

This Free E-Book is brought to you by Natural-Aging.com.

100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

Want To Make Money Online? Market A Service To Businesses

By Kevin Nunley

Don walked across the street from his house to mine to announce he had finally retired. "But I'm not ready for the golf course," he said. "I want to make a living on the Internet. What can I sell?"

This is a question many of us struggle with as we see money, freedom, and a bright future for those who manage to find their niche online. You may have tried to sell something from the Internet only to find it is difficult to get visitors to your web site and even harder to get them to buy.

The biggest hurdle is simple: most folks are trying to sell products to consumers. That's not where the money is. It is a more daunting task than most realize.

Only one percent of retail sales happens on the Internet. Even though selling to consumers should be gargantuan one day, we have a long way to go before the majority of people are placing orders the Internet way.

Instead, sell something to businesses. While consumer sales amounted to many billion last year, business-to-business purchases vaulted to a whopping ten times that much. Clearly, if you want the easiest path to tapping into the landslide of Internet cash, sell a product or service needed by business.

So, you say, I should sell a product to businesses? Not exactly. Most products need to be sold in large volumes by many distributors before they turn a profit. Chances are the product you sell is also being pushed by hundreds or thousands of other affiliates. In the end, many business buyers will simply click to the main corporate site to make their purchase.

Your best bet for starting a small Internet business and earning a living online is to sell a service to businesses. Unlike products, it is hard to mass produce a service. Most service providers find their competition is relatively thin. This is especially true if you provide a very specialized service or do your job in a particular way that is hard to duplicate. Because services require time spent by an experienced expert, rates can be high, especially for business customers.

But I'm not an expert in anything people on the Internet would want to buy, you exclaim. Not true.

Want To Make Money Online? Market A Service To Businesses

Sit down with a pen and jot down all the things bosses have paid you for during your work career. Add to your list things you have done on your own time that friends, neighbors, or co-workers have felt were valuable.

Which of these things could be sold on the Internet? If you kept books for a business with twenty employees, you can sell your bookkeeping service to the vast number of small Internet businesses who don't have the time or expertise to manage their growing firm.

If you produced your church newsletter for several years, your desktop publishing and editing skills could fill the hot demand for people who can write and publish e-messaging campaigns, web sites, and print newsletters. Best of all, a writer/editor deals in pure information which is easiest and cheapest to deliver over the Internet.

My neighbor Don decided his skills from a career in law enforcement would be hard to sell on the Internet. But he knew lots of things businesses needed and he had a list of town residents who could fill those needs.

If you don't readily have a service you can sell to business, find someone who does. Many in-demand people don't know how to market themselves on the Internet or haven't the time to try. Represent their service online and take a commission for each sale.

Put up your own web site with some articles business customers will find helpful. They can do double duty, showing you know plenty about your line of work.

Post testimonials from satisfied customers or other experts in your industry. To get full impact, be sure to list the person's full name and the name of their business or city they live in.

Offer to send customers and prospects a monthly update via email. Include brief updates on important developments in the industry. Mix in three line ads promoting your service.

Selling a service to business is your least-expensive way to get started making money online. It is also the quickest way to tap into the huge amounts of money traveling from business to business.

Puzzled about earning a profit on the Internet? Get your FREE subscription to Kevin Nunley's e-zine "DrNunley's Marketing Tips" at

<http://DrNunley.com>

Kevin has been helping people just like you make

money online since 1996 with copywriting, promotion packages, and marketing advice. Reach Kevin at

kevin@drnunley.com

.

Significance of E-commerce for Web Development

By Carla San Gaspar

The fast changes in technology had brought in numerous beneficial aspects in the business world. Businesses were able to easily present their products and services without the needs of exerting too much force, time and money. Primarily with this they could easily communicate and introduce a well detailed presentation.

Mainly with the competitive situation that the present industry is experiencing, businesses were able to come up with a notion of expanding their services online. Through this service they were able to easily meet with the increasing demands in the market. And because of the intensive services brought up online clients and customers were able to easily reach out to attain their needs.

The internet indeed is among one of the most helpful tool in reaching out for them. For, through an online search customers easily and quickly get what they are in need of and as well as having lots of choices and abundant opportunities to cling on.

However setting up online businesses is same as selling your products and services in the local market. The only difference is in the market you may be tired and exhausted of selling and explaining about the details of your products. While with the online service you manageably operate your service even at the convenience of your offices or even homes.

Moreover the development of web sites had been commercial companies' expansion of their service. Mainly the innovations made in technology had remarkably changed the way businesses work on with their projects. However putting up an online service is not as easy as setting them online and let them operate. In planting an online service you have to be specific and communicative.

Sequentially in order to have an effective means of presenting your business e-commerce web development can significantly work out to create a remarkable marketing site for your business. E-commerce had been an effective means for web development for it had been an efficient mainstream in selling your companies products and services.

Basically with the application implemented through e-commerce web development your business is able to gain traffic and turning your site visitor into potential customers. And attain to achieve top quality e-commerce solutions for a more profitable online store.

Primarily with the numerous services that are sprouting at present you can surely attain your need for e-commerce web development project. Simply by means of choosing for the right company for your job for sure you can achieve to have a successful web site. With the companies' knowledge and experience they can help you perform tasks that will integrate your designs and as well as build and manage profitable internet stores.

Please visit Web Development Pros at

<http://www.webdevelopmentpros.com/page/E;Commerce-Web-Development.html>

for comments and

inquiries regarding this article.



This Free E-Book has been brought to you by Natural-Aging.com.

**[100% Effective Natural Hormone Treatment](#)
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!**