A Marketing Rebel Special Report On...

POWER WORDS

By John Carlton

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I've had a couple of revelations in my career that have instantly improved my ability to write killer copy. The first was to learn the insider secrets of world-class salesmanship, and translate those shrewd tactics to the printed page.

Next, I learned to write in a conversational manner -- not like some starched-up blowhard who used perfect grammar and fancy twenty-five cent words all the time. Then (after reading the great "Elements of Style" by Strunk and White), I learned to abandon almost all adjectives in my writing... and to use "action verbs" that single-handedly told a story all by themselves.

This last discovery -- using action verbs to pump up my copy -- morphed into the art of using what I call "power words". Sometimes these are verbs that convey action, sometimes they are nouns with shock value, sometimes a wicked phrase (or a twist on a cliché) that catches hold of the reader's mind and won't let go.

Here is how I explain it: A power word is any word that carries its own emotional wallop. No one reads a good power word without having their heart beat a little faster, their mind explode with old memories, or at least some tiny part of their system taking notice. Take the word "humiliate". No one reads that word without having a visceral reaction to it. Everyone has suffered humiliation at some point. So, when I say in a headline that an old golfer, "70 pounds overweight and crippled with arthritis" routinely goes out and humiliates younger, cockier PGA professionals... it creates some real drama, with a fascinating story already loaded into it.

Most of the following words are action verbs. Some pack a huge emotional wallop, while others just tickle your memory or senses. But *none* of them are boring—and the **Number One Rule of good copy** is to never bore your reader. Take the word "walk", as in "he walked down the street". Nothing much going on with that word. Change walk to "waltz"... or "crawled"... or "minced"... or "scrambled"... and you create a definite image in the reader's mind.

Even using a few well-chosen power words in your copy, here and there, will instantly increase your reader's interest. It's the cornerstone of great, compact, intense writing that compels.

These words were pulled out of ads I wrote last year, with help from my friend, Scott Haines (a damn good copywriter in his own right). There is no order, no logic behind the listing. When you sense your copy is in a rut, read this for inspiration. And see if it doesn't shake things up.

White hot	Tap into	Stunningly vicious
Urgent	Explosive	
Insider	Blast out of	Firestorm
information		Controlled
Maim	Deep end of the pool	Silenced
Dominate	Crucial	Exploit
Unbelievably devastating	Intensive care Actively	Heat up
Stun	engaged Mojo	Explosive power
Rip	Blitz	Take down
Brand spanking	Secretive	Vulnerable
IIGW	Forced	Wounded duck
Vicious	Crammed	Blind-spot
Wickedly effective	Powerful	Ignored

Kicked-in	Up close and personal	Shocked and amused
Wobbly		
Insight	Elite	Total submission
Superiority	Marked for death	Excruciating
Glaring		,
<u></u>	Raw but ready	Neutralize
Tremendous	Blazingly	Monster-sized
Forgotten	obvious	Honster Sizea
tactics		Crush
6	Respect	Damad
Grab and run	Ease	Dazed
Description	Fear	Nichtmarich
Dragged	Threat	Nightmarish
kicking and screaming	Inreac	Inflict
Screaming	Street-tough	11111100
Untapped	bereer rough	Massive
resource	Afraid	
		Bull charge
Quivering	Survive	_
_		Lean and mean
Mega-valuable	Taste	
		Surreal
Blood and guts	Instantly	-
	traumatizing	Ingenious
Dark alley	61 1	Confused
T 1 1	Shock	Confused
Jacked-up	Dlindina	Pain-rich
Naata	Blinding	rain iidi
Nasty	Immobilizing	Combat
Bone-crunching	IlluliODIIIZIIIg	
Bone-Crunching	Unexpected	Front-line
Nerve-		trenches
shattering	Helpless	
		Possession

Attack	Lure Rocked	Massive
Amazing	Infested	Slash
Master's level savvy	Bandit	Easy-to- implement
Submission	Abandon	Confidential
Deadly Rage	Slaughter	Maximize
Cutting edge	Tickle	Liability
Quasi-legal	Inflame	Legal loopholes
Awesome	Coax	Confusing
Reversed	Tease	Almost
Incredible	Blast	overnight
Limited	Ridicule	Urgent
Dominate	Slay	Eat up your promised tax
Cured	Boost	cut
Astonish	Implode	Audit-proof
Freak out	Dangerous	Crap out
Killer	Wealth	Obsolete
Cold-cock	Ecstasy	Strategies
Liar	Heaven	Elite
Bribe	Bribe	Brilliant
	Jumpstart	

Bulldog tax attorneys	Avoid	Glitch
-	Demand	Certify
Discover	Secret	Deny
Most respected names in tax law	Scour	Protection racket
	Procedural	
Mumbo-jumbo	traps	Required knowledge
Victim	Tactics	
		Accumulate
Line your	Arouse	wealth
pocket	suspicion	
		Trap
Privy to	Excuses	
insider		Triggers
information	Lop	
		Virus
Brutal	Shelter	
		Cash
Private	Bonanza	
		Breakthrough
Plain English	Genius	
		Permanently
"Crack the code"	Get around the rules	damaged
		Supercharge
Secret source	Wrong track	-
	-	Unexpected
Legal magic	Thumbs up	-
act	•	Interest-free
	Bulletproof	loan
Voodoo		
	Grab	Hidden tax
Bloody		
	Gargantuan	Tools
Dirty tricks		
	Courtesy	Hands off

Routine Every penny Steady flow of inside Fund lavishly Tax-proof information No risk Vast Penalty Shrink Smoothly Strictly Robbed Touch Make waves Gamble Stuff Generates Underestimate Jackpot Free money Overlooked Serious Performs extra problems duties Sock away Hidden assets Secret weapon Lucrative Stop it cold Feast Deduct it Most people Bump you into anyway a higher miss out bracket Cleverly disguised Devours Penalties Earmarked Donate Right off the Risky Must-read top Double the Shortcut Twist usual amount Valuable Instantly Pocket more Write-offs Kick in money Pleasure Out of luck holiday Mutate Nightmare Thanks but no Hidden fortune thanks

Sideline business	Simple fix	Honest loophole
Shrinks	Ignore	Assume
Rake in	Luxury Dispose	Unreasonable
Rare	Too good to be	Collect immediately
No way to lose	true	Year after
Magic	Instantly valuable	year
Little-known	What you'd	Directly affect you
Off the hook	otherwise miss out on	Back into your
Skip Defies common	Transfer	pocket Confession
sense	Unexpected	Disgruntled
Advice	Secret deadline	Iron-clad
Make it legally	Negotiate	Generous
disappear Negligent	Sweetheart deal	Stronger
Reckless	Psychological	Nothing comes close
Disregard	tactics	Bottom-line
Jumps up to	Devastating	Your fair
the next level No hassle	Walk away from it	share
Nasty tax trap	Refuse to take any gruff	Savvy Astonishing
_		_

Deluxe	Private Swiss account	Jaw-dropping power
Even if you		•
later decide	Uncle Sam	The expert category
Extra expense	Ignores	Massage
Certificate	Tax-friendly	Muscle memory
Scrutiny	Zero taxes	Confidence
Forced to	Forfeit	
settle	Cash-rich	Skill
Shelter income	Shrink	Honest-to-God
Offshore	Explode	Advanced
Opportunity	Research	Discover
A fraction of what you owe	Escape	Keel haul
Dodge	Boost	Change your life
Neglect	Within the	Amazing
Pack up and	hour Absolute	Targets
leave	Primal	Specific
Wire tap		Figure out
Secret hit list	Pinpoint accuracy	Deepest wish
Dirty tricks	Faster than you ever	Frustration
Paper losses	dreamed possible	Pure baloney
Beat the rap	LOCOTRIC	Impatient

Nonsense	Smack	Down and dirty
Clear away the fog	Impressive	Something scary
Bet	Seriously re- consider	Artistic grace
Materialize	Fool	Scenario
Learn the hard way	Examine	Homemade
Coming up	Spraying shots	Kitchen table
through the ranks	Knocked out	Obliged
Best part	Keen	Blew my mind
Scientifically	Like a Rainbird	Oblivious
Tailored	sprinkler	Special opportunity
Effective	Pathetic Shadow	Blab
Test drive		In the dark
Golfing heaven	Horrible mistake	Flirt with
Details	Amateur	Blunder
Allow	Lucky	Reveal
Leap	Frankly	Outsider
Territory	Ooze	Tremendous
Believe	Miss the cut	Broken down
Ego	Pro tips	Nuance

Accurate	Impossible	Share
Lazy	Muddle along	Dead broke
Suddenly	Stumble	Choose
Scared to death	General public	Boomtown
Transform	Civilians	Heart's content
	Forever	
Not pay a nickel	Serious	Hint
Hollywood	Understand	Bad feelings
production	Poured our	Listen up
Stunning	hearts into it	Consistent
Willing	At your own pace	Stress-free
Empty your	•	Bend over
wallet	Dying to know	backwards
Cartoon	Handle it	Authorized
Create	Insider contacts who	Completely lacking in
Throw-away	know the ropes	credibility
techniques	Know where the	The real thing
Heck	bodies are buried	Zero risk
Scratch the surface	Butt ugly	Word of mouth
Local	Ripped off	Bird dog
Shell out	Eager	Demand

		•
Generous	Shrewd	Freak out
Put it on the table	Discontent	Hardcore
You snooze,	Thousand yard stare	Revealed
you lose	Cheating	Respect and awe
Add a tiny	Trash talk	Battle-
edge	Odd	hardened
Befuddlement	Intimidation	First peek
Seeds of doubt	Best on the	Sneak peek
Grow like a weed	planet	Shockwaves
Cool	Sneeze	So-called
Tactics	Closed door meeting	Financial
Lack of focus	Crush	bodybag
Money and	Stockpiled	Obliterate
pride on the line	Wow	Gets in your face
Ensure	Absolutely	False
Shaking in	free	confidence
fear	Hot to trot	Fistfight
Devour them alive	Try it out	Life-and-death
Stunning peek	Lethal	Roamed deep behind enemy
	World stage	lines
Perfectly legal	Connection	Eliminate

Unrelenting	Sold out	Crippled
Victory	Reputation	Routinely
Hard ass	Crazed bulldog	Talent
Hidden secrets	Unhappy	Takes all the
Confront	Sought-after	money
Say hungry	Opt in or out	Horrible
From scratch	Constant dread	Striking
Blood thirsty	Career suicide	Tallied
Begged	Duped	Bad day
Distinguished	Locked up	Bad hair day
Commando	Gain access	Feel like a
Commando	through the	tiger
Drill	back door	Pocket an easy ten bucks
Completely new	Revelation	cen bucks
Obsolete	Chilling	Don't believe me
Astonishing	detail	Total fluke
	Inner circle	
Disarm	Love	Total flake
Require		Just over the
Magically	Slave-ship seating	border
Catch	Thorny	Insane
Batch	Share the wealth	In the mud and the blood and the beer

Everybody and his brother	Right down the pipe	Deliver the goods
Shoot	Embarrass	Super-hot
Lying bastards	Humiliate	Smokin'
Lazy weasels	Awesome	Painless
October surprise	Head-shaking results	Original
Stumble on	Check it out	Eagerly
Cold cash	My own wallet	Come clean
World-wide	Trouble	Cement his status
Earn without work	Totally convinced	Test drive
Threatened	One-two punch	Master it in a short afternoon
Six-pack abs	No sweat	Cold, hard
Enrages	Exciting	facts
Gouging	Fat ten spot	A new fact of life
Insist	Kidnap	Hurt
Endlessly	Forced	
Dares	Special	Fact-check
Fun	All over the	Bail out
Raw rookies	globe	Shoo in
	Flown in	Knock

Broken	Too hip	Bored
Handicap	Ammunition	Fake it
Not normal	Solution	Rub it in
Not right	Major flaw	Shave off
Improve	Sensitive	Glamorous
Scoff	The end result	Scuff
Warm-up	Drive 'em	Mysterious
Boogie down	Speed read	Biochemistry
Dramatically	Gauge	Vast majority
Counter- intuitive	Stroke	Major trouble
Trust	Sink	Pure gut- wrenching
Liar	Edge	agony
Pit	Hint	Miserable
Profuse	Price you pay	Tricks
Broken	Wrong!	Scoop
Fabulous	Face up to it	Nail it
Get a grip	Get the yips	Demolish
Proper	Pay the price	Complete mastery
Killer	Humiliate your	Off the wall
Square	neighbors	Dares

Flip Beast Years away Natural Humbled Gorgeous Judge Prove it Jaw-dropping Skulled shots Airborne Nasty ailment Pinch Hidden power Rank beginner Punch Launch Lying bastards Pounce Howitzer shot Struggling Purr Breathtaking Smile so hard your cheeks Parade Desire hurt Perfidy Maximum Cannot lose Love Refuse to Sabotage believe Private Desire Reserve Pulling your leg Empty Package Witch Outrageous Personally Power Hunt it down Time limit Arrogant Intense Dead solid perfect Experts Rumor Convince Can't be this God-forsaken easy Blithering Claim Break some hearts Fortune Sheer nonsense

Nano-second	Despite	Shut up
Prize money	Recent	Cocky
Gratifying	Hot to know	Shuffle your feet
Short work	Fraction	
Collect	It's all wrong	Move up fast Mindset
Cold water flat	Passion	
	Ultimate	Relax
Relish	Blow it	Personal and confidential
Beer can	Spoil the fun	Spoiled
Install Whack	Looney-toons	For your eyes only
Laser-like	Twisted	Guts
focus	Catch his act	Improvised
Skeptical	Cool as ice	Shattered
Open mind	Walk away	Endured
Trial run	Nervy	
Monster	Calm as a	Put your ass on the line
Big boss man	sleeping puppy	Submission
Rhythm	Emergency	Compact
Massive	Hysterical	Severe
The Big Boys	Dangerous	In a blink
Pissed off	Fringe	

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Break out in a Settled down Mumble cold sweat Determined Screw Pirated Knock Legends Involved Money zone Hinge Exploited Bank shot Recognize Lifethreatening Bit me on the Money shot ass Evidence Dark corner Confront Exclusive Without fanfare or Stung drama Avoid Wedge issue Blow away Grind it out Big mistake Pull my leg Drain Of course you Tote Flash do Ramble Subtract In the money Disaster Crucial Rely on it Sopping mess Burst Grasp the importance Drench Injury Finally figure Create Laughed at me it out Ruined Financially Hotshot Arrogant Zen master Truth Lazy Damn lies Explain Esoteric Patiently

Topple Seduce Rat poison Shake Sly look Reduce Rattle Induce Coy Roll it on out Blanch Unbridled Survive Pitch black Test run Dank recesses Fanatic Advantage Ruminate Unfair Crazed advantage Pull your Intent punch Butt-end of it Subterfuge Ignoble Siren song Blew it big Silenced time Butt ugly forever Specious Forgotten hero Heroes and villans Deliver Sad Shuck and jive Render Oceans of it Recoil Asunder Lumber Reel from the Burst Slumber shock

Rubber neckers Dream on,

Ready, fire, cowboy aim Tornado

Sodden White knight you rode in on

Sulk Skit Loveless

Rustle

Silky

		•
Mysterious rider	Beatnik	Soothe
Snail mail	Bums and winos	Replenish
Web of	Lurid	Mock
intrigue	Cheesy	Rake it in
Intrinsic	Ripe	Monsoon season
Odd behavior	Weathered	Bled dry
Missing link	Grainy	Notch
Fatality	Down and out	Jerk
Druids Cruel fate	Lopsided win God's wrath	Enable
		Disable
Genie in a bottle	Unfazed	Descend
Pandora's box	Filthy lucre	Render unto me
Lukewarm	Crunch time	Top notch
Sudsy	Over-the-top	Bleak
Foam	Precious	Dreary
Flotsam and	Languid	Insufferable
jetsam	Liquid	snobs
Bragging rights	Limpid	Snooty
Brain cells	Loose as a goose	Caress
Paisley	Fevered brow	Invest
-		Sort out

Lighten up	Neurotic	Massive
Genius	Wimps and weasels	Homage
Worry-wart		Ham it up
Wrangle	Pyramid scheme	Home team
Tangle	Dire	Bloke
Tingle	Nonsense	Sneer
Blissed out	Purity	Pretend
Snuggle	Drug den	Profound
Put away on a	Scamper	Credit
shelf	Scrap metal	Asinine
Disheveled	Knocked off	Zebra
Goof off	Ripped off	Zonked
Moron	Ticked off	Sleuth
Bitchin'	Show off	Wraith
Professional fame	Bleach	Barricades
Snatch	Blind	Pander
	Sour	Dandy
Scurry off	Wide as a city	Esoteric
Ditch 'em	block	Quaff
Barf	Neurons	Duck
Gangly	Burn out	Ransom

Errant	Yearn	The honor is mine
Silly	Bruise	Crank out the
Fungus	Contrary	moolah
Transmutate	Unveiled	Bad karma
Gender-bender	Shadowy	Game but lame
Princely sum	Fumigate	Manicured details
Hug	Dunce	Wrong juice
Ornate	Errant	
T	Sputter	Stymied
Irrefutable evidence	Squelch	Zinger
Numb	Abandon	Behind door number two
Jail break	Belittle	
Manhandled	Cart off like pillaged goods	Ripping good yarn
Gnarled	pillaged goods	Duke it out
Kooky	Drama queen	Financial
ROOKY	Engineered	restraining
Lambaste	without morals	order
Stupefy	Franchise player	<pre>Kill it, don't maim it</pre>
Mercy	projet	
Shambles	Good enough to eat	Like a bad horror flick
Wrenched	Last chance	Under siege
X-ray vision	Investigate	Done