

A Subscription-Only Newsletter to help you prosper in the Info Profits Business

The Excalibur Method A special MMM issue



Marlon here.

Let's talk about how to create your first info product.

This is where everyone gets stuck.

They never get one product done and promoted. Therefore, there's never a number 2 or 3.

You start with ONE.

And the main thing is to get started.

I explain this process in more depth in a video training course you hopefully bought as an oto.

1. Find your niche

I teach a method called Sullivan Circles. I won't teach that method here as it's a whole issue by itself. But if you're a paid, monthly subscriber to MMM and you're having problems choosing your niche, just <u>message me here</u> and I'll get you the video.

The idea of the niche is to have an audience with common problems. So if you solve a problem, you can sell the solution to a group of 'em not just one of 'em.

If you're in Fast Track, cross reference my info on offering a specialty and being a category of one.

The SHORT VERSION is this:

You want to find the intersection between what you know about or are good at, what sells and what you're passionate about or interested in.

You ideally want a combination of all 3. You can make it work with 2 but 3 is ideal. For example, a friend of mine knew he could create and sell info to investors. He was able to pick up the knowledge fast.

But I don't know that he is that passionate about the topic. He makes a good living. But it sucks to some extent if it's "just a job." Just a way you earn money.

Conversely, I see people wanting to solve problems that not many people are likely to pay much money to solve. Maybe. You need market demand.

You might be crazy about some hobby but find out people just aren't willing to spend much, if any, money on it.

You can always test an idea.

You're looking for a group of people with a problem or a passion. And you're looking to marry that with an offer for them.

But rest assured, there are people making money in all kinds of crazy niches.

For example, in Google I type in this:

"home study course" -CME -college -license -school

That searches for home study courses that are NOT for CME credit or college credit, as those obviously aren't home-based info products. You also eliminate license and school.

By using the minus sign with no space and the word, Google will eliminate that from your search. If anything else keeps popping up in your search results you don't want there, just add another —word for it.

Let's just look at a few of the search results.

Hypnobabies Home Study Course as an option for moms who want their ...

www.hypnobabies-store.com > Hypnobabies Home Study Courses *

Classic Hypnobabies Home Study Course - Hypnobabies Store

\$219.95 - In stock

This is our classic hard-copy 7th Edition Hypnobabies Home Study Course – all updated, medical-grade, somnambulistic "hypnobirthing ... intensified!

academy.allaboutbirds.org > home-study-course-in-bird-biology *

Home Study Course in Bird Biology | Bird Academy • The ...

Special Note: The Home Study Course in Bird Biology using the 2nd edition of the Handbook of Bird Biology is no longer being sold. An updated course ...

www.ncsf.org > shop > personal-training > distance-learning > person... ▼

Home Study Course & Exam Package - NCSF

The home study program with certification exam provides a step-by-step preparation course to become a certified personal trainer with the bundled savings and ...

www.siddhayoga.org > homestudy *

The Siddha Yoga Home Study Course

The Siddha Yoga Home Study Course consists of four courses designed to support and invigorate your sadhana. Through the lessons, Home Study Course ...

Ad · www.scitraining.com/Correspondence/Courses ▼

Correspondence Learning | Learn At Home At Your Own Pace

Obtain Knowledge and Skills That You Can Quickly Apply In the Workforce. Get Started On a Path Of New Endeavors & Opportunities For Successful Career Development. Free Shipping. More Than 60 Courses. Train at Home. Low Monthly Payments. Courses: Medical, Business.

But wait, there's more:

theprrt.com > buy-prrt-home-study-course ▼

buy-prrt-home-study-course - Primal Reflex Release Technique

Home Study Course for Training on Pain Relief The PRRT Home Study Course is designed to give revolutionary insight into how to release pain in seconds.

bradsumrok.com → home-study-course ▼

Home Study Course - Brad Sumrok

Do you think you're capable of earning more? If you answer yes, then grab this Apartment Investor Home Study Course now. It's 100% satisfaction guaranteed.

www.vantharp.com > peak-performance *

Peak Performance Home Study Course for Traders and ...

This home study course is Dr. Tharp's masterpiece. It is designed for all levels of investors and traders—beginners, advanced, unsuccessful traders seeking to ...

www.ziglar.com > product > phenomenal-business-growth-home-stud... •

Phenomenal Business Growth Home Study Course - Ziglar Inc

Phenomenal Business Growth Home Study Course. \$497.00. Start Solving Your Biggest Challenges by Getting this Package Today! Section 1: Phenomenal ...

www.target.com > ... > All Book Genres > Health & Fitness Books ▼

Hypnobirthing Home Study Course Manual - By Kathryn Clark ...

\$16.69

Read reviews and buy Hypnobirthing Home Study Course Manual - by Kathryn Clark (Paperback) at Target. Get it today with Same Day Delivery, Order Pickup ...

store.grantcardone.com > products > how-to-create-wealth-investing-i... *

Real Estate Home Study Course - Grant Cardone Training ...

\$11,997.00 - In stock

Grant's Real Estate Home Study Course!Includes Everything You Need to Not Only Build a Healthy Real Estate Portfolio, but to Build a Real Estate Empire!

thecancerspecialist.com > ces-homestudy-course *

Home Study Course - Cancer Exercise Training Institute

The CES home study course allows participants to gain a complete understanding of the entire cancer process from diagnosis and treatment to reconstruction ...

www.mobilehomeuniversity.com > mobile-home-park-investment-ho... •

Detail On Mobile Home Park Investment Home Study Course

Detailed Mobile Home Park Home Study Course Description: Part 1: The 24 Hours on CD on How to Buy, Sell, Operate, and Turnaround a Mobile Home Park.

residentialassistedlivingacademy.com > home-study-course *

Home Study Course - RALAcademy

This certified home training course, "The Residential Assisted Living Business Accelerator", reveals how you can convert a residential home built for assisted ...

www.posturalrestoration.com > introductory-courses > postural-respir... •

Postural Respiration - Home Study

This home study course is available online/digital which allows for viewing in the comfort of your home or office. You will have 21 days to complete the home ...

Ad · www.info.com/web *

Home Study Courses | Find Home Study Courses

Search Home Study Courses. Visit & Lookup Immediate Results Now.

Application For College · Online School Application · Services Master · Apply To College

Ad · www.pronto.com/Look_at_this/Look_no_further *

Online home study | Search on our website

Find info on Pronto.com. Here we have everything you need. Online home study. Internet Information. Good News Network. Breaking News. Most Popular Searches. Latest News. What You Are Looking For. Destinations: California, New York, Las Vegas, Chicago.

Better Results · More Information · Find More · Efficient Search · Related Information





bulletin.entnet.org > article > academyu-3 ▼

Home Study Course - AAO Bulletin

Home Study Course. Posted on June 27, 2018 • Authors: Chris Black • Leave a Comment. June 2018 – Vol. 37, No. 5. Previous: Doctors Management Company.

www.notarystamp.com > products > notary-home-study-course *

Notary Home Study Course - NotaryStamp.com

Our Notary Home Study Course takes the mystery out of being a Notary Public. You'll learn the ins and outs of every Notary procedure!

lactationeducation.com → home-study-courses ▼

Home Study Courses | Lactation Education Consultants

Home Study Course 1: Reading and Responses I (Required for CLS Plus Students). 15 CERPs.Read Counseling the Nursing Mother, 6th Edition, by J.

www.massagewarehouse.com > shop-by-department > promotions > n... *

New Home Study Course - Massage Warehouse

Stretch Your Clients At Home Study Course. \$169.59 ... Introduction To Deep Tissue Home Study Course ... Releasing The Rotator Cuff Home Study Course.

www.understandingnutrition.com > items > home-study *

Eating Disorders Boot Camp Home-Study Course ...

Eating Disorders Boot Camp Home-Study Course! Order Eating Disorders Boot Camp today to receive the world's best-selling eating disorder treatment training ...

Ad · search.nation.com/web *

Home Study Course | Find Home Study Course

Search Home Study Course on Nation.com. Visit & Lookup Immediate Results Now. Instant Search Results. Expert Advice and Content. Multiple Online Articles. Trusted Sources.

Ad · www.zapmeta.com/Search ▼

Course Home Study | Search Course Home Study

Helotes - Search For Relevant Info & Results. Get Results from 6 Engines. Information 24/7. 100+ Million Visitors. Wiki, News & More. Trusted by Millions. Web, Images & Video. The Complete Overview. Types: pdf, doc, ppt, xls, txt.





bulletin.entnet.org > article > academyu-3 ▼

Home Study Course - AAO Bulletin

Home Study Course. Posted on June 27, 2018 • Authors: Chris Black • Leave a Comment. June 2018 – Vol. 37, No. 5. Previous: Doctors Management Company.

www.notarystamp.com > products > notary-home-study-course *

Notary Home Study Course - NotaryStamp.com

Our Notary Home Study Course takes the mystery out of being a Notary Public. You'll learn the ins and outs of every Notary procedure!

lactationeducation.com → home-study-courses ▼

Home Study Courses | Lactation Education Consultants

Home Study Course 1: Reading and Responses I (Required for CLS Plus Students). 15 CERPs.Read Counseling the Nursing Mother, 6th Edition, by J.

www.massagewarehouse.com > shop-by-department > promotions > n... *

New Home Study Course - Massage Warehouse

Stretch Your Clients At Home Study Course. \$169.59 ... Introduction To Deep Tissue Home Study Course ... Releasing The Rotator Cuff Home Study Course.

www.understandingnutrition.com > items > home-study *

Eating Disorders Boot Camp Home-Study Course ...

Eating Disorders Boot Camp Home-Study Course! Order Eating Disorders Boot Camp today to receive the world's best-selling eating disorder treatment training ...

Ad · search.nation.com/web *

Home Study Course | Find Home Study Course

Search Home Study Course on Nation.com. Visit & Lookup Immediate Results Now. Instant Search Results. Expert Advice and Content. Multiple Online Articles. Trusted Sources.

Ad · www.zapmeta.com/Search ▼

Course Home Study | Search Course Home Study

Helotes - Search For Relevant Info & Results. Get Results from 6 Engines. Information 24/7. 100+ Million Visitors. Wiki, News & More. Trusted by Millions. Web, Images & Video. The Complete Overview. Types: pdf, doc, ppt, xls, txt.

www.corestanc.com / product / corestar navigation online nome stat....

Celestial Navigation Online Home Study Course - Celestaire ...

Includes a complete, self-contained home-study course in printed materials, a complete electronic version of the entire course including additional software ...

www.insightfirearmstraining.com > insight-products > deadlyaccuracy... •

Deadly Accuracy Home Study Course - Insight Firearms Training

Amazing New Shooting Program Delivers...... Instant Precision Accuracy And... Teaches You "How to Shoot With Deadly Accuracy, When Your Life Depends ...

www.homestudysolutions.com , faq .

free online course - Home Study Solutions-Your Continuing ...

Who is the contact person for Home Study Solutions? How do I order a home study course? How can I access previous courses completed? What if I get ...

folkstory.com → center → wisdom ▼

The Wisdom of Mythic Stories Home Study Course

The Mythic Stories home study course presents clinical applications of folklore and mythology. Discussion focuses on how mythic stories reflect psychological ...

www.netafit.org > product > bike-fit-home-study-course *

Bike Fit Home Study Course - NETA, National Exercise ...

Hardcopy Version 1 NETA CECs. A comprehensive overview of today's current bike fitting standards. Learn about the proper techniques currently used in the ...

www.facebook.com > AAOHNS > photos > now-available-2019-20-h... *

Now available: 2019-20 Home Study Course... - American ...

Now available: 2019-20 **Home Study Course** Section 2, "Practice Management." Earn up to 40 AMA PRA Category 1 Credits™ upon successful completion of ...

www.clairemariemiller.com > product-page > integrative-reflexology-... *

Integrative Reflexology® 16CE Home Study Course ...

\$350.00 - In stock

This Integrative Reflexology Home Study Course features the same content as the instructor led course with the freedom to learn and study in your own home at ...

Soul Destinies Home Study Course - Robert Ohotto

The Soul Destinies Home Study course includes: Flash Drive with over 61 Hours of Audio, Seven Different Personalized Natal Charts, Course Binder and 200 ...

www.libertarianism.org > blog > learn-about-liberty-cato-home-study-... ▼

Learn about Liberty with the Cato Home Study Course ...

Feb 9, 2012 - I'm pleased to announced that we've added the Cato **Home Study Course**, a series of audio lectures on foundational ideas and major thinkers, ...

howardpartridge.com → hsc ▼

The Howard Partridge Home Study Course - Howard ...

Dear Friend and Fellow Business Owner,. As a small business owner you probably face many challenges. Like you, I had a lot of challenges since starting my ...

www.discogs.com > release *

Robert Hayes - The Self-Hypnosis Development Center Inc ...

View credits, reviews, tracks and shop for the 1967 Vinyl release of The Self-Hypnosis Development Center Inc. Home Study Course on Discogs.

www.farmprogress.com > story-u-m-extension-offers-beef-home-stud... *

U-M Extension Offers Beef Home Study Course | Farm Progress

U-M Extension Offers Beef Home Study Course. Extension Beef Team designed six lessons that cover everything to produce quality beef. Register by Dec. 31.

open.spotify.com > album *

Hypnobirthing Home Study Course, Pt.4 Breathing and Birth ...

Hypnobirthing Home Study Course, Pt.4 Breathing and Birth Visulusation, an album by Kathryn Clark, Hypnobirthing Hub on Spotify.

www.rjbuckle.com > _preview > aromatherapy_home_study_course *

R.J. Buckle Associates - Aromatherapy Home Study Course

The home-study course is intended for licensed Health Professionals (LHPs) who want a short introductory course that will enable them to use 15 essential oils.

And we're not done yet:

NYIAD Launches Home-Study Writing Course

The New York Institute of Art and Design (NYIAD) today launched their home-study course, The Complete Course in Fiction & Memoir Writing. The Complete ...

nature-mentor.com → crow-language-course ▼

Crow Language Home Study Course

Secrets of Crow Language Revealed! What Are The Crows Saying In Your Backyard?

www.targetingdoctors.com > home-study-course *

Home Study Course - TARGETING DOCTORS

CLICK HERE TO REGISTER TODAY FOR THE HOME STUDY COURSE. Picture. HI. I'M DR. VICKI RACKNER. I HELP FINANCIAL SERVICE PROFESSIONALS ...

www.dnmsinstitute.com > homestudy *

DNMS Home Study Course - DNMS Institute, LLC

Take the Home Study Course afterwards, to learn the advanced DNMS interventions. The 7-module Home Study Course teaches psychotherapists how to ...

www.walmart.com > ... > New Age & Spirituality > Astrology ▼

Graphic Astrology: The Astrological Home Study Course ...

\$36.76 - In stock

Free 2-day shipping. Buy Graphic Astrology: The Astrological Home Study Course at Walmart.com.

www.stitcher.com > podcast > victor-antonio > financial-toughness *

Financial Toughness - Home Study Course Part 1 of 11 ...

Introduction to my 11 part Life or Debt (LOD) Home Study Course. Topics to be covered:

Increasing your income, cutting your expenses, calculating your net ...

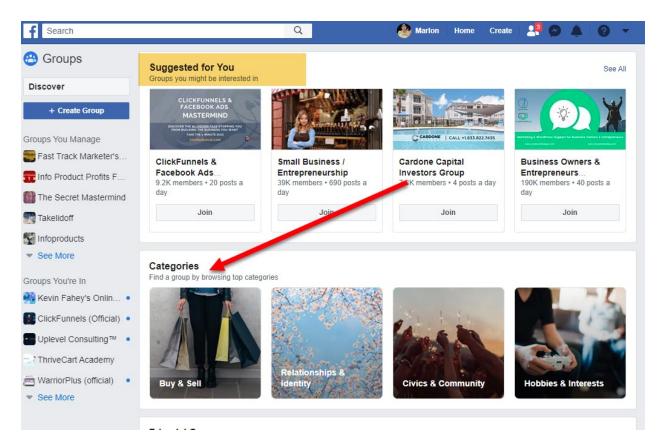
www.optionstrategist.com → products → 16-seminar-home-study-cours... ▼

16 Seminar Home Study Course Downloads- Event Special ...

Divided into novice, intermediate, and advanced volumes, The **Home Study Course** promotes a comprehensive learning experience and is instructed by ...

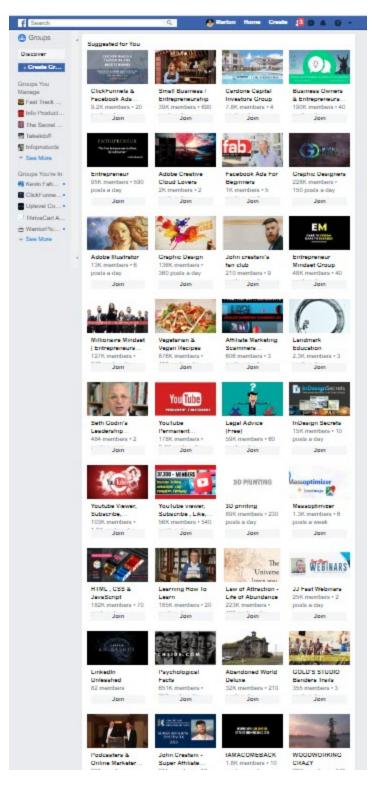
You can search deeper but you get the idea.

If that doesn't do it for you, try this: Go to Facebook and click on GROUPS and look for the groups suggested for you. That tells you your interests:



In the top right is a SEE ALL link.

Click that and Facebook has done your research for you:



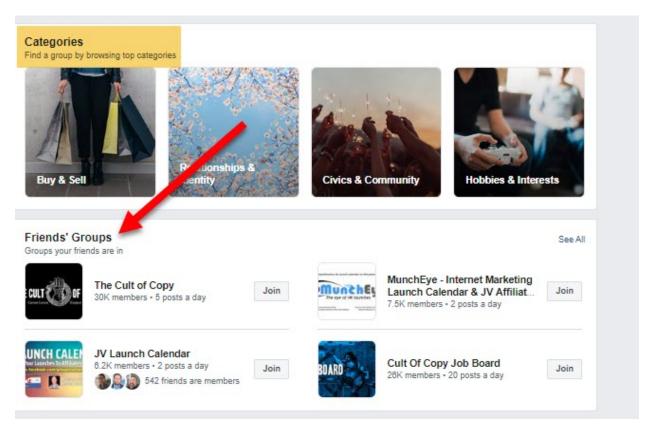
It's like Facebook is saying to you: "Here are your target markets you might consider selling to."

Why is that?

Because not many people run these groups for free.

They are SELLING SOMETHING! That's why they invest the time to run the group.

And if you strike out with that, THEN click on FRIENDS GROUPS. Birds of a feather flock together:



And if you strike out with that, select CATEGORIES and just go searching.

You can also go to ezinearticles.com and search the ezine articles. People don't write those articles to help the world.

Most of them link to a blog in the resource box and on that blog they're selling something.

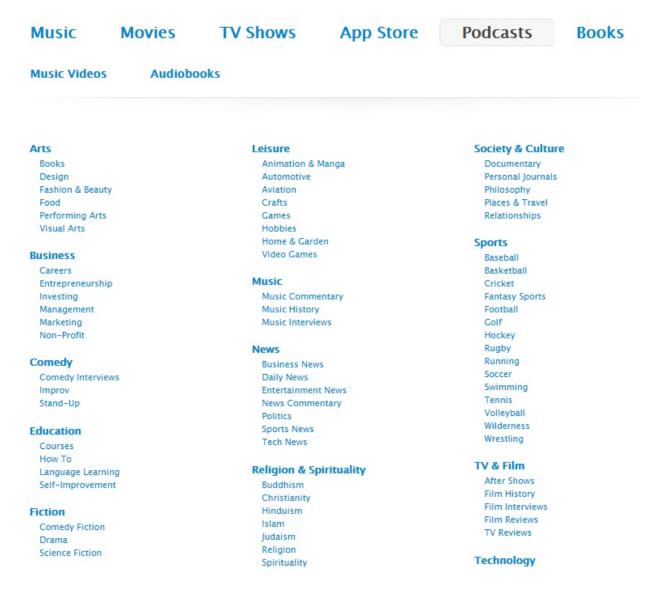
Next, look at your NEWSFEED.

Facebook reads your mind and KNOWS your interests.

So it shows you ads based on your interests. All of those ads are your potential JV partners!

And not only that, they're examples of what YOU should or could be selling. But let's say even that doesn't float your boat.

Now you go to the ITUNES PODCAST directory.



BOOM!

The vast majority aren't doing those podcasts to help out the human race. Nope. They have bills to pay.

So they do the podcast to drum up an AUDIENCE.

And they use that audience to sell stuff.

Go and do thou likewise.

But let's say your STILL think the ONLY thing anyone can sell an info product on is how to make money, in spite of the thousands and thousands of FB groups that prove otherwise, in spite of all the people selling home study courses on topics like "hypnobabies," in spite of all the thousands of people doing podcasts to gain and audience to sell to, you STILL aren't done.

Go to Amazon Books and look at the business books.

People don't write business books to help out humanity.

They do it to feed their face by selling stuff. Yeah, I know. Crass, right? And let me tell you.

If you've lived in isolation the past few years and never searched Amazon books, there are people writing books and making livings on ALL KINDS of bizarre, unusual topics.

By the way, Gary Halbert only had the Standard Rates and Data Service. But <u>his advice here</u> is on target.

So there you have quick, short course education on how to find your niche or target audience.

If you need more help, go here and get it for a buck.

2. Get your ideas

Now that you have your niche, look at all the things being sold by others to your niche who have spent a lot of time and money figuring out what those folks will buy.

Go and do thou likewise.

More or less.

What I suggest you do is join all the groups you can find and subscribe to all the email lists you can find using a special email ONLY to subscribe to all the lists in your niche with.

Now you can see what others are selling.

And more importantly, you can start seeing what gets attention, what people respond to, what questions they ask and, most importantly, what their problems and complaints are.

There's gold in complaints.

Hustle up the top 3 complaints and that's an info product right there. Your product solves those top 3 complaints using all the things you learned by reading the posts in the group!

This isn't rocket science.

I like to come up with 12 ideas.

3. Do Your 12 Product Survey

You can get permission to post this in Facebook groups or start your own group.

"Which of these topics would you most like me to write an in depth post on?"

You can write it like that if you're posting it in a Facebook group with permission.

One secret is every day to add about 10 people in your niche to your Facebook.

Jot a note on their timeline and share something of theirs.

That will round up an audience on your Facebook so you can just post surveys on your timeline.

4. Write your sales letter or copy

I like to write my letter before I create the product.

Writing sales copy is something you CAN do. If you're just starting out, you can use Pushbuttonletters.com.

And you can also buy the Instabuilder software and <u>use this template</u>. I use the crap out of that template. The design is old but it just sells.

You need a headline.

A popular headline is how to get A, B and C without D problem or pains.

A, B and C are the REVERSE of the top 3 problems or complaints you found when you did your research.

If you're worse than clueless about this, just go read all the sales letters you can find in your niche and write down the headline each one uses.

Those sales letters will shine a light to your path based on what's likely already working and selling.

Others have figured it out for you. All you have to do is learn from it.

The headline is the big, juicy promise. In Fast Track, I teach the 4 U's from Agora but that's an advanced method.

Then you need an opening.

I usually just elaborate on the headline.

Then you'll usually present proof. Sometimes you tell your story in a nutshell if it's a really compelling before / after story. Other times you just launch into some proof that you can get the big result.

Somewhere in here, even in the headline, **you have your USP, Unique Selling Proposition or differentiation.** What have you got that's different.

Well, you already know the gist of what it is.

You're the only one that has the solutions to their top 3 problems because no one else in your niche read this report.

If they did, THEN you need to think of something else that makes your info different or unique.

You talk about your solution.

You often present a list of bullet points or bullet points by module.

You have the price, reason why the price is a bargain.

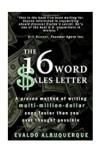
You have the guarantee.

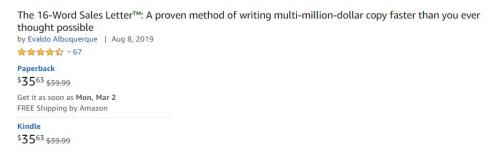
Then bonuses and deadline.

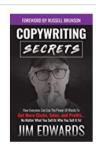
And how to order.

That's a short version of sales copy.

I teach this in my Milcers monthly newsletters and also Fast Track. But if you want something instantly consumable, then try these 2 books:







Copywriting Secrets: How Everyone Can Use The Power Of Words To Get More Clicks, Sales and Profits . . . No Matter What You Sell Or Who You Sell It To!
by Jim Edwards

★★★★ 26

Kindle
\$999

Paperback
\$1799 \$19.99

One of the most important parts of the letter is the bullet points. <u>This old newsletter</u> by Gary Halbert does a great job of teaching them. Gary was the bullet points king of the universe.

Get it as soon as Wed. Mar 4

Bond Halbert, Gary's son, runs the Gary Halbert Facebook group which is a great place to hang out and learn sales copy.

I like to write the bullet points first so that when I create the product, I know what I need to include in it.

If you create the product first, a lot of times it's too bland and you have real problems coming up with hot bullet points.

By the way, if you struggle on how to come up with hot bullet points, if you join Milcers, I'll give you an in-depth report that shows you HOW to research the bullet points in Google, so that even if you have NO CREDIBILITY, you can still deliver totally drop dead bullet points in your info product.

But to get the special "Bullet points Milcers report" after you sign up, just message me here and request it by name.

There's also a vintage Bob Serling report on copywriting my friend Paul Myers sells as he bought the rights. Just an incredible work on writing sales letters. It's what helped me so much back in the day.

<u>It's only \$27</u> and is a masterpiece of explanation.

Right now, you have more on target resources about copywriting than 99% of the people on the planet. I dive even deeper in Milcers newsletters and in Fast Track coaching calls.

5. Create Your Product

Alright.

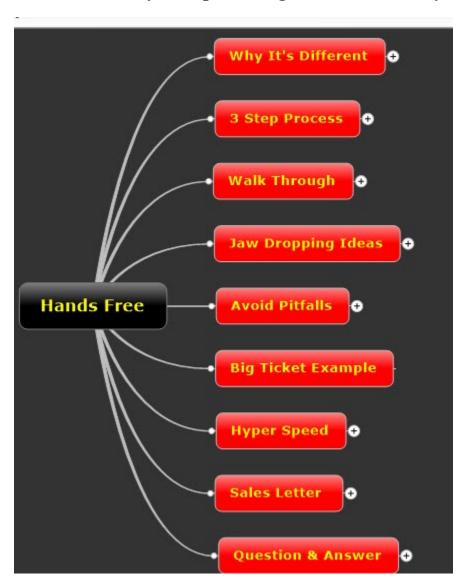
You've done well.

It's time you create your product.

You're armed with your bullet points. You know your headline. You're ready to roll.

a. Create a mindmap with 7 to 10 steps.

Look at it as the intro, then step 1, 2, 3, 4, 5, 6, 7 to get from point A to point B which is what you're promising to do for them in your sales copy.



That's what one of mine looks like for Hands Free Products.

You can use Xmind which is free.

There's a bunch of mobile phone and smart pad apps.

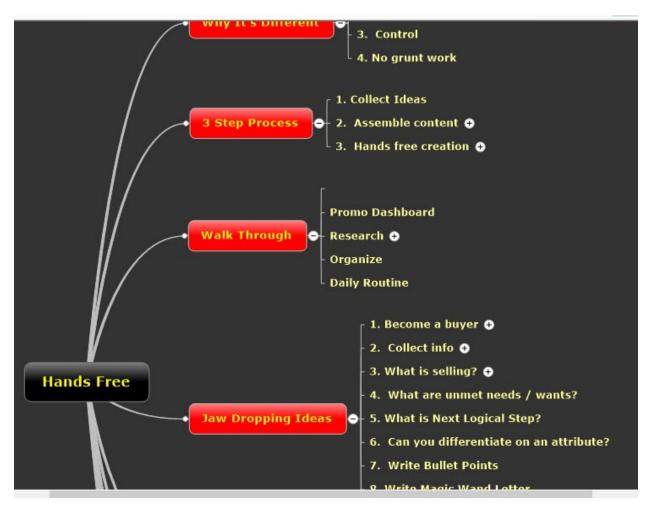
There's mindjet which is what I use.

Just find a mindmap program you like.

Learn to use it so you can do something a little better than the off-the-shelf templates provided. Learn to use the tools of the trade.

b. Write out your sub points

Each branch has sub-points like this:



c. Remember to talk about everything in your smoking hot bullet points

Don't leave those out for Pete's sake!

d. Get yourself a screen capture recording software

A lot of people are using LOOM. It's free.





Loom is the most effective way to get your message across, no matter where you work.



https://screencast-o-matic.com/ is also a popular choice.

I personally use an old version of Camtasia by Techsmith. The more they "improve" the product and come out with new versions, the more I hate it.

The old versions were by far the best. Nowadays the file sizes are way too large. In the old days they were magically small.

I may seriously look at Loom or one of these other new options.

e. Get a microphone

The BEST one that is worth the investment is the Blue Yeti USB microphone that works on PC's AND Macs.

Output and Volume Control, Mic Gain Control, Adjustable Stand, Plug & Play – Blackout ★★★★ × 15,715 ratings | 1000+ answered questions * Amazon's Choice for "yeti microphone" List Price: \$149.99 Price: \$117.92 & FREE Shipping. Details & FREE Returns ou Save: \$32.07 (21%) Earn up to \$200 in savings with the Amazon Business American Express Card. Terms apply. Free Amazon product support included ~ style: Mic Only Mic + Assassin's Creed Odyssey Bundle Mic + Game Bundle Mic Only Color: Blackout Get professional installation Details

Without expert installation

Blue Yeti USB Mic for Recording & Streaming on PC and Mac, 3 Condenser Capsules, 4 Pickup Patterns, Headphone

But if that's out of your budget, grab a Logitech headset.

f. Now talk about each branch of your mindmap for 5 to 15 minutes.

If you have 10 branches and talk 10 minutes each, that's 100 minutes. So over 1 ½ hours.

If you talk 5 minutes each about 10 branches, you still have almost an hour.

If you can't talk 10 minutes about each branch, go join your local Toastmasters group, which you should do anyway.

g. Get OFF the mindmap

It's good to sometimes get off the mindmap and go talk about something on a website, Facebook or show them something.

People get a tad bored if ALL you use is the mindmap. You can do it but it's better to get off the mindmap some and come back to it.

h. Edit your video

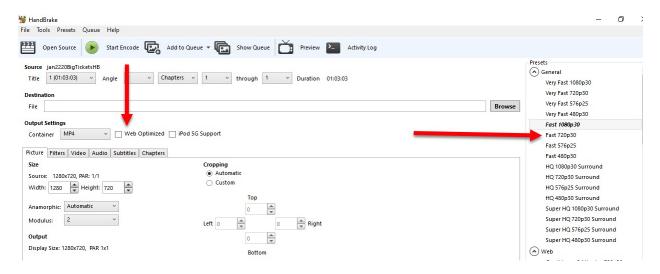
You can use the pause button if you get stuck. But if you really mess up, you'll need to cut out that part.

i. Sweeten the audio

You don't have to but you can.

j. Render your video

If the file size is too big, you can run it through Handbrake software to reduce the file size. Yes, it's pc / mac.



I just choose Fast and web optimized and click Start.

6. Get your video hosted somewhere

I use Amazon S3.

But if you're starting out you can use Vimeo or Youtube unlisted as you won't have a lot of bandwidth.

7. Set up your order link

I <u>use this shopping cart</u> as there's no monthly fee and it has an affiliate program built into it.

If you're putting it on Clickbank, JVZoo or Warriorplus, that's free.

I use Stripe and Paypal to take money. But if you're in countries where those are a problem for you, JVZoo and, I think, Warriorplus have some other money-taking options for you.

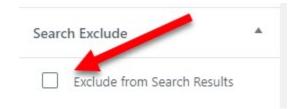
8. Use The "Jeffries Method" To set up your product delivery page

Listen, when you're starting out, you don't need to password protect it, although Wishslist Member is about the easiest thing to use for that. Or maybe Member Sonic.

I use a wordpress plugin sometimes called "search exclude" and just exclude the search engines from spidering that page.

Search Exclude	Hide any page or post from the WordPress search results by checking off the checkbox.
Deactivate	Version 1.2.5 By Roman Pronskiy View details

Then you just check the box.



If you're just starting out, the last thing you need to worry about is people stealing your product. What you're worried about is NO ONE even WANTING to steal it!

That's what you worry about.

Lack of demand.

Sometimes your idea is hot and sells.

Sometimes people could care freaking less.

That's how marketing goes sometimes.

You got to get up to bat MORE THAN ONCE!

People can criticize Clickfunnels all they want but they have the BEST looking FAST member's area pages I've seen anywhere. They look like a million bucks:



I promoted this product called <u>Cougar Commissions</u> partially because the member's area just looks great.

Most page builders force you to create the member's area from scratch which is really time consuming. AND you can't have a design like this where you have the modules and then sub lessons under it.

Money Loves Speed is the title of a new Joe Vitale book. He mentions me in the book, by the way.

But listen, don't sweat it.

This is your first product. You do NOT need any software. You can just use Wordpress or even Wix.

I even have friends who deliver their products in GOOGLE DOCS! It's FREE and super fast and easy.

That's FREE. How 'bout them bananas?

Use The Jeffries Method To Create Your Delivery Page

Alex used to be a product launcher. Today he just teaches people to do Facebook ads and high ticket coaching. And he's very good at that. But I loved it back when he launched new products all the time.

His secret was he'd record a mindmap.

Then he chopped up each branch into a separate video and put it on the sales page.

But here's the BIG SECRET:

Each branch was listed as a separate module on the sales page. This is a trick I taught in Fast Track and people loved it. The thing I love about doing the webinars is I went and actually showed pages that Alex created with this method.

It's how I created my <u>Hands Free Products</u>. If you have that you can look at the member's area.

But Alex is the first person I observed do this method over and over. So in honor of that, I dub it the "Jeffries Method."

How to Get Transcripts and mp3 Audio FAST

All you do is upload the video to rev.com or temi.com. That gives you the transcript. For the mp3 audio, most programs allow you to save the audio only as mp3.

Now you can add those to the member's area to beef it up.

Alex usually delivered the transcript and sometimes the mp3 audio also.

How To Use The "Jeffries Method" To Create 3 Bonuses At Lightspeed

Here's the true GENIUS of Alex Jeffries method.

His 3 bonuses were just an additional branch on his mindmap with 3 subbranches!

When he recorded those, boom! The 3 scarcity bonuses were done! And he just chopped them up into separate videos.

And Here's The Funniest and Fastest Product Delivery Trick Ever

Alex later seemed to find it wasn't even necessary to chop up the videos into separate modules. LOL.

He literally just delivered the mindmap video and people were just as happy, amazingly enough.

6. Get Traffic

Now you're all set up and ready to stack that paper.

Yahoo!

Gary Halbert would be proud.

But how do you get traffic when you're a beginner?

a. Affiliate Success Letter

This is something I talk about in almost every issue of Affiliate Success Letter.

It's only a buck to check it out.

b. Recruit Affiliates

This is my favorite method hands down. I DO teach this in Affiliate Success Letter.

The single best ebook written on the topic on HOW to do this was a LONG time ago by Jimmy D. Brown. With his special permission (thanks Jimmy!) I'm able to offer it to you.

I brought this out on my birthday special. I've been too preoccupied getting a launch ready to rip the page down or change it. So right now you can still grab this long, lost treasure.

Most of the links in it aren't good now but the content is all evergreen. Just an absolute gem. If you already snagged it, use it as your ROADMAP to set up your affiliate program.

Just use a modern program like JVZoo, Clickbank, Warriorplus <u>or this</u> <u>program</u> that I use to do it.

c. Get Viral Traffic

I found another long lost treasure of Jimmy D. Brown. It's the best, and about the only, true ebook written on how to get traffic with viral ebooks and ecourses. This is a masterpiece in concept.

You can grab it FREE right here.

Listen, viral ebooks used to be fantastic. Then people abused the method with totally crappy, low quality ebooks and ruined it.

Fortunately, no one does it today except me and a couple other people. The door of opportunity couldn't be wider.

d. Little Traffic Mechanisms

What I do is create little traffic mechanisms to send free traffic. You can <u>read about how I set these up here</u> and get my report on it inexpensively.

e. Content Marketing

In *Affiliate Success Letter* I go into detail on a content marketing strategy for social media like Facebook that works great. I mean, it really freaking works. It's in letters one and two.

If you have Affiliate Success Letter and don't have letters one and two, message me here with the email you bought under.

The main thing about content marketing is you have to be adding people to your Facebook that are actually in your target audience. So every day you add 10 people in your niche who are members of your target audience.

Otherwise, you'll be posting to your friends and family.

f. Facebook ads

Listen, it's harder than hades to not get banned from Facebook ads.

Not only that, most of the trainings you can buy get outdated super fast. And they're very high end on top of that.

Here's a GREAT Facebook ads group and monthly training for \$7 a month. I love it! <u>Just terrific Facebook ads training</u>. It, of course, is still ultimately meant to upsell you to higher services but I do love the group and the methods.

Alright, I was supposed to give you 4 traffic methods. But you could really combine several of the above. Anyway, that's all the traffic methods you need to make a big hit of it and stuff your pockets with cashola.

The Exciting Conclusion

The ball is in your court now.

I've shown you great info on how to choose your niche.

Shown you how to come up with some product ideas.

Shown you how to write your sales letter.

Shown you how to quickly create the product.

Shown you how to create the members area

Shown you how to get traffic.

The main thing left is just to take this and put it into action.

The biggest MISCONCEPTION about product is it needs to take a long time.

This report is 29 pages long.

I started writing it at 4:30 or 5:00 a.m. (I'm an early riser not by choice...it just happens).

It's 8:30 a.m. now.

Next I'll write the sales letter.

And set up the delivery.

I hope to wrap it up by 10 a.m.

It doesn't need to take you weeks or even days to create a product.

This could just as easily been a video

By the way, I used Instabuilder 2.0 to create the sales page you may have bought this report from.

It's not even a modern design.

"You don't have to get it right. You just have to get it going."

--Joe Shroeder

Best wishes,

Marlon Sanders

PS: Affiliates – Let me remind you that <u>you can get paid</u> when you DECLINE affiliates.

And you can make nice commissions promoting <u>Affiliate Success letter</u> with a 60-day cookie on additional sales I generate for you with weekly popups and offers.

Once people click the link to read about the Affiliate Success Letter, even if they don't buy, the tracking cookie is set!

So then you can go into your email program and send another email to everyone who CLICKED!

You know the cookie is set.

So NOW you can send them to the MMM sales page which is here:

https://resellertoolkit.com/mmm-offer-asl/

You can even promote Milcers, Fast Track or Take the Lid Off to them. In fact, you can promote any product in the whole funnel to them once they've clicked and the cookie is set!

Plus, each week I'm sending them incredible content to warm them up and help them become successful and prosperous or even more successful and prosperous as an affiliate.

You can make UP TO 75% on the whole, entire funnel!

Here's how to get approved as an affiliate with me:

https://resellertoolkit.com/approved

Or if you're already a 60+ ranked affiliate with W+, go here for your link.

And if you aren't a subscriber to the Affiliate Success Letter yet, <u>you can do</u> that here.

PS: If you were a subscriber to the Affiliate Success Letter, you'd know HOW to have all the links below deliver commissions to you automatically. That's right, all these products deliver commissions to anyone you cookie for the Affiliate Success Letter.

The Fail Safe System (intermediate to advanced)

This zeroes in only on the Info Product Business. On Zoo and W+ you can buy a lot of beginner courses and possibly a few "intermediate" info product marketing courses or training. But you won't find advanced training. There really is almost no advanced training on the Info Product Business other than the Fail Safe System. It's advanced information, although not as sweeping and comprehensive as the Amazing Formula Full-Blown Course above. The price reflects that but is considerably more than you'd pay for an introductory or intermediate course on info products. Click here to see it.

How to Create High Profit Info Products

This is my info product creation training for BEGINNERS.

There's not a lot of "new" methods in it like my intermediate and advanced courses above. But it's 100+ pages of solid, step-by-step information, albeit not with the numbered steps and screen caps in Product Dashboard. Recommended for newbies and beginners. See it here.

Take The Lid Off Your Income

Just a fantastic, in-depth 4-module course I put a lot of time, care and attention into creating for you. If you're ready to create yourown products and get traffic, THIS is what you need to get. See it here.

The Long Lost Viral Marketing Ebook Treasure of Jimmy D. Brown

This is best and most definitive ebook ever written on the topic. It's a long lost treasure now made available with special permission from Jimmy D. Click here to see this bad boy. Highly recommended.

Feel Overwhelmed?

Buyers love this product. It's fresh, new insights into how to overcome overwhelm and get focused and productive. There is no other course like this. If you feel overwhelmed, click here for the solution



The Road Not Taken

Two roads diverged in a yellow wood, And sorry I could not travel both And be one traveler, long I stood And looked down one as far as I could To where it bent in the undergrowth;

Then took the other, as just as fair, And having perhaps the better claim Because it was grassy and wanted wear, Though as for that the passing there Had worn them really about the same,

And both that morning equally lay In leaves no step had trodden black. Oh, I marked the first for another day! Yet knowing how way leads on to way I doubted if I should ever come back.

I shall be telling this with a sigh Somewhere ages and ages hence: Two roads diverged in a wood, and I, I took the one less traveled by, And that has made all the difference.

Robert Frost