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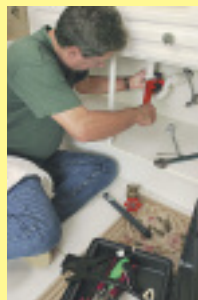
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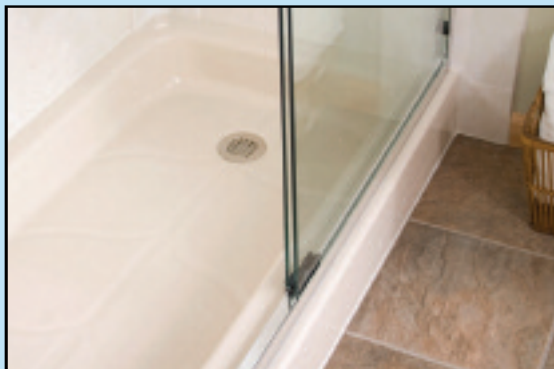
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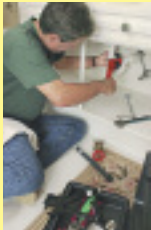
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4. **Don't advertise.** Convince yourself you've been in business so long customers will automatically return to you.
5. **Don't advertise.** Forget that there are new potential customers who would do business with you if they were urged to do so.
6. **Don't advertise.** Forget that you have competition trying to distract your customers away from you.
7. **Don't advertise.** Tell yourself it costs too much to advertise and that you don't get enough out of it.
8. **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 your business.
10. **Don't advertise.** Forget that you have to keep reminding your established customers that you appreciate their business.

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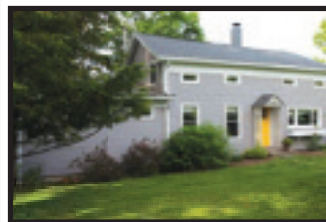
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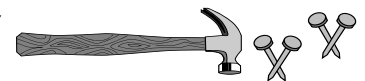
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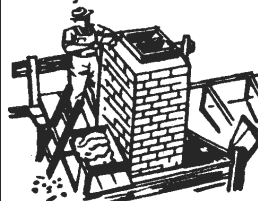


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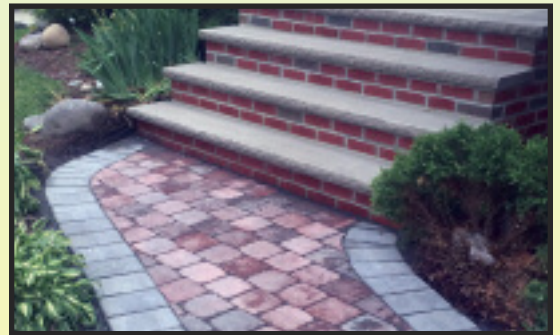


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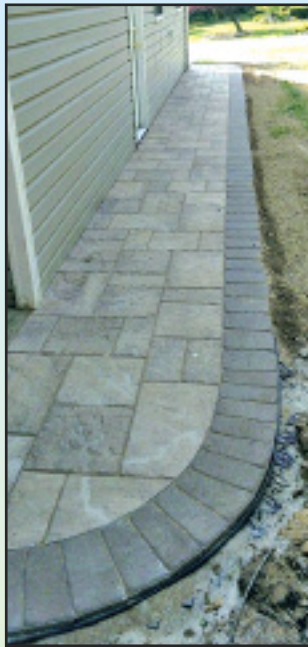
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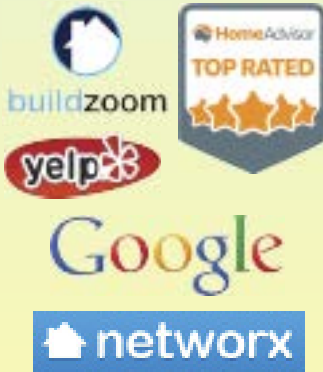
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