

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

"HOW TO CREATE AND LAUNCH YOUR PRODUCT IN 6 ½ HOURS"

What you need to know and do to create your first product and start slamming in money that you can suck out INSTANTLY.

Hello,

Marlon here.

In this newsletter, I'll lay out a system to create and launch your product in $6 \frac{1}{2}$ hours...with practice.

I've done this multiple times.

Here are a few 6 ½ hour products I've created:

- 1. Excalibur Product Creation
- 2. How I Found Money, Freedom and World Travel Through The Ideal Business
- 3. <u>How to Build Out Little Traffic Mechanisms That Bring You Visitors Day and Night</u>

- 4. How I Sold \$13,275.11 of Planners For The New Year Right Out The Gate
- 5. The Credibility Solution
- 6. Fastest Way To Cash not currently selling this one
- 7. Hands Free Product Creation

I don't just talk the talk. I walk the walk. And I eat my own dog food.

If you are reading this report, you likely own a few other products by me. Some of what you'll read is repetition, which is the mother of learning.

But I've included NEW ideas for you also.

And not only that, you got BONUS videos with this that are worth multiples of the small price of this report.

The one on how to outline your product A to Z is worth \$47. The one on launching is info you aren't likely to hear anywhere so it's hard to put a value on it.

Those videos are GOLD.

The goal of the MMM newsletter is to get you to produce and sell your FIRST product.

Once you've done that, THEN you're ready for Milcers where I'll teach you how to create MID TICKETS, and more small tickets.

Milcers is a monthly in-depth newsletter.

It's one thing to create your first income stream. In Milcers, my goal is to help you create and roll out FIVE small and big tickets. Once you've done that, you're ready for *Fast Track* where we graduate to the next level.

See, in *Fast Track* we go a level beyond and do intensive coaching on creating and selling small, mid and big tickets. Our goal is to stack income and automate it.

It's about creating your money machine and really getting it rolling. While Milcers is in-depth newsletters, Fast Track is hands on from me in weekly mentoring.

Milcers is about creating 5 small and mid tickets. It's about the START of your money machine.

Fast Track is about getting the whole thing rolling like a machine. Truly producing a money machine, including traffic systems on another level AND creating and selling big tickets, in addition to smalls and mids.

In order to ascend up to Fast Track, you need to START with being willing and able to create and sell your FIRST info product.

When I did my first few info products, it was tough. It was like pulling teeth. So I know how it feels.

It gets a LOT easier with repetition.

Some people seem to think it should take months or years to create your first info product.

It shouldn't.

With practice you can do it in 6 ½ hours or faster. I'm talking the product, sales page, delivery, affiliate setup. The whole shebang.

You can even do it faster than 6 ½ hours. But today I'll teach you the 6 ½ hours method.

Granted, the first time, it'll likely take you longer. It doesn't need to. But it probably will just because the first time you do anything it's ALL a learning curve.

It's all new to you.

The second time you're a bit more comfortable.

The third time you're more comfortable.

"It's never as good as the first time" -- Sade

The Prequisite Is Choosing a Target Audience

If you haven't figured out your niche or target audience yet, then as an MMM subscriber, you have access to the Sullivan Circles video.

This is my #1 most successful resource for helping you figure out what you're going to sell and to whom. If you are in MMM and don't have it, message me here.

If that doesn't do it for you and you're stuck and just don't know what product you want to create or for whom, then <u>hit me up here</u> and I'll tell you about my in-depth *Target Market Finding System* that includes a print book I mail to you, videos and in-depth checklists.

What Are The Steps In The 6 ½ Hour Product Creating and Selling Method?

Here are our steps:

- 1. Get your idea
- 2. Write bullet points / bonuses
- 3. List your teaching points
- 4. Outline product
- 5. Create product
- 6. Craft full sales page
- 7. Set up order taking
- 8. Set up delivery
- 9. Write email

After you do this ONCE, you're ready to graduate to Milcers where you'll learn to create mid tickets AND you'll repeat this 9-step process for more small tickets.

That way, you're creating multiple income streams.

Then in Fast Track, we pour on the juice and go pedal to the metal.

So let's break down each one of these steps for you:

1. Get your idea

I'd like to introduce you to the TOOTHPASTE product idea method.

In the old days, you could buy a tube to Crest or Colgate. That was about it.

Then later, you could buy it with teeth whitening added.

Yesterday I went to the supermarket and could barely find the tube of Colgate.

There's literally half an aisle filled with every kind of toothpaste variation you can think of in the world.

- * With baking soda added
- * With whitener added
- * For sensitive teeth
- * With mint
- * With tartar control
- * All natural

And I can't even think of the others. But there's tons of them.

The method is this:

Step 1: Take an existing product that sells great

Step 2: Add an attribute

Add a tooth whitener or baking soda or mint or tartar control.

Viola! You have a new product!

Now, when you add an attribute, you want to add one that people really want. In the beginning, some toothpaste company figured out that the #1

thing people wanted was whiter teeth. So they created toothpaste that also whitened your teeth.

You want add the most "in demand" attribute or ingredient you can find.

I have other more advanced methods of coming up with unlimited product ideas in my *Take the Lid Off Your Income System*. If you're stuck for ideas, then this is what I direct you to.

But my goal here is just to get you started. And an easy way to get started is to add an ingredient or attribute.

Can you add an element of speed?

Or make the benefit instant?

Or make it for power users or beginners?

Or add some other twist or element missing in existing products that you can ADD?

Example: You want to create a product for network marketers on how to get leads using Instagram.

But a number of others have already created THAT product. So you need your unique attribute, angle or specialty.

How about: "How I generate 9-10 leads a day using ONLY Instagram stories"

That would be one idea.

Another would be:

"How I generate 10 leads a day using Instagram TV – all white hat with zero software"

Or how about this:

"The zero bans Instagram lead generation method for network marketers"

There are some examples.

This product is an example.

It's not "fast product creation" but 6 ½ hour product, sales page, delivery and affiliate set up".

The whole shebang.

Action: What will be your added ingredient or attribute?

2. Write bullet points / bonuses

Now that you've got your ideas, it's time to spring into action and crank out those bullet points.

The secret to doing bullet points is to "Halbertize" them.

No one wrote bullet points like Gary Halbert.

No one taught it better.

Here's Gary's newsletter where he teaches it.

And here's another <u>vintage newsletter</u> where he teaches bullet point writing.

The key to bullet points is to write 3 or 4 more times what you need. I remember one famous copywriter saying he always wrote 100 bullet points for a product.

I don't write that many.

But I do often write a lot more than I'll use. You pick out only the best ones.

In addition to your bullet points, you want a working headline.

The headline takes some form of this:

How to get A, B and C benefits – without D pain

You're giving people MORE of what they WANT and less of what they DON'T want.

To go back to our example:

How I Generate 10 Leads a Day Using Instagram Stories, In Only 10 Minutes, With Only My Phone – And Without Any Risk Of Getting Banned

That would be an example.

How I Create AND Launch Products In 6 ½ Hours, Complete With a Sales Page and Product Delivery – Without brain freeze or pulling my hair out

There's another example.

So you have your working headline, your bullet points and your 3 bonus ideas.

I'll show you how to create your 3 bonuses at the same time as you create your product.

This is a little-known secret.

Everyone thinks you need to slave away to create bonuses. Not true. Which reminds me of a bullet point:

How to create 3 smoking hot bonuses for your product – in minutes – without slaving away

See how you write bullet points?

Here's another one based on what I've already taught you:

The 4-part bread-and-butter headline formula that nails it easily and quickly for you

Or

The 4-part bread-and-butter headline formula that has sold over 3,231 products for me – and you can write one in minutes

You get the idea.

Back to bonuses...

Sometimes you can take your 3 BEST bullet points and turn those into bonuses.

Or take the 3 MAIN objections people have to buying and turn those into 3 bullet points that promise solutions to the objections.

For example:

<u>Bonus 1</u>: How to know exactly what to say on your Instagram stories to generate leads so you don't have crickets after your post. Never have crickets again!

<u>Bonus 2</u>: How to look marvelous on Instagram stories even if your own mother says you look like dog food warmed over! Secrets of Instagram beauty filters revealed

<u>Bonus 3</u>: How to follow up with your Instagram leads so you get real sales and not just goodwill or compliments

That would be 3 examples that pop into my mind.

You can also take the 3 most exciting, sexy part of your offer and turn those into bonuses to highlight them, even if the same info is covered in the product.

By separating things out as BONUSES you attract attention to them.

Now, if you have a BACKLOG of products like I have, you can do your bonuses on the fly.

It's not the best practice.

But in my case, I write my reports, so writing bonuses WOULD take substantially more time. So I use existing reports and things I've already done for bonuses.

For example, you can take something you used as a bonus for a product or affiliate offer and make that a bonus for your product.

However, if you're using a video / mindmap method to create your product, then recording bonuses is fast and easy.

I call it the "Jeffries Method" after Alex Jeffreys who is the first person I saw do this. The idea is that you include 3 branches on your mindmap you record for your product that are the bonuses. So 1 additional branch for each bonus.

Then when you record the video and edit it, you just chop up those 3 branches into 3 separate videos for the bonuses.

Action:	What are the 3 bonuses you'll be offering?				

3. List your teaching points

Now that you have your headline, bullet points and bonuses, you know what to include in your product.

So write up notes about what you want to teach.

The easy way to do this is to write out the steps you'll have people take and then make notes about the key points to teach for each step.

Or you can just fire up your mindmap program and make notes that way. Personally, I just grab a narrow-lined yellow pad and write down my notes.

For example, if a step I want to teach is how to research products, I'd make notes of what I want to teach like:

- * Use "search strings" on Google to find info others never see. This is the key to digging out secrets.
- * Show how to copy / paste bullet point fodder into a separate doc
- * Show how to get hot bullet points for any topic

I'd make notes like that for each step I want to teach.	
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In my case, I just have the notes and outline in my head. But sometimes I do write it out. It just depends.

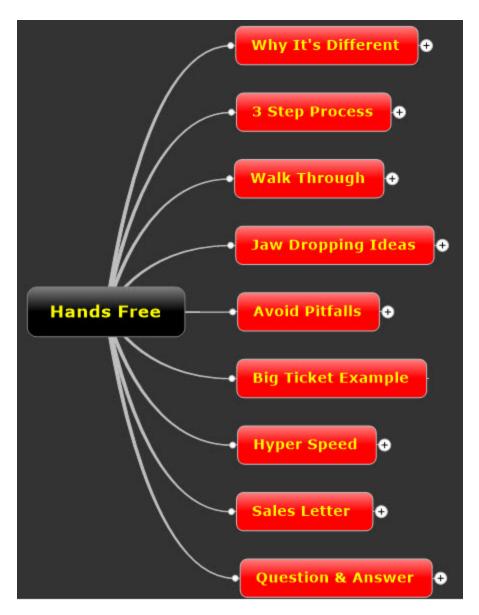
Action: Write out the main points you want to teach using the					
bove method:					

4. Outline product

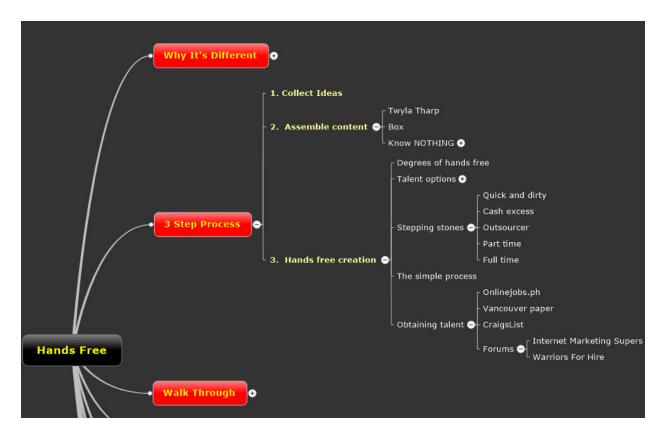
I use a mindmap for this if I'm recording a product.

Unless you're a fast writer, this is what I recommend you do.

This is the mindmap I used for <u>Hands Free Products</u> which was created using the EXACT method I'm teaching you here:



When you expand the branches it looks like this:



You can use Xmind software which is free. And there are many programs that can actually be used on your smart phone or tablet.

You don't even need a computer. You can use Loom and record your phone or tablet while talking.

Sometimes I do products using slides. You can use Google slides or Power Point. But slides typically take longer to produce, so you might be pushing it to get the whole shebang done in 6 ½ hours if you use slides, unless you're fast at creating them.

An easy outline for the product is:

Intro – Tell 'em what you'll tell 'em. Explain why the topic is important. Give an overview of the problem and the steps to your solution.

Steps – Tell 'em. The branches are the 4-7 steps they follow to get the result Conclusion – Tell 'em what you told 'em.

Action: What will be the main branches or steps on your						
mindmap?						

5. Create product

A method I was taught by an old mentor was:

Explanation: Explain the point

Application: Explain how the point applies to THEM

Illustration: Illustrate the point

You can record your product using Loom on mobile devices or https://screencast-o-matic.com/

The basic version of Loom which is all you need is FREE.

The one thing you need is a microphone. The Blue Yeti is the microphone of choice but you can use a Logitech headset in a pinch.

If you're a fast writer, you can write your product. I prefer typing to talking, so I usually write them out. But I've been writing so long, my arm gets sore if I type too much.

So there are occasions in which I do video. Plus, if it's a visual topic, it's easier to do video.

The main thing about this step is to DO IT.

You have to overcome the b.s. in your head about why you're an IMPOSTER.

It's called Imposter syndrome (look it up) and it's a very real thing.

Also, your head will tell you you're not ready yet. Research more, etc.

Of course, you want quality content. But remember, in the land of the blind, the one-eyed man is king.

You only need to be 1 or 2 steps ahead of your audience. You don't have to be the ultimate expert of the universe.

Mostly this step is about NOT making excuses.

If your product sucks, you'll find out as your refunds will be way high. In which case you'll be highly motivated to improve the product!

Most people err on the side of never actually doing it. They have the paralysis of analysis.

So get over it.

Get out of your head.

Just go make it happen.

	When will you record or create your product and what will be th					
5 to '	7 steps you teac	h to get to th	e end result?			
				<u> </u>		

6. Craft full sales page

The next step is your sales page.

One shortcut is to use my <u>Push Button Letters software</u>. I've been amazed at the sales copy I've seen people create with it over the years. It's not fancy but it gets the job done.

Another method is to use the template built into Instabuilder. I LOVE this template and often use it for small bread-and-butter type products as we're creating here.

I use it right out of Instabuilder software.

You can see the template at:

https://attractsalesnow.com/template

Here are a couple of the sales letters I've created with it:

- 1. Excalibur Product Creation
- 2. <u>How I Found Money, Freedom and World Travel Through The Ideal</u>
 <u>Business</u>
- 3. <u>How to Build Out Little Traffic Mechanisms That Bring You Visitors Day and Night</u>
- 4. How I Sold \$13,275.11 of Planners For The New Year Right Out The Gate

Now, sales letter #2 used the software but deviated from the formula quite a bit. The other ones used it verbatim.

I also used it on the Fastest Way to Cash which sold 1,000+ units.

It's a great template as it's in Instabuilder and as you type what it tells you to type, the page is created for you.

Now, Push Button Letters has a bit of a different formula and emphasizes bullet points more.

They both work.

In <u>Take The Lid Off</u> we dive a lot deeper into sales letters, and if you need more help immediately, I refer you there. In future issues of MMM, I'll dive more into copywriting.

But the 2 resources I gave you above should be enough for you to get going on your first product.

Here are the key components of your sales page. Write out each one:

1. Headline

2. First sentence

3. What problem you're going to solve for them
4. What your solution is
5. How easy is it?
6. What proof do you have it works?
7. What will they learn?
8. Why is the price a bargain?
When and where will you sit down to write your sales letter?
7. Set up order taking
I'm going to recommend you use 1 of 4 resources:
a. <u>Thrivecart</u>
b. Warriorplus
c. JVZoo
d. Clickbank
I haven't set up anything on Zoo in awhile. So I'll be showing you Thrivecart and Warriorplus today.

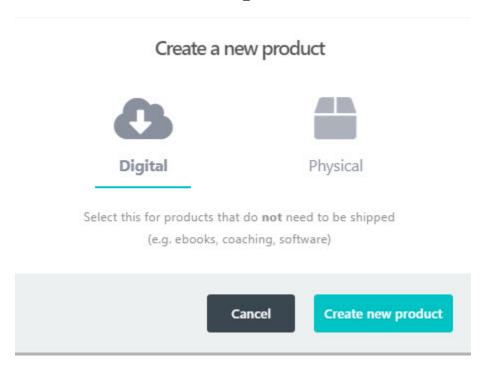
I use <u>Thrivecart</u> because it's a one-off fee. And it has an affiliate program built into it so you can recruit affiliates. Warriorplus charges fees for using their platform. I love their platform and their fees are very fair.

But when you're selling offers internally to your list, you sometimes prefer to sell without those fees, especially on mid tickets like we do in Milcers and Fast Track.

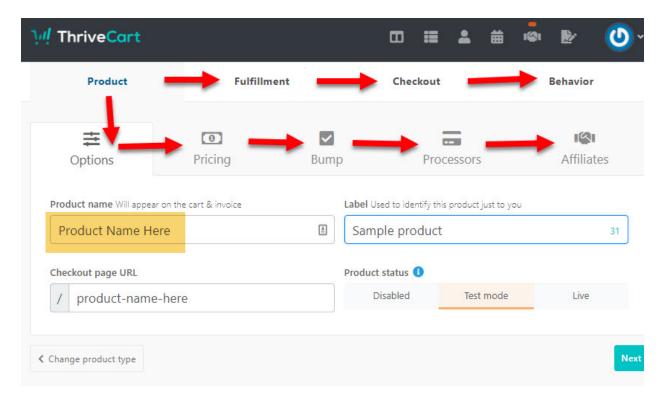
But even on small tickets. sometimes you'd just rather not have the fees. Thrivecart is a one-off purchase price. It's not cheap upfront. But if you think of the fees you save selling just internally to your list, it pays for itself pretty fast.

On Thrivecart it's just a few steps:

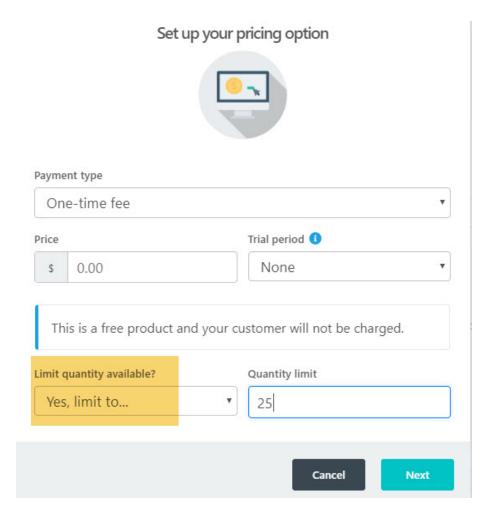
a. Click to create a new product:



b. Create your product



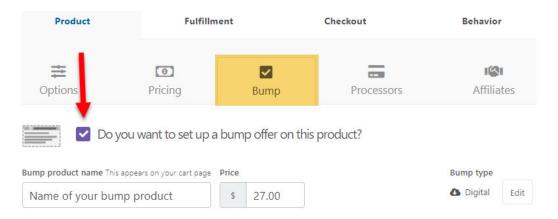
c. Set your pricing



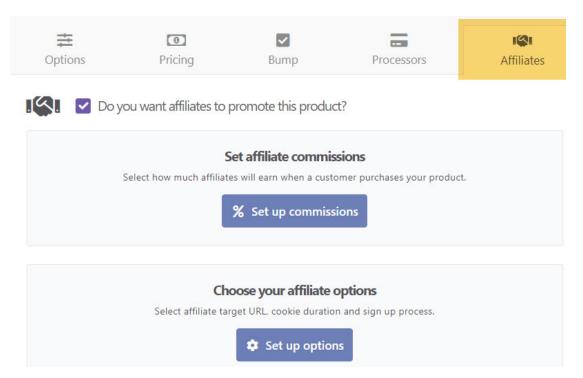
As you can see, it's easy to limit the quantity sold at a particular price if you want to. This is REAL urgency and scarcity and the countdown number appears on the checkout page.

This is MAGIC in terms of conversions as it's a REAL countdown. I use this all the time on my Freebies Into Cash method. Only 225 or whatever number I set get the freebie.

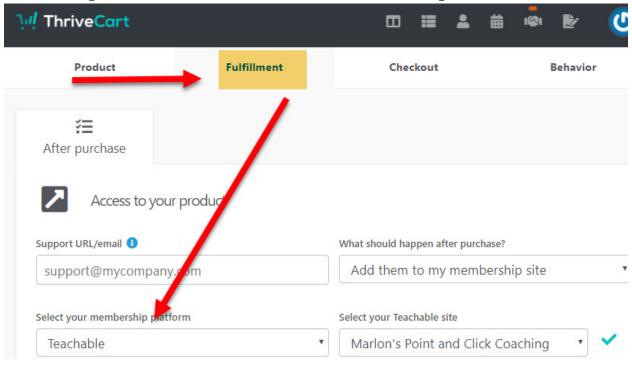
On the bump tag, you just tick the box if you want a checkbox upsell:



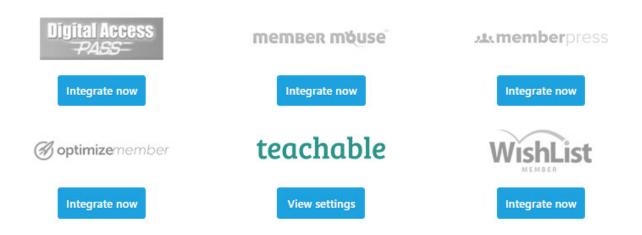
On processors, you just add your stripe,, Paypal or Authorize.net info. Then on affiliates, it's easy to set up:



It's EASY to fulfill your product. You just select your member's area vendor on the dropdown. In this case, I have Teachable set up:



Here are the built-in options:

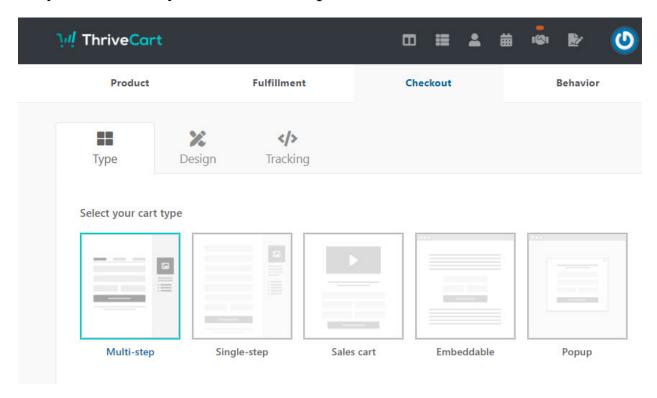


It also integrates with Slack, Google sheets and ZAPIER.

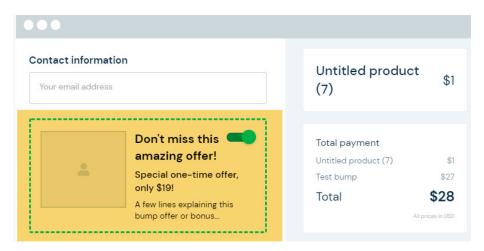
The Zapier integration means it's also easy to integrate with any member's area software that works with Zapier. In other words, you are NOT limited to the programs above.

There's also an infusionsoft integration that works a bit different from the above but I love it. Very easy to use.

On your checkout you have a lot of options:



This is my favorite part on the cart. It's the ability to add the checkbox bump:



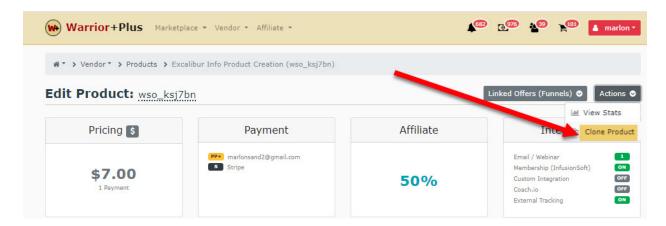
This works like magic. I've made really good money giving away free products but then people check the bump.

I won't go into it here. But you can also easily set up your upsells and OTO's.

The other nice thing about Thrivecart is you can become an affiliate as I am. Just a few sales and your Thrivecart is paid for eternally!

Now Let's Look At Warrior Plus

THIS right here is the BEST feature of W+. And, by the way, you can also do this in Thrivecart.

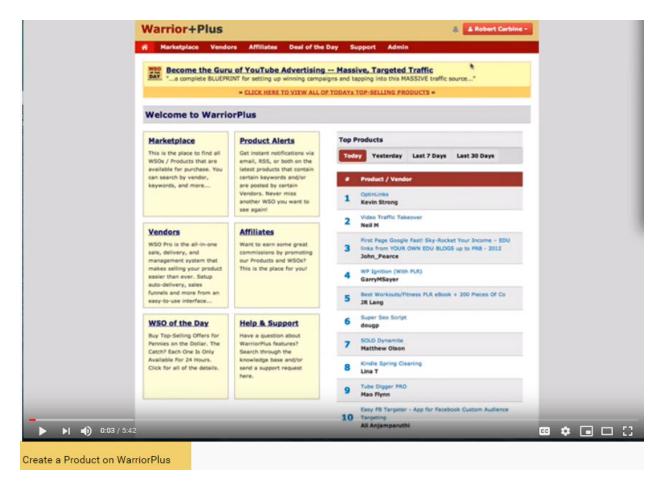


Once you set up a product, all you do is click CLONE PRODUCT!

Then you just change anything that's different and boom! Your product is set up. It's a bit of a struggle the first time you set up a product. But once you have it done, you just clone it from then on and it's fast!

Here's a video to show you how to set up your product in Warriorplus:

https://youtu.be/W3H8B2TwpUo



Warriorplus is a 2-step process:

Step 1: Set up the product

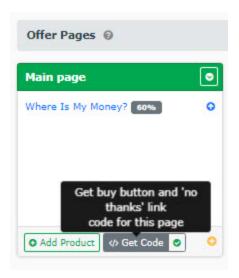
Step 2: Set up the offer

You go to Vendor > Offers > New Offer

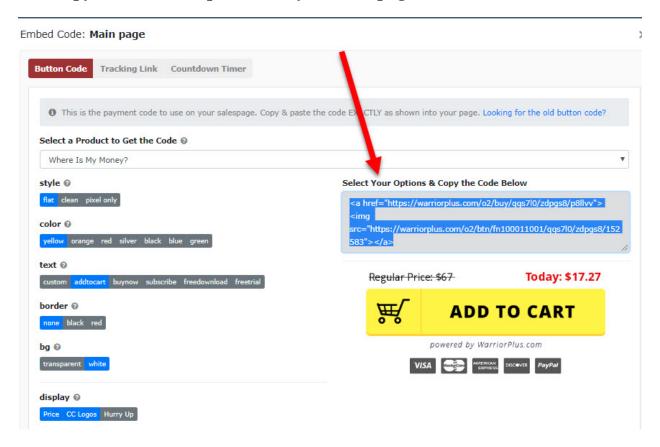
You type in the product name, upload an image of it if you want to, type in a description, category and sales page URL.

Then you add the product to the offer.

But here's the most important part. You paste the order button code on your sales page:



You copy the code and paste it on your web page:

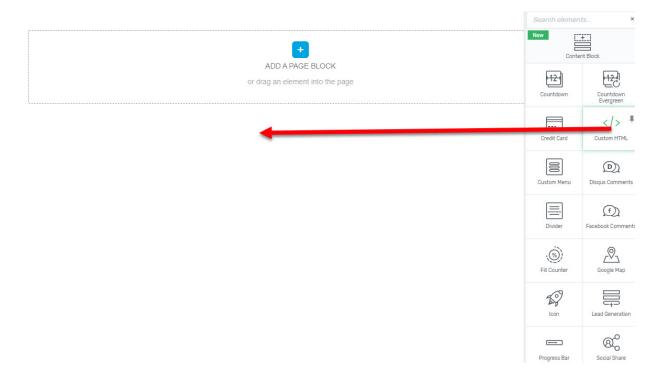


Your page builder will have a way to add html code to the page. You just add it in an "html" box.

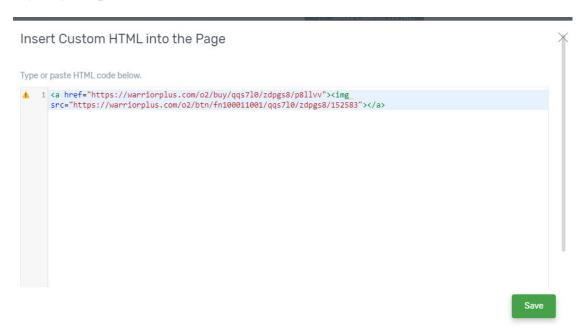
Warriorplus has instructions.

If you're using Clickfunnels, here's a video.

And here's an example from Thrive Architect:



Then you just paste in the code:



It's literally as simple as copy and paste.

The first time you set up an offer on Thrivecart, Warriorplus or another platform, it'll be a little intimidating. Just go through the support videos and struggle through it a little.

After the first one is set up, you can just clone it for future products and just change a few fields and done.

After a couple products, you'll be flying through it like a pro.

8. Set up delivery

Once you've set up your product, you've got to deliver that bad boy.

When you're starting out, you can use a plugin called Search Exclude to exclude the search engines from spidering the page, if you use Wordpress.

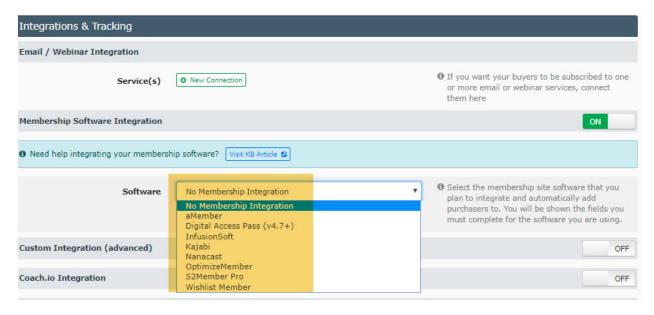
That's a fast and easy way to deliver the product. Don't have any password protection. Just exclude it from the search engines. Alex Jeffries sold thousands and thousands of products with this method. Actually, he didn't even exclude search engines.

Most people will just buy the product regardless.

However, on mid tickets and big tickets, you'll want to password protect them.

I already showed the list of programs that work with Thrivecart.

On Warriorplus, here are your options:



Warriorplus also works with Zapier, which means you can use any software to deliver your products that works with Zapier.

All of those options have their advocates. If you were new, I'd probably tell you to use Wishlist Member out of all those choices.

By the way, you CAN use Clickfunnels with Warriorplus.

I personally use Infusionsoft so my delivery is done through Infusionsoft with Memberium. Infusionsoft isn't cheap and is a significant learning curve. But it is a power tool and you can do many things with it.

For newbies, I recommend something less costly and a one-off fee like Wishlist.

9. Write email

Your last step is to write the email to send to your list. Or, if you're launching through affiliates, set up a JV page and add your email swipes to it.

What I recommend you do is keep it simple.

Whatever the headline of your sales page is, make that the basic content of your email.

So if the headline of your sales page is "How to Create Your Own Product In 6 ½ Hours" then your email will say something like:

Hi,

Want to create your own info products in 6 ½ hours, including sales page, affiliate set up and the whole shebang?

If so, click here: URL.

Best wishes,

YOUR NAME

The psychology behind this is that when they click they go to the sales page and it exactly matches the email. The first person I heard explain this psychology was email wizard Matt Bacak. So credit to him.

In this case, your subject line for the email would be:

Want to create and launch your products in 6 ½ hours?

You want the subject line, email and the headline of your sales page to all match up as much as possible.

The Exciting Beginning

This is NOT the conclusion.

It's the beginning for YOU to create your FIRST PRODUCT!

Or to use this as inspiration to get back on it and start creating products again.

Be sure to watch the **bonus videos** that came with this report. They have huge value.

Best wishes,

Marlon Sanders

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