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

Affiliates Should Ask For The Sale

By Peter Garant

All businessmen know the importance of that last stage of selling which is called the "closing". Such stage of selling will clinch the whole session. The same is true among online businesses, such as the affiliate marketing business. The affiliate must conduct such a closing by asking the client for the sale.

Unfortunately, the asking for the sale in online businesses, such as affiliate marketing is more challenging than the asking for the sale in a brick-and-mortar business. In land-bound business marketing, the salesman can closely observe the target client's movements of the body and the eyes so that he can gauge if it is time to close the sale or not. But in an online business, the closing of the sale will not be helped by the body language of the customer. Obviously, the affiliate cannot see the customer's body posture.

And therein lies the problem for closing and asking for the sale. The affiliate has no means of knowing whether it is time to ask or not. The asking may be too early, when the customer is not convinced enough. Or the asking may be too late that the customer has already lost interest in the product.

In online businesses, such as affiliate marketing, the affiliate need not wait for signs. The affiliate should be gutsy enough to ask for the sale, whether it is time or not. And when the asking for the sale is too early, the target customer may decide to click on the back button and never come back. When the asking for the sale is too late, the target customer may already be exploring other websites.

Despite such a difficult situation, the affiliate must still ask for the sale. If he does not ask for the sale, some visitors will think that it is a government-sponsored website and all the information provided are free of charge. Perhaps the information is literally free in many articles. But such information is posted due to one single purpose - to make a sale.

Therefore, the affiliate should not just wait for the time when the visitor eventually realizes that he is expected to click on a link that will take him to the website of the merchant. The affiliate must indicate in his website and in his emails that what he has is a business and businesses involve selling. He should also state that the recipients of his emails are not obligated to buy immediately. These recipients can make their purchases later.

Peter Garant's affiliate marketing

<http://www.affiliatepays.com>

site sells affordable unique website

content

<http://www.affiliatepays.com/unique-website-content/>

to webmasters that understand the need

for unplagerised and high quality content on their websites.

Use an 'Affiliate Network' to Boost Your Commissions

By David McKenzie

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Most affiliates concentrate exclusively on direct sales. For affiliates this means joining an affiliate program and marketing the product or service through their web site or via email. The affiliate earns a commission for every sale made.

Very few affiliates appear to focus on the 2nd tier.

Most good affiliate programs are 2 tier which means that as well as direct sales you can also build what I call an affiliate network'.

An affiliate network is the ability to get affiliates signed up under you and earn commissions on the sales that those affiliates make.

A common commission structure might be 25% for direct sales and 10% for indirect sales.

As an affiliate you can earn 25% on any sales you make.

Building an affiliate network means you can earn 10% on each sale that each affiliate makes. If you have 100 affiliates in your affiliate network then you can see that a few 10% commissions can quickly surpass the 25% direct commission.

If you have an affiliate network of 100 then you will probably only have 5 to 10 of those affiliates making money for you. The others will make nothing.

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However those 5 to 10 affiliates can earn you much higher commissions than you alone can make with direct sales.

It is just like having your own sales force!

Only difference is it's not your product or service.

Becoming successful with affiliate programs need not be all that difficult. One way to make it easier is to build an affiliate network for each of your affiliate programs. It will certainly boost your affiliate commissions.

David McKenzie is offering a Free Email Course "5 Tips to Being Successful with Affiliate Programs"==> <http://www.1sthomebasedbusiness.com> Click now for your FREE course!



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