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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!

The Secret Of Hitting People's Buying Trigger!

By Grady Smith

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It's a fact: You'll never make any real money online unless you know how to pull someone's buying trigger.

Sure, you may be a whiz at bringing people to your site. Maybe you're looking at 800 a day. But with that kind of traffic, I pull in \$864 daily. Why? Because I know how to make people pull the trigger and buy.

So, what's the secret?

1) You've Got To Know Your Audience

What does someone really want that visits your site and takes a look at your product? Do they want to make money quick? Are they on a budget, and want to do it with very little investment? Knowing the specifics of your target is step one to hitting their buying button.

2) You've Got To Prove You Can Give Them What They Want

Sure, you can say "I'll show you how to make money online", but that sure doesn't pull my buying trigger.

But if I visited your site wanting to learn how to make money online without much investment, and you said something like "I'll show you how to make

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thousands each week without investing a dime", I would become very interested. Specifics directed to your target audience make the trigger finger itch.

3) You've Got To Create A Mental Picture

Can you tell me how life will be different after I purchase your product. Can you make it descriptive and excite me?

Which of these works better at exciting you?

"Picture working from home with no boss, no deadlines, and great money"!

Or....

"Imagine walking in my shoes.....working from a laptop from anywhere I like in my motor home. No one to tell me I have to go to work when I don't feel up to it. A couple of hours of simple, pleasing work that I really enjoy and tons of free time. The option to stay up late, watch game 7 of the world series, and then sleeping in until whenever. That's the true freedom of working from home"!

Which excites you more?

Learn how to pull your prospects trigger by putting yourself in their shoes. Done right, it's the most effective sales tool you'll ever find.

Grady Smith makes a full time online living, and now you can learn how with his FREE marketing tips to build your online business fast! Check out <http://www.mountainhighpub.com/info.html>

What Are 7 Psychological Triggers That Make People Buy?

By Arina Nikitina

Did you know that there are seven psychological techniques that literary persuade people to buy?

When I first used them in my sales letter I increased the response rate by 257% overnight! You can use them not only in your sales letter but also in your ads, headlines, and even newsletter.

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Trigger #1: Reason Why

Tell people WHY you're doing something. Don't be a mystery for your customers. People are more likely to buy from an ordinary person they know something about.

Are you giving 25% discount on your product? Give the people honest reason why. Are you limiting the number of products you want to sell? Tell people why.

If you tell your visitors about the reasons of doing something they will be more likely to trust you and to buy from you.

Trigger #2: Specifics

Tell the specifics. "How I made \$1,057 in a week" sounds more believable than "How I made \$1,000 in a week".

People are sceptic. If you include specifics people will be more likely to believe you.

If you state a fact, make it specific. General numbers never sounded plausible.

Trigger #3: Curiosity

We all are extremely curious. We want to know answers to our questions. Tell people not to open this email and they will open it. Because they want to know what's inside.

Headlines like "Discover the hidden secret of free ezine advertising" are always producing great results. You immediately want to know "What secret?".

Curiosity trigger is a great way to get your email opened. It also works great in ads and in articles. Like the title of this article: "What Are 7 Psychological Triggers That Make People Buy?" :)

Trigger #4: Fear to Lose Something

People are most likely to buy from you if they are motivated by fear to lose something than if they are motivated by desire to gain something. That's why deadlines and limited production numbers works well.

Use deadlines in your copy. Run 3 days specials or limit the number of products you want to sell. Make people act now by letting them know that it is a limited time offer.

Trigger #5: Questions

Ask questions. By asking questions you get people involved, they automatically start to think to answer your question and become more responsive to your message.

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What headline would grab your attention:

"You are wasting money on ezine advertising" or "Are you wasting money on ezine advertising?"

Trigger #6: Stories

Nothing can be better than a good story. It's easy to influence people just by telling them a good story.

A lot of famous copywriters used this method in their sales letters. You can tell a true story about your customer. Or about yourself.

A real life story about something the product has done to improve someone's life will build your credibility and motivate people to buy.

Trigger #7: Facing a Problem

Every product is a solution to particular problem. Don't rush into presenting the solution you have, make sure you first make your visitors to face the problem.

Present the problem and agitate it so people would feel the pain of situation. Spell out the problem, tell them how it feels. Only after you've got readers interest present your product that provides the solution.

Apply these seven psychological techniques to maximize your sales and increase the response rate of your ads.

Arina Nikitina is the author of exclusive report "The Guru's Secret Formula To Creating Massive Online Cash Flow". For a limited time the report is available absolutely free of charge here:

What Are 7 Psychological Triggers That Make People Buy?

Intractable Back pain and Trigger point injections

Top 7 Psychological Triggers For Unlimited Sales

Knee pain and running

How To Add Emotional Value To Your Offer!

Battle At Sea

EmailMasterPro

62 Ways To Beat The Gas Pump Monster

Forbidden Psychological Tactics

News Letter Genie Pro

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