

What's Your NICHE market?

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What's Your NICHE market?

By Gillian Tarawhiti

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What's Your Niche Market?

Knowing your NICHE MARKET and where to find your NICHE is more important than the product you sell.

Most Netpreneurs take a narrow view of NICHE MARKETING as a limitation on their business, when in fact it is the POWER that provides longevity to their business.

The biggest mistake most new netpreneurs make online is that they have no idea where, or what, there NICHE MARKET is and therefore, sell their product to everyone and anyone and in the end sell to no one.

A common misconception is that - if you build it they will come. The truth is you have to find your NICHE and get them to come to your site.

In talking to new netpreneurs the first question I ask is who are you selling to? The almost instantaneous reply and always the same answer is: `everyone and anyone'.

The next successions of questions I then ask are:

- what type of product are you selling
- who would use your product
- What problem does your product solve
- Is your product distributed easily
- Who would benefit from using your product

Simple questions, but not so easy for many netpreneurs to answer. If you take some time and answer these very straight forward questions you will find that by defining your NICHE you will be better equip to go straight to the source, than taking a stab in the dark and hoping it will all work out.

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You will also find that by defining your NICHE MARKET you will:

- Help define your Internet Marketing Strategy
- Develop products/services that appeal to your NICHE
- Set yourself up as an industry leader
- Optimise your site for search engines so your NICHE can find you easily
- Maximise your marketing budget where it counts.

Once again I ask you: WHAT'S YOUR INTERNET NICHE MARKET?

The truth can be found in your answers

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Easy Niche Marketing Success

By Steve Schwartzman

One of the keys to Internet Marketing success is finding and exploiting underused niche markets.

Once you find these niche markets, here is what you must do:

1. Collect e-mail addresses.

This will be the key to your online niche business. When you are collecting e-mail addresses, you not only sell to your niche prospects immediately, but you can sell them other products in this particular niche market over and over again.

You must collect e-mail addresses!

2. Provide your subscribers with great free articles.

If you have chosen a niche market that you are not familiar with, you can still provide great articles. There are hundreds of article directories that provide free articles that you can use.

You can also go to any of the freelancer sites and have articles written in any niche market.

3. Provide your subscribers with free niche reports.

By now, you have loyal e-mail subscribers within your niche, and it's time to provide them a report.

The easiest way to do this is to assemble a series of articles in your particular niche market and put

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them together into a niche report.

Within this niche report, make sure to add many affiliate links to products within your niche, along with links to your website. Also, be sure to allow subscribers who download your report to be able to give it away to others for free. This will create a very powerful viral marketing effect, and will drive a lot of traffic to your niche website and to your affiliate websites.

4. Offer a product for sale within your niche market.

Now it's time to take your niche site to the next level. By now you should have a great deal of knowledge of your niche market.

Either write an ebook yourself, or go to one of the many freelancer sites and have one created. There are also some easy niche product creation solutions available on the net.

That's enough to get you started.

The key is to create a lot of articles, a lot of reports, and a lot of products to sell in any niche market you choose. Don't worry, It's not as hard as it seems.

You don't have to be an expert, you just need to find an easy product creation solution.

Create an unlimited number of Niche Products in hundreds of Niche Markets with just 1 click! The most revolutionary niche product creation system available on the Internet is taking a limited number of signups.

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