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**Quadruple Your Online Sales Within 4 Months**

**By Judy Cullins**

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If you want a quick and simple way to create regular income online, follow my lead.

I am a non-techie book coach who has been in business for 20 years, but only Online for 2 years, and only selling ebooks and special reports for 8 months. In only eight months I manifested amazing Online profits.

In August, my first month up on my new Web site my ebooks sold \$75. The second month my sales quadrupled to \$300. The third month my sales catapulted to ten times. My fourth month, November, 2001, made \$1135. December brought me \$2265. In 2002, all sales zoomed to over \$3000 each month.

How did this happen? Certainly I'm not an overnight success. I had a huge learning curve. I kicked and screamed when business friends said, "Judy, you have to have an email account." My Web master friend said, "Judy, you have to have a Web site." That was two years ago, and now I'm known by many as the Non-techie eBook Queen.

If you're like me, you may want to create an ezine to let people know who you are and what services you can give them. Be open to growing and ask people who know more than you do for help. It's amazing that the higher you go, the more willing people are to help.

Yes, it takes some effort, but what else would I do since I love this work so much? Willing to delegate, my virtual assistant and

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myself work as a team, I do the writing and the creating, and he offers technical support to get the word out to millions of Internet savvy people who want to buy Online. We spend 4 days a week 2 hours a day on these Online projects.

I discovered that marketing is everything and Online marketing is so much easier, faster, and more profitable than offline. It's convenient. You don't have to travel; you don't even have to talk to large groups or sell products at the back of the room. Like myself, you can sell many more products each month than through traditional publishing and promotion methods.

Online costs are low: no printing bills, no wrapping, no postage, no trucking, no inventory, and no sales tax. Another benefit? Your customers are happy because they get immediate delivery of their books to their email address.

The biggest benefit? This endless virtual marketing machine is out there for anyone of you, and you can learn from a qualified teacher, author, take a teleclass, or get individual coaching to boost your Online sales beyond your wildest imagination. What are you waiting for?

### **Five ways to quadruple a websites revenue.**

**By Steve Cash**

Five ways to quadruple a websites revenue.  
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Many website owners all too often give up on their website, even before their site has had time to shine. It can take months, or even years to reach the optimum for a business so why not expect the same out of a website? It is hard to find a business that finds the desired revenue within the first year. So why should a website be as popular as it should be within the first few months or years?

First of all just like any successful business you must believe that you'll succeed and never give-up. To be successful with a website you must have the same mentality, never give up and always put time and effort in. Giving up is the single major problem, if you give up on your website too early it will fail.

I have built many website over the years and found that what I have set out for you in this article will work, and keep on working.

Secondly, you need to increase your traffic, or hits to the website. I advise you to read my previous article "Six Techniques To Triple Your Website Hits." This article illustrates six functional ways you can

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increase the traffic to your website.

Thirdly on the list, make sure you have branded your site well. People want to remember you and believe your site is quality. So build a clean and functional website that is appealing to your potential customers. The more professional your site is, the more you will impress the visitors.

Fourthly, one of the most important parts to a website: Quality content. You must have quality content. Always make sure you are original and unique. By having quality and informative information on my websites has benefited me to no extent. I found one of my website advertised on eBay. Not only was my site featured in an auction, but they were referring to my website and the products I sold. This alone gave my website over 40–50 extra hits from the eBay website alone, per day.

Not only did I find my website in eBay, but I found it in many other websites. I took a look at my link popularity and found my link popularity had risen from 60 to 300 within six months. These links were from quality websites and all were talking about my website as an example. No wonder my websites visitor count was dramatically increasing!

Fifth. Now that you have a quality and possibly a very well established website, you need to advertise. Advertising can be very expensive, and often not rewarding. So why not allow people to make money reselling your product or service? I have found that every successful website I have setup, has an affiliate programme. Not only does an affiliate programme allow you to receive more new customers but it also increases your link popularity. As you all know, increasing your link popularity is something we are all trying to do.

I have found that affiliate programmes are the most important part to any website that sells a product or service. There is no other way to beat the free link popularity and the added bonus of extra sales you would not have had earlier. I cannot guarantee that you will quadruple your revenue, but the above

information given will ensure that your website has a positive future and will prosper into a successful website. I have used every single example in the implementation of my current websites, and has worked for me. There is no time limit to how long it will take, although I have found a six month old website can quadruple its revenue within six months!

Steve is the owner and operator for Private Mail Services.

We

endeavour to keep your personal life totally safe and private.



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