

# ICE TO THE ESKIMOS



## **How to Market a Product Nobody Wants**

The NBA's top marketer shares his battle-tested  
secrets to jump-start your sales, excite your  
customers, and improve your bottom line

# JON SPOELSTRA

# Ice To The Eskimos How To Market A Product Nobody Wants

**David Kent Stotlar**



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Journal of Marketing ,1997      Raising Funds with Friends Groups Mark Youngblood Herring,Mark Y. Herring,2004 Are friends groups really a viable way to raise significant funds Yes says Mark Herring who offers step by step advice on how to form or restructure friends groups in academic and public libraries He covers establishing and organizing a steering committee marketing communicating with your membership one on one and via newsletters advocacy and support event programming publicity affordable feasibility studies perpetual programs and more A special section shows how to use the Friends Group s Web site to raise funds This essential guide will help you revitalize existing relationships and create new opportunities      *Rhetorical Criticism and Theory in Practice* Dann L. Pierce,2003 A class tested first edition focusing on core areas of rhetorical research such as metaphor narrative visual persuasion ideology and politics with the intent of acquainting undergraduate students with a broad accessible understanding of ideas analytic frames and examples of human language use This textbook is written as a springboard for more sophisticated study and also strives to connect the material to message making in communication related professions      *Guerilla Marketing des 21. Jahrhunderts* Jay Conrad Levinson,2011-08 Kleiner Einsatz gro e Wirkung Einfallsreiche Werbeaktionen die m glichst wenig Geld kosten das ist der Grundgedanke des Guerilla Marketings Der Marketing Experte Jay C Levinson pr sentiert in diesem Standardwerk sein revolution res Konzept kreative Ideen und Aktionen die mit kleinem Mitteleinsatz gro e Wirkungen erzeugen Dabei zieht er alle Register und beweist anhand vieler praktischer Beispiele wie einfach es ist Chancen f r sich zu nutzen und das Marketing schneller schlanker flexibler und effektiver zu machen      □□□□ David Kent Stotlar,□□□,2006      **Forthcoming Books** Rose Arny,1997

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