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2448.(e5) 1985 Porsche 944, red, sunroof, alarm, cover, cellular incl. automatic, miles. Excellent condition. One winter. \$24,000. \$19-853-3132.(es) 1988 Cavalier Z24, loaded, like new, never winter driven, light blue, 5 speed, 48,000 km. Must Sell \$10,500.00, O.B.O. Days 624-6107 (Miss.) evenings 877-2841, Barry.(es)

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 Don't advertise Just pretend everybody knows what you have to offer

L. Don't advertise Tell yourself you just don't have lime to spend thinking about promoting your business.

J. Don tadvertise Just assume everytixity knows what you sell

4 Don Ladvertise Convince yourself that you've been in business so longcustomers will automatically come to you

 Don Ladvertise Forget that the e are new potential customers who would do business with you if they were urged to do so

D. Don't advenise Forget that you have compelifion trying to affract your customers away from you

 Don't advertise Tell yourself it costs too much to advertise and that you don't get enough out at a

 Don't advertise Overlook the fact that advertising is an investment in selling - not an expense

9. Don't advertise Be sure not to provide an adequate advertising budget for business

Forget that you have to keep reminding your established. customers that you appreciate

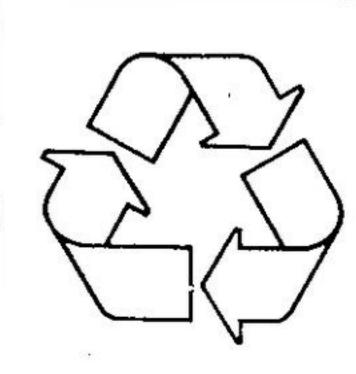
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