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THE NEW

# MAXI MARKETING

*The classic guide to  
transforming your advertising,  
promotion, and marketing strategy  
for The Information Economy*

STEAN RAPP  
THOMAS L. COLLINS

# New Maximarketing

**Claire Gavin Meisenheimer**

## New Maximarketing:

*The New Maximarketing* Stan Rapp, Thomas L. Collins, 1996 This updated guide shows marketers and advertisers in manufacturing service firms retailing and direct marketing how to examine and maximize every step in the marketing process to reach customers directly and seize competitive advantage [Reinventing Interactive and Direct Marketing: Leading Experts Show How to Maximize Digital ROI with iDirect and iBranding Imperatives](#) Stan Rapp, 2009-11-06 Attract New Customers and Exceed Revenue Goals with iDirect Marketing A simple concept ties this incredibly useful book together Every marketer now is an iDirect marketer You ignore this concept and this book at your own peril Al Ries author of *War in the Boardroom* How do you get your brand heard trusted and remembered The answer is in the confluence of digital and direct to form a torrent of minimal cost maximal result opportunities Rapp's vision of an iDirect future and the insights of the book's contributors put marketing supremacy in your grasp Tim Suther SVP Acxiom Global Multichannel Marketing Services The internet brings about the reinvention of everything Now it is marketing's turn Rapp compiles the best thinking on a future with low cost and no cost connections between products and consumers Essential reading for marketers Chris Anderson author of *The Long Tail* Direct marketing is interactive and interactive marketing is direct With an iDirect mindset digital platforms and innovative analytics impact the data driven online offline lead generating customer retaining multichannel direct marketing process Rapp's vision for reinventing marketing is a wake up call for CMOs to think and act differently in a profoundly changed world John Greco President and CEO Direct Marketing Association It's increasingly important to rely on an agency for accountable iDirect solutions The advertising agency of the future must be adept at reinventing yesterday's interactive direct and branding Rapp's cohort of experts show the way in this book Michael McCathren Chick fil A Conversation Catalyst About the Book Reinventing Interactive and Direct Marketing focuses on how to benefit from a fundamental truth about marketing in the digital era Interactive Marketing is direct Direct Marketing is interactive What has been seen mistakenly as separate disciplines actually are one and the same Every marketer now is an interactive direct marketer To help you profit from this new reality Stan Rapp introduces a new paradigm iDirect the 21st century growth engine at the intersection of digital technologies and direct marketing practices The gap between what you once took for granted and the iDirect Marketing future is so vast that a team of thought leaders is needed to deal with it No one person has all the answers In this book Rapp brings together marketing luminaries with a variety of perspectives that will open your eyes to astonishing new opportunities It contains surprising insights from the top minds in direct marketing including John Greco President of the Direct Marketing Association How to Market Directly or Be Left Behind Professor Don Shultz PhD Northwestern University Media Allocation for a Mass Networking Landscape Lucas Donat President Donat Wald ROIpositive Advertising via TV and Print for the iDirect Marketer Mike Caccavale Founder and CEO Pluris Marketing Instant Delivery of Thousands of Individualized Messages Michael Becker VP Mobile Strategies iLoop Mobile Hold the Consumer in

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## **Table of Contents New Maximarketing**

1. Understanding the eBook New Maximarketing
  - The Rise of Digital Reading New Maximarketing
  - Advantages of eBooks Over Traditional Books
2. Identifying New Maximarketing
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an New Maximarketing
  - User-Friendly Interface
4. Exploring eBook Recommendations from New Maximarketing
  - Personalized Recommendations
  - New Maximarketing User Reviews and Ratings
  - New Maximarketing and Bestseller Lists
5. Accessing New Maximarketing Free and Paid eBooks
  - New Maximarketing Public Domain eBooks
  - New Maximarketing eBook Subscription Services
  - New Maximarketing Budget-Friendly Options

6. Navigating New Maximarketing eBook Formats
  - ePUB, PDF, MOBI, and More
  - New Maximarketing Compatibility with Devices
  - New Maximarketing Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of New Maximarketing
  - Highlighting and Note-Taking New Maximarketing
  - Interactive Elements New Maximarketing
8. Staying Engaged with New Maximarketing
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers New Maximarketing
9. Balancing eBooks and Physical Books New Maximarketing
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection New Maximarketing
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine New Maximarketing
  - Setting Reading Goals New Maximarketing
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of New Maximarketing
  - Fact-Checking eBook Content of New Maximarketing
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements

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