

PERSUASIVE MESSAGES/LETTERS

1. SALES LETTER

A form of direct mail in which an advertiser sends a letter to a potential customer.

EXAMPLE

Document Makers
2398 Red
StreetSalem,
MA 34588

March 10,

2001ThomasR. Smith
Drivers Co.
3489 Greene Ave.
Olympia,
WA 98502

Dear Mr. Smith:Are you having trouble getting your important documents formatted correctly? If youare like most business owners, you have trouble finding the time to economically produce good-looking documents. This is why it is important to have a specialist takecare of your most important documents.At Documents Makers, we have the skills and experience to come in and help youmake the best possible impression. May we stop by and offer you a FREE estimate of how much it would cost to get your documents looking great? If so, give us a call atand set up and appointment with one of your friendly operators.

Sincerely,

(signature here)

Richard BrownPresident

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