



# The Making of a Name: The Inside Story of the Brands We Buy

*Steve Rivkin, Fraser Sutherland*

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# The Making of a Name: The Inside Story of the Brands We Buy

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How do brand names differ from other names, and what goes into making a good name great and a bad name ghastly? Knowing this can spell the difference between bankruptcy and marketplace triumph.

In this indispensable guide, the authors share the secrets of successful brand names--how they've indelibly stamped cultures around the world; who makes them; why they're made; and how they're compiled, bought, sold, and protected. The book outlines what kind of names exist--the initialized, descriptive, allusive, and coined. How namers surf on brainwaves. The do's, don'ts, and nevers of naming, how the structure of names is built from the ground up and how their sounds are engineered. Why names symbolize benefits. Where in the world brands may be found, and what will become of them.

Fast-paced, illustration-packed, gazing at the past and probing into the future, this is the definitive book on naming. *The Making of A Name* is the one book anyone interested in "owned words" must have.



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