



Chapter 8 Summary

Advertising

Advertising Real Estate Practice

Institutional advertising attempts to establish a positive image of the company, its services and its reputation in the minds of the public – aims at increasing sales by informing the public of the company's capabilities.

Product advertising is directed toward the particular products of a company that for sale – and likely will not be direct competition with the sale of other items.

Advertising

- **Capture the reader's attention** – the step is critical. You can't deliver your message to the reader until you've grabbed his or her attention.
- **Arouse interest** in your product – pique the reader's curiosity about what you are offering.
- **Create a desire** for the product – present enough reasons that the reader's confidence in your firm and your product.
- **Present the reader an action** – such as calling, or mailing or visiting you or your office.

To avoid confusion with their advertising plan, many firms choose to have a single person in the office in charge of:

- watching advertising costs, controlling volume, scheduling the advertising that meets the objectives, comparing advertising data and evaluating the effectiveness of the ads placed.

Advertising Laws

- Any person who advertises and is not licensed is subject to a fine or imprisonment.
- When advertising in the internet about real estate services, a licensee must identify the name of the broker.

Truth in Lending prohibits both **direct** and **indirect** advertising – advertising that is primarily that an agent doesn't intend to sell and for direct request for other prospective the agent has for sale.

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S Ben Porath



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In some sort of inundated with monitors and the cacophony of instant connection, the profound power and psychological resonance of verbal art often diminish into obscurity, eclipsed by the continuous barrage of sound and distractions. However, located within the lyrical pages of **Chapter 10 Summary Mckissock Learning**, a charming work of fictional elegance that impulses with raw thoughts, lies an unforgettable trip waiting to be embarked upon. Published by a virtuoso wordsmith, this interesting opus manuals visitors on an emotional odyssey, lightly revealing the latent potential and profound impact stuck within the complicated web of language. Within the heart-wrenching expanse of this evocative analysis, we will embark upon an introspective exploration of the book is key styles, dissect its captivating publishing model, and immerse ourselves in the indelible impression it leaves upon the depths of readers souls.

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