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Germain] -- "An excellent 'ready reference' both for copywriters and for those entering the field." -- Robert Goldsborough, Special Projects Director Advertising Age

"Holy smoke!
This is amazing!

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personalized

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Take a look at

the three

subject lines

below. Each one

includes the

word "your" or

"you." 8. Thank

you - A little

goes a long way.

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Words That Sell:
20 Powerful
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Words & Phrases

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Your Products

The ultimate
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If you sell personalized or custom items, be sure to add some tag phrases that contain those words. Get specific and describe the techniques or methods you use. Examples:
Hammered cuff,
custom

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Phrases That

embroidery,

reclaimed wood

frame,

personalized

tumbler

Your Products

Keywords 101:

Everything You

Need to Know

If you want to

make your ad

copy pop and

excite

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Phrases That

customers, use these top 20 retail marketing phrases: 1.

Beautiful in Its Simplicity.

Customers hate complexity and love simplicity, viewing it as a form of good customer service.

When you make things

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Phrases That

simple, you

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Game! Teams of

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