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No B.S. Direct Marketing by Dan S. Kennedy. February 17, 2020. April 1, 2019. by Tim Ikels. These are my personal book notes of No B.S. Direct Marketing by the author and direct response marketing legend Dan S. Kennedy. If you like what you read, please buy the book. Let's dive in.

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Direct marketing or direct response marketing is nothing more than marketing directly to your target market and getting them to respond to your offer in a certain way (lead or sale). It's not mass marketing and it's not branding. No B.S. Direct Marketing Book Review & Quotes

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This book review covers the 2nd Edition of No B.S. Direct Marketing by Dan Kennedy more fully, [Direct Marketing For Non-Direct Marketing Businesses](#). Let's clarify that last point. Traditionally, [Direct Marketing Businesses](#) have been defined as mail-order, catalogue or online companies that directly solicit orders for business. So, [Non-Direct Marketing Businesses](#) are everything else you might say the majority of businesses.

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