Congratulations!

You Are About To ...

Discover The Hidden Strategies To Increasing Your Traffic, Making More Money, While Freeing Up More of Your Precious Time!

Brought To You By:

The "Wealthy Secrets" Newsletter

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Written and compiled by: Carlos Garcia
founder of the "Wealthy Secrets" Newsletter

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Here's what others are saying about the "Answer to Money, Time and Traffic"

I appreciate this report, while I am new to this business, it is refreshing to see someone actually giving away something that will help in creating a business, instead of the usual junk on the net today.

It was well laid out and can be used as a training manual, following your advise in a step by step fashion. It gave me several ideas for my web site.

-- Charlie

I liked your honesty and thought your free ebook was awesome. Would like for you to reveal more marketing secrets and money systems to me for free of course since nobody else will. :-) Thanks.

What I liked most was your explanation of the technical "system like" steps to setting up the autoresponders and the no BS truth about Joint Ventures.

-- Mike Gladson

Great course Carlos! I'm certainly impressed with your **obvious desire** to help others achieve their dreams, and for sharing the EXACT step-by-step guide to success online.

No doubt, the Internet Marketing "world" will be benefiting from your contributions for many, many years to come!

Your course left me with the feeling that if the desire is there, there is absolutely NO EXCUSE for ANYBODY not to succeed with their own Internet business!

-- David Patterson

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About The Author

Who is Carlos Garcia?
By Dumay Keo

Carlos Garcia is **living proof** that anyone with the desire to succeed, can and will succeed on the Internet.

> ***"For every disciplined effort there is a multiple reward"***
> *--Jim Rohn*

Carlos completed high school with a grade 13 diploma and eventually went off to finish college with a business marketing and Microsoft Certified Systems Engineer (MCSE) Degree.

After **working** at Tele-Tech for **2 years** as the head network administrator, Carlos decided to **quit his day job**, to combine his 2 skills, and pursue a career he was passionate about. That career inspired him to work from home, and **ultimately** assist people in making positive changes in their life.

His philosophy is simple: "Help enough people get what **they want**, and they will help you get what **you want"**. This philosophy ensures that you will get the best possible support at all times, and be provided with the most **amazing** tools online to succeed with your home business, and in your personal life.

3 years ago, Carlos began his journey just like everybody else, joining and falling for every money making scheme under the sun. After **losing thousands** of dollars on dead end schemes, he finally came to a **complete stop** and decided it was time for a change! Since Carlos wasn't pleased with the concepts found in ALL the other programs online, **he than set out to design his own.**

To accomplish his vision, he started **extensively searching** for answers on

the Internet and soon discovered how the top dogs of the internet created their fortunes. Then with his new found knowledge he simply **duplicated**, and *modeled* **their success.**

He realized that too many people were losing money by **falling** for the get rich quick traps. Carlos was truly ***disappointed*** to learn that these programs *failed* to deliver on all their promises, in giving people the proper resources needed to run a home business **successfully**.

After much trial and error, Carlos decided it was time to take action! He set out to create a system where members received at least 10 times their investment in **money making resources**, as well as delivering **guaranteed** monthly profits designed to help people quit their day jobs.

Carlos **does not** endorse any get rich quick schemes, because he knows that there's **no such** thing as ***"****Get Rich Quick****"***. He believes you must learn to leverage your time wisely and only then will you see positive results.

Many people would certainly agree that the *"Wealthy Secrets" Newsletter* is definitely taking the internet by storm. This Newsletter is their **ultimate** key to success, and it is giving them the opportunity to fully live the life style they have always dreamed of.

What also makes Carlos stick out from the crowd, is that **he truly believes** in **over delivering** on all his promises, by providing people with top of the line money making resources. He wants to help **as many people as possible,** to avoid losing money by falling for the get rich quick traps and **guide** them in the direction towards financial independence **smartly**.

Carlos **guarantees** that anyone who applies the secret strategies you are about to learn, will start making positive changes in their life and lead them in the path towards **success**.

SUCCESS

To laugh often and much; to win the respect of intelligent people and the affection of children; to earn the appreciation of honest critics and endure the betrayal of false friends; to appreciate beauty, to find the best in others; to leave the world a bit better, whether by a healthy child, a garden patch or a redeemed social condition; to know even 1 life has breathed easier because you have lived. This is to have succeeded.

--Ralph Waldo Emerson

Introduction

> **"The Great End of Life Is Not knowledge But Action!"**
> *-- Thomas Henry Huxley*

Thank you for downloading this exclusive **FREE** Report, you will soon find this to be one of the **most important success guides** for your success online.

First of all, **I'm very excited** that you were interested in downloading this incredible report, those who have received a sneak peak have told me that **I should be charging for this information.** Right now, I'm more interested in helping *as many people as possible* **to make positive changes in their life.** Therefore, if you like what you are about to learn, feel **FREE** to share it with others.

Now let me explain how it will benefit you.

You will benefit from this exclusive report if you fall into **one of the 3 following categories:**

A. You're a business owner in search of increasing your business' bottom line.

B. You need the tools and proven techniques to grow your downline because you are promoting a program (Affiliate, MLM, etc.)

C. You want to learn the expertise that will help you properly run a business from home.

Regardless of what category you fall into, you will truly benefit from reading every word found in this exclusive report. You will **BENEFIT** tremendously from this remarkable information **ONLY** when **YOU APPLY** this *tantalizing* information.

So take full advantage of this **exciting** opportunity and <u>start</u> **applying** all this compelling knowledge provided at your disposal, Because…

> **"Knowledge without action, is like having no knowledge at all!"**
> *-- Ted Nicholas*

Chapter 1 - What Inspires People To Buy?

You will soon discover all the **necessary** training needed to ultimately succeed in your home business.

Once you've *acquired this knowledge*, you must instantly apply all the strategies into your every day business life. This process alone can help you **effectively** take action toward your goals and help you profit tremendously from it.

It's that simple!

No matter what your area of expertise is, or what you are selling, you must first...

"Get out of your ego, and into your prospects ego" -- Joe Vitale

Consider this as the **absolute** most important requirement for selling anything you desire on the Internet.

I and many other specialists have also found more success by providing people with something they ***WANT*,** instead of something they need, because most people tend to **purchase** specific products or items **on impulse.**

When McDonald's first introduced their Veggie Big Mac (Or Healthy Big Mac), their goal was to **invent** a meal that would be much **healthier** for people to eat. Do people need healthier food? **YES!**

Did people want to buy it?

NO!

Soon enough, McDonald's had to put an end to their little experiment because quite simply, **people *did not want it!***

Sell what people want, and you'll have no problem making money online successfully.

If you're having a hard time figuring out exactly what people want, consider conducting a survey and simply ask them what it is they want. If you don't have a list, find someone that does and negotiate a compromise to effectively share future revenues with them. But, first and foremost you must always figure out exactly what it is people want.

Regardless of which career path you chose to venture into, just remember to

do something that you are truly passionate about, and that you extremely enjoy, and than ask yourself **"How Can I Service Others With My Knowledge?"** The answer to this question will guide you towards the direction of success.

Chapter 2 - How to look at failure with a positive attitude, and increase your profits every time you fail!

> **"There's nothing either good or bad, but thinking makes it so"**
> *-- William Shakespeare*

Always focus on your desire to succeed regardless of how much you fail!

Failure is just an obstacle that will lead you towards your long term goals. *Believe it or not*, I **love** to encounter failure because each and every time I fail at something, I become more motivated to focus on the tasks ahead and I strive to be even better the next time. **This is a very important lesson that I've learned which has definitely brought me closer to my potential goals.**

The truth is everybody make mistakes.

However, you have the choice to improve those mistakes and start making positive changes in your life. **You can chose to sit there and feel sorry for yourself, or you can chose to get up and take *positive action* towards improving your situation.** Find the initial problem, figure out a possible solution, improve it and soon enough you will discover that things can only get better the second time round.

Besides ALL the marketing knowledge you can ever acquire, the most important lesson you can learn is to **ALWAYS look at failure with an open mind,** and say to yourself...

"What can I learn from this?"

"How can I improve what ever it was that led me to fail?"

"How can I make things better?"

Do not ask yourself "Why have I failed"? nor "Why do I always fail?"

*Why questions can get you reasons, explanations, justifications, and excuses. But **they usually don't come up with any useful information.** Don't ask your kid why he is having trouble in Algebra. Ask him*

what he needs to do to perform better. There's no need to ask an employee why he didn't get a contract you were bidding for. Ask him how he can change so you can be certain to get the next one. ***-- Anthony Robbins***

See the difference between the approaches?

When ever you fail, ask yourself...

How can I improve my system?

What can I do, to **not** make the same mistake?

How can I improve myself, **in order to succeed next time?**

These questions will help you determine what changes you need to make in order to improve any failure that you encounter.

Think of **the failures you encounter** as a sign that **something needs to change,** or that something needs improvement. This is when testing comes into play. **Tracking your results for any advertising campaign that you run will help you determine what works and what doesn't.**

Follow these simple strategies and **you'll never look at failure the same way again!**

Remember, **it's better to make mistakes while trying new strategies,** than not do anything at all.

If I had quit the first time I failed, or any time I failed for that matter, I definitely would not be writing this book for you, **and that's a fact!**

Don't be afraid to fail, because the more you fail, the more you will succeed in the long run.

> **"I've Failed Over And Over Again, And That's Why I Succeed"**
> *-- Michael Jordan*

If the world's **best** basketball player lives by this motto, ***why shouldn't you*****?**

Chapter 3 - How To Begin Your Journey To Success

"A Journey of 1,000 Miles Begins With a Single Step" -- Unknown

Becoming successful **requires** a lifestyle change. It requires that you know ***exactly*** where you are going, where you want to be, but **most importantly**, it requires that you know **how you will get there!**

Before you begin your journey to success , **ask yourself these questions...**

- **What do I want in life?**
- **What do I want from my business?**
- **What is my objective?**
- **What am I here for?**
- **Where do I want my business to be in 6 months, 1 year, 2 years, 5 years?**

Once you have **answered** these questions ***write them down*** as if you have **already accomplished your goal.**

To make it easy for you, start in this manner:

Figure out where you want your life to be **5 years from now**. Don't hold back, this is the part where you ***figure out what your dreams are***, and what your **ultimate** goal is. To **clearly understand** this point I am going to provide you with a **fictional example**.

Let's take **Adrian's 5 year plan** as an example, and let's help him *successfully* figure out how he can accomplish his future dreams.

Adrian was born in Brazil on September 14, 1973.

Adrian is now **30 years old**, he **never** finished high school, and is now currently living in South Carolina, United States. He works at the **Coca-Cola factory** and makes approximately **$19,000 a year.**

Adrian has **always had big dreams**, and he truly believes that he could provide a better life style for himself. He wants to **eventually** generate a 6-figure monthly income, and he knows that **working at the factory is just not going to make it happen for him.**

Adrian's 5 year dream includes:

- **Brand new house** ($200,000)
- **A swimming pool** in his back yard. (part of the house)
- **A brand new Cadillac Escalade** ($80,000)
- **He wants to visit his home land** ($25,000)
- **He wants to get married to his fiancée, and have a big wedding, they have been engaged for 3 years and Adrian has not been able to afford a big wedding.** ($25,000)

Realistically speaking, there's **no possible way** that Adrian can afford to accomplish his dreams **within 5 years**, because in 5 years he will only have made **$95,000,** this doesn't cover his daily, and monthly expenses like **Rent, Food, Bills, etc.**

In order to achieve his goals **he requires an additional $235,000**, which would in turn require an additional 12 years working at the factory.

Adrian, the optimist that he is **doesn't** allow the fact that he needs an additional **$235,000 minimum** to stop him from accomplishing his dreams. *Adrian has a vision and a desire to succeed...*

Let's fast forward for a second, shall we...

The date is March 7th, 2008.

Adrian just came back with his wife from a **1 year vacation**, where they were visiting Brazil (his homeland).

As they arrive at their fully furnished four story home, they see their **2007 BMW parked in the driveway,** and <u>sitting</u> in the garage is **their luxurious Cadillac Escalade.** Feeling tired from their long flight, they decide to go into their backyard and relax in their warm bubbling **Jacuzzi** surrounded by an exotic array of **tropical plants** that forms a beautiful garden bed. **A few feet away from the Jacuzzi is their remarkably new swimming pool that had just been put in a year ago.**

Life has never been better for Adrian!

As you have guessed it, **Adrian no longer** works at the Coca Cola factory because if he did, he wouldn't have been able to **generate over 1 Million dollars** that is now sitting comfortably in his bank account.

Most importantly, all he did was **take the initiative to accomplish all his goals.** He possessed an incredible ability to discipline himself daily, and that is exactly how new opportunities and possibilities opened up for

him. **Now,** Adrian enjoys a luxurious lifestyle that he has always dreamed of and deserves

Life is Good!

Adrian knew that in order to *fulfill* his **ultimate** fantasy of having the freedom to do anything he wanted, when ever he wanted. He would have to **paint a clear** picture in his mind of where **he wanted to be**, and who **he wanted to become**.

He knew for himself that his job at the Coca Cola factory was just not going to cut it. He also realized that this specific job would not provide the type of income that he needed to achieve financial independence and to live the life style he had always dreamed of. Therefore **he began to search for other opportunities** elsewhere and soon discovered that he wanted to start his own business online.

However, since Adrian did not have much time to design his own products, nor the resources required to start up his own company from scratch, **he than started persistently seeking for other opportunities online that could help him effectively generate extra income monthly.**

After failing over and over again, he luckily stumbled upon a site that was going to help him create guaranteed monthly profits. Adrian considered himself fairly new to the online world and **he needed to gain instant knowledge** that would direct him in the path toward a successful future. He also didn't know much marketing strategies, nor did he have any know how on where to begin.

After dwelling over this frustrating situation for quite some time, he realized that he had to start taking advantage of this great opportunity. **He carefully took action** by studying the proven marketing strategies, concepts, techniques, tools, and confidently applied them to his online business, as well as **his personal life.**

Over the next few months, **Adrian began creating a healthy secondary income,** and eventually managed to quit his job at the Coca Cola factory and was on track to accomplishing his dreams.

Within 5 years, Adrian made **over 10 times** the amount of money he thought he needed to accomplish his dreams.

Congratulations Adrian!

How did he accomplish this?

Adrian began ***learning everything*** he could about his company's marketing plan. When he realized that this company could realistically help him accomplish his goal toward success, he began ***applying*** his newly acquired knowledge.

Adrian had big dreams in mind, and therefore he had to go the extra mile in order to make sure they came true. **He started designing a plan that was going to help him attain his long term dream.**

The plan included **short term goals**, as well as *daily goals* to be accomplished **each and every day.**

Adrian's Plan Included:

- **Learn how to promote his business on the Internet**
- **Learn how others have succeeded, and *model* after their success**
- ***Apply what he learned ***
- **Never Give Up!**
- **Write a daily to do list**
- **Accomplish what is found on his daily To-Do list**
- ***Design* Short Term Goals**
- ***Design* 1 Month Goals**
- ***Design* 1 Year Goals**
- ***Design* 2 Year Goals**
- ***Design* 5 Year Goals**
- **Accomplish his 1 Month Goals**
- **Accomplish his 1 Year Goals**
- **Accomplish his 2 Year Goals**
- **Accomplish his 5 Year Goals**

By properly *taking action*, and **accomplishing** the above on a daily basis, was **the key to Adrian's success!**

After Adrian accomplished **each small step,** he knew that **he was one step closer** to his long term dream.

During his journey towards success, Adrian **encountered** a lot of **obstacles**

along the way, and **he never gave up** because in the back of his mind he knew that one day he was going to have a big house, a brand new car, and would go back to visit his homeland.

Regardless of what obstacles Adrian faced along the way, **HE NEVER GAVE UP!**

Adrian learned that the difference between those who make a 6-7 Figure income, and those who barely make a 5-Figure income, was that t**hose who give up never succeed, and those who succeed never give up!**

What can you learn from Adrian story?

You decide!

> **"There is only one success -- to be able to spend your life in your own way.** *-- Christopher Morley*

Chapter 4 - Ten steps to live by in whatever you do

1. HOW YOU THINK IS EVERYTHING: Always be ***positive***. Think ***success***, not failure. Beware of and get rid of any negative environment.

2. DECIDE UPON YOUR TRUE DREAMS: Write down your specific goals and ***develop a plan to achieve them.***

3. TAKE ACTION: Goals are nothing without action. ***Don't be afraid*** to get started. ***Just do it.***

4. NEVER STOP LEARNING: Go back to school or read books. Get training and acquire the necessary skills that will help you accomplish your goals and dreams.

5. BE PERSISTENT AND WORK HARD: Success is a marathon, not a sprint. ***Never give up.***

6. LEARN TO ANALYZE DETAILS: Get all the facts and ***learn from your mistakes.***

7. FOCUS YOUR TIME AND MONEY: Don't let other people or things distract you.

8. DON'T BE AFRAID TO INNOVATE; BE DIFFERENT: Following the herd is a sure way to mediocrity.

9. DEAL AND COMMUNICATE WITH PEOPLE EFFECTIVELY: No person is an island. ***Learn to understand and motivate others.***

10. BE HONEST AND DEPENDABLE; TAKE RESPONSIBILITY: Otherwise, numbers one through nine won't matter.

Chapter 5

How To Develop A *Millionaire's Mind* to Ensure Your Long Term Success!

You have a choice today…

You can remain in the same position you are in today, or you can **learn and apply** the long lost secret to **SUCCESS**. (All That Requires of You is **YOUR** Action!)

Ever dream of being able to purchase the house or car of your dreams, **without** thinking twice?

This secret is simple, **yet so powerfu**l that it is overlooked by most people.

Say **YES** to learning and applying this secret, and tomorrow you'll start to generate the type of income you've always dreamed of!

Without further ado, the secret is simply this.

***In order to become an Internet success, you first must develop a* "Millionaire's Mind"**

Simple isn't it?

Below You Will Discover The Secret To Developing a *Millionaire's Mind*:

It's a **beautiful sunny morning** and you have just woken up from an excellent night's sleep, it's 10 A.M. and ***you feel totally refreshed***. You slowly walk towards your computer and boot it up.

Reviewing your email, you see that you have just recruited 25 new members, or made 25 sales for your product.

You see an email **confirming** your trip to **Hawaii**..... you're headed to a **5 star** resort with waterfalls nestled at your window, lush gardens give off the heavenly aroma of lilacs throughout your suite, and it is just **a few steps away** from the beach.

You smile at the vision that you have just witnessed in your head, and you begin to step out onto your balcony that is overlooking your private lush green backyard. As you look around, **you start thinking about all the wonderful things that life has given you.**

desire. **Your Mercedes Benz** is parked in your driveway. Your children are getting the best education available. ***Your desire to be wealthy has become a reality!***

No stressful job, no time clock to punch, ***no more money worries.***

You take a deep breath, a big sigh of relief; you smile and say,
"Yes! Life is good."

A **millionaire mind is first developed** by first deciding what it is you want most in this life.

What is it that you want to do with your new income?

It is this answer that will help you develop the desire for success.

This is **YOUR** chance to **live like you've always dreamed**, picture your bank account, full to the brim, and see yourself spending the money however you desire.

Now, go back and answer that all important question…

What is it that you REALLY want to do with your new income?

But most importantly "Set a goal to become a millionaire for what it makes of you to achieve it." -- *Jim Rohn*

Do it for the **skills** you have to learn and the person you have to become. **Do it for what you'll end up knowing about the marketplace.** What you'll learn about the management of time and working with people. Do it for the ability of discovering how to keep your ego in check. For what you have to learn about being benevolent. **Being kind as well as being strong**. What you have to learn about society and business and government and taxes and becoming an accomplished person to reach the status of millionaire."

"All that you have learned and all that you've become to reach the status of millionaire is what's valuable. **Not the million dollars."** --*Mr. Shoaff*

==========

A millionaire mind knows that in order to win:
"I must refuse to lose."

The ability to succeed in **ANYTHING** starts within your own mind!

<u>Developing</u> the **right attitude** and the right desire for achieving success in any

field or endeavor **starts from within yourself.**

Every successful person, ***whether*** he is a *sports figure, doctor, lawyer, businessman, or any professional,* achieved the highest level of accomplishment by **creating within themselves a strong work ethic.**

This work ethic is comprised of four key characteristics that are essential to achieve success, no matter what you are seeking to accomplish. They are:

1. **The Right attitude**
2. **A Strong desire**
3. **Self-discipline**
4. **Persistence**

Right Attitude

"I refuse to lose" is an attitude, a desire or a feeling deep within your gut that empowers you. It tells you that you deserve to have that which you are working toward and **you will not let anyone or anything stand in the way of your success.**

It propels you to be **self-motivated and self-directed** and, by applying good moral principles, it is there to help you meet your goal.

YOUR DESIRE TO WIN!

If you don't nurture the right attitude, **external forces will enter into the picture and draw you away from your goal.** The only thing that can counter this effect is the strength of your conviction - belief in yourself coupled with **A BURNING DESIRE!**

A lack of desire, without a doubt, is the biggest reason for failure.

The level of success in your quest to achieve financial independence Is directly related to **THE LEVEL OF STRENGTH WITHIN YOUR DESIRE TO WIN!**

SELF-DISCIPLINE

It is necessary to **develop and apply** your newly acquired knowledge, while staying focused on a particular task until it is completed.

Self-discipline is defined by the following:

1. **Training** expected to produce a specific character or pattern of behavior; especially training that produces moral or mental improvement.

2. Controlled behavior resulting from disciplinary training; **self-control.**

<u>*PERSISTENCE*</u>

The willingness to try...and try and try and....try until the goal has been accomplished--call it persistence or tenacity but it all boils down to the desire deep within you to know you DESERVE to win.

It is the ability to **stay focused,** to make it happen in spite of the negative opinion of others, the failures, and setbacks that will occur.

Persistence is to correct your mistakes and continuously take action to accomplish your goal.

Two very powerful words in the arsenal of a millionaire's mind are ***leverage and persistence***

Some form of leverage is implemented in every successful strategy, no matter what the product may be--real estate, stock, products, services, etc.

Visualizing your successful future (realistically) can put you in the picture. Close your eyes and actually **see yourself with your goal accomplished.** Your visualization is only as good as the goals that have truly and genuinely caught your heart.

Always keep in mind that no one generally accomplishes seemingly insurmountable goals the first time.

It takes time and dedication to win.

Each attempt is an education and a learning experience. With that learning experience, you'll obtain more success.

In order to accomplish your long term goals, you must create short term realistic goals. More specifically, ***set and accomplish daily goals***, where you create a To Do List, and rank everything on that to do list from <u>most important, to least important.</u> And accomplish everything you set out to do that day.

It is important for you to accomplish your daily goals, because ***hours turn into days, days turn into weeks, weeks turn into months, and months turn into years.*** *--Dr. Phil*

What does that mean?

It means that when you decide to begin a positive routine, and you accomplish your daily goals. **Before you know it, your long term goal will be accomplished.**

What if I told you that if you develop a positive mental attitude, **you would never fail at anything ever again.**

Don't take my word for it. As you **keep reading** every word in this exclusive report, you will discover all the electrifying details that will help you develop a positive mental attitude towards a successful future.

Below is a poem that I'd like for you to memorize, and live by:

"If you think you're beaten, you are,
if you think you dare not, you don't.
If you like to win, but you think you can't,
it is almost certain you won't."

"If you think you'll lose, you're lost,
for out in the world we find,
success begins with a fellows will-
it's all in the state of mind."

"If you think you're outclassed, you are,
you've got to think high to rise,
you've got to be sure of yourself before
you can ever win a prize."

"Life's battles don't always go
to the stronger or faster person,
but sooner or later the person who wins
is the person WHO THINKS THEY CAN!"

--Napolean Hill's Think & Grow Rich

Why should you care about this?

Because Success begins in YOUR mind!

You must believe in yourself, before others will believe in you.

Don't wait until tomorrow to begin to have a positive mental attitude, because tomorrow never comes, **when tomorrow gets here <u>*it becomes today*</u>.**

Now, I want you to **read the previous sentence** again. Just let it sink in for a moment.

Now that you know the secret to having a successful mind, let's talk about how you can make money with your online business.

Chapter 6 - What are my secrets for creating endless money making Joint Ventures? (Those Who Had Sneak Peak Call it "Joint Ventures On Steroids")

Before I begin to tell you how to drive more targeted traffic to your website, I'm going to assume that you already have a product or service that you sell, or that you are promoting a hot money making program like the *"Wealthy Secrets" Newsletter.*

The following applies to those **who have their own products to sell.** If you don't have your own products to sell, the *"Wealthy Secrets" Newsletter* will provide you with an endless supply of hot money making resources.

But first, let's talk about the easiest way for a business owner to drive targeted traffic to their website.

My number one recommendation is for you to begin recruiting potential partners to help you promote and sell your products or services.

You Are About To Discover The Best-Kept Secret to Creating Endless Money Making Joint Ventures!"

It's true!

Joint Ventures, when executed properly, can become your **ultimate best friend!** A loyal friend that won't stab you in the back, a friend that will be there when you need it, and will help you **achieve your goals & dreams.....** ***so long as you return the favor.***

Here's the amazing part:

Imagine waking up one day, you turn your computer on and you find 25 NEW orders for your product. Best part is, it required **no advertising effort** on your part! All it took on your end was the initial effort made weeks ago **when you contacted your potential partners.** That special effort is now paying off over & over again. YES, a joint venture done right has several **partnerships** in place.

Would you like to have 100's of eager partners working for you?

Then listen up!

Once you learn this special process, I have a surprise waiting for you, on the Do's and Don'ts of Joint Venture Marketing.

Introducing the 5 golden keys to winning joint ventures:

1. Affiliate support center
2. Seek your potential partners
3. Contact your potential partners
4. Follow up with your potential partners (**Automatically**)
5. Turn your potential partners into “actual” partners

Let’s look at each of the above points into more detail shall we:

1. Affiliate Support Center

Before you begin to contact your new potential partners you **must have an affiliate support center in place.** And or, have sample marketing materials for them to begin promoting your program, or product.

Provide your partners with sample ads, banners, etc. **Make it easy for your partners to get started promoting your products**. The easier you make it for them, the faster they will get started.

The top 3 things you must do to cover the basics are:

- **Solo Ads**
- **4-5 Line Ads**
- **Banners & Graphics**

Somewhere within your affiliate support center, you may want to have a section that encourages **your partner to write a product review, site review, write a testimonial, or write an endorsement for your product.** Once this is written, have them publish it on their website, rather than having a standard ad or banner.

Why?

Fact is, an endorsement for your product will out-pull any ad or banner!

When people read that endorsement, they will much more open minded when visiting your website, and will be **50% more likely** to purchase your product.

I teach this strategy to members of the *"Wealthy Secrets" Newsletter*, and my members love it!

I also go into deeper depth on how to do this with my Member's Support Center, where I reveal **25 juicy marketing strategies** for members to use and ***profit*** from.

2. Learn to Effectively Seek Your Potential Partners

Visit all the popular search engines, and search the most targeted keywords related to your product. **Make a list of the top 15 websites listed**, and make it your goal to visit the sites and **research them**. Find the webmasters name, email, and **find out what they do**. *For now just **make notes of everything** you do.*

You can also look for Ezines and newsletters that are related to your product. Once again research them, by subscribing to the Ezines, find out if they publish too often, etc.

As you begin researching your potential partners, you want to make sure that their subscribers, or customers would be **the ideal target** that would be interested in buying your products. You also want to make sure that they are not your direct competitor, because the odds are they won't want to partner up with you.

So make sure that they fit your target market, and would be likely to partner with you.

Once at their site you want to make notes of the uniqueness of the site, figure out why they would be an ideal person to partner with you, and simply make a note of it. You will need this information for our next step.

3. How to Easily Contact your potential partners

Now that **you've researched** your potential partners, it's time to make contact! Don't be afraid to contact them. You should have enough information to compliment, and talk about their product / services. This is your chance to let them know about the partnership you have in mind.

Don't hold back, **be sure you talk in benefits for them and not for you!** Tell them how much they will profit from this partnership. If it's an ezine owner, tell him/her how their subscribers will profit from your product, while at the same time, how the owner will profit from it.

If you want to avoid the hurdles of writing your Joint Venture emails, my friend Jason Mangrum, creator of the '*Instant Marketing Miracle*', is the founder of the world's FIRST automated joint venture software. This is by far the **Only Joint Venture Software You Will Ever Need - GUARANTEED!**

Forget typing joint venture emails - let Jason show you exactly how to automate these tasks and reduce them to 10 minutes a day! **Click...Send...Bam!** A Money Making Joint Venture is formed!

Click Here To Learn More

If your product is digital (an eBook for example) let your partners observe the product, this way they can write a review for you. **PLUS**, this will also give them the confidence to promote for you.

That's **exactly** what you'll get!

How To Stand Out From The Crowd

The type of people that you are contacting are also known as **Super Affiliates,** these people get Joint Venture proposals ***everyday***. Therefore, your offer must be unique, the benefits have to be stacked towards your potential partner. **Go as far as calling them and introduce yourself to them.**

When I receive phone calls for Joint Venture it's almost impossible for me to say no, quite simply because this person has taken the extra time, and effort to contact me. **That impresses me!**

You can also offer more than the standard 50%, why not offer them 75%, or 100% of the first 25 sales or something? You think that will help you stand out from the crowd?

Of Course It Will!

Now I can *almost* hear you thinking.... Carlos You're Crazy! Wanting me to give up 100% of the profits on the first 25 sales, why would I do such a thing?

- ***You will start building a targeted opt-in list (Future customers)***
- ***You will have a new partner to work with for future projects***
- ***You will have endless traffic to your website if your partner puts a link to your site. (Preferably a product review and or endorsement for your product, rather than a standard link.)***
- ***Build a relationship with your potential partner.***

Building relationships will help you become **successful a lot quicker!** Think of the **Internet as your potential global family.** The more friends you can make, and work with, the more success you will gain in the long run.

These 4 key points hold their weight in **GOLD!**

Are you beginning to see how these 4 key points can put you on the cutting-edge of the marketing frontier?

Trust me you will profit TREMENDOUSLY in the long run!

Steps 3 & 4 are linked together … here's why!

With your initial contact, you will write a letter that will explain to them how they will profit from the partnership. See Jason's software to help you with this step.

Before you send the letter, I'll let you in on a **little secret:**

You must **set up a pre-written autoresponder** that will give your potential partners further details on how they can **immediately** get started. This is where your affiliate support center comes into play. Have them visit your support center, where they will find the necessary advertising materials.

With this initial follow up, remember to **thank your partners**, and tell them that you appreciate their partnership. Be sure to offer your support any time they need it.

Include a link to download your product, as well as a link to sign up for your affiliate program.

Since the autoresponder has a place for other follow ups, you can automate the process of following up with your partners.

How To Turn your potential partners into "actual partners"

Since you've set up an autoresponder, you will very easily identify those who are interested in partnering up with you. You now have an opt-in list of partners that will promote your products **now**, ***and in the future.***

Within the autoresponder sequence, you can **set up a special follow up reminding them to promote your product to their list.** To place their favorite banner on their site, or to simply place their affiliate text link on their site. **Ideally they should be placing a product review, and or endorsement for you product.**

Whatever it is you want them to do, **simply ask for it!** You are now partners, and are about to embark on a mutual wealth building journey. *Wayne Gretzky* once said **"You miss 100% of the shots you don't take"** Apply this quote to everything you do in life, as well as with your marketing promotions. Well back to my point, if you don't ask your partners to promote, or endorse you, **chances are they won't.**

Use your autoresponder series to send them reminders to endorse your product to their list.

Why an endorsement?

An endorsement is much more powerful than any solo ad your partner can send out. **It is the most powerful form of advertising available.**

Here's why…

An endorsement establishes credibility with your partners' list. If your partner likes your product, and if he/she shares this with his/her subscribers than **they will be much more likely to act upon your partner's recommendation**, thus, buying your product.

Once again...

"Knowledge without action, is like having no knowledge at all!" - Ted Nicholas

Put the above 5 steps into action **immediately**, and start recruiting your potential partners, **RIGHT NOW!**

Incredible Surprise…

Now that you're ready to use one of the most powerful business building strategies online, I wanted to give you **powerful insights from one of the most respected newsletter publishers online** to help you achieve success with Joint Ventures.

Be sure to apply this powerful information, as it is the only way to profit from it.

This is the **exact same post** that none other than Paul Myers made recently at a very popular forum. This post was made by a person that went by the name of **"Desperate Entrepeneur"** asking for help on how to do Joint Ventures. This Desperate Entrepreneur didn't even use his real name, but a lot of good information came from it.

As part of his post he wrote: "How would you approach well-known people like Yanik Silver, Marlon Sanders, Terry Dean, Paul Myers and many, many others..."

Now pay attention to what Paul Myers wrote: (Please note that Paul Myer's post is re-printed here with his permission) Underneath each point I will make side notes for you to apply this hot off the press information.

"Yanik Silver, Marlon Sanders, Terry Dean, Paul Myers"

Ummm... A song from Sesame Street comes to mind. "Three of these things belong together. One of these things is not the same..." ;)

That's extremely flattering company to be in, but (outside of my writing) I'm not at all sure I belong in that list. Since you asked how you'd get me to do a joint venture, though, I'll be happy to answer for myself.

First, I recommend that you grab a copy of "First Contact," at http://www.talkbiz.com/contact.pdf - It's free, and it's got some extremely good suggestions (if I do say so myself) for getting a JV started.

For me, there are a number of issues involved. Note that, since I don't even know who you are, I have no idea which (if any) of these apply to you personally. These are general comments.

1. Be different.

I am not going to do a JV that amounts to **"Plug my book and I'll give you 50%."** That's an affiliate deal. I can find all of those I want. I buy enough books and tapes that I have tons of things I could promote. Problem is, very few of them are good enough that I'm willing to put my name behind them.

This doesn't mean I won't do the deal if it's a straight affiliate set-up. Just that it has to be **MORE** than that.

***Important Lesson** – **You must stand out from the crowd!** Why not offer your potential JV partners 60% - 75% for the first 100 orders. Their partnership will bring you fresh and new subscribers to your opt-in list, as well as new customers that can potentially make you a lot more money in the long run.*

***Second Important Point** - Be sure to **download** Paul's book **"First Contact" by clicking here now.** Paul's book gives you a clear, and concise strategy that you can **immediately apply** to ensure your Joint Venturing success.*

2. Know who you're talking to.

NOTHING bothers me as much as a generic pitch that I know has been sent to umpteen zillion people. Often, the emails don't even address me by name, and are for products that have no relation whatsoever to what I deliver my subscribers.

No one will take you seriously if you don't take them seriously.

Tell me why your offer will be useful to my subscribers, and how it fits my theme. Make it worth **THEIR** time, and it'll be worth mine.

Don't send me a pre-written ad. I can write my own recommendations, **thankyouverrymutch**. Mention that they're on a web page if I'd like to see them, yes. That's professional. Send me one with an assumptive close, and you'll probably never get another shot at the deal.

And don't even consider asking me to endorse something I haven't seen and used. Just consider the insult that suggests about the person you're sending it to.

Lesson to apply *– Research, and most importantly learn about each and every one of your potential partners* ***on an individual basis.*** *Make sure that there's a* ***match between you and his/her subscribers.***

Make it convenient for them to get a sample of your product, ***in fact be sure to include a download link to your product with your initial mailing.*** *If you're done your research and feel that they will be a good potential partner, than take initiative and prove to them that you trust them by giving them a sample of your product ahead of time.*

3. Don't blast me with ridiculous comments about how much money I'll make. You have no way of knowing what my subscribers will buy. And don't BS me with absurd conversion rates that don't fall within the bounds of reality.

Don't tell me things like "I'm certain TalkBiz News readers will love it." You're not. You don't have a clue what my folks want.

Important Lesson – *Although this is very obvious, the main point here is to respect your potential partners, and* ***don't make outrageous claims.*** *Let them decide for themselves what the key benefits of your offering is.*

4. If I don't respond within three days, it's okay to send me ONE more email on it, asking if I got a chance to look it over and decide if I want to work with you on it. Don't get snarly, don't keep sending me emails about it forever, and don't act like I owe you something. That will just get you on the **"ignore" list.**

Important Lesson is to be patient *– If you're looking to build a good and solid relationship with a potential partner, give them their space. Some of us get 100's of emails per day,* ***it's possible that they haven't even seen your email.***

Powerful tip: *Pick up the phone and call your potential JV partners and explain how they will benefit. Use this time wisely to get to know your potential JV partner. Figure out their wants and needs and deliver* ***what they want.***

Do I practice what I preach?

When Paul gave me permission to use his post in this book, ***I first turned it into an article,*** *than I got to thinking* ***"I wonder if Paul would like this"*** *I than picked up the phone and called Paul to figure out how he wanted his post to be included. He told me exactly how he wanted it to be included, and that's exactly what I did.*

Don't be afraid to pick up the phone and call, *after all you're looking for a partnership aren't you?*

5. It helps if I know who you are before you send the proposal.

Given two products of equal quality that are equally useful to my subscribers, **I'm going to plug one from a friend or serious acquaintance** before I'll plug one from a stranger.

Before anyone gets tempted to start the stuff about "The 'in' crowd plugging each other's products," consider this: **I know who I'm sending my subscribers to when it's a friend.** I know they'll be taken care of. I don't know that with a stranger.

I know my friends' focus on quality. I know their qualifications to make statements about their field of expertise. I don't know those things about a

stranger.

And, quite frankly, **I like to help my friends,** especially when it's going to help my subscribers, too. That's human nature. **Deal with it.**

Does that mean you have to be someone I chat with on the phone all the time?

Not at all!

It means I want to know that you know what you're talking about, that you'll treat my subscribers with respect and fairness, and that I can get in touch with you and get reasonable answers if there's a problem.

> ***Important Lesson*** *– This is pretty much self-explanatory, and if you pick up the phone to get to know your potential partners, rest assured that it will help you stand out from the crowd.* ***People do business with friends <u>not</u> strangers.***

6. Show some class.

Don't come at me like I was some starving puppy that needed your deal to pay the bills and keep the wolf away from the door. I'm not and I don't.

Pipe me that hype, and I'll ditch your pitch, Daddy-o.

Don't crawl into my mailbox with a pitch that plays on emotion or makes you look like you're begging. **You don't need me any more than I need you.**

Don't even think about playing mind games.

It's a business deal. Treat it like one. I know there's something in it for you. You have to show me what's in it for my subscribers AND for me.

> ***Important Lesson*** *– Once again, this is pretty much self explanatory.* ***Don't beat around the bush about what your offering is.*** *Show your potential partners respect, and they will kindly return the favor.*

7. The fact that you subscribe to my newsletter **does not** influence my decision in any way. I owe my subscribers good information, on the topics I promised them, delivered in a clear and useful fashion.

I owe them the ability to easily unsubscribe if they don't feel they want the information any more.

I don't owe them anything more than that. And they don't owe me anything at all.

The **"I'm a subscriber"** card is only in the deck to be played if you're one of the folks who sends me constructive feedback, whether positive or negative. Make a genuine effort to help me deliver better info in a more effective fashion, and you'll get my undivided attention. I may not do the deal anyway, but you will definitely have my attention long enough to make the pitch. And it certainly doesn't hurt your odds.

Completely off the topic for a moment... Occasionally I get comments from people who don't like my approach telling me I shouldn't talk to people like that, because I might lose subscribers.

That's what the unsubscribe function is for, folks. You're not prisoners, and either is the publisher. It's a deal, just like any other. And we can unsubscribe you just as easily as you can unsubscribe yourself.

We're not going to kiss your sweet behind for the privilege of sending you free information.

Okay... Back on topic.

> ***Important Lesson*** *– The purpose for subscribing to your potential partners newsletter, and ezine* ***is to get information, and do your research****. Use this information wisely when establishing contact with your potential partner. Remember, if your research led you to contact this potential partner, hundreds of others have too. Use your research to help you stand out from the crowd.*

8. Be accessible. If I can't get questions answered in a reasonably timely manner, forget approaching me at all.

> ***One of the most important lessons of all!*** *- Knowing that you're accessible and convenient to do business with, will give your partner the confidence he/she needs to recommend you to their subscribers. Your number 1 priority should be to answer any questions your partner has, as well as doing it in a timely manner.*

9. Don't waste my time.

I have more options than I know what to do with. If you can't make the deal clear, wait to approach me about it until you can.

Important Lesson *– Be clear, concise, and describe exactly what the deal is. When your potential partners receive your email or phone call, they should know exactly what your offering, how they will benefit, and how their subscribers will benefit. They shouldn't have to figure it out.*

10. I see at least one product a month that's worth promoting.

Sometimes 3 or 4. I need more than just commissions to be worth plugging something. If you can make my subscribers a special deal, or throw in something extra for them that's not available to anyone or everyone else, I'm going to look harder at your offer.

If you have something really amazing, like MYSS (Make Your Site Sell), I probably won't need extras. If it's just a solid product, you might want to consider offering my folks a special deal.

Important Lesson *– Paul makes a great point here. If you truly want to stand out from the crowd, than you have to* ***stand out from the crowd****. By offering your partners' subscribers extra* ***FREE*** *gifts, and or resources, those that are not listed on your website, will prove to your potential partner that you value their time, and respect their subscriber base.*

These are not all things that apply to other publishers. They're just my perspective. This is where #2 comes into play. **Know who you're dealing with.**

Those are mostly the "Don'ts." The "dos" you can figure out for yourself from them.

Think about it.

Paul Myers founder of The Amazing List Machine

Closing Comments: I just gave you a first hand example about a Joint Venture I made with Paul Myers. All it took was 2 emails, a phone call, and the time to add his post to this book.

This JV would not have taken place, unless I first decided to contact him about his post on the forum. **That's right I took action.** Now it's your turn to take action, and apply this information in your daily life.

Let's now talk about a different approach to advertising your business. The following applies whether you have your own business, or whether you are promoting a program such as the *"Wealthy Secrets" Newsletter*.

Chapter 7 - 2 Step Marketing - The Key To Your Success!

You don't realize it yet, but in the next in 2 minutes **you are going to learn a simple,** yet over looked technique that will **instantly increase your profits by over 57%!**

You see, studies show that your **potential prospects need to see your offer a minimum of 5 – 12 times** before they will purchase from you. Ever wonder why you don't get as many orders from first time visitors? **Now you know!**

People need to trust you, before they will purchase from you.

People buy from friends, not strangers!

How can you truly increase your profits?

This is what you do!

First of all, you will need an autoresponder.

An autoresponder is an email automation tool, which automatically sends out pre-written emails on your behalf, it'll even send them out on different days if you want it to.

You can get autoresponders at numerous places online, go to your favorite search engine and type the word "autoresponder" and you'll get 1,000's of results.

I personally use Autoresponse Plus because it gives me **complete** control over what I can do with my autoresponders. Because I like this service so much, I hired a programmer to be able to provide you with these autoresponders as well.

You can get these autoresponder with your "Wealthy Secrets" Newsletter Subscription.

Here's where it gets even more exciting...

The purpose for your autoresponder sequence is **to gain your prospects trust.** You gain their trust by offering them **FREE** gifts, **FREE** yet valuable information they won't find anywhere else (r***elevant to their interests***). You can also place some of your articles and place them in sequence.

But the most important part of your autoresponder sequence is to ***educate*** your prospects on your product, or service.

EDUCATE? WHAT?!?!

No, your prospects are not going back to school, and you don't have to teach anything, so relax. Another term that I could've used for "educate" could be **"Hidden Selling"**

That sounds more like it, doesn't it?

Since you can set up as many follow ups as you want (with most autoresponder services, Autoresponse Plus allows it)

After each one of your follow ups, **you want to place a tiny recommendation for people to visit your website,** you can also send people solo ads, with only your advertisement in it.

The key here is to **help people get what THEY WANT**, help solve their problems, if you don't know their problems, just ask! How?

By doing a survey, and placing it where?

That's right in your autoresponder sequence.

I'm glad you're learning

If you need, even more information, then be sure to ask for help, I'll always be here to guide you.

But, I mentioned 2 step marketing?

Before I tell you how to use this 2 step marketing method, let me teach you how to set it up.

What would it be worth for you to learn the secrets strategies of how some opportunities are raking in $1,000's of dollars from under your nose each and everyday. **Use this information wisely, by applying it IMMEDIATELY!**

You first write 10 - 20 tiny little classified ads, which you will use to promote in ezines, newsletter, classified ad sites, etc. (***These will be the same ads that your affiliates will be using***)

The purpose for your ads are to **target a specific audience,** and get them to respond now! Testimonials, and endorsements also work well.

Don't try to sell the farm, make your ads **create as much curiosity as possible,** make your ads ***stop people dead in their tracks***, and get them eager to want to know more**. The purpose for your ads is to demand**

action, and get people subscribed to your autoresponder.

If you need help writing your classified ads, I recommend you get your hands on "Classified Magic" and "Great Headlines Instantly" eBooks, these are 2 of the best manuals designed to teach you to become an Amazing Ad Writer. Classified Magic will cost you $25, and Great Headlines Instantly will cost you $67, these are a great investment for your long term success.

I have AMAZING news for you.

Since you've read my book this far, I am truly proud of you. Therefore, I'm going to give you the above 2 manuals, as well as an additional $777 worth of HOT money making resources for only $1 today.

Click Here For More Information in this AMAZING deal.

For now, **you need to create Order Pulling Ads** in order for the entire strategy to work. Because your ads must bring targeted prospects into your pre-written autoresponder series. Which is what you will be writing next.

Next you are going to write an autoresponder series based on the ads you just wrote.

You will than deliver on all the big promises mentioned in your ads, and educate people on why they should buy your product. Remember the number one lesson?

Sell What People Want!

Explain to your potential prospects why they would want your product, and how it will benefit them. In some follow ups you can speak about a special benefit **they can't get anywhere else.**

This is your time to shine!

This is now your chance to let others in on your little secret of **why they should want to do business with you, why they should trust you, and why they should become business friends with you.**

The whole purpose of your follow ups should be to **gain your prospect's trust.**

If you need help setting up your autoresponder series, be sure to check out Autoresponder Magic, and Million Dollar emails. If you have the manuals at your disposal, than you must read them. Almost everyday I hear or see people buying every product under the sun, and did you know that statistics show that

90% of eBooks never even get read? WOW! **That's a sad statistic,** if you're reading this far, that means that you are serious about your business, and I congratulate you.

By the way, you can also get both of these manuals right now, when you become a member of the "Wealthy Secrets" Newsletter. They are designed for you to literally swipe pre-written autoresponder series', so be sure that you **apply the given knowledge!**

Once you are convinced that your ads will pull in targeted responses. And you have your autoresponder sequence set up, where you're giving people valuable information, **special FREE gifts, surveying them, and providing them with what they want.**

This is exactly what you need to do next.....

2 Step Marketing Begins

From now on, when ever you place an ad, anywhere online, **ALWAYS** promote your autoresponder email address. Whether you're promoting in ezines, classified ad places, etc. **No matter where you promote, always, and I mean ALWAYS promote your autoresponder email address**, and watch your profits **SOAR!** On complete autopilot.

You can also have a pop up on your website, where you tell people the benefits that will be delivered via your autoresponder. (This is where those **FREE** gifts come in to play) **Another secret is to write your pop up at the same time that you write your ads, BEFORE you write your follow ups.**

Let people know that they will get **FREE information 30 seconds from now,** plus they will also get special information in any subject they're most interested in.

Remember, if you only promote your autoresponder email address, you should be getting more prospects to buy your products, thus increasing your chances of generating more sales.

Now that you have your ads, and your autoresponder series set up.

Let's take it up a notch!

I have now covered the amazing strategies that will help you develop a positive mental attitude, how to recruit potential partners, talked about 2 step marketing, **and now you will have this chance to take advantage of this amazing opportunity to gain knowledge about turning potential people , into loyal customers.**

Chapter 8 - How To Turn Your Customers Into Loyal Customers

Consider yourself to be extremely lucky because you are about to learn top notch secret strategies designed to help you turn more of your potential prospects into loyal customers.

You are going to set up another series of follow up emails delivered via what?

Your autoresponder!

Before I go ahead and describe this entire process to you, **don't worry** if you don't have your own autoresponders, later I will show you how to get **unlimited** professional Ad-FREE autoresponders **for only $1!**

After someone orders any of your products, services, etc. You should create a simple sign up form that will automatically follow up with your customers for a long time to come.

This sign up form can be on a page like the following:

That's all there is to it.

This sign up form will than trigger a special autoresponder designed to turn your newly acquired customer, into a loyal customer.

The above sign up form will be provided by your pre-written autoresponder series that you are going to learn to design right now.

Use The Following Follow Ups Structure for Your Autoresponder

Follow Up 1 - Thank You For Your Order

This follow up will thank your customer for the order, and make sure that you cover the following key points.

- How Much The Charge Was
- Who The Charge Will Be Processed By (For example - "Clickbank / Keynetics)
- How To Find Their eBook if they forget what folder they saved it as (Do a search on their computer for ebookname.xxx)
- If your eBook is in Adobe Acrobat Reader, tell your customer where to download the FREE version, and how to use it.
- How To Print your eBook
- How To Join Your Affiliate Program

Basically you want to address any technical questions your customers may encounter, this will save you lots of time later from answering lots of email to common questions.

You may want to set this up as a F.A.Q. section found in your welcome email.

That's ALL There's to it!

Notice how you answered most of the possible questions ahead of time, on complete autopilot?

This will help **FREE** up more of your time in the long run.

2nd Follow Up - *Un-Advertised Bonus*

This follow up is either sent out the next day, or 2 days later. This follow up alone will decrease the chances of anyone considering to return your product, because you are giving them added value for their money. Believe me I do this all the time with my customers, and they love it! But most importantly they grow to trust me, and know that I will always over-deliver on anything I promise.

In the online world, your credibility is your **BIGGEST** asset, since people only do business with people they trust.

Subject = *Un-Advertised Bonus*

Dear {FIRSTNAME},

Thank you for ordering **YOUR PRODUCT NAME.**

I always like to over deliver on my promises, therefore, you are going to receive a very special *Un-Advertised* Bonus, as my way of saying thank you for ordering **YOUR PRODUCT NAME**

Go into detail on how this bonus will benefit them, and than provide a download link for the bonus.

Your Partner,

YOUR NAME

Now, I can almost hear you thinking, how simple this is?

You have now fully gained the trust of your customer, and therefore you will not have a hard time trying to sell to them again, and again.

Which brings me to my next point.

In order to easily increase your profits, without doing any extra work. It is much easier to sell to your existing customers, rather than trying to sell to any new prospect. Why?

Because your existing customers already trust you, they know that when they purchase from you they will always get great value for their money, and if they liked your original product, than you already know what they are interested in.

Keep providing them services that they are interested in, keep them happy, and they will continue to buy from you over and over again.

3rd Follow Up - How To Get Killer Testimonials And Feedback

The best time to get killer testimonials and feedback for your product is when your product is still fresh in the mind of your customer. This would be within the first week after they have made the initial purchase. You can give them another bonus for providing you with their testimonial. (Make this bonus relevant to their interests, and they will be much more likely to provide it to you.

How do you ask for testimonials?

Tell your customers, that you want to do everything in your power to make

sure that they are completely satisfied with everything you have provided them with. Then you are going to ask them a few simple questions, and that you want their honest feedback, whether negative or positive, you just want the honest truth.

Here are the 6 questions I would most likely ask my "Wealthy Secrets" Newsletter members.

1. What did you not like about the program/business opportunity you were doing business with before?

2. What made you decide to become a "Wealthy Secrets" Newsletter subscriber?

3. When you think about your business and using the "Wealthy Secrets" Newsletter to increase your profits, what do you like most about the newsletter?

4. How would you say the "Wealthy Secrets" Newsletter is different from the previous opportunities that you've joined? Can you give an example?

5. Could you tell me about a particularly good experience you've had with the "Wealthy Secrets" Newsletter?

6. Would you recommend the "Wealthy Secrets" Newsletter to another person? What would you tell them?

Please reply to this email with your answers, as I really appreciate your feedback. Remember once you provide me with these answers, I will send you an exclusive bonus available to you ONLY!

What is this exclusive bonus?

I can't tell you that now, now can I? These bonuses are for my members only :-)

Make sure that your bonus is relevant to your customers wants and needs, and you should have no problems getting them to provide you with the answers to the above 6 questions.

4th Follow Up - *Just Checking Up On Things*

This follow up is designed to show your customers that **you truly care about their well being** and you want to make sure they received all the un-announced bonuses okay. Remind them that they will only receive the additional bonuses, if they completely answer all your 6 questions.

Ask them if there's any problems or concerns, and whether or not they need your help with anything. Remember, always treat your customers with the utmost respect. Think of them as your business partner, **and most importantly as a friend.** This in turn will give you their full trust.

Who do you think people buy from? That's right, people buy from friends, **not strangers!**

Therefore, gaining your customers trust is the most important thing you can truly do, to increase your profits and potential success in the long run.

5th Follow Up - Fully Gains Trust

Send another *Un-Announced* Bonus as your way of saying "Thank You" to show your appreciation towards your customer. My philosophy is to "Give people what they want and they'll give you what you want in return". I always want to make sure my members are fully satisfied with everything they get, that's why I chose to treat them like gold. Just by applying this simple, yet amazing concept right now, you will start to effectively see your LONG Term profits soar.

6th Follow Up - Turn Your Customers Into Affiliates

Who better to advertise your products than a satisfied customer. In this email you will explain all the benefits of becoming an affiliate for your product or service. Let them know about the resources you've made available to them, as well as encourage to create a product review, which they can use to endorse your product.

Tell your customers to avoid using the same cut and paste emails that everybody else is using and encourage them to to be unique, to stand out from the crowd.

An endorsement, and or product review for your product will out pull any standard solo ad, banner ad, or any other type of ad, because this endorsement establishes credibility, and it also lets future prospects know that this product must be useful since satisfied customers are endorsing it.

<u>7th Follow Up - Get To Know Your Customers *Wants *</u>

Below is a sample survey that you can use to figure out what it is your customers want. This will help you to service them the best way possible. Please note that this survey can be used via email, since people only have to place an X beside their given answer.

1. Which of the following have you purchased?

Type an X between the two brackets like this [X]

[ ] Any product from XXXX Author
[ ] Any product by XXXX Author
[ ] Any product published by XXXX Author
[ ] Any product by XXXX Author
[ ] Any product published by XXXX Author
[ ] Name Someone's book title
[ ] Name Someone's course
[ ] Name someone's course or seminar
[ ] Any XXX product
[ ] None of the above

The above questionnaire is designed to provide you your customer's favorite authors, so you can get to know what types of products they are used to purchasing. This way you can offer similar type products to them in the future.

2. Check the one topic you most want more training on:
Type an X between the two brackets. Select ONLY ONE.

[ ] How to use GO TO to get traffic to your web site
[ ] How to set up credit card processing
[ ] How to set up digital delivery
[ ] How to write a killer sales letter
[ ] How to set up your sequential autoresponders
[ ] Pre-written autoresponder template messages
[ ] Explanation of all the marketing terms
[ ] How to conduct a survey that tells what people will buy
[ ] How to create an ebook or digital product
[ ] How to design pro graphics for your web site
[ ] How to do the html design for a 2-page web site
[ ] How to set up a password protected download page
[ ] How to set up an affiliate program
[ ] step-by-step phone class to get you started fast
[ ] How to get listed at the top of the search engines
[ ] How to make an extra $100-$1000 a month in 20 hours/mo.
[ ] How to make a million dollars in 15 years and retire
[ ] Software program that writes your salesletter for you
[ ] How to create and sell products if you're broke
[ ] How to go from broke to prosperous in 1-2 years
[ ] How I make $100,000+ per year in Internet marketing

This one is pretty obvious, select specific topics targeted towards your prospects wants. Let them tell you what they are much more likely to buy next from you. Or what is it that they need help with.

3. Would you want someone else to acquire the information
you now possess as a result of studying this product?
[ ]

This question pretty much asks if you'd like to pay for someone to acquire the information for you.

4. At what price would you consider the product to be
inexpensive or cheap?
[ ]

5. At what price would you consider the product to be
expensive but still worth buying?
[ ]

6. At what price would the product be too expensive for
you to consider buying?
[ ]

7. At what price would the product be too cheap so that
you would question its quality or value?
[ ]

The above questions will let you know what price to sell your product at.

8. Please check the number below that best describes your
feeling about the product being evaluated:

[ ] I absolutely must have it
[ ] I have a high need for this product, or..."I would
really like to have it"
[ ] I would like to have it, and I think the product has
above average value
[ ] I need or want such a product, but I think the
product's value is just average
[ ] I am not sure if I would want it, and I do think
the product's value is just average
[ ] I may need it, but I don't really want it
[ ] I don't need it and I wouldn't want it
[ ] I have no interest in such a product

This question lets you know the interest your customer has on the future voted product.

9. What would you tell others who can't decide if they
should buy this product? Type your comments between the two
brackets:
[ ]

10. What is your full name and mailing address?
(This is for my records only.)
Type between the brackets:
[ ]

11. What is your phone. (For my records only.)
[ ]

12. May I have permission to quote your comments in marketing and promotion? I will NOT quote your address or phone. Only name, city and state.
[ ]

13. Is it okay if we call you and record a few brief comments over the phone, for use in our advertising?
Yes [ ]
No [ ]

To submit, just click the "SEND" button in your email program.

P.S. If you would be willing to give us your photo to use next to your testimonial, feel free to attach it to your reply email!

We value and appreciate your feedback.

8th Follow Up - Promote / And Or Endorse a Back - End Product based on your customer's WANTS.

This is where you begin profiting on complete autopilot.

You simply recommend your other products that your customer's WANT, if you don't have other products to offer, than simply join a targeted affiliate program so that you can provide wanted products to your customers.

Be sure to endorse targeted products that you believe will benefit your customer. **Do NOT** endorse products for the simple fact of making more money, because your customers will be very upset and shocked to learn that you are only promoting these products in order to suck money out of their wallets. **Make it a rule that you will only promote products that will truly benefit your customers, and appeal to their wants!**

Chapter 9 - What has $1 done for you lately?

Before I answer that question, let me congratulate you because you have now learned the secret strategies to increasing your traffic, making more money, while freeing up more of your precious time.

Now let me make 1 thing clear...

If you don't apply this amazing knowledge, you will **never** profit from it!

Simple as that!

Joint Ventures done right, can provide you endless traffic to your website, as well as make you a **TREMENDOUS** amount of money in a very short period of time.

Remember to **stack the benefits in your potential partner's best interest.** Because you will profit more in the long run. A partner can help you bring your business to un-imaginable heights! **So far,** I have shared with you about 1% of my knowledge, and as you keep reading this, you will learn how to access the other 99% of my knowledge.

I also shared with you the complete 2-Step marketing system for you to profit from your own efforts. (Now I will even provide you with the necessary tools to accomplish this.)

Let's talk about how you can access the other 99% of my knowldge:

Before I'll let you in on some very exciting news, I want you to answer one simple question.

In the last week, what has $1 gotten you?

Chances are, you answered:

- **A cup of coffee**
- **A Junior Hamburger at McDonald's**
- **A can of Coke**
- **A small Pack of Gum**

Point is, these days $1doesn't get you much, nor has $1 ever *paid you back* **$777 instantly,** has it? Well, all of that is about to change…

Because I am very proud of you for finishing this book, I'm going to let the next 250 readers take the “Wealthy Secrets” Newsletter for a **test drive** for only $1 today!

But that's not the best part!

To be absolutely certain that you will find success with your home business, I'm going to let you **walk away with ALL of the following** for ***only*** $1 today:

- **Unlimited** Autoresponder accounts ($19.95 / month Value)
- **Unlimited** Ad Tracking for ANY URL ($17 / month Value)
- Brand New "Website Monitor" Software - (Mark Joyner used to sell this for $20 / month)
- **$777 Worth of Bonuses** the moment you sign up **for only $1!** (More about that later)
- To help you generate massive monthly income, you will receive a **Full Blown Marketing Handbook** which you can use to promote any business online. (It reveals **25** proven plans to making money quickly)
- **Multiple Income Streams** – "Discover How To Quickly & Easily Profit Online With These Exclusive Reprint Rights Products, Make Residual Income For Months (And Even Years) To Come, Plus Get Access To Stacks Of In Depth Marketing Coaching"
- Viral Marketing Tools to make your promotional efforts a breeze.
- **Members Only** Support Forum to get your questions answered at all times!

Here’s what others are saying about the “Wealthy Secrets” Newsletter.

Best System I Have Come Across In Two Years!

*"Carlos reveals **"Powerful Stuff!"***

*Seriously Carlos, you have put together **a real classic.***

*The step by step system is the **best** I have come across in **two years**, not to mention the best money making resources I've ever received.*

*Your newsletter should appeal and benefit **ANYONE** who wishes to work from the comfort of their own home, yet doesn't quite know how to begin, or what to sell and where to market ...*

"Your amazing newsletter has it covered."

-- Simon Baxter, United Kingdom, Founder of the Affiliate Showcase

"Carlos knows exactly what he's doing. *You can't go wrong when you follow what he reveals. I am lucky enough to know him personally, and I can tell you that he studies this game like an animal.*

He invests both his time and money to provide his subscribers with the best tools, resources and information. ***I already got 100 times my money's worth from his newsletter."***

-- Max Rylski, Toronto, Ontario CEO, MaxCovers.com

Click Here to see more Rave Reviews

When *You Subscribe* Today You'll Get the Following Bonuses Worth $777 Absolutely FREE!

- **Confidential Internet Intelligence Manuscript** by Mark Joyner
- **Great Headlines Instantly** ($67 Value.)
- **eBook Monster Package with Rights** ($47 Value.)
- **Ezine Ad Solutions 2003 with Rights** ($27 Value.)
- **Classified Magic** ($25 Value.)
- **Ebook Sales Guide** ($25 Value.)
- Plus, some **HOT** un-announced bonuses worth **$389!**

Let's do the math, **ALL of the above amounts to $777!**

That's not counting the fees for the Professional Autoresponders, Professional Ad Trackers, and the Website Monitor Software which amounts to $56.95 per month. **But, you can have it all for only $1 today.**

At this point a *part of you is saying* "This is too good to be true, it can't be real, it must be a scam!" ***The other part of you is saying*** "I must take advantage of this opportunity, because it is too good to pass up, **at $1, what have I got to lose?"**

I was prepared for this scenario, and that is why I'm giving you my personal phone number, email address, even my home address in case you want to contact me at any time, and *just in case* I don't deliver everything I promise.

507 Ontario St. London, Ontario, Canada
Phone: 519-439-5852
Email: **Carlos@WealthySecrets.net**

Yes, that is my real home address, and home phone number. You can verify this at my website as well. Or if you have any doubts, simply call or email me.

Now, let the other part of you take advantage of this incredible opportunity, before 250 people beat you to it by **Clicking Here NOW**.

Try it now, risk-free. If you are not completely satisfied, you can cancel your membership at any time, and still walk away with the **$777 worth of FREE bonuses** I mentioned above, they are my gift to you, for giving the *"Wealthy Secrets"* Newsletter a chance, plus a couple extra resources.

Your choice is clear, go ahead, and *trade* a pack of gum, a Junior Hamburger, or a cup of coffee today, and **walk away with at *least* $777 worth of money making resources.**

I **dare** you to use these exclusive money making secrets with your home-based business, and **maximize** your long-term monthly income. Take this challenge **now**.

Click Here To Take Advantage of the Amazing $1 Trial

To Your Success!

Now that you have enjoyed this exclusive report, I'd like for you to **claim the following exclusive bonuses valued at $147:**

- **121 Ways Business People Lose Their Money** by Chris Bloor
- **The Science of Getting Rich** by Wallace Wattles.
- **"Frame-of-Mind Marketing"** by Maria Veloso
- **Exclusive Surprise Bonuses**

While it is still fresh in your mind, take 2 minutes of your time to claim your exclusive bonuses **in exchange for your opinion** about this report.

Click Here To Claim Your Bonuses