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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!**

**How To Sell To Customers Again and Again!**

**By Larry Dotson**

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You're always going to have people that buy once and never purchase again. Once they quit buying, that's lost revenue for your business. To stay in business these days you must persuade your one time purchasers into buying again and again.

First, you must set up the process to re-contact them after they order. This will remind them that you're still in business, ready and willing to sell to them again. Ask visitors to sign up to your free e-zine, associate program, mailing list, opt-in list, etc.

Now that you have the opportunity to re-contact them you must learn their future needs and wants. When you send them any information remind them that you're open to any questions or advice and give them a customer satisfaction survey. This kind of data can be useful to successfully present new offers and products to them.

Next, you can send your back end offers. Give your customers plenty of incentives and deadlines to order. You could offer them a discount for ordering before a certain date. Tell them "first come first serve" you have only so many left in stock. Offer them bonus products if they order in a certain number of minutes. All these techniques can greatly increase your chances.

## How To Sell To Customers Again and Again!

Finally, show your customers that you care about their business. Mail them greeting cards on holidays and birthdays. Send them surprise gifts once in a while. Invite them to company get togethers and parties. You can always include a subtle offer with each card, invitation or gift.

1000 Ways To Write, Create, Package And Sell Information Products! <http://www.ldpublishing.com>

### **7 Quick and Easy Ways To Multiply Your Sales**

**By Mohamed Rabea**

There are always some great, fast and easy ways to multiply your sales without paying more for extra advertisements.

There are a lot of simple and effective ways that you can implement instantly to multiply your sales.

Here are 7 quick and easy ways for you to multiply your sales immediately.

1– After you sell your product, send your customers a freebie and include an ad on it. It could be a T-shirt, Mug, bumper stickers with your ad printed on it. This will let other people see your ads and order from you.

2– When you ship out your product, include a coupon for other products you sell. This is a good way to attract them to buy more products from you.

3– You could cross promote your product with other businesses' products in a package deal. You can include an ad or flyer for other products you sell and have other businesses selling for you.

4– Sell the reprint/reproduction rights to your products. You could include an ad on or with the product for other products you sell. You could make sales for the reproduction rights and sales on the back end product.

5– When you sell your products allow your customers to join your affiliate program. So they will make commissions selling your own products. This way your sales will multiply.

6– Tell your customers if they refer few other customers to your website they will receive a full rebate of their purchase price. This way you will turn one sale to few more sales.

7– After you make your first sale, follow-up with your customers. It could be a "thank you" email and include your ad to other related products you sell. Also you can follow-up again every few weeks.

Once you implement those techniques you will notice a great jump in your sales. Also remember to use those ideas whenever you create or sell new products.



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