

BY THE ORIGINAL AD MAN...

DAVID OGILVY



CONFESSIONS OF AN ADVERTISING MAN

'Ogilvy the creative force of modern advertising'
THE NEW YORK TIMES

The Advertising Man

David Ogilvy (Advertising Agent.)



The Advertising Man:

Confessions of an Advertising Man David Ogilvy, 1963 Mr Ogilvy reveals among other professional secrets how he gets clients how to write potent copy and how to rise to the top of the advertising field **Summary** Chase Adams, 2018-07-31

Confessions of an Advertising Man is a 1963 book by David Ogilvy. It is considered required reading in many advertising classes in the United States. Ogilvy was partly an advertising copywriter and the book is written as though the entire book was advertising copy. It contains eleven sections: How to Manage an Advertising Agency, How to Get Clients, How to Keep Clients, How to be a Good Client, How to Build Great Campaigns, How to Write Potent Copy, How to Illustrate Advertisements and Posters, How to Make Good Television Commercials, How to Make Good Campaigns for Food Products, Tourist Destinations and Proprietary Medicines, How to Rise to the Top of the Tree. Should Advertising Be Abolished. In August 1963, 5000 copies of the book were printed. By 2008, more than 1 000 000 copies had been printed. **CONFESIONS OF AN ADVERTISING MAN 2ND E** Ogilvy, 1989-01-09 David Ogilvy was an advertising genius. *Confessions of an Advertising Man* is the distillation of all the successful Ogilvy concepts, tactics and techniques that made the book an international bestseller. If you aspire to be a good manager in any kind of business, then this is a must read. His views are timeless and form a blueprint for good practice in business. Book jacket **Confessions of an Advertising Man. [With Facsimiles.]** David Ogilvy (Advertising Agent.), 1964 *Confessions of an Advertising Man* David Ogilvy, 1987-01-01 *The Ad Man* Timothy Dickinson, 2016-08-12 Tim Collinwood is no international man of mystery. He's an ordinary English advertising man living in the Middle East, working in an unfamiliar place, struggling with cultural challenges and personal foibles. Collinwood is intrigued when he's offered a marketing job that sounds exciting and the reward for success is immense. His employers want him to create the public relations campaign of his life to position Morocco as an economic powerhouse. The challenge attracts Collinwood, but as the story develops, he realizes failure is not an option. He falls in love, which distracts his focus and occupies his time. He is also plagued by corruption, cheating, lies and deceit and has to battle his way through. His relationship with the prettiest of professional sex workers confuses his emotions and blurs his vision. Collinwood is a man up against friends who will stab him in the back and women who will do whatever they have to do. Old-fashioned values and morals are his only protection. Does he have what it takes to stay focused and succeed? Can he resist temptation to save himself and the woman he loves? Can he even stay alive? Ogilvy on Advertising David Ogilvy, 2013-09-11 A candid and indispensable primer on all aspects of advertising from the man Time has called the most sought after wizard in the business. Told with brutal candor and prodigal generosity, David Ogilvy reveals how to get a job in advertising, how to choose an agency for your product, the secrets behind advertising that works, how to write successful copy and get people to read it, eighteen miracles of research, what advertising can do for charities, and much, much more. **From Penguins to Paradise: My Life as an Advertising Man** Paddy Hayes, 2020 *From Penguins to Paradise: My Life as an Advertising Man* invites the reader to laugh at and learn

about the ad industry in equal measure It charts the career of a young advertising agency trainee from his initial struggles as a trainee Account Executive to his appointment as Managing Director Thailand and eventually Senior Vice President International His insightful and often hilarious experiences range from the pitfalls of trying to make penguins perform for a TV commercial in London to the trials of opening some of the first Western agencies in Moscow and China How do ad agencies work How do you take the knowledge from London agencies and apply it in Singapore Bangkok Tokyo and Brazil while at the same time learning from these foreign cultures And what is bachelor life really like in these far away countries All is revealed in this informative light hearted and entertaining book **All I Ever Wanted to Be Was An Ad Man**

Anthony Eglin,2024-02-13 From a childhood growing up dodging doodlebugs and bombs in wartime Britain to an award winning career in advertising and marketing more madcap than Mad Men to a panoply of fascinating passions and pursuits Anthony Eglin s continent spanning story is a heart warming romp through the second half of the twentieth century and a captivating portrait of a life well lived **An Ad Man Ad-Libs on TV** Bob Foreman,2008-05-30 Bob Foreman came into radio and television from an advertising agency He days developing and sponsoring such shows as The 64 000 Question Groucho Marx Your Hit Parade and dozens of others provide source material for his humorous looks at the media

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