

# ***SPEED SUCCESS SECRETS***

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## ***FOR INTERNET MARKETING***

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**ACCELERATED LEARNING TECHNIQUES  
FOR INTERNET MARKETING NEWBIES**

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# Foreword

Most new marketers have only the slightest thought on where to begin, and a lot of them are not willing or able to vest startup capital in their online business.

But, it's almost inconceivable to begin a Net business without spending some cash on basic infrastructure like web hosting, domain names and so forth. Hence, here is a rough guide on how to establish a Net business starting with \$0 and quick ways to get going.



## ***Speed Success Secrets For Internet Marketing***

Accelerated Learning Techniques For Internet Marketing Newbies

# Chapter 1:

## *Where To Get Started*

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The 1st and most crucial thing to accomplish is to list out all your skills. What skills do you have?



## **Start Here**

You might have picked up these skills through daily life (like languages), through your job (hands-on knowledge on a particular niche) or from your spare-time activity (for instance fishing). It's most vital to list down skills or knowledge that you have and may be in demand elsewhere.

For instance, you love fly fishing and you do it daily after work. You might build your Net business on this: writing an instructional guide on fly fishing, instructing individuals how to do it, and so forth. Best of all, you don't need to spend cash to gain this knowledge: you already hold it.

So, the very 1st option, if you have no cash to start off your net business, is to earn a little capital utilizing your already existing skills or knowledge.

You might give tuition to pupils on your dominant subject in college, you might teach stuff about your spare-time activity to individuals who are interested, you might write guides on knowledge or skills you collected through experience and can't be found in theoretical books.

All right, let's say if you simply can not think of any skills or knowledge that individuals might be intrigued in. Then, it's most crucial that you locate an executable business model and center on that alone.

You might get almost everything you need through bartering, web hosting, domain name or charge card processing, to name a few in exchange for your product (if you own one) or services like copywriting, ghostwriting and site designs.

There's always some workaday job that individuals don't wish to do, and you might do that for those individuals in exchange for items you require. You simply need to ask for it!



# Chapter 2:

## *Your Product*

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A lot of marketers have produced or acquired products that they believed would sell well and, in their enthusiasm, established everything from sales letters to sites to getting traffic. But, a lot of these marketers have forgotten the single most crucial factor that will impact their product sales - the "salability" of the product.





## **What You Sell**

Once you start creating products or purchasing rights to a particular product to sell, the most crucial factor you must take into account is the demand of the product. Do individuals want your product? It's simply unintelligent to waste a month's time developing a product, setting up the site and required sales strategies only to find that individuals don't even flick an eyelash at your product!

Your final goal is to deliver the product to your buyer and collect his or her cash. In order to do this, you have to make certain your buyer wishes to purchase your product in the first place. How do you discover if they want your product? Easy. Just ask! Ask in forums related to your niche. Carry out a survey or public poll. The Net is a flat playing field, and you've the power to reach just about anybody in the world who has a Net connection.

Let's suppose you have this brilliant idea on creating a step-by-step instruction on how to cook Mexican food. First, you have to determine if anybody is interested (or even heard of) Mexican food.

To do this, go to a food-related forum and ask tactfully if anybody would be interested in learning Mexican cuisine. Don't ask blatantly whether anybody would like to purchase an eBook with directions on how to cook Mexican food, or you mightiness be in danger of being accused of spamming.

On the other hand, you may give out a couple of samples of your Mexican recipes to test the waters - see how the forum members respond to them. If they show exuberance for learning more, then you decidedly have a market in this.

If they show no interest, then it's time to look for a freshly idea to market. You save time in the long run as you don't have to determine the low demand for your product the difficult way.

If your theme is welcomed by the forum members you polled, you may go ahead and compile your extensive content on cooking Mexican food as there is interest in the info you possess. Where there's interest, you may easily build up want for your product, and with want (plus great marketing), your purchases will arrive by nature!

As a net merchant, your buyers can't see your face. They can't hear your voice when you're advocating your products, and they can't see the emotions on your face when you're telling your buyers what advantages they may derive out of your products.

The Net is a level playing field for every Net marketer and merchant out there. The absolute connectivity means that you may reach every individual in the world. You're not limited by geographic constraints and anybody may be your buyer or client.

This is exactly why you should over deliver. When every rival of yours has access to everybody in the market, your only way of taking the battle is to over deliver, over and over.

When you over deliver, you present yourself as an individual with the buyer's interest at heart. You become a trusted acquaintance and not a greed-driven marketer out seeking their cash. Over delivering is plainly your only way to differentiate yourself from your rivals.

You may begin over delivering by providing superb support for your buyers. How many times have you been rejected with rude answers when asking about a particular product you bought?

Compare that with the number of times you've been supplied very great service, as though you're being helped by a personal acquaintance. The ratio is just off balance, proving how scarce great buyer support is. By supplying excellent support to your buyers and answering their every need with patience, you'll gain buyers that are fiercely loyal to you as they know you've their best interest at heart.

When you supply excellent buyer support, you're already ahead of most of your rivals. Take it a step further and consider it: in what other ways may you over deliver to your buyers?

One very great way is to provide your buyers a pleasant surprise when they make a purchase from you. For instance, if a buyer buys your cooking utensils, you could throw in a bonus recipe book for them.

But, don't utilize the bonus as an incentive for the buyer to purchase your products. Your products must be great enough to make the buyer purchase it in the first place, and the bonus must serve as a surprise ingredient; you must not announce it in the product catalogue.

The last way is to build a durable relationship with your buyers. If a buyer buys regularly from you, you ought to send greeting cards during birthdays and on every holiday, be it Christmas, New Year, Easter, even Chinese New Year!

Your buyer will again recall you as a friend, not a business affiliate, and will favor you above other merchants as of the strong relationship.

So, remember to begin over delivering today!

# Chapter 3:

## *Getting The Word Out*

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You've produced your own product that has been demonstrated to have awesome demand, you have a sales letter that has a sky-high conversion rate, but all that will be futile and you'll bring in nothing if you don't have a single soul traveling by your site since you'll have no one to sell to!

You may be a total beginner and therefore don't have a massive mailing list to sell to, and your site is on the 100th page of search engine results pages. We may change all that with a couple of tried-and-tested traffic generation strategies.



## **Get Traffic**

Most importantly, let me make it clear to you that SEO isn't the only way to acquire monolithic amounts of traffic! You see, search engine result pages are in a way simply web pages - like regular sites around the net.

It's only so lucrative to have your site listed on the top of search engine results as many individuals use the search engine to search for info and arrive on the search engine results page. Therefore, loads of individuals see your site's link and you draw in loads of traffic.

The effect will have been exactly the same if your site is mentioned in a site with really high traffic. For instance, imagine what will occur if your site was mentioned on the front page of Yahoo's site!

Your site will receive so much people your bandwidth may go over the limit. So, the trick is to get other high-traffic sites in your niche to link to your site. To do this, you have to give them really firm reasons to link to you - perhaps it's this really thought-provoking article you've placed on your site, possibly it's the ingenious answer to this lifelong issue everybody has had for all their lives. In short, give individuals astonishing reasons or value to earn a link from them.

As an alternative, you might link to a particular high-traffic site that's related to yours and ask for a link back. This process is called reciprocal linking and is a really common process for gaining links.

But, before you even ask for the link, check your own site and ask yourself if you will be proud to advocate such a site to your readers, and whether it will supply valuable info to your readers. In short, make certain your site has its own value and not simply an empty shell devised to draw in traffic!



# Chapter 4:

## *Buyers And JV Opportunities*

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Let me ask you a question: do you believe it's simpler to sell your product or services to a complete unknown or to an individual you've had contact previously; whether it's an e-mail conversation, forum participation or even an existing buyer relationship (i.e. He's purchased something from you).

Beyond any doubt, it will be more difficult to sell to a total unknown who doesn't know whether or not you're an honest seller, and whether or not they ought to trust your words and trust that your product or services will really benefit them.

This is exactly why you ought to construct a buyer base -- a group of individuals who trust you and will most likely buy a product that you provide to them. This will ensure that you've a recurring and consistent source of revenue. Once you release a product or make an endorsement, you've a group of individuals always ready to hear what you have to state.



## **Teaming Up**

There are a lot of sources that you are able to tap into to begin establishing a buyer base. For instance, you are able to participate in a net discussion forum and give advice and help free of charge. It won't be long before individuals begin to recognize your name and stop and listen every time you've something to say.

You'll become a valuable acquaintance and instructor, and gain the trust of these individuals. Will you purchase something your close acquaintance advocates?

A different way to construct a buyer base is to construct a mailing list. There are a gazillion techniques to amass subscribers, but when it's boiled down to the real essence, it's all about proving your worth to the crowd and providing an incentive to make individuals become part of your e-zine.

A typical illustration will be a site cram full of freely available, helpful and quality articles on a particular subject plus a "special report" that may be downloaded free of charge provided you provide your e-mail address. The rich content supplies worth, and the "special report" is the additional incentive.

Yet a different source for your buyer base, which is frequently forgotten, is your existing buyers. If you bought this product from this

certain individual and he answered patiently to your every question, will you purchase from him again in the future? Decidedly. When a buyer has given you his cash, that's not the end of the affair as by keeping in touch with him and developing an expanding relationship with him, you'll have a life source of income.

Imagine if 100, 1000 or even 10000 customers are waiting to grab your newest products even before they are released! Hence, it's vital to construct a buyer base because it simply saves a lot of time and effort.

### **Advantages of Joint Ventures**

Let's conceive of a situation where we have two Net marketers who know one another. One has a great product that will sell really well but he has no mailing list, no associates, nothing.

The other is an awesome marketer with tens of thousands of subscribers in his list, but the issue is he has nothing to sell to them. The really obvious solution here is to give the product to the awesome marketer with lots of contacts, and divide the profits between them. This, my friend, is the very nitty-gritty of Joint Ventures.

As more and more individuals begin their own home based businesses online, the market is going to get more and more drenched and the rivalry will grow fiercer by the minute. The fastest, most effective and simplest way to construct your own net business empire

is through joint ventures. That is, collaborate with other marketers to distribute your product.

Once you joint venture with another marketer, you are able to ask him (or her) to send an sanction of your product to his existing list, so you don't have to worry about accumulating subscribers from scratch. You already have a simply accessible target market.

The trick is to discover the correct marketer whose subscribers will be interested in your product. When you accomplish that, you won't even have to fret about yielding traffic to your sales letter or discovering affiliates to further your product. All of that is already finished for you.

Once you joint venture with a hearty player in the field, your sensed value and reputation will at once increase as if this well-known individual in the field is willing to work with you as a team, you must have a little substance!

Therefore, once you manage to hook up a joint venture with somebody who's a “regular player” in your niche market, your position will instantly alter from “total fledgling” to “guru position” overnight!

Last but decidedly not least, you'll get a chance to construct a lasting relationship with a bountiful figure in your niche market, and that alone will worth more than the earnings you pull in over that single

Joint Venture. When you've a dominant figure in the market as your acquaintance, you'll gain numerous privileges and perks that no fledgling like you may ever get their hands on - for instance new insights into concerning product ideas and marketing techniques. You can't even purchase that for hard cash!

So, begin looking up a potential Joint Venture partner and try your best to convince him or her to strike up a business with you!



# Chapter 5:

## *The Selling*

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Not so long ago, when the PC was first mass-produced for selling to the public, numerous industry experts forecasted that nobody will want a box that does nothing besides addressing data and hogging up the whole garage. They were obviously incorrect - nearly every home will have at least one computer in the US, and most even have 2 or 3 desktops!

This small bit of history tells us that regardless how good your product is, you can't earn even a penny from it if you've a lousy salesperson. Likewise, regardless how great your product is, you can't sell even one copy of it with a weak sales letter. Therefore, it's critical to know how to sell.



## **Get It Working**

Pre-selling is the work you must begin doing before you release and sell your product; that's why it's named pre-selling. It's the work you do to convince your to-be- buyers that your product has great advantage and only a fool will pass your proposal without buying -- all this without actually "selling" the noted product.

Pre-selling may be seen as selling yourself to the buyer prior to you selling your product. When you sell yourself to the buyer, you're making your buyers think "okay, this guy isn't one of those covetous marketers. He's really here to help me out." so that they'll let their guard down and listen to your pitch.

Pre-selling is likewise the art of building anticipation. If a acquaintance told you his chronic headache has been resolved overnight by "some fresh medicine" but didn't mention what it truly was, would that leave you enquiring what the medicine truly is?

More so if you're having a habitual headache yourself! That's why by mentioning a advantage which would get your leads' ears energized over and over but not truly revealing what the solution is, you'll get your leads dying to hear what you have to say next as you reveal somewhat more about the solution every time.

When you finally expose the whole thing, your leads will be crawling all over your site seeking the purchase button!

But, pre-selling isn't simply about unveiling your product gradually. In fact, that was only one of the assorted ways one may pre-sell. For instance, you may run a weekly e-zine on acne issues and coincidentally you've just composed this great eBook called “Ten Ways to Solve Acne Woes Once and For All”.

In your e-zine, you may pre-sell by including a snippet or two from your content and mentioning it as a feasible solution to acne issues. If individuals get good advice from your e-zine, they'll perceive you as an expert on acne issues and by nature will be curious to discover the ways you may teach them to solve their issues.

At the end of the day, it all comes down to giving value to individuals before you ask individuals to purchase something from you. If you may help individuals to solve their issues, they'll, more often than not, be really willing to purchase products from you.

You have to have a compelling sales letter that will pull the lead right into it and see clearly the advantages that are presented against the really reasonable price you're charging.

A great sales letter will first catch the attention of the reader by resonating with the reader's needs and wants. That's why you often see headlines like “Have you ever felt...” or “Does ... sound familiar”?

They work as they empathize with the reader's requirements, issues or desires. The Net is like a really busy expressway and everybody's in a rush. Only a firm headline like that in big, bold letters will stop your target audience abruptly in their tracks to study through your sales letter.

Once you've got your reader's attention, you need to spend the first few paragraphs on narrating your story - how you've gone through what your reader likely has, the excruciation of the whole experience, and so forth.

When you get your reader thinking “he's one of us”, you would be sensed as an understanding person providing a resolution and not an anonymous marketer looking to distribute his product.

Following, you have to elaborate on the advantages of the product you're selling. List them all on a piece of scrap paper till you've quite a long list; then write your sales letter from there. In your sales letter, spotlight the advantages in point form and elaborate on each advantage.

Make sure to remark how your product helps the reader rather than pointing out the features of the product. For instance, rather than saying “this gizmo heals headaches”; say “this gizmo may relieve your headaches”. Make it relevant to the reader.



Then, compose a paragraph or two on how the reader's life might be altered if the issue he's facing may be totally resolved with your product. It's crucial to utilize really descriptive words so that the reader may fall into the imagery more easily.

Last of all; make a firm call for action! Your last objective is to make your readers purchase your product, so it's crucial to make a final, strong call for action, be it “click the purchase button”, “whip out your charge card” etcetera. Don't make the error of forgetting such a crucial step after coaxing your reader through the extended paragraphs.



# Wrapping Up

There has been a lot of info provided here on how to get your business off the ground quick.... But simply you have to do the work.

Hopefully this book has given you a few valuable ideas.



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