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10 Super Tips For The Budding Online Entrepreneur

By Patrick Ravi

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Five Percent of online entrepreneurs make things happen while ninety five percent wait for things to happen. But what are some of the things that do make things happen for you online.

Here are 10 points that one should keep in mind when trying to generate income from an online home based business.

1. Customer need

Find out who is your hot target market. And promote them your products or services. But promote products or services that they need or want. There is an easy strategy that you can use, to find out what your market wants. The idea is to visit as many discussion groups or forums. Select the forums that your hot target group visits. Check-up what is being asked all the time. Another idea , would be to read the best seller list. This too is an excellent way to find out what people want and need. Below are a few Discussion Forums that you can visit:

<http://www.bizweb2000.com/wwwboard>

<http://www.ablake.com/cgi-bin/index.cgi>

<http://www.primeprofits.com/wwwboard>

<http://www.free-publicity.com/cgi-bin/alk.cgi>

2. Headlines

Let me ask you a question. When reading the newspaper or browsing through books, what do you read first especially when you are in a hurry. You guess it right, the headlines. Do you know that your online visitor is also in a hurry? In many countries they have to pay high rates for their Internet connections. And when they reach your website, they will look for what attracts them. And if your headline on your website or ezine is compelling, they will stop to read further. To read some famous headlines , check out :

<http://www.global-ibiz.com/extra/headlines.htm>

3. Keep Visitor / Reader focused

All of us at times have the tendency to focus on ourselves. Our minds dwell on, what we want to say, what the prospect would think about us, what we are going to have for lunch etc etc. The hard fact is that, your online visitor is not interested in anything that does not benefit him/her. Your prospect has many things on his/her mind too. For instance he/she has fears, weakness, concerns, needs. Remember all these when trying to promote your products.

4. Dealing with a Real Person

We are not dealing with computers or gigabytes. You and I are real people using the Internet as a vehicle to relate, discuss, improve and if the opportunity arises , to even sell our products and services

online. For anyone who has been sincere all their lives offline, don't change, be the same person online. Online or offline the Golden Rule still applies. With some exceptions, treat people the way you would like them to treat you.

5. Your visitors need to be reminded

It is vital to follow-up. In our opinion, one of the greatest tool for the online entrepreneur is the smart auto responder. A follow-up vehicle that you can set-up in minutes. And presto! you have automated an important part of your business that can increase your sales 50 –100% , some even claim 300 – 400%. Marketing research shows that on the average your prospect has to be exposed to your message at least 7 times before buying. For Free smart Auto responders check out:

<http://www.getresponse.com/>

<http://www.freeautoresponders.net/>

<http://www.autoresponders.com/>

6. Words

While a picture paints a thousand words. Online words reinforce that picture. For the online entrepreneur using carefully selected words and phrases could make a big difference in your sales process. Here are a few examples:

<http://www.global-ibiz.com/extra/words.htm>

7. Ask, Ask, Ask

We have seen people conduct a whole seminar only on this one word. Asking in any form in marketing is a must do. It is like playing chess. Imagine what happens when nobody makes a move. Ask for a response , ask them to join your mailing list, ask them to order your product or services. Even offer free e-books, free scripts, and free resources for them to make a decision to buy your idea, product or services. If you need an ebook to give away Free, we have something new that teaches from the basic to the advance level of ezine publishing at :

<http://www.global-ibiz.com/download/secrethandbook>

8. Participating in Chatrooms

You will be surprised at the number of chat rooms online. It seems like people just love to chat. Without getting distracted with idle talk chatrooms, participate in online chat rooms pertaining to your industry, products and services.

9. Exchange Ads

Trading ads among ezine publishers is a cost saving advertising tool and a vital strategy. Also known as Ad swaps, it is an activity that can help you to expose your product or services for free, and also expose your message to a larger readership. This is one of the best ways of bringing traffic to your website.

10. A Guarantee

When we purchase courses and softwares online, we always look whether there is a guarantee. We bet most of you do the same. It is providing this sense of security that helps win many sales. While

there will always be a small degree of abuse when you give guarantees , on the average people are good and honest. So don't let a few rotten apples spoil the whole bunch.

When you look at these 10 points, you may ask yourself, is this all ? Of course not! there will always be other things to be good at and to continue improving to excellence. Our purpose of presenting this article is with one goal that is to bring out ideas from our readers.

In the end , how you apply the above in your own enviroment will make the real difference.

Patrick Ravi is an E-Marketing Consultant for the Asia Pacific Rim <http://www.global-ibiz.com/webtreasures.htm>
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"Wealthy Affiliates Know the Secrets."

By Bob Mobino

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I only know one risk-free way
to retire early, while being lazy.

It's all about being a Super Affiliate.

Using other peoples' resources via a
systematic strategy, here's your elixir
to maneuver your way for Internet riches.

While other entrepreneurs
kept massacring their time
with endless research in
product-creation, I rejoiced
the ultimate lifestyle of a
Super Affiliate, toying
around with search engines...
inventing, conceptualizing
and materializing strategy
after strategy.

Facts You Should Know...

The "super affiliate game" is brutal...

The competition is asphyxiating.

High-Performance affiliate marketing plows
in depthless marketing know-how, mastering
the ever-changing technology and possessing
a deep understanding of market segmentation.

Super Affiliates Like Playing Dirty...

If you could shed-off ethical
parameters as an affiliate marketer,
you'd unconsciously start to emerge,
entrench and adopt a nuclear-like
mindset that is 100% programmed to
side-tracking "conventional thinking",
thus reflectionally making more
money out of virtually any venture.

Making Money is a Habit...

For several cyber-eras I have

snooped on the minds of the World's top affiliate marketers and all seem to have one element in common...

"Super Affiliates are Game-Leaders."

Laws are created by outlaws.

Inside the chaotic mind of a super-entrepreneur, when it comes to taking a critical business decision, an innovatory foible of hush-hush brainpower emits within their psyche.

Some people call them shady.

Others unethical.

Nonetheless, their sales figures protrude the facts.

Reinforcing the above statements or virtues, I'd goad to exemplify the paradigm of science as an application, in today's modern business conceptual:

Science is pragmatic; good or evil are not "measurable". Ethical variables or sensations are not accountable before a scientific virtue emerges, to the light of knowledge.

In personal retrospective, mastering technological means and applying them to your business, is your multi-million dollar way to wealth creation, along with an innovatory idiosyncrasy, as an affiliate or entrepreneur.

Innovate until all your opponents salivate (facts dispensed at <http://close-sale.com>)...

Bob Mobino is the Creator of the Black Marketing Bible and co-author of the <http://close-sale.com> website. This article named "Wealthy Affiliates Know the Secrets." may be freely republished in its entirety by the provision, that the Author's credentials and content remain intact, including this very last Copyright Notice. © Hitman Inventions – Close-Sale.com



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