

Speechless Authority Closer

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Thank you for investing in the Speechless Offline Closer. Yes, this is probably going to be the answer to your prayers.

Now, I don't want to bore you with a story. I am here to give you my strategy on how I get clients daily with only a bit of work.

This specific strategy does not involve cold calling or talking on the phone in general.

Once you know how to get your authority and look like the GO-TO GUY for SEO, mobile sites, and for any service imaginable, you will get clients just begging for you to work for them.

I don't want to waste your time and create tons of pages all on fluff. I want you guys to leave reviews on my thread talking about how my WSO is helpful, actually works, and DOES NOT INCLUDE FLUFF.

Let's get started!

THE METHOD

What is the Speechless Authority Closer?

This system comprises of a three step system.

This WSO is so unique, different, and definitely going to be fun because it works so well.

We are going to use what has been considered the biggest thing on the Warrior Forum today; Kindle.

Yes, we are going to create a simple Kindle book and distribute it to offline business owners.

You're probably thinking, "Kindle? What's that going to do?"

When you have a website, business owners automatically think you are the real deal. What more if you have a real big book to deliver to them and showcase that you a real authority?

Why Kindle?

Because there is no investment needed. There is no need at all to publish a book with tons of pages. The best part about this method is that we will be giving the business owners a Kindle book that makes them want more and to learn more, making them contact you.

How will clients read the ebook?

Simple - you send it to them via email. You give them the link. I will show you in a very simple format how you can go about this, but first: let's take at this method in complete size.

Here is the method completely:

1. Create a Kindle book
2. Talk about a certain service in the book that business owners need
3. Explain it in detail inside the book on how they can get that service through you.

4. Email the Kindle book's link to business owners. Simple, Right?

At the bottom, there is a small part of the Kindle book that makes them end up contacting me. We'll get to that later on.

Now, let's begin on how to make this work!

Step 1: Create a Kindle book of at least 3,000 words.

First, open up Microsoft word and start writing your book there. 3,000 words is usually going to be less than 15 pages. However, the book we will be giving to the business owner is going to be completely FREE, so it doesn't need to be so full of high quality. For the record, I have never made a cent from any Kindle book I wrote. I sell them all for FREE not to build a list or anything but simply to make business owners call me ASAP.

How to craft and create the book

This is the easy part. Simply choose an offline service you would like to sell. This could be anything, from SEO to mobile sites. For this WSO, I

will focus on mobile sites since this is where I specialize in.

In the book, there will be three sections/chapters:
What is a mobile website? + Why is a mobile site so important? + How you can use a mobile site to achieve tons of business?

In the book, you should teach business owners the **IMPORTANCE** of the service, along with a few tips on how they can get started. If you were to sell SEO, you would give some techniques on doing SEO, but do **NOT** give away everything. Simply share it to get them interested, and then slowly make your way to convincing them to pay you for your service.

To create your book in the fastest time possible, simply write six 500 word articles. Each one should talk about the topics related to “why it’s important, why they need it, how to get started, and any other helpful tips”.

You’re probably thinking “how will they get in contact with me?”

There’s two ways I convince them to buy from me.

1. I simply write down my URL after the 1,500 word mark. I simply write my website and say “How would you like for me to do your mobile site/SEO/rep management/copywriting/ for you? You can visit my site at www.com”

2. I also write down the above, but I like to include my and email. I would usually write this after the 1,500 word mark

“Please contact me if you would like for me to do your mobile site/SEO/rep management/copywriting/ for you at PHONE NUMBER AND YOUR EMAIL.”

Be sure to just choose one service and focus about that on the book itself. Do not write all of the services like how I wrote above. That was just an example.

Just the other day, I got some tips from a fellow Warrior. She explained how using a landing page would be great to use rather than just your ordinary website. I have never done this before, but it could work tremendously well.

Caution: DO NOT use affiliate links in Kindle books. Many people complain a whole lot when their books do not get accepted because of this. (However, they do get accepted.)

Please note: I did get two ebooks of mine in trouble for writing down my email. However, my other books didn't raise any questions and they all had my email in them. LOL – Anyways – good luck.

After your ebook is done, you need to submit it. This article will surely help explain that. I don't want to waste space, so here's the article. It will surely help.

<http://proactivewriter.com/blog/how-to-publish-your-book-on-the-kindle-and-ipad/>

Let's Recap:

1. You're going to write the articles on a service you would love to sell
2. You're going to craft the articles with a salespitch after the 1,500 word mark
3. You're going to submit the ebook for approval which usually takes 24-72 hours

That's basically the entire system. Now let's get onto the next part on getting the business owners to seeing those ebooks and getting them to download them.

How to get clients contacting you

1. Go to Yelp.com
2. Find a business owner who needs what your book has to offer
3. Make sure they really need it
4. Find their email on their site
5. And then email them with this email template below

“Hey there,

I noticed that your site is currently not in a mobile version. I actually created a FREE Kindle book on how you can get in on this craze and wondered if you would be interested in the book. You can get it here for FREE:

LINK.

Hope you enjoy the book!

Regards,

Joel”

That’s all there is to it. Nothing fancy and tough!

Here is a short excerpt from one of my previous ebooks talking on how I easily contact customers and find business owners. Just a quick note, the below ebook is added to this WSO. You also get MRR rights to it as well to resell to your list.

“There is a certain way I discover clients. I simply visit Yelp.com. My goal is to always look at the Yelp city and to see which one I just want to target. This isn’t supposed to be hard, so take your time. Once you know which city you want to target, simply type it into the search box.

Your goal next is to simply click on enter once you type in the city and state. Simply click onto enter, and you will then be brought to a list of searches. This is a list of all the businesses in that city.

Try not to email those who are within the first 10 pages.

They probably receive way too many emails. I always go to the 10th page or so and start emailing.

Check their Yelp page if they have a website. Visit their website and look for their email. You can check their About Us Page and their Contact Us Page. You can even check their Services Page.”

This is the entire Speechless Offline Closer in complete detail. This idea has spawned me to earn thousands in sales over the past two months having discovered this over two months ago.

If you want to save time, the following section can help you save as much time as possible on creating that ebook.

Getting articles written professionally

Visit iWriter.com, Greenlightarticles.com, and any other freelance site.

A premium level article on iWriter will cost you only \$5. Simply get 6 of them done, and you got it completely written for only \$30.

Here is an outline on using iWriter.

1. Sign up as a requester who will buy articles
2. Submit your order
3. Use their information box to give away
SPECIAL Instructions

The most important thing when ordering articles is to let them know about how they should write. Be specific! Give as much instructions as you possibly can. Let them know how you want the articles. When submitting your order, below is an outline for ordering to make sure you can avoid rejections and get the perfect article.

Let's say you are going to create a book on reputation management.

Since there are no need to use keywords, simply write down in the keyword section "Article #1" or "Article #4".

In your instructions write this:

“Article #1 should be an article about what reputation management is. Talk about what it does for business owners. No need for subheadings.

Article #2 should be about how reputation management is so important to do. Do not talk about what it is, just go straight into how important it is. This is for a book. Those who read the first article should get knowledge on what it is.”

And so on until you have reached 6 articles totalling 3,000 words.

Additional TIPS:

A great additional tip to use is to simply create flyers through PrintRunner.com

You can hand out those flyers to businessmen or even other people who may need be

interested in them. Flyers do cost money, so consider getting a client first and then reinvesting all of that money to create a good presence. Don't forget business cards and other printed material to help out with professionalism.

This is the entire method in its entirety. The reason I only made it less than 15 pages long is the fact that I got sooo many complaints from people in my past WSOs saying stuff like "Your ebooks are too long" or "They're too boring. Stop the fluff and remove those useless images." Well, they're removed.

Please use this ebook. Do not let it go to waste. You spent money on this ebook, so do not throw it away in your hard drive.

I hope this ebook catapults your success the way it helped boost by business by a mile.

Don't forget: you get all of my help for the future with unlimited coaching and help. Just email me

at joelswohelpdesk@gmail.com if you have any questions on making this method work.

Hope you succeed and see results. Happy New Year!