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# My Life in Advertising & Scientific Advertising

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Two Works by Claude C. Hopkins

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*"Nobody should be allowed to have anything  
to do with advertising until he has read  
this book (Scientific Advertising) seven  
times. It changed the course of my life"*  
—David Ogilvy

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# My Life In Advertising Scientific Advertising

**Claude Hopkins**



## **My Life In Advertising Scientific Advertising:**

**My Life in Advertising and Scientific Advertising** Claude Hopkins, 1966-02-01 Gain a lifetime of experience from the inventor of test marketing and coupon sampling Claude C Hopkins Here you ll get two landmark works in one and discover his fixed principles and basic fundamentals that still prevail today **My Life in Advertising** Claude C. Hopkins, 1927 This book is not written as a personal history but as a business story I have tried to avoid trivialities and to confine myself to matters of instructive interest The chief object behind every episode is to offer helpful suggestions to those who will follow me And to save them some of the midnight groping which I did One night in Los Angeles I told this story to Ben Hampton writer publisher and advertising man He listened for hours without interruption because he saw in this career so much of value to beginners He never rested until he had my promise to set down the story for publication He was right Any man who by a lifetime of excessive application learns more about anything than others owes a statement to successors The results of research should be recorded Every pioneer should blaze his trail That is all I have tried to do When this autobiography was announced as a serial many letters of protest came to me Some of them came from the heads of big businesses which I had served Behind them appeared the fear that I would claim excessive credit to the hurt of others pride I rewrote some of the chapters to eliminate every possible cause for such apprehensions **Claude C. Hopkins' Scientific Advertising With My Life in Advertising** Robert C. Worstell, Claude C. Hopkins, 2020-05-25 Scientific Advertising is still regarded as one of the all time great classics in advertising This book was originally written in 1923 and is considered by many to be the greatest book on advertising ever written Test marketing copy research coupon sampling market research and many more of the standard marketing techniques businesses are currently using can all be traced back to the original version of this book Jay Abraham highly regarded as one of the greatest marketing consultants of the 20th century says that he has read the original Scientific Advertising by Claude Hopkins over 50 times and has learned something new every time he has read from it As you read and apply this realize that the growth of your business can no longer be a hit and miss operation where you could be digging just feet or inches away from striking the mother lode in your industry but still be painfully unaware it s there You can turn your business marketing into step by step Scientific growth of where you will know exactly what works for your business promotion and what doesn t work Claude C Hopkins 1866 1932 was one of the great advertising pioneers He believed advertising existed only to sell something and should be measured and justified by the results it produced To track the results of his advertising he used key coded coupons and then tested headlines offers and propositions against one another He used the analysis of these measurements to continually improve his ad results driving responses and the cost effectiveness of his clients advertising spend His classic book Scientific Advertising was published in 1923 following his retirement from Lord Thomas where he finished his career as president and chairman This book was followed in 1927 by his autobiographical work My Life in Advertising From the First Great Copywriter The time has come when advertising has in

some hands reached the status of a science It is based on fixed principles and is reasonably exact The causes and effects have been analyzed until they are well understood The correct method of procedure have been proved and established We know what is most effective and we act on basic law Advertising once a gamble has thus become under able direction one of the safest business ventures Certainly no other enterprise with comparable possibilities need involve so little risk Therefore this book deals not with theories and opinions but with well proved principles and facts The book is confined to establish fundamentals Under these conditions where they long exist advertising and merchandising become exact sciences Every course is charted The compass of accurate knowledge directs the shortest safest cheapest course to any destination We hope that this book will throw some new lights on the subject Claude C Hopkins This classic is still in daily use by top entrepreneurs and corporations Timeless trustworthy classic Learn what you need to know to get a leap on your fellow advertising and marketing creators By studying what everyone else should know and may This collection containing Scientific Advertising My Life in Advertising along with A Common Sense Approach to Marketing Get Your Copy Now My Life in Advertising & Scientific Advertising Claude C. Hopkins,1997 Test marketing Coupon sampling Copy research All are standard practices in today s world of advertising All were invented by Claude C Hopkins 1866 1932 who worked for various advertisers including Bissell Carpet Sweeper Company Swift Company and Dr Shoop s patent medicine company until at the age of 41 he was hired by Albert Lasker to write copy for Lord Thomas advertising agency forerunner to today s Foote Cone Belding He stayed for 18 years Scientific Advertising and My Life in Advertising remain essential vital guideposts for present and future generations of advertising professionals **Scientific Advertising** Clau C. De Hopkins,2016-12-21 The time has come when advertising has in some hands reached the status of a science It is based on fixed principles and is reasonably exact The causes and effects have been analyzed until they are well understood The correct method of procedure have been proved and established We know what is most effective and we act on basic law Advertising once a gamble has thus become under able direction one of the safest business ventures Certainly no other enterprise with comparable possibilities need involve so little risk Therefore this book deals not with theories and opinions but with well proved principles and facts It is written as a text book for students and a safe guide for advertisers Every statement has been weighed The book is confined to establish fundamentals **My Life in Advertising** Claude C. Hopkins,2013-03-01 Bonded Leather binding *My Life in Advertising* Claude C. Hopkins,2014-10-29 My Life in Advertising is an autobiography detailing the life of advertising genius Claude C Hopkins author of the business classic Scientific Advertising This book is not written as a personal history but as a business story The chief object behind every chapter is to offer helpful suggestions to those who will follow his advice As practical as it is interesting My Life in Advertising is a must read book for anyone wanting to understand the secrets of how to sell Many of his strategies and techniques still apply today even for internet marketing *Scientific Advertising* Claude C. Hopkins,1980-05-01 **My Life In Advertising - Masters of Marketing Secrets** Robert C. Worstell,Claude C.

Hopkins,2014-04-13 This book is not written as a personal history but as a business story I have tried to avoid trivialities and to confine myself to matters of instructive interest The chief object behind every episode is to offer helpful suggestions to those who will follow me And to save them some of the midnight groping which I did My only claim for credit is that I have probably worked twice as long as anybody else in this field I have lived for many years in a vortex of advertising Naturally I learned more from experience than those who had a lesser chance Now I want that experience so far as possible to help others avoid the same difficult climb Every pioneer should blaze his trail That is all I have tried to do I set down these findings solely for the purpose of aiding others to start far up the heights I scaled Then with the efforts I here describe I hope you can now attain some peaks in advertising beyond any of us to date Claude C Hopkins      My Life in Advertising Claude C Hopkins,2013-09 This historic book may have numerous typos and missing text Purchasers can usually download a free scanned copy of the original book without typos from the publisher Not indexed Not illustrated 1917 edition Excerpt Chapter Seventeen SCIENTIFIC ADVERTISING THROUGH a book I wrote my name has become connected with Scientific Advertising That is advertising based on fixed principles and done according to fundamental laws I learned those principles through thirty six years of traced advertising Through conducting campaigns on some hundreds of different lines Through comparing on some lines by keyed returns thousands of pieces of copy Always since I sent out my first thousand letters to the time when 5 000 000 yearly was being spent on my copy I have had to face records on cost and result So I have naturally proved out many fundamentals which should always be applied I have little respect for most theories of advertising because they have not been proved They are based on limited experiences on exceptional conditions Some lines seem to succeed on methods of advertising which every traced return proves impossible The reasons for success have little to do with the advertising The line may have succeeded in spite of the advertising Many unadvertised lines become highly successful because of some wanted quality which people soon discover Or because dealers are in some way induced to feature it Or because of a name which in itself tells an appealing story Cream of Wheat is an example The name alone tells the story So with Spearmint Gum All successful gums have succeeded through fortunate names There is almost no story to tell There are no great distinctions The very men who succeeded with one name failed again and again with others Any conclusions drawn from such experiences are bound to lead others astray The cases where they apply are rare Safe principles are evolved only by those who know with reasonable exactness what      My Life in Advertising and Scientific Advertising Claude Hopkins,1998 Test marketing Coupon sampling Copy research All are standard practices in today s world of advertising All were invented by Claude C Hopkins 1866 1932 who worked for various advertisers including Bissell Carpet Sweeper Company Swift Company and Dr Shoop s patent medicine company until at the age of 41 he was hired by Albert Lasker to write copy for Lord Thomas advertising agency forerunner to today s Foote Cone Belding He stayed for 18 years Scientific Advertising and My Life in Advertising remain essential vital guideposts for present and future generations of advertising professionals Publisher

*My Life in Advertising* Claude C. Hopkins, 1917 This amazing business autobiography which has been through ten American editions and been translated into eight European languages tells with complete frankness just what business methods were successfully used to secure a national and world wide market for many well known commodities It is the inspiring record of how a farm boy rose to a position of great wealth because he learned how to change the buying habits of a nation

A Legacy in Advertising Claude Hopkins, 2013-06-17 Everything you need to know about making ads that sell is here A Legacy in Advertising has transformed the lives of many small business owners by providing them with the ultimate proven money making ideas These include How to find customers how to gain their business how to make risk free promotions and measure their results how to make your ads visible and original and much more Here is an example of the wrong way and the money making way The wrong way 20% off Easy Breezy brush Now 3 99 The money making way Having difficulty keeping your hair straight after washing it Easy Breezy's arch shaped bristles brush thru the hair stimulating a greater flow of the natural oil in your head keeping the hair in place longer while preventing frizzy hair static and puffiness Easy Breezy is a hand massage without effort This last ad produced 36 827 in sales 5 000% more than the first one Media experts described A Legacy in Advertising as a step by step guide involving the author's 30 years of experience his case studies and tested principles that will guide you through the secrets needed to submerge your customers in the dream of every product you sell No matter what it is This incredible book is a must have for anyone serious about making money through advertising online or in print It includes the full and original publications of Claude C Hopkins best selling books *My Life in Advertising* and *Scientific Advertising* and a collection of more than 150 of the author's most profitable hard to find ads for you to own

**SUMMARY - My Life In Advertising By Claude Hopkins** Shortcut Edition, 2021-06-09 Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes By reading this summary you will discover the professional adventure of Claude C Hopkins as well as the main lessons he learned from his experience You will also discover that Claude C Hopkins modest origins allowed him to excel in his work The only way to succeed is to work and the field is the only valid place to learn Work can and must be considered as a game to be practiced with pleasure and assiduity Mail order selling because of its specificities allows the implementation of fundamental principles of scientific advertising The advertiser has heavy responsibilities and takes real risks which is why he must be all the more careful and methodical The advertising profession is less lucrative than it seems and its collaboration with brands is precarious Claude C Hopkins has been successful in applying his knowledge of advertising to entrepreneurship Claude C Hopkins has an outstanding professional experience In *My Life in Advertising* he reveals the path that led him to the top A pioneer an exceptional professional he shows the way for his successors to do better than he did For him work is at the origin of all successes his own as well as those of advertising campaigns You too get involved in advertising Buy now the summary of this book for the modest price of a cup of coffee

*My Life in Advertising (Classic Reprint)* Claude C. Hopkins, 2016-07-31

Excerpt from My Life in Advertising That fact will be emphasized again and again in this book I stress it here in tribute to the source of my prudence Safety first has been my guiding star A Scotch mother is the greatest asset a boy can have who desires a career in advertising Then economy and caution are instinctive with him They are fundamentals Success save by accident is impossible without them But the lack of these qualities may be partially corrected by studious cultivation Most business wrecks which I have encountered are due to over reaching To reckless speculation on a hidden chance To that haste which laughs at conservatism To racing ahead on unblazed trails in fear that some rival may go farther or get higher About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books Find more at [www.forgottenbooks.com](http://www.forgottenbooks.com) This book is a reproduction of an important historical work Forgotten Books uses state of the art technology to digitally reconstruct the work preserving the original format whilst repairing imperfections present in the aged copy In rare cases an imperfection in the original such as a blemish or missing page may be replicated in our edition We do however repair the vast majority of imperfections successfully any imperfections that remain are intentionally left to preserve the state of such historical works    *Advertising & Selling* ,1930    *Advertising Fortnightly* ,1930    *Advertising & Selling and the Advertising Agency* ,1930    *Dictionary Catalog of the Research Libraries of the New York Public Library, 1911-1971* New York Public Library. Research Libraries,1979    *The Journal of Business Education* ,1929 The magazine for teachers of business subjects

## **My Life In Advertising Scientific Advertising** Book Review: Unveiling the Power of Words

In a world driven by information and connectivity, the ability of words has are more evident than ever. They have the ability to inspire, provoke, and ignite change. Such could be the essence of the book **My Life In Advertising Scientific Advertising**, a literary masterpiece that delves deep in to the significance of words and their effect on our lives. Compiled by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we shall explore the book is key themes, examine its writing style, and analyze its overall effect on readers.

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