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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!**

**Do You Know Your ABC'S?**

**By John Colanzi**

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If you've been in business for any period of time, I'm sure you've heard of the KISS Formula and the AIDA Formula. I'm not sure you've heard of the ABC formula.

I have a daily study plan and I don't remember it being mentioned in anything I've read online.

So what is the ABC Formula?

- A. Always
- B. Be
- C. Closing

ABC is the reason for every move you make. If it's not, it should be.

The old saying is still true. Nothing happens until something is sold.

The internet is like one giant chess board. Every move you make, whether it's a lowly pawn or your powerful queen is designed to move you closer to checkmate.

What is checkmate?

Closing the sale.

## Do You Know Your ABC'S?

Every newsletter you send out should show a profit.

Every email course you offer on your site should have the potential for making a sale.

Every free ebook should have a link you can profit from.

Every single move you make, must be geared towards making a sale.

Closing the sale should be as natural as breathing.

It took me a long time to learn that.

If you're serious about your business, learn the ABC Formula.

Always Be Closing!

John publishes the "Street Smart Marketing" newsletter. To subscribe  
mailto:streetsmart@rapidreply.net Download your free copy of Secrets of Success.  
<http://www.internet-profits4u.com/streetmart.exe>

### **ABC's of Becoming an Effective Teen**

**By Lin Miao**

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A: Acquire a Strong and Positive Attitude

B: Break Out of Your Shell

C: Characterize Your Hero

D: Demand Respect For Your Standards, Yourself and Your Beliefs

E: Energize Yourself Everyday With a Goal of Making a Difference

F: Failure to Plan, is Planning for Failure

G: Go Big or Go Home

## Do You Know Your ABC'S?

H: Humility is Power

I: Itemize Your Qualities and Seek your Strengths Not Your Weaknesses

J: Jealousy Will Always End in Negative Not Positive

K: Keep your Momentum, Never Stop, Keep Moving!

L: Live Your Life

M: Magnify Your Opportunities

N: Nothing is Better Than the Truth

O: Okay, You've Failed, Now Get Back Up!

P: Position Yourself in Positive Environments

Q: Quality Over Quantity

R: Realize Problems and Quickly Fix Them

S: Stick to the Purpose

T: Treasure All Your Friends, For They're Your Most Prized Treasures

U: Understand That All Things Have a Purpose

V: Visualize Success and Don't Be Afraid to Fail. You Miss 100% of The Shots You Don't Take.

W: Work Hard If You Expect Success

X: X It Out! You're Better Than That

Y: Yes, is Not Always the Answer. Learn to Say No!

Z: Zoom into Reality, and Zip the Fluff

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Known as The Miao, Lin Miao Executive Director of

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– The Ultimate

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Online Teen City, is labeled as a powerful and inspirational speaker in the subject of Teen Leadership. He is also the Chief Information Officer for United Planet.



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