

SETH GODIN

Bestselling author of *Purple Cow*

All Marketers Are Liars

**The Power of Telling Authentic Stories
in a Low-Trust World**



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Forbes Bertie Charles Forbes, 2009-04 This business magazine covers domestic and international business topics Special issues include Annual Report on American Industry Forbes 500 Stock Bargains and Special Report on Multinationals **All Marketers are Liars** Seth Godin, 2012-04-24 The indispensable classic on marketing by the bestselling author of Tribes and Purple Cow Legendary business writer Seth Godin has three essential questions for every marketer What's your story Will the people who need to hear this story believe it Is it true All marketers tell stories And if they do it right we believe them We believe that wine tastes better in a 20 glass than a 1 glass We believe that an 80 000 Porsche is vastly superior to a 36 000 Volkswagen that's virtually the same car We believe that 225 sneakers make our feet feel better and look cooler than a 25 brand And believing it makes it true As Seth Godin has taught hundreds of thousands of marketers and students around the world great marketers don't talk about features or even benefits Instead they tell a story a story we want to believe whether it's factual or not In a world where most people have an infinite number of choices and no time to make them every organization is a marketer and all marketing is about telling stories Marketers succeed when they tell us a story that fits our worldview a story that we intuitively embrace and then share with our friends Think of the Dyson vacuum cleaner or Fiji water or the iPod But beware If your stories are inauthentic you cross the line from fib to fraud Marketers fail when they are selfish and scurrilous when they abuse the tools of their trade and make the world worse That's a lesson learned the hard way by telemarketers cigarette companies and sleazy politicians But for the rest of us it's time to embrace the power of the story As Godin writes Stories make it easier to understand the world Stories are the only way we know to spread an idea Marketers didn't invent storytelling They just perfected it **SUMMARY - All Marketers Are Liars: The Underground Classic That Explains How Marketing Really Works By Seth Godin** Shortcut Edition, 2021-06-01 Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes By reading this summary you will discover how to become an expert marketer in the art of storytelling You will be able to get consumers to buy into the spirit of your business You will discover that since its origins human beings have been telling stories to each other Storytelling is an integral part of who they are and how they understand things You will also learn that everyone can learn to tell stories everyone develops their own story in order to make it more audible the important thing is what consumers want to believe This book is about marketing today Far from the era of advertising storytelling is for a brand or a company the key to success To successfully influence a consumer stories must be told The targeted people must live the story believe it and adopt it in order to transmit it in turn Stories are everywhere They are a real power tool for marketers value creators and they have the power to change the world Seth Godin presents nine tips illustrated with examples to succeed in this particular art He advocates that the story be true that it convey promise that it be reliable subtle and captivating It should also appeal to the senses more than to reason while being coherent It should target consumers who share a common interest in the

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