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A Special In-Depth Report To Help You score Leads and Sales In The Info Business

HOW TO USE MY BUCKET LIST METHOD TO SIPHON YOUR POTENTIAL BUYERS INTO BUCKETS SO YOU OFFER THEM Exactly what they want to buy

BEST OF ALL, IT'S EASY TO AUTOMATE THIS, SO YOU MAKE MORE SALES WITHOUT HAVING TO WORK HARDER AT ALL -- ONCE YOU SET THIS UP

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Hello,

Marlon here.

WHY Siphon Your Potential Buyers Into Buckets?

This is very cool.

Back longer ago than I care to admit, I was speaking at a seminar in Boulder, CO with Jonathan Mizel and Declan Dunn. The attendees were a who's who of Internet marketing at the time.

My friend Patrick gave this presentation which showed how he could buy traffic from ANY website and make money on it.

This wasn't theory.

He bought literally millions of visitors and used this technique.

All he did was place a popup on the web page he was buying traffic from. Then he rotated offers onto that popup until something started selling.

They just swapped out headlines and affiliate offers until something started selling.

His point was ALL TRAFFIC buys something.

You just have to find out WHAT they're buying.

One way to use this same method without the popup is to load up 30, 60 or more affiliate offers into an email autoresponder via an automated follow up series.

Get subscribers to the lists and observe to find out WHICH offer or offers appeal to them.

Then you can stop the sequence and move them to another sequence with ONLY offers on that topic. Or you can just send them broadcast email offers on that topic.

But that method has a great deal of waste as you may need to send the potential buyer 20 or 30 offers before you find out what they're really interested in.

What if you could find this out UPFRONT?

So here's what you do.

Send them an email like this:

Dear Potential Meal Ticket...

Wait, don't say that!

Let's take another try at that...

Dear Potential Luxury Car Payment,

mmmm, that sounds a little crass....lol

Dear Potential Buyer...

It's better. But not good enough. LOL

Let's get down to business...

Hello (insert first name),

You just requested my free report on XYZ topic.

You can download it here.

I have some additional articles on my Facebook page (blog, or whatever) you may benefit from:

- *1. Topic #1*
- 2. Topic #2
- 3. Topic #3
- *4. Topic #5*
- *5. Topic #5*
- *6. Topic #6*
- *7. Topic #7*
- 8. Topic #8
- *9. Topic #9*
- 10. Topic #10

Tomorrow I'll be sending you a follow up for a free training you'll want to crawl over broken glass to attend. So be watching your email.

Best wishes,

Your Name

When they click a topic, your email program TAGS them (many programs can do this today), or it simply takes them to an article where there's a prominent opt-in that allows them to get a SPECIFIC free report on that SPECIFIC topic.

Now, each of those topics is a bucket.

Each BUCKET gets separate FOLLOW UP messages or a separate follow up sequence of emails, text messages, letters, postcards, phone calls, Intercom popups in a member's area or chatbot messages.

This adds whole new meaning to the term BUCKET LIST!

By following up with offers MORE SPECIFICALLY related to what they want, you INCREASE SALES.

In other words, once they IDENTIFY their hot topics, I send OFFERS about those SPECIFIC interests vs. broader ones. I ZERO in on the EXACT topics each customer loves and AUTOMATICALLY send my own or AFFILIATE offers on THOSE topics.

This obviously takes more time to set up the emails but once you do, it's ALL automated.

You can start with only 2 or 3 BUCKETS.

You don't have to start with 10. I just gave that as an example.

You could set up a 3-BUCKET sequence in 3 hours. One hour for each bucket sequence to hunt down some affiliate offers, write an email or grab and email swipe and paste it into your email program.

At a higher level, you could get very sophisticated with it. This method can grow as you grow.

Let's say your valued subscriber is interested in building and flying remote control model airplanes. Your email would say:

Dear Broke Model Airplane Flyer,

It sucks to be you because you keep crashing your \$1,000 planes.

WAIT!

That's not very empathic. Probably true. But not empathic.

Hello (insert first name),

You just requested my free report on how to save a boatload of money by rebuilding broken airplanes.

You can download it here.

I have some additional articles on my Facebook page (blog, or whatever) you may benefit from:

1. How to build your own remote-controlled drones

2. How to build WWII fighter planes for half the price

3. How to NEVER crash airplanes using this new navigation system

4. How to create and mail self-funding newsletters for your model airplane club in only 60-minutes a month

5. Reviews of the latest engines for remote controlled airplanes – what you must know

6. The top 19 secrets to building remote controlled airplanes f or half the price

7. How to start your own local remote controlled airplane club for fun and profit

8. The top 10 discount houses for buying remote controlled airplane parts

9. How to create and sell your own remote controlled airplane plans and designs f or big profits

10. How to get started in the exciting world of flying remote controlled airplanes

You would actually use the methods I teach in <u>OffersIntoCash.com</u> and <u>attractsalesnow.com/fastest</u> to come up with those ideas.

MANY autoresponders today let you automatically add people to a different sequence or list when they click. That's the BIG take away for you here.

It's now EASY to SIPHON people into differ FOLLOW UP BUCKETS or what we call "email sequences" based on what they click on.

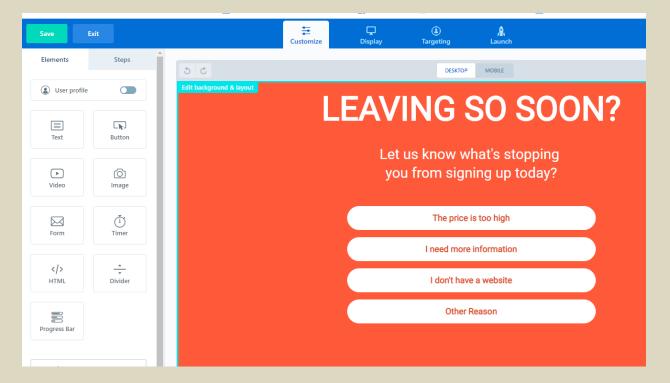
Or, if you're on budget technology, it's not the biggest deal. You just send them to a good old fashioned email capture page which DOES work.

You don't have to have the latest technology I'm getting ready to show you.

I'm going to show you a couple things out of Infusionsoft. RELAX! I KNOW you probably don't own it. In fact, if you're new, you don't own anything.

I just want to DEMONSTRATE the new breed of autoresponders. You can do similar things in Aweber, Getresponse, Actionetics and others. Jimmy Kim has Sendlane. I haven't seen it but I imagine you can do this sort of thing in it.

My FAVORITE <u>tool for this is here</u> because it's the EASIEST way to do it. Here's an example.



Until recently, the only option was POPUPS. But now you have an INLINE option where you embed it right in the web page.

And it's so easy to set up the tags and so forth, depending on what program you use.

Infusionsoft can also do this easily using tags. Of course, it works with Convertbox also, which makes it even easier.

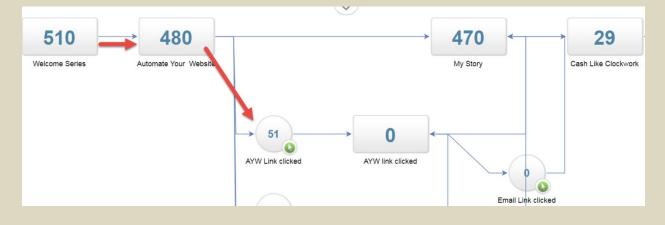


They're kind of small but each of those boxes represents emails being sent or websites being visited. And I can see the NUMBERS for each step real time!

That is freaking awesome.

Why? Because I can see the WHOLE FLOW.

Here's a close up of a part:



510 people went through my Welcome series so far. And 480 through my Automate Your Website sequence in the past 30 days. Out of those 51 clicked. I got a few too many lines on there because I'm running several experiments.

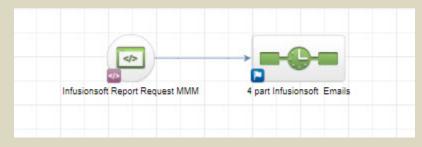
I'll clean it up and simplify it in a week or so after I collect some more numbers.

I wanted to improve those numbers so I added a few additional steps.

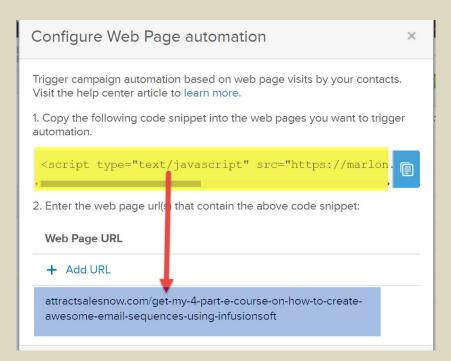
By the way, if you want a 4-part email sequence on WHAT I'm learning about using Infusionsoft sequences lately and how to actually freaking understand and use it, <u>click here</u>.

Just clicking should automatically trigger the email sequence as long as you are connected online when you click it. This is a new experiment I've never done before, so if you might also want to opt in on the page it takes you to.

Here's what that looks like in Infusionsoft.



When I double click the first icon, it gives me this:



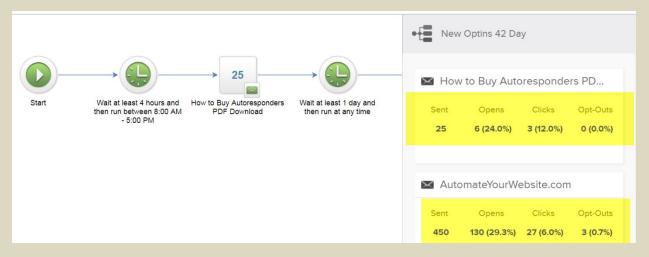
All I do is copy the yellow part and paste it on the web page highlighted by the blue.

As long as you're already in my Infusionsoft system, it SHOULD automatically add you to the list.

Honestly, this is an EXPERIMENT. I've NEVER tried it before! As you know, I like to do experiments to learn new things.

If I had time, I'd also stick a backup opt in on the page but I'm behind writing this newsletter anyway.

You can see the stats on the emails sent:



This is a HUGE LEAP compared to where we USED to be because you can see things as a FLOW and a SEQUENCE instead of just isolated emails.

But like I said, ALL the PREMIUM autoresponders do this stuff.

Now, as you know, for a BUDGET solution, I recommend <u>automateyourwebsite.com</u>. It's not going to have all the fancy automation above.

But in exchange for that, for one low monthly price, you get autoresponders, shopping cart, ad trackers and affiliate software.

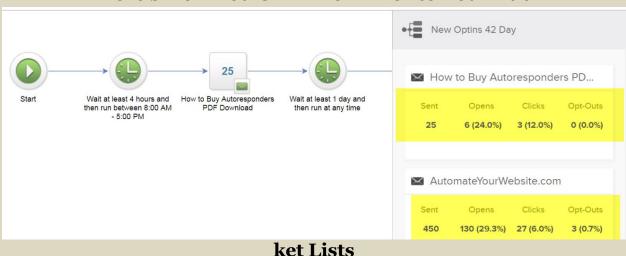
When I got started I was eating a burger, coke and fries for \$1.97 at the Burger Street drive through on Greenville Ave in Dallas, TX.

I couldn't afford the premium solutions no matter how great they were. If that's YOU, then automateyourwebsite.com is perfect for you.

But if you're in a position where you can pay more per month exchange for Power User features, then some of the more premium solutions might be your cup of tea.

I have a BUNCH of new folks on my list. So at this point, I'm going to loop back to an email issue I sent out a few months back that shows HOW you GET people ONTO the BUCKET SEQUENCE I just showed you above.

This is going to DOVETAIL with the Bucket List Method I just explained.



Here's How You GET PEOPLE Onto Your Buc

Here's a relatively simple method anyone can use to get affiliate sales come in on virtual autopilot.

You have to set it up.

That takes time, work and effort.

You do need to spend a modicum of time at least weekly maintaining it. Preferably some time daily.

You're going to be very, very hard pressed to find a better, more legit, easier, faster way to make money with less effort than this.

This is truly about as good as it gets.

Depending where you bought this, you probably got one or more BONUSES with it. So be SURE to also go through your bonus or bonuses as I handpicked them to go with this. And they're quite important and valuable.

We've got a TON of really cool stuff to cover....

With this model:

a. You don't have to create products at all if you don't want to

b. You don't have to spend money to get traffic but it can make it a l ot easier to virtually ensure you make money if you do.

c. You can do it in as little as 20-minutes a day or a few hours on the weekend.

It doesn't get much better than this.

1. Create one or more highly attractive FREEBIE OFFERS.

We just did this one last week.



All we did was take one of my really good newsletter issues, turned it into a special report and created a squeeze page and FB ad for it.

We use a plugin for Photoshop to create the ebook covers....But there are free and cheap sources online. Or you can use Fiverr.com, obviously.

Here's a nifty, inexpensive <u>software program</u> that'll help. You can even use Canva.com or Youzign.com.

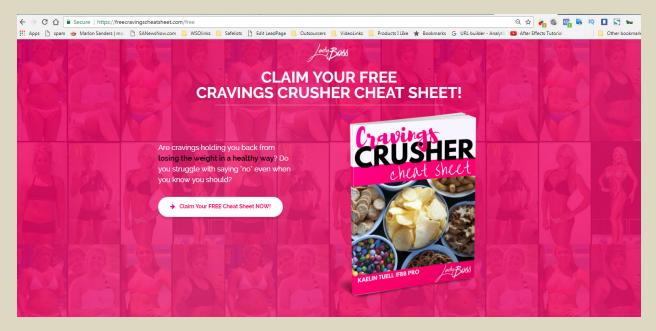
We use storyblocks.com (formerly called graphicstock.com) and depositphotos.com for our photos, among others. I like storyblocks.com because for one low price you get unlimited photos for a year.

You do NOT need a super fancy freebie. Templates, checklists, short reports all do well.

In the network marketing industry Dani Johnson offers a free 30-day home business training. You don't need something that elaborate. But it's a great thing to test if you're a higher level marketer.

In the weightloss industry one Kaelin Toulin offers a <u>free cheat sheet</u> about how to control cravings, or something like that. That's one of the best you'll see for weight loss. She did this in Clickfunnels. I don't know who did the design but it looks great.

Of course, you don't need something this fancy. But it IS a great example.



Here's one that is pretty incredible. They took what I *think* is public domain information and turned it into a free lead generation site. And they sell products back end.

https://freeneville.com/

Here's one I found for free blog training that is pretty neat:

https://theblogpress.com/free-blog-training/

You will find all shades and varieties.

Some people believe in doing checklists, templates or things that are FAST to consume.

Others take the Dani Johnson / FreeNeville approach and do something more in depth.

I am using free reports because it's easy to turn my newsletters into reports.

Don't make a bigger deal out of this than it is...ANYONE, and yes, that includes you, can create a video, template, checklist, cheat sheet or a report you give people for free.

I even saw a great FREEBIE that was like 101 ideas for FREEBIES to give away as your "lead magnet" as some people call 'em.

Basically, your FB newsfeed is a non-stop stream of ads for freebie offers and lead magnets.

You can even use a free webinar signup as a freebie if you want.. Then pitch your affiliate product on the free webinar, which can "actually" be a video with a countdown timer...and call it a webinar replay....whatever floats your boat.

2. Get people into an AUTORESPONDER, so you can send a sequence of automated emails.

If you're on a budget and want an all-in-one solution that includes a shopping cart, autoresponders, ad tracking, digital delivery and more, here is <u>my recommended solution</u>.

3. Build your email capture page

If you want the "power tool" for this that has many advantages, go here for **a** <u>free 14-day trial.</u>

I use <u>Instabuilder</u>. It's not as robust (powerful and full-featured) as Clickfunnels. But it's fast and easy. And a one-off fee. However, Clickfunnels has features like bumps and easy split testing that CAN easily pay the monthly fee.

I'm just now learning how to use Clickfunnels.

Still, you can't really go wrong with Instabuilder. But the creator of the program unfortunately passed on. I have no info on the new owner.

So we've been designing more in Thrive Themes.

They didn't approve me for their affiliate program....I've sold over 50,000 products online..so I'm not exactly sure what their criteria is.

Still, they have beautiful pages. I wasn't thrilled when I had my pages built out for my last launch and the day before the launched a totally new editor that destroyed all my pages and caused me to have to rebuild everything.

But they do have beautiful pages and a good pricing plan.

Here's another one we did in Instabuilder.



I plan to do some in Clickfunnels BECAUSE the order bump feature is fantastic and their order pages beat the living daylights out of another program I use which probably has the ugliest order pages in the history of Internet marketing...OK I exaggerate.

But <u>Clickfunnels</u> does have gorgeous order pages.

YOU, yes YOU, can create GORGEOUS landing pages using some of these new page builders like Clickfunnels.

What impresses me about it is simply that a lot of people create successful funnels who couldn't before.

There are other page builders worthy of note. <u>Convertri</u> builds pages that load lightning fast and designers love it. There's 10-minute pages, instapages and a boatload of others. I can't remember all of 'em. Oh, there's WP Profit Builder. It's a long and storied list.

I used <u>Convertri</u> for Offers Into Cash....My designer loved using it...The \$67 a month is a bit when you don't use it often....But the pages DO load freaking fast which is great for launches...you also don't have to worry about it going down like one of the other services that seems to intermittently go down. My friend Mosh launches on Convertri and loves it because of how fast the pages load, designers love it and it seems to almost never go down. So you can relax during your launch and not worry about crashing.

The advantage of Thrive Architect or Clickfunnels is LOTS of designers know how to use them and create page designs using them. So it makes it a lot easier to outsource your design.

With other systems, you may not be able to find someone.

But today you also have Kartra making a come on. I haven't used it. And you also have others. Too many to keep up with. Pick one good one and stick to it.

4. Now LOAD UP 20, 30, 40 or 50 AFFILIATE OFFERS

You can go to Clickbank.com, Warriorplus.com, JVZoo.com, Amazon.com, Shopify.com, Teespring, Etsy and other programs that allow you to create affiliate offers for your funnel.

Technically, Shopify isn't an affiliate program....but since it lets you sell and ship products from AliExpress, I'll include it here.

There are a LOT of affiliate programs in ALL KINDS of niches...about every niche. Check this out:



MARKETPLACE

Work from anywhere.

Be your own boss. Do what you love.

Choose from thousands of great products to promote

How to Find Products to Promote

1. Browse Categories on the left.

2. Use the Find Products box above to search by keyword.

To view the vendor's Pitch Page, click the listing title. Stats show you how much you can earn for referred sales. Click Promote to create a HopLink and start referring sales!

To learn more about how the Marketplace works click here.

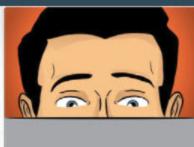
New to Affiliate Marketing?

The ClickBank Knowledge Base will help you to get started.

- Not sure what an affiliate is or does? Learn the basics of being a ClickBank affiliate.
- Follow the easy steps in this guide to get started promoting ClickBank products.
 How does an affiliate earn
- How does an annuale earn commissions and get paid? This article will show you how your earnings are calculated.



9





Advertisement

YES, GET ME STARTED!
Advertisemen
Resources
Resources
Categories
► ARTS & ENTERTAINMENT
▶ AS SEEN ON TV
► BETTING SYSTEMS
BUSINESS / INVESTING
► COMPUTERS / INTERNET
► COOKING, FOOD & WINE
► E-BUSINESS & E-MARKETING
+ EDUCATION
EMPLOYMENT & JOBS
FICTION
▶ GAMES
GREEN PRODUCTS
HEALTH & FITNESS
HOME & GARDEN
► LANGUAGES
► MOBILE
PARENTING & FAMILIES
POLITICS / CURRENT EVENTS
▶ REFERENCE
→ SELF-HELP
► SOFTWARE & SERVICES

SPIRITUALITY, NEW AGE &

Find Products:

Look at all those categories. All you need is ONE that has 20 or 30 offers in it, and you're good to go. So whatever you're interested in, there's something for you.

On top of that, you can search Google for the name of your interest with the word "affiliate program" and dig up even more!

A Secret Source of Big Tickets Almost No One Thinks About

<u>Platforms like Teachable have affiliate programs for BIG TICKETS as does</u> <u>Thinkific</u>.

A LOT of people never think of that. But you'll find big \$\$\$ offers on every topic under the sun on those platforms! You'll be promoting offers that hardly anyone else knows about.

When you really see the potential of this, THE WORLD IS YOUR OYSTER!

You just have to be a little persistent in searching for them. Get on all the email lists...like all the competitor web pages so you see their FB ads, join the FB groups, ask around.

Where there's a WILL there's a WAY.

Load those bad boys up.

The more the merrier.

Keep in mind that as you SELL those products as an affiliate, you will NOW have LEVERAGE to get those vendors to promote and sell YOUR offer when you create it using my <u>Offers Into Cash</u> method.

Hunt down webinars that pay a commission. Stick those in there. Hunt down big tickets. Stick those in there.

Here's another BIG moneymaker: <u>White label software</u>.

There are many software programs offered on JVZoo that have a white label license that allows you to resell them and keep all the profits.

Those can be BIG moneymakers for you. Sam Bakker is known for offering tons of white label products. You can look him up in Google if that interests you.

How To Find A Big Supply of 100% Commission Offers No One Else Even Knows About Or Has

I've got one more BIG MONEY idea for you that's incredibly exciting.

Tons of people launch products on Warriorplus.com, JVzoo.com and Clickbank.com then after the launch is over, do nothing with them.

You can negotiate a 100% commission rate on those products. The product creator / vendor just wants the "back end", which is the follow up or repeat business they get from THEIR email list.

But for YOU, you can get 100% commissions. Tell them it'll go in your autoresponder sequence and they'll have the potential of getting sales for the next YEAR.

5. Write multiple emails for each offer.

I know. I know. You don't like to write. And you're busy. I get it.

You'll appreciate Joe Vitale's approach. I've had the fun of hanging out with Joe at his cigar bar in Wemberly twice. Good times.

Joe writes incredibly short emails. You can get on his list at <u>http://joevitale.com</u>

He's best known for his appearance in the movie The Secret.

This is a typical email from Joe:

If you had an opportunity to "steal" the mind of a millionaire...

And "download" it into your brain...

Would you take it?

Chances are you've been waiting for this opportunity all your life.

Don't wait any longer.

This is science.

Not science fiction.

And it means WEALTH for you.

See for yourself

Love,

Joe

P.S. What will you do with your new millionaire mind?

Follow the road to wealth

As you can see, it's SHORT, quick and to the point.

That's actually ALL you have to do.

Here's another example:

The doors to the <u>Advanced Ho'oponopono Practitioner Certification</u> are closing in less than 8 hours. <u>Enroll here now while you still can</u>

The reason you want to do that is you're about to have access to techniques that - until this point - have only been known by my inner circle and private clients who paid \$1000 to learn them.

You now have the opportunity to apply the <u>most advanced Ho'oponopono techniques</u>including the never before revealed fifth clearing phrase.

And because of that I'm about to raise the price and your chance to get in early will be terminated.

Seriously ... you're going to absolutely love this.

Enroll here so you don't miss out!

Love,

Joe

PS - Don't miss out an this opportunity.

Join the rest of the brand new practitioners already experiencing the power of Ho'oponopono.

Enroll here so you don't miss out!

You can get "fancier" if you want. But you don't have to. Nice, short and to the point will make you sales. How long does it take to write 11 lines with 144 words?

If you write 1 word every 10 seconds, that's 16 minutes to write an email.

I write abouts a word a second. So it's a couple minutes to write. My point is, you don't have to spend a lot of time on it.

If you have my more advanced trainings, you know about my BB, DD, Proof follow up email sequence method. You can also write emails based on the 5 elements of innovation I talk about.

But the short version is this:

Write multiple emails emphasizing different things like the bonuses, the benefits, and so forth.

Every product or offer has a guarantee, proof, reasons to buy now, scarcity, deadlines, and benefits. You can emphasize ONE of those in each email.

In fact, you can rewrite a paragraph or two right out of the sales page. And the vast majority of sellers will let you copy and paste paragraphs with their blessings.

Come at the topic from DIFFERENT angles. One email can talk about the proof or the testimonials. Another can talk about what makes it different. Another can talk about scarcity or the deadline if there is one.

If you're offering your own bonuses, you can send one email about each bonus you're offering.

Ryan Deiss teaches a sequence where you send one email emphasizing the logic of the offer, then one about the greed aspect, or what I call YOUGETS...that is, what you get. And the last one is fear of loss, which is usually bonuses that expire or an impending price increase.

6. Add an offer a day to your email sequence (you CAN do this weekly if you prefer)

Keep adding offers to it. This isn't rocket science. Just do it. You could also take an hour on the weekend to add 7 offers to your sequence.

For your SUBJECT LINES, the big secret is to get on every list in your niche or topic that you can. Then, when you need a subject line, scroll through hundreds of emails and look for one that pops out at you.

Ask WHY it popped out at you.

Then simply rewrite it. Or do a riff or variation on it.

If you need BIG INSPIRATION, my friend Matt Bacak is insane. He assembled 4,203 of his profit-producing emails you can adapt, tweak and alter for your own email sequences. <u>See it here</u>. If you do snag that, you get my own million dollar swipe file PDF as a bonus.

10 to 1 you thank me for this...

A MASSIVE collection of **4,203** profit-producing, click getting emails you can adapt, tweak and alter for your own email or even email followup sequences



Think about this. Matt created a product out of something he ALREADY had. Whether you need something for your email capture page or a little \$1 to \$5 list-building product, you probably already got one or two things you can re-purpose and use.

Think about that. What have you already done research on, partly created, 90% created, that you can re-use. You can even re-purpose PLR.

Which reminds me about bonuses.

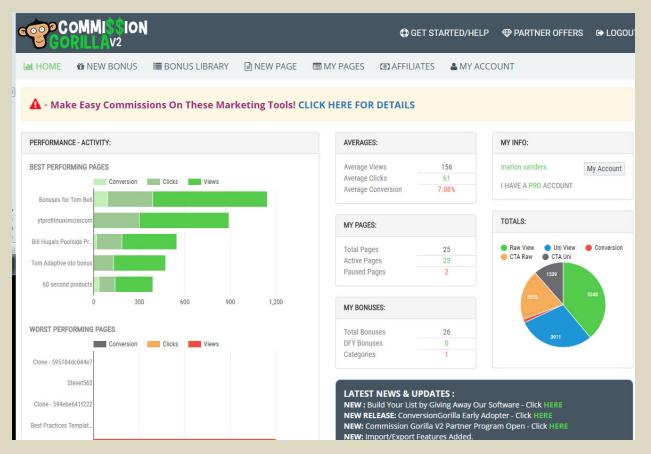
Why I Use Commission Gorilla For Bonus Offers

I'm a fan of <u>Commission Gorilla</u>. It allows you to create neat BONUS PAGES for your affiliate offers and track stats son them.

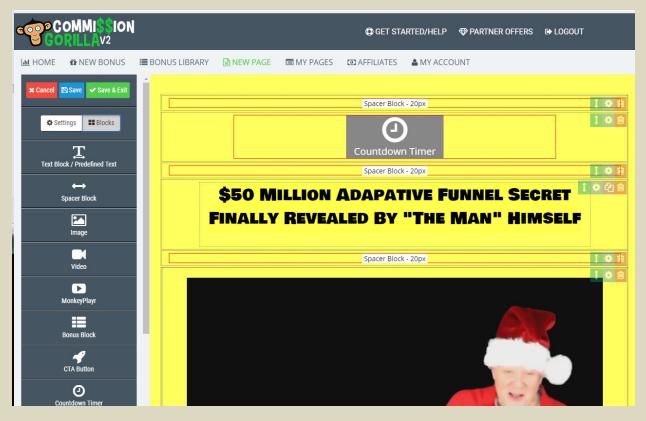
I can SEE stats on ALL my promotions on one page...how cool is that?

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Show : All My Pages 🔹	Built In Pages :	BEST PRACT	ICES TEN	IPLATE	•	@ Pro	eview 🖓 Clone	🕈 Import
Page Name	Created	Raw Page	Uni Page	Uni CTA	Uni Conv	Uni CR%	Action	าร
60 second products	06/26/2017	343	248	108	34	13.71	11 💿 🗹 🖄	0
60 Second Products With Video	06/26/2017	342	234	85	0	0	II 💿 🗹 4	🙆 🛛 💼
Adaptive Funnel Bonuses - Tom	06/21/2017	23	20	3	0	0	II 💿 🖄	🙆 🛛 💼
Best Practices Template Usable	07/05/2017	0	0	0	0	0	II 💿 🖸 4	0 0
Bill Hugall Poolside my bonus	06/14/2017	38	33	14	0	0	II • Z 4	
Bill Hugals Poolside Profits	06/14/2017	454	362	169	17	4.7	II • C 4	
Bonuses for Tom Bell	06/11/2017	1011	757	298	90	11.89	II o C 2	
Clone - 594ebe641f222	06/24/2017	0	0	0	0	0	D 🖸 🗹 🗗	
Clone - 595184dc044e7	06/26/2017	0	0	0	0	0	II • Z 2	
Commission Gorilla	06/17/2017	46	34	18	0	0	II 💿 🖄	
Gaurab - Buyers List Blueprint w video	07/06/2017	297	231	70	0	0	II o C 4	
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NewStuffNoOTO	06/12/2017	112	74	25	0	0	11 💿 🔽 🖄	
one day plr funnel	07/14/2017	137	114	42	0	0	> 2 4	0
Pinflux Bonuses	06/20/2017	130	110	23	0	0	II • C 4	
pinflux2	06/20/2017	171	144	44	0	0	II (@) [2] (2)	🙆 🖸 💼

What's more, I have cool stats when I log in:



All you do to create your page is drag from the left to the right. EASY!



You can also re-use the bonuses you add to the software.

Again, you do NOT have to buy this to make money. You do NOT. But it is a cool tool to own that is useful. It's also inexpensive. <u>See details here</u>.

I've also started a new blog here to review products on. That way, people can easily see other products you've reviewed and give bonuses for. You can make additional add-on sales because when they check out one product, they might snag more than one.

For example, someone might see my review of Gaurab Borah's product on how he started launching from scratch in India, knowing no one, and was able to do a million in 1 year after 3 years. Or Paul Nichols on his affiliate sales machine. Or Keder Cormier on Youtube.

7. Now drive a boatload of eyeballs to your FREEBIE offer

I have a whole section below on traffic.

But we'll talk about it briefly right here.

in theory, if you're using paid ads, you could spend a modicum of time a day or a week to drive traffic and have your funnel humming.

Pretty much ANY traffic method takes at least some time and attention. You CAN outsource it. I've done that for YEARS at a time.

Anyway, use FB, fb ads, bing ads, Youtube videos, FB posts, solo ads, Pinterest, forum posts, FB group posts (if done subtly, not as spam). Go make yourself happy.

Promote.

Then promote some more.

Then promote some more.

Depending on the FB group, sometimes you're allowed to offer your freebie in a FB group. Of course, I stick mine in the description box of my <u>Youtube</u> <u>videos</u>. I recommend you do that.

When you have 40 or 50 offers in your autoresponder, it's going to be HARD not to make money after awhile! If the prospect is breathing, there's something in your marketing buffet they'll be interested in.

As far as traffic, you'll stumble across what works best for you.

I'm too forgetful to use paid ads. I just got charged a nice chunk by Facebook because I forgot I had retargeting ads running.

You really need to watch your ads daily. Because affiliate products usually only pay you 50% commissions, it can take longer to get your money back.

But that is where the BUMP comes in.

This is an ADVANCED method, so relax if it's "too much" for you right now. Then again, your eyes might totally light when you see the potential of this. Because it has the potential to let you tap into almost unlimited traffic on demand.

How To Advertise For Free or Close To It

Clickfunnels (<u>14 day free trial here</u>) has this awesome feature called a bump. What it does is lets people add to their order just by checking a BOX.

You do NOT have to have Clickfunnels to do this. But it has one fantastic feature that really helps.

What you do is create a report or video you sell for \$1 or \$2. Not much money. BUT you have a "bump" on the order form for \$27 or so. People taking the bump can pay for all or part of your advertising, so it's mostly or all self liquidating!

<u>Go here to see an example of Russell's bump</u> for his free + shipping offer for his "perfect webinar" product. It's just a CD or DVD he ships through Disc Delivered which Clickfunnels integrates with. (Clickfunnels makes it easy to do a free + shipping page).

a. Click to order

b. Fill in the information on the first screen. (Don't worry, no credit card is required on that page.)

c. Then on the NEXT page, you'll see the "bump" for \$47.

In other words, if you did a webinar on some topic, recorded it using screen-cast-o-matic which is free (Or Camtasia or whatever tool you have), and you stuck it on a disc, you could do your own free + shipping offer just like the one above.

That way, you erase part or all of your ad costs. Then, on the NEXT PAGE, you send them to your best converting AFFILIATE offer, preferably something that is recurring billing.

You see how this gives you multiple shots at getting your ad costs back? I recommend you go ahead and snag the <u>Perfect Webinar</u> because it's FREE for \$4.95 shipping. You get immediate access to the digital version. And it's a GREAT training that shows you step-by-step how to do webinars, even if you don't think you can.

Peng Joon also has a <u>fantastic book</u> he gives away free + shipping. It's his own variations on the Perfect Webinar script. A friend of mine bought it and tells me he did \$200,000 last month off the webinar he created with it.

Of course, my friend is also very good with Facebook ads. And now I believe he has hired someone to run the ads for him. I do recommend the book.

You can use Google Hangouts, FB Livestream or whatever you want and do a webinar that sells a big ticket or mid-ticket affiliate product.

I personally uses Gotowebinar and find it quite stable and easy to use, although not the cheapest. Zoom.us is another popular choice today.

Your First Email Gets a 50% Open Rate --How To Profit ASAP From This Fact

Most people don't know this who haven't read this report. But your first email to a new subscriber gets around a 50% open rate. What a great time to ask them to join you on a weekly webinar you do. Or even an "autowebinar" if you have Clickfunnels or another tool that does autowebinars.

It's a way you can get paid for a recurring billing product or a bigger ticket. And Russell walks you through it step-by-step in the Perfect Webinar. I've seen so many testimonials from people who used it and made bank.

Of course, as soon as you can use my <u>Products In a Flash</u> method to create your own offer and use THAT to get affiliates to promote YOU and put all those buyers into your killer money machine email sequence.

I have multiple trainings in Point and Click Coaching on how to create info products fast. You have all you need to know on this.

Affiliates and paid ads are the two best ways to get traffic. But you can do it with <u>FREE VIDEOS on Youtube</u>. Youtube can be a MONSTER source of traffic and profits IF you can manage to stick to it daily for 6 months...

Most people will never do it.

So that is why I recommend launching your own affiliate program.....if you want to go hard core on that, <u>I recommend this.</u> That contains all the steps I used to get 30,000 affiliates to promote my products.

There's also a ton of information in <u>Traffic Dashboard</u> although some of it on seo and a few things is dated....it's really hard to keep seo stuff up to date.

I have PLENTY of information in Point and Click Coaching on how to sell products through affiliate programs.

You're going to see a LOT of pitches for things that get you free traffic, especially software. You're wasting your money on most of them. But there are a few that are legit.

The best thing you can do is make friends with other marketers like you online. Then you can share your results.

In chapter 10 of *Think and Grow Rich*, Napoleon Hill called this the power of the Mastermind. You can see old videos of Napoleon Hill on Youtube. It's quite inspiring.

Bonuses do take time to create.

My favorite is a video where I walk through the program and point out some highlights or add a few ideas. You can bang out a 10-minute video like that easy.

A lot of times the product vendor will give you a bonus or two to use if you ask. You can add those. With just a small amount of effort you have a nice bonus page.

These REALLY increase sales BECAUSE you can add a countdown timer to them.

But don't do bonuses with every offer or your list gets trained to NOT buy UNLESS you have a bonus. It's best to do this when you want to snag some cash in a contest.

WHERE to Find Cash You Can Win

Warrior+Plus	A ⁹⁹⁹ (1 ⁹⁹⁹ (1
	ates Deal of the Day Support
Affiliates offers get links stats transac	tions contests launch calendar
These DFY Will Kick Your	r Local Biz into High Gear ul, eye- rabbing set"
Affiliate Contests	
Contest Title / Keyword Vendor Name	Sort by Contest Name Clear All
<u>Offer Name</u> <u>Vendor</u>	<u>Contest Name</u>
Social System Elite (FB) lowridertj	Social System Elite Launch Contest
InstaContent Generator Amy Harrop	InstaContent Affilaite Contest
[PLR] Consultant Funnel - LinkedIn Marketin PDLaughlin	g [PLR] LinkedIn Marketing - \$1,500 Affiliate Blowout!
7-Day Product Formula torstenm	7-Day Product Formula Speed Contest
7-Day Product Formula torstenm	7-Day Product Formula Launch Contest
Backlink Rhino Lifetime License	Backlink Rhino Lifetime License

Check it out! Once you get your list rolling a little bit, you can start winning cash in contests!

Once you start appearing on leaderboards for contests, THEN you really pave the way for launching your own product. The reason is other affiliates and vendors SEE you on leaderboards and they want you to promote their offer, so they promote you.

All of a sudden you're a person of IMPORTANCE!

8. Now go create MORE FRONT DOORS for your email sequence

What OTHER freebies could you add?

Create another front door.

Then create another.

Then create another.

I have LOTS of new freebies we're creating. Here's the Facebook ad for another one.



Think about this.

- a. I run the FB ad
- b. They go to my email capture page and enter their email.

c. They go to a \$1 or \$2 offer or a free + shipping offer with the BUMP on the order page and then to an affiliate offer whether they say no thanks or yes to that offer.

d. In the FIRST email, you take them to a registration page for an autowebinar you set up in Clickfunnels. Or, if you don't have it or don't have the money. No problem. Stick a video on a page with the webinar and have a countdown timer on the page. Almost all modern page builders can add a countdown timer to the page.

9. You're going to feel like quitting a billion times before you finish the above. Here's how to AVOID chasing every freaking rabbit that looks like it spits money out a part of its anatomy.

Chasing rabbits.

Everyone does it.

There are so many extremely slick and enticing offers today it's sick.

------ MINI RANT ------

It makes it hard for people to buy a <u>totally real and legit offer like this.</u> When people promise you everything and the kitchen sink, done for you, money with no work and even illegal chains, it's hard to STICK to the basics.

- a. Find demand
- b. Give them a reason to buy from you
- c. Deliver

What's WORSE is people with NO SALES will get such training and say "I didn't learn anything now."

Which is absolutely ridiculous.

You got no sales and you say you've mastered 3 steps I've personally used to sell multiple millions online?

For real?

I mean, honestly.

I don't care if it's NEW to you or not. I could pretty much give a flip. Because I'm here to make people sales and money, not tickle their imaginative fancy with a fireworks show of marketing ingenuity. One time Russell Brunson blew people away at a Dan Kennedy with super hot and sexy traffic methods.

Someone later asked him how much of his traffic came from those methods. He said 5%. His real traffic came from affiliates. LOL.

------ END RANT ------

What To Do If You Feel Like Giving Up On The Above Steps

a. Read Think and Grow Rich EVERY DAY

Do chapter 2 and chapter 10.

b. Watch Bob Proctor on Youtube because he talks a lot about how using Think and Grow Rich made him millions. My ex client when I was a copywriter (he passed on) used it to make \$600 million. It works.

I owe what success I've had to it.

c. Listen to Lead The Field by Earl Nightingale

It's one of the greatest success classics of all time.

If you need my help, <u>go here</u>. But be prepared to work. This is for the 5% of my customers who want to learn how you really create products and sell them.

I know. I've created dozens and dozens and sold over 50,000 and can prove it.

The above steps are the LEAST WORK method I know that is REAL and not a sack of illusions, lies and b.s.

Now, one of the most IMPORTANT parts of this process is to get traffic to your email capture page or what we also call your "squeeze page" since it squeezes out an email address.

How to Get Traffic So You Can Build Your List

Listen, viral traffic is great. You aren't likely to build a real business on it or make even \$500,000 in sales from it.

This is an easy decision.

If you're the type of business that doesn't lend itself to affiliate marketing, then you need to do paid ads.

If you're a group, church, organization, or local business, you need to do paid ads.

If you're BROKER than a wooden freaking nickel, choose getting affiliates to promote your products FOR YOU.

If you have more money than time, then buy ads. Or if you have money you can afford to lose going through a learning curve. It doesn't have to be a fortune. You can learn a lot spending \$10 to \$50 a day.

Now, ultimately, buying ads in many ways beats marketing through affiliates BECAUSE you can AUTOMATE it and don't have to keep creating new products.

You stick 300 emails in an autoresponder, pay for clicks, get opt ins and let those 300 emails bring you money while you sleep and goof off.

But the emails have to SELL. Which takes experimentation. In the end it's a superior model but much harder I think for the beginner to start with.

I have a friend who contacts hundreds of websites and buys ads on their blogs, forums, newsletters or email lists. It's VERY profitable for him. The whole row in Traffic Dashboard on banner advertising came from what he taught me.

After you get some experience under your belt, you may want to tackle it. Most people will never do it. That's why I don't emphasize it a lot. Most people just won't contact hundreds of websites to buy ads. They just won't. But if you're the exception to the rule, read the banner ad row in Traffic Dashboard and that's most of what you need to know to get started.

Or, if you're in a niche hard to target via affiliates, you don't have a lot of choice. The GREAT NEWS is with Twitter, Instagram and Facebook not to mention Google Adwords, there are MANY options available to you now.

a. In general, for new people I recommend creating products and getting affiliates to sell them.

Why?

Because you don't have to spend money upfront. AND if your product catches on, you can bring in \$40,000+ in a few weeks.

I just did that.

The GREAT thing about platforms like Clickbank and JVZoo is you can get exposed to AFFILIATES automatically.

You need to get your SEED sales going. But once you're rolling a bit you can pick up steam fast.

The thing is, your first launches won't be huge unless you're lucky.

You need repeated launches to build up steam.

And you need to build a seed list so you can promote others. This is how you get affiliates.

You do something for THEM first, whether it's selling their product or something else. Usually, it's helping them make sales one way or the other.

I have systems and processes for this I teach.

b. In general , FREE TRAFFIC other than affiliate marketing CAN help you get started but isn't what I recommend for MOST.

There are free traffic methods that can get you started.

However, hands down, the BEST FREE TRAFFIC method is getting affiliates to sell your products for you. There's just so much scale to it. Overnight sales can blow up.

What About Blogging, Content Marketing, Social Media and The Flavor of the Day?

Absolutely it can work.

What I've seen, though, is it's easy to spend a lot of time on it and not get a big result. I believe in the benefits of blogging. And if you really work your relationships you can get guest posts and use other methods to get a lot of traffic.

For MOST of my customers, I think a BLOG that you post content to for your CUSTOMERS makes great sense. As a traffic method, it can work IF you have an ability to be a prolific content creator. You've got to get really good at it. VideoFruit.com and Backlinko.com can get you on the right path.

Grant Cardone does the BEST job of getting traffic this way of anyone I've ever seen. He does 3 shows per week that get posted to Youtube. He's on Periscope daily. He hammers Twitter and Instagram. And he publishes LOTS of articles and a book a year.

If you want to do that method, then study up on Grant Cardone. The thing is, he has a whole team behind him to do all that. But just by himself, he'd still be a hurricane of videos, tweets, articles and books. He writes the tweets, articles, Periscopes, Snapchats, Blabs and books himself – STILL. And he maintains a very heavy speaking schedule. The man is a promotion machine.

He proves it CAN be done IF you're really determined, IF you 10X it, IF you can maintain extremely high personal productivity.

While I love my blog, my #1 choice for traffic is selling products via affiliates.

c. What I recommend if you want to promote products as an AFFILIATE is...

Marlon, I want to sell AFFILIATE products. How do I build MY list? What do I do?

Every single super affiliate I know did it by creating and selling one or more of their own products, or they buy PAID ads.

But again, when you're starting out, paid ads is a bit challenging if you're broke. There IS a learning curve that is substantial.

<u>The BEST WAY to get sales as an affiliate is to build your list by launching your own products</u>.

These do NOT have to be "big" products.

Barb Ling made \$200,000+ last year largely off of \$1-\$5 products she launched. Barb has more physical ailments and obstacles to doing anything than anyone I know. Geez.

Yet, she overcomes the reasons she can't do it and somehow finds reasons she can and ways to get products out. She's the Queen of the 1-page cheat sheet!

You can literally create \$1 cheat sheets like Barb does, pay affiliates 100% and then as you get more of them, offer additional ones on your "upsells" or "one time offers" and do quite well.

What About Books or Other Stuff via Amazon?

This is one that is very popular.

Books are GREAT for building both authority and celebrity, which make online sales easier.

The fly in the ointment is that Amazon doesn't make it easy for you to build a list of your buyers.

You have to try to get your buyers to opt into your list. It can be done. Some do it. But UNLESS you can do that, you have a model HIGHLY dependent on Amazon's whims.

I don't like that.

Spend your time on a model that builds your list. I haven't seen a lot of solid case studies on people building their list via Amazon books, but I have seen a few.

I will say this: Publishing a book isn't a one-and-done thing. The chances of having a REAL best seller aren't good. If you apply Grant Cardone's 10X Rule, it's definitely possible. Most people just under-estimate what it takes.

The people I know who succeed with this aim for one book a year. And even if it isn't a bestseller, publishing a book can help tons with your authority and celebrity.

What About Selling Big Ticket Coaching?

Big Ticket Coaching IS selling stuff at a high level. You're selling well....big tickets.

There IS a system and process that works for it. The short version is you get leads from FB ads, joint ventures or selling your products. You get people onto a webinar. You explain your value and offer a free consult. You have them book it themselves. You have them fill out a survey. Then you talk to them on the phone, find out their pain points and explain the benefits of whatever coaching you're offering.

<u>**BigTicketDashboard.net</u>** explains that in depth along with variations and different ways to do it.</u>

Quickie Summary

OK, let's summarize this.

You want to spend your time on a method that allows you to BUILD A LIST and SELL PRODUCS or SERVICES.

You choose between PAID ADS or GETTING AFFILIATES.

If you're new, I recommend creating low dollar products (under \$20 and probably under \$10) and getting affiliates to promote them.

The best way to build your list is to create and sell at least a few low-dollar products.

If you're a real detail person AND you have some money to lose while you learn, then paid ads might be your cup of tea.

If you're a prolific content creator and a skilled networker, blogging might be your cup of tea.

If you like video and are a good self promoter, then the "Grant Cardone" way of life might be your cup of tea.

What To Pick If You STILL Don't Know What To Pick

If you STILL don't know what to pick then it's easy.

Create and sell products via affiliates while you muck around with other methods on the side. You can always "work" your way into the other methods as you get your "sea legs."

Once you get your "sea legs" and know how to get sales, make money, promote, and so forth, then the world is your oyster, and you can pretty much use whatever method you're DETERMINED to USE and passionate about.

Once you learn to convert on things like webinars and sell bigger tickets or coaching. OTHER DOORS open for you like JV Seminar selling. It's not a game for most beginners.

Once you learn how to create and launch products, you're likely to get a big seller at some point. Then THAT product can be the one you use to enter paid media.

I hope this helps you pick your path and know WHAT to FOCUS on.