Microsoft Office 97 Professional Edition - Illustrated Projects Carol M. Cram, 1997 Part of the Illustrated Projects Series, this text offers a quick, visual way to apply Microsoft Office 97 skills. Covers beginning skills.

Effective Copywriting Techniques Anthony Ekanem, 2016-06-22 Is it something to be regarded as a work of beauty or art? Is it clever slogans or amusing prose? Or is it workmanship to be judged for an award or recognition? It's none of the above. Advertising is salesmanship multiplied. Nothing more. And advertising copy, or copywriting, is salesmanship in print. The purpose of a copywriter's job is to sell. Period. The selling is accomplished by persuasion with the written word, much like a television commercial sells (if done properly) by persuading with visuals and audio. As Claude Hopkins wrote in his timeless classic, *Scientific Advertising*: To properly understand advertising or to learn even its rudiments, one must start with the right conception. Advertising is salesmanship. Its principles are the principles of salesmanship. Successes and failures in both lines are due to like causes. Thus every advertising question should be answered by the salesman's standards. The only

purpose of advertising is to make sales. It is profitable or unprofitable according to its actual sales. It is not for general effect. It is not to keep your name before the people. It is not primarily to aid your other salesmen. Treat it as a salesman. Force it to justify itself. Compare it with other salesmen. Figure its cost and result. Accept no excuses which good salesmen do not make. Then you will not go far wrong. The difference is only in degree. Advertising is multiplied salesmanship. It may appeal to thousands while the salesman talks to one. It involves a corresponding cost. Some people spend \$10 per word on an average advertisement. Therefore every ad should be a super-salesman. A salesman's mistake may cost little. An advertiser's mistake may cost a thousand times that much. Be more cautious, more exacting, therefore. A mediocre salesman may affect a small part of your trade. Mediocre advertising affects all of your trade. These points are as true today as they were when they were written nearly one hundred years ago!

Microsoft Office XP Carol M. Cram, 2002 The visual and flexible way to practice Microsoft Office XP skills.

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