

3 INTERLOCKING SALES INTENSIFIERS!

This Free E-Book is brought to you by Natural-Aging.com.

<p><u>100% Effective Natural Hormone Treatment</u> Menopause, Andropause And Other Hormone Imbalances Impair Healthy Healing In People Over The Age Of 30!</p>	

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By Larry Dotson

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1) FLEXIBLE OFFERS

Keep your offers as flexible as possible. If you offer a set price for your product, you could also offer the people that can't afford it an optional payment plan. For example, "3 Easy Payments Of \$19.95".

A few other options would be to tell prospects that you'll take barter offers and you're open to negotiating. Even if you lose a little money the first time, you gain a customer and make the profits on the back end.

2) PLENTY OF OPTIONS

Give your prospects as many ordering options as possible. You'll be able to make sales to the biggest part of your target audience. If they can only pay by check, and you don't accept them, you lose a sale.

Accept credit cards, debit cards, checks, money orders and other forms of e-payments. You should take orders by e-mail, web site, fax, mail, etc.

3) AD BEFORE FREEBIE

Make sure your visitors see your ad before seeing your freebie. When you use free stuff to lure people to your web site include it below your ad copy or on another web page.

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Also, you want to make sure you persuade them to give you their e-mail address for future offers. You could publish a free e-zine, have them sign up to a contest your offering, etc.

QUICK READ SUMMARY

- 1) Offer payment plans, accept bartering offers and be open to negotiation.
- 2) Capture the largest part of your target audience by accepting multiple ordering options.
- 3) Design your web site so prospects see your ad copy before they can grab your freebie and run.

Larry Dotson Over 40,000 Free Business eBooks & More when you visit: <http://www.ldpublishing.com>
As a bonus, Bob Osgoodby publishes the free weekly "Your Business" Newsletter – visit his web site to subscribe and place a FREE Ad! <http://adv-marketing.com/business>

10 Fool Proof Ways To Intensify Your Profits

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1. Create benefit intensifiers for your list of ad copy benefits. Example, The Benefit: "Save More Time", The Benefit's Intensifier: "Never Seen Before".
2. Use a little humor in your ad copy. It could be the little extra motive you need to close a sale. People are usually persuaded easier if they're in a good mood.
3. Ask your visitors questions that induce thoughts, feelings, memories and emotions that will influence them to buy.
4. Tell your visitors what their friends or family will probably think when they buy your product. People care about what other people think of them.
5. Use blue, underlined text links. People have been branded that blue, underlined text are links. You do not want to lose visitors by using a different color.
6. Consider outsourcing part of your work load to a virtual assistant. You won't have to pay the extra employee costs and you can save precious time.
7. Increase your traffic by holding a free teleclass. You can refer people to your web site for more

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information.

8. Add an extra profit stream by selling the reprint rights to your web site content. It could be articles, e-books, reports, etc.

9. Spy on your competitors by buying their products. You'll find out about their customer service, follow up marketing, up sell offers, etc.

10. Allow your visitors to assume you are a large corporation. Use professional web design, graphics, content, customer service, etc.

As a bonus, Bob

Osgoodby publishes the free weekly "Your Business" Newsletter – visit his web site to subscribe and place a FREE Ad!

10 Fool Proof Ways To Intensify Your Profits

Laminate Floors Offer Beauty, Durability

Glueless Laminate Wood Flooring

Crochet – Hook Up For Fun!

Sales: The Engine that Drives EVERY Business

How to Gain and Retain More Customers

Profitable Crafts Vol 4

Instant Cover Graphics!

The Amazing Bonus Pack

Clickbank Automation System

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