



TESTED ADVERTISING METHODS

Fourth Edition

Revised and Enlarged — 82 Pages of Illustrations

by JOHN CAPLES

Vice President, BBDO, Inc.

Foreword by DAVID OGILVY

Take the guesswork out of advertising with these proven selling techniques including:

- What Headlines Attract Readers
- 29 Formulas for Writing Headlines
- How to Write the First Paragraph
- How to Make Small Ads Pay
- 32 Ways to Get More Inquiries
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- 17 Ways to Test Your Ads

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