

How to Write a Good Advertisement - Victor Schwab

Chapter 1 - Get Attention

5 Fundamentals in writing a good ad

1. Get attention
 2. Show people an advantage
 3. Prove it
 4. Persuade people to grasp this advantage
 5. Ask for action
- Do not underestimate the fierce competition you face in getting attention
 - a. You are an uninvited guest. An intruder.
 - Readers read for News, Entertainment or Instruction
 - The headline gets people into the copy not the other way around
 - Head line must do two things:
 - a. Capture attention
 - b. Offer reward for reading
 - **What kinds of rewards do good headlines promise?**
 - a. Convey, in a few words, how reader can save, gain or accomplish something through the use of our products - how it will increase this: his mental, physical, financial, social, emotional or spiritual stimulation, satisfaction, well-being or security
 - b. Or negatively, by pointing out how the reader can avoid (reduce or eliminate) risks, worries, losses, mistakes, embarrassment, drudgery, or some other undesirable condition through the use of your product - how it will decrease this: his fear of poverty, illness, or accident, discomfort, boredom and the loss of business or social prestige or advancement.

100 Good Headlines and Why They Were so Profitable (Pages 7-34)

- The attraction of the specific
 - Many successful headlines contain specific words or phrases that make the ad promise to tell you: How, Here's, These, Which, Which of These, Who, Who Else, Where, When, What, Why.
 - Use of exact amounts: number of days, evenings, hours, minutes, dollars, ways, types of.
 - "We'll help you make more money" vs "We'll help you pay the rent."

How To Write A Good Advertisement Victor Schwab

Sebastian Brünink



How To Write A Good Advertisement Victor Schwab :

How To Write A Good Advertisement Victor Schwab Book Review: Unveiling the Power of Words

In some sort of driven by information and connectivity, the ability of words has are more evident than ever. They have the capacity to inspire, provoke, and ignite change. Such is the essence of the book **How To Write A Good Advertisement Victor Schwab** , a literary masterpiece that delves deep to the significance of words and their impact on our lives. Compiled by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we will explore the book is key themes, examine its writing style, and analyze its overall impact on readers.

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