

This Free E-Book is brought to you by [Natural-Aging.com](http://Natural-Aging.com).

**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**

**7 Sales Creating Tips To Enhance Your Profits**

**By Ken Hill**

**7 Sales Creating Tips To Enhance Your Profits by Ken Hill**

1. Promote your business in ezines by placing classified ads, solo ads, and sponsor ads.
2. Write articles for publication in ezines. This will give you a powerful way to reach thousands of subscribers while building up your reputation as an expert in your field.
3. Increase your visitor's perceived value of your product by charging a higher price for it. People often associate a higher price with a better product – be careful not to underprice your products.
4. Load your ad copy with the benefits your visitors will get by purchasing your product. Also include the features of your product but translate these into tangible benefits your visitor will get from owning your product.
5. Track all of your advertising. This will help you to identify what techniques work best for you as well as what price your product sells best at, what bonuses are most appealing, and what ad copy is most attractive to your visitors.
6. Use autoresponders to follow up with your visitors. Give your visitors email courses or use autoresponders with a broadcast feature to publish your own ezine.
7. Set up your own affiliate program that your visitors and customers can join. This will give you the chance to reach people that you wouldn't have been able to on your own.

**Improving Communications with Your Customers While Creating Sustainable Profits**

**By Justin Hitt, Strategic Relations Consultant, <http://www.justinhitt.com/>**

If there were just one magic word you could use to double your profits, Wouldn't you use it? It seems there is something, not a word, but something you do with words that can do just that. Its

## 7 Sales Creating Tips To Enhance Your Profits

communications, and these lessons learned can improve your company's bottom line.

Ask your customers where you can serve them better. Seek to improve from their feedback, strive to serve them better, but do not ask what you do wrong -- it could overshadow your accomplishments.

Ask your best customers for more business. In effect, ask for referrals, check on reorders to keep you customer supplied, and do other things to keep the customer coming back for more with top-of-mind consideration.

Personally thank your top 10 customers. A personal face-to-face thank you means more than anything to keeping customers coming back, however, do not make it a sales call - truly be thankful and treat the customer without underlying motives.

Send a personal thank you after each sales transaction. Even if it is from the front line worker who packaged the order, a personal and sincere thank you after every transaction puts a face with a product and helps employees understand whom they serve.

As simple as it may sound, improved communications between your organization and your customers solves customer relations problems you will face, it increases sales, and improves your profits. These tips also work with your partners, vendors, and others you interact with in the course of business. Tackle one of these areas today and you will be astonished in the results.

Copyright © 2002 Justin Hitt, All rights reserved.

Improving Communications with Your Customers While Creating Sustainable Profits

7 Quick Tips To Strengthen Your Profits

5 Magical Steps For Creating A Profitably Potent Affiliate Program!

7 Tips for Testing Your Sales and Marketing

The Monster's Out Of The Cage! – Part 4

101 tips to stay fit and live longer.

Create Your Own Scrapbook at minimum cost.

Favicon Creator

COCKTAILS - How to Make and Enjoy them

147 Killer Epublishing Strategies



This Free E-Book has been brought to you by [Natural-Aging.com](http://Natural-Aging.com).

**[100% Effective Natural Hormone Treatment](#)**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**