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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!

Amazing Ideas For Newbies to Get Sales

By Susanna Strandberg

If you are looking for a new idea to jump start your sales, you are not alone. Infact there are many others out there that are just starting out in the world of online marketing. Putting time into networking is well worth the effort. Find a strategic business peer among other newbies out there. Look for people who are on the same learning curve you are and that have the same objective. You can trade leads, share marketing info, sell package deals, etc.

One of the most important things you will do is brand your name and business. You can easily do this by just writing articles and submitting them to e-zines or web sites for republishing. Make sure that you write about topics that will bring people to your sites if they are impressed with what you have to say. Making these articles keyword rich will also bring search engine clicks, readers that will click through to your site. Always put your bio and website link on your articles and only submit them to directories that enforce the terms that those that use your articles must keep your bio attached.

Remember to take a little time out of your day or week to brainstorm. New ideas are usually the difference between success and failure. Your peers will be the greatest soundboard that you will have. I spend time driving or watching tv and thinking about the millions of times someone is marketing to me. I also research what is "hot" these days and try to find ways to make money from them.

Take risks to improve your business. Sometimes businesses don't want to advertise unless it's free, sometimes you have to spend money to get results. Just be sure to take baby steps. Do not take out a 500.00 dollar advertisement unless you know that it is a trusted website.

Learn what words trigger people to buy. Include emotional words in your advertisements. Use ones like love, security, relief, freedom, happy, satisfaction, fun, etc. When you search around the net see what catches your eye. What has really impressed you before?

Know when it is time to get help for your business. When you are nearing your limit and cannot put any more time into your business then you already do and yet you are making great headway in your business, then it is probably time to consider help. Consider out sourcing part of your workload. You'll

save on most employee costs. You could out source your secretarial work, accounting, marketing, etc.

One of your biggest sales pitches will be when you are able to offer many products and service together in a package deal. Can you resist such a great deal? 4 or 5 different tools and products all bundled into one price can be irresistible. Use them as an added bonus or make a "limited time only" sales pitch after someone has purchased a product from you.

These ideas are meant to help you to gain traffic and content. You need to keep thinking of ideas that can bring the people into your website world. The more people that come, the better your odds of making big sales.

Susanna Strandberg is the publisher of Ezineline.Com newsletter and blogs at

<http://www.ezineline.com/blog/>

with the ultimate list of tips and tricks to making money online.

TREAT NEWBIES WITH THE RESPECT THEY DESERVE

By Joe Robson

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One of the biggest untapped markets on the Web is the PC and Internet Newbie market.

Yet most businesses people either ignore them, look down their noses at them, or 'suffer' their stupid questions and even stupider attempts to understand technology.

What a HUGE mistake!

Think back to when you got your first computer....

What were your experiences for the first few weeks or even months?...

FRUSTRATION! Screaming Fits? Tantrums?

Of course not. You're an adult. You didn't do childish things like that, did you?

Know something? I'm an experienced Internet Marketer and I STILL do. Why doesn't a Help file help? Why don't Tutorials teach? Why are manuals filled with gibberish? And millions of new PC owners are suffering the same thoughts at this very moment. Yet sadly ...

----- "No-one Seems To Give a Damn"

When Newbies seek help, all they meet is Techie-Speak. When they refer to help Files they are left floundering. And if they read a PC for Idiots book they FEEL like an idiot!

Newbie's are simply inexperience people. Not Idiots, not Dummies, not Retards!

The day you get married, you become a Newbie Spouse. Not a Dummy. Your first day behind the wheel of a car makes you a Newbie driver. Not an Idiot. Hey, we're ALL Newbies at sometime, so why don't the experienced guys treat Newbies with respect, instead of patronizing them and trying to impress them with their recently acquired Jargon and Technical prowess?

A pat on the head is NOT the way to gain a Newbie's respect, OR HER BUSINESS!

And her first experiences on the Internet are not much better. Browsers, HTML, Search Engines, Java, Go-To, "Trust me and buy this", Credit card fraud ..."Who me -Download? Whoa there, where did it go?"

"Will someone please HELP ME?"

A revolutionary new Website called The Newbie Club at <http://www.newbieclub.com/home/newbieschool> is changing all that. It offers bundles of Newbie-Speak Tutorials that contain not a byte of Jargon. And the first 2 in a series of innovative Newbie books are presented in a way that is totally unique on the Web. And there's even more to come.

I'm not surprised that response has been so amazing. And not just from the Newbies themselves. Affiliates are signing up at a remarkable rate. Why?

Because for the first time ever on the Internet, someone has

found a way to speak to Newbies at their own level. Someone who understands their real problems and treats them with respect! Someone who has finally discovered that today's Newbie is tomorrow's 'Oldbie'. And from a business point of view ...a loyal customer!

So never assume that your visitor has a good understanding of technicalities. Even a 'simple' process like downloading your free ebook can be a frustrating and intimidating prospect for many people. Don't ignore them by thinking they're stupid. They're not ...

They Just Haven't Done It Before!

To illustrate this point, The Newbie Club's flagship product, 'Windows For Newbies' has been used by Computer Societies, Colleges, experienced PC users, and 'lonesome' Newbies alike. Even their Bank Manager bought 20 COPIES to teach his Bank staff the basics. Are Bank Tellers Stupid?

So why not look at your Website again. This time from a Newbie's perspective. Or better still, have a Newbie go through it. You will be surprised at the reaction you will get. And some of it could be pretty painful!

But if you're prepared to ACT on the feedback, you'll find that by making your site more 'Newbie-Friendly' your sales

could substantially improve.

So stop ignoring this vast untapped market ...

THINK NEWBIE!

And watch your sales improve.

Joe Robson is co-author of 'Make Your Words SELL' with KenEvoy. Joe and Tom Glander own The Newbie Club which is bulging with unique NET and PC Newbie tutorials and eBooks. **CLICK ON OVER** to <http://www.newbieclub.com/home/newbieschooland> look at their very professional Affiliate Program. It's BIG! Joe's Copywriting site is at <http://www.adcopywriting.com>



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