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Celebrity Sells

Hamish Pringle



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Celebrities have always captured the imagination of the public. In today's age of consumerism, their ability to influence our behaviour can be seen worldwide.

Harnessing this power can reap huge rewards for business — the Jamie Oliver campaign helped turn around Sainsbury?s fortunes, with the return on investment estimated at £27.95 for every advertising pound spent; sales of Walker?s Crisps increased by 105% thanks to Gary Lineker; One to One re-launched its brand with stars including Kate Moss and Elvis Presley.

Celebrity Sells demonstrates the awesome power of famous names, when skilfully used, to sell brands and offers practical advice on how to develop and advertise a brand using celebrities, including:

- How to choose the right celebrity for your brand
- How to build your brand using a celebrity
- How to manage relationships with celebrities
- How to protect celebrity and brand reputation

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