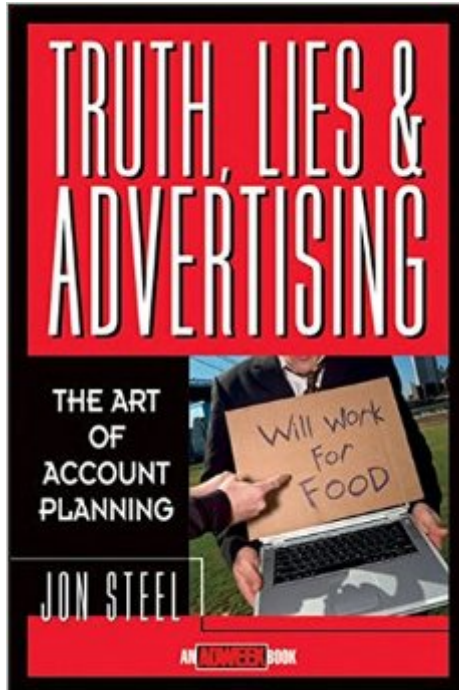


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# Truth, Lies, And Advertising: The Art Of Account Planning



## Synopsis

"Account planning exists for the sole purpose of creating advertising that truly connects with consumers. While many in the industry are still dissecting consumer behavior, extrapolating demographic trends, developing complex behavioral models, and measuring Pavlovian salivary responses, Steel advocates an approach to consumer research that is based on simplicity, common sense, and creativity--an approach that gains access to consumers' hearts and minds, develops ongoing relationships with them, and, most important, embraces them as partners in the process of developing and advertising. A witty, erudite raconteur and teacher, Steel describes how successful account planners work in partnership with clients, consumer, and agency creatives. He criticizes research practices that, far from creating relationships, drive a wedge between agencies and the people they aim to persuade; he suggests new ways of approaching research to cut through the BS and get people to show their true selves; and he shows how the right research, when translated into a motivating and inspiring brief, can be the catalyst for great creative ideas. He draws upon his own experiences and those of colleagues in the United States and abroad to illustrate those points, and includes examples of some of the most successful campaigns in recent years, including Polaroid, Norwegian Cruise Line, Porsche, Isuzu, "got milk?" and others. The message of this book is that well-thought-out account planning results in better, more effective marketing and advertising for both agencies and clients. And also makes an evening in front of the television easier to bear for the population at large."

## Book Information

Hardcover: 320 pages

Publisher: Wiley; 1 edition (March 13, 1998)

Language: English

ISBN-10: 0471189626

ISBN-13: 978-0471189626

Product Dimensions: 6.4 x 1.1 x 9.3 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars [See all reviews](#) (50 customer reviews)

Best Sellers Rank: #44,004 in Books (See Top 100 in Books) #86 in [Books > Business & Money > Marketing & Sales > Advertising](#) #240 in [Books > Business & Money > Accounting](#) #374 in [Books > Business & Money > Marketing & Sales > Marketing](#)

## Customer Reviews

Intrusive, obnoxious, impersonal, insincere and arrogant are all adjectives, which have been attached to the world of advertising. However, in *Truth, Lies and Advertising: The Art of Account Planning* author Jon Steel looks to dispel these characteristics in a unique manner. Through conversational, descriptive, humorous, and entertaining examples Steel seeks not to convince the public that advertising is undeserving of its rap, but to convince those in the biz that by focusing on building relationship with consumers the negative personality of advertising could quite possibly be changed. In Steel's eyes, the most effective advertising involves consumers in two critical areas; one, consumers must take part in the development of communication and two, consumers must be involved in the communication itself. Simply put, creating dialogue with consumers will allow advertisers to know exactly what consumers actually want in a brand and product, and consumers should not be told what to think, but they should be given persuasive facts and allowed to make up their own minds. As Director of Account Planning and Vice Chairman for by Goodby, Silverstein & Partners in San Francisco, Steel has helped create several consumer-centric campaigns such as the "Got Milk" campaign for the California Fluid Milk Processors Advisory Board and the "See What Develops" campaign for the Polaroid Corporation. Steel has also planned successful campaigns for the Northern California Honda Dealers Advertising Association, Norwegian Cruise Lines, and Chevy's Mexican Restaurants.

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