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[Cashvertising \(Book Summary\) - Ethos3](#)

Human beings are biologically programmed with the following eight desires: Survival, enjoyment of life, life extension. Enjoyment of food and beverages. Freedom from fear, pain, and danger. Sexual companionship. Comfortable living conditions. To be superior, winning, keeping up with the Joneses. Care and protection of loved ones.

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"Cashvertising" by Drew Eric Whitman

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One of the chief ways to make your "virtual sales reps" work harder for you is by using better copy and that's where [Cashvertising's main emphasis lies](#). This book teaches you all the fundamentals necessary to create attention-grabbing headlines and titles, to keep visitors interested and engaged and quite simply to make more sales.

[Cashvertising](#) will help you by using the psychology of a consumer to help you reach your customers' "buttons" and compel them to buy. "Cashvertising" In a Nutshell. After you've launched and your business is up and running, you're working on the expansion phase.

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Make Big Money Selling Anything to Anyone. Selling is a fundamental activity. Yet, so many people face bad results, because they do not know how to advertise their product properly.. To sell successfully, it is crucial to know people's primary drivers and desires.

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