

Expand your advertising sales experience paper to add all of your efforts to date. Continue your discussion about your experience of working with the potential clients.

Research sources that sales people use. Some suggested sources are linked below.

Write up and layout an ad for the client with whom you have worked the closest. Follow the technique you used when you did the coupon.

The paper should be approximately five pages. The paper will be due on the last day of classes, Dec. 15.

Magazine sales [consulting site](#). Has a monthly tips newsletter.

Here's an [outline](#) of what an advertising sales person needs to know.

[Seven steps](#) to selling newspaper advertising.

This company helps newspapers get up and running; there is a [section on ad sales](#).

**More links will be added in the coming days.**