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marketing. Before getting started, I need to say a few things about Kennedy's style before recommending this work.

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This book review covers the 2nd Edition of No B.S. Direct Marketing by Dan Kennedy...more fully, "Direct Marketing For Non-Direct Marketing Businesses". Let's clarify that last point. Traditionally, "Direct Marketing Businesses" have been defined as mail-order, catalogue or online companies that directly solicits orders for business. So, "Non-Direct Marketing Businesses" are everything else...you might say the majority of businesses.



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