## **Think Outside The Box**

# Advanced Tactics of Using Private Label Rights

Stop Using Private Label Rights Like Everybody Else, Profit By Using These Advanced Tactics

A Special Report By Paul Kleinmeulman

http://www.PrivateRights.com

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Warning:- Only Read This If You Want The Best Private Label Rights...

### "Two Ready Made Smoking Hot Niche Products You Can Sell For Massive Profits... Instantly Each and Every Month!"

It's Official... It Doesn't Get Any Easier Than This...

With Automatic Niche Profits, the brand new premier Private Label Rights membership site, you will get 2 smoking hot Private Label products that you can sell to that massive horde of hungry niche solution and info seekers... All with MINIMAL effort on your behalf!

Yes, 2 hot niche products and that's just the tip of the iceberg... Because each is a complete package that includes -

✓ A 50 page Niche eBook - Written by a professional researcher and writer. These eBooks are jam packed with the kind of information that will have your market coming back to you again and again, hungry for more. This is provided in MS Word format so you can edit and personalize to you.

✓ An Audio Recording Of The Niche eBook - Show your target market that you're a player by offering them these professionally recorded audio's of your niche eBooks. This value add is going to totally separate you from your competitors.

✓ A Niche Video - Can you say, "Market domination?" Use these high quality videos as a bonus on your sales page or as a free hook to entice people to opt-into a squeeze page. Use of this technology brings your business to another plateau.

✓ 50 Niche Articles (600 Words Each) - Use these to promote your hot niche products by uploading them to your blogs and your web sites. Break them up and turn them into a lesson series for your autoresponder to massively boost your opt-in rate.

✓ A Complete Sales Page With Audio Samples - Why break the bank for a professional copywriter when you can just use mine for free. Your niche products each come with their own incredibly persuasive and professionally written sales letters. These include audio samples, which have been proven to increase conversion rates upwards of 300%!

Automatic Niche Profits (ANP) is the first, business in a box, 'Private Label Rights' membership that offers it's members, two unique products every month with sales pages, auto-responders, articles PLUS audio **AND VIDEO as well**.

So what are you waiting for... Click the link below to find out more about how automatic niche profits can help you to build your business and make more money online.

>> Discover Automatic Niche Profits <<

#### THINK OUTSIDE THE BOX

Products that grant you private label rights offer nearly unlimited opportunities for business growth. You gain total rights to awesome business tools and products; like articles, autoresponder courses, software, ebooks, websites, graphics, audio files and now even video.

This means you can use your private label rights products "as is," or you can change the products any way you would like, even by simply adding to them. And regardless of what you do, you get to brand them for yourself and use advanced marketing tactics with them to growth your business to new levels.

Most people when they purchase a set of private label rights don't think out of the box, they do what everybody else does and they don't reap the benefits of being creative and reaching different markets. If you don't normally 'think out of the box' then don't worry about a thing because in this report you are going to discover some advanced tactics when using private label rights.

Note that using these advanced techniques does require more work. But you differentiate yourself from other members using the same content. Plus you can market your PLR products more effectively, reach new markets and make more money.

Try some of these advanced tactics to use with your business. And experiment, brainstorm, research and find even more to mix in with each for your own customized techniques. The sky's the limit, as they say. So shoot for the stars and grow your business to new heights.

#### ADVANCED AUTORESPONDER APPROACHES

Besides simply loading a series of messages into an autoresponder, there is much more you can do with autoresponders using private label content to grow your business. Here are some ideas for you.

**Partial Article** & **Ads** – Use the private label articles and private label autoresponder series to create a sequence of messages for your subscribers. Then ensure that all of your articles are not written completely in the email but linked to specific article web pages. Attract your readers with a title and opening blurb or paragraph, and then point them to a link to your site to read the rest.

The reason for this is to increase your income by surrounding these articles online with Google™ Adsense, other ads like Amazon spots and affiliate promotions with compatible ClickBank products. When possible, set up a nice website template or on a blog with a template that houses all your Adsense and other ads. Then insert articles on a regular basis to fill up the inside or add content to your site or blog.

For ideas on templates, head to DotComBuilders.com or type in "free website templates" in your favorite search engine. For blogging templates, search "Wordpress templates" (the best private label memberships like <a href="AutomaticNicheProfits.com">AutomaticNicheProfits.com</a> include a blog template especially for your niche) to get started with ad campaigns.

**Bait Piece** – Use part or your private label ebook content as a bait piece. Tempt readers by sharing some opening comments and some gems of wisdom so that the reader goes away with at least one good solid tip. Then, invite the reader to learn even more by subscribing to your ezine and grow your list. Use a squeeze page for maximum effect.

Auction your bait pieces on eBay, too, to build up your leads list fast. Building a list is all about the back end so make sure you set the lowest price possible that eBay allows. There are plenty of helpful eBay guides, tool and other info out there to help, so simply key in "ebay help" for more than 156 million listings to get you started. A print paperback called, "How to Buy, Sell, Profit on eBay" by Adam Ginsberg offers plenty of power-packed information to get you started with eBay auctions. And search Amazon.com for top sellers there, too, like an eBay magazine with CD full of tips and tools.

In your bait piece, include:

- Some of your private label content (not all!! Save some for selling the complete version later on).
- Your contact information: at least an email address and link to your sign up form. But better is a full page advertisement for a free course about your niche.
- Ad spots a tiny ad for your main ebook being targeted.

**The Two Step** - Instead of inviting subscribers to sign up for a weekly or less frequent ezine, many marketers are increasing the number and types of messages they send out. One way is to offer two messages

each weekday one in the morning, one in the evening. In the morning, offer your news of the day or a key message incorporating your private label content, sprinkled with a major ad and purchase info / ordering link, to your reading audience. And at the end, invite comments, questions and other types of feedback for your evening edition. Then in the evening, simply cut / paste your replies along with a little larger ad this time and broadcast them to your list members.

An alternative is to send your message Monday through Thursday, inviting comments, questions and feedback for your Friday edition. Or offer the special edition once a month, whatever works best in your schedule.

This Two-Step can work well with nearly any type of site; for example, a cookbook, self-help, birding, cat or dog, health or dating site, for example. In the morning, email your main recipes, self improvement or healthcare message, your pet training tip, bird of the day with photo link, dating tip, etc. have the message be somewhat long; i.e. give them some content to chew during the day, something to think over that has a main point. In each AM message include:

- An invitation to send back comments, questions, feedback, personal experiences related to the message, tips or anything...and tell readers you will share their comments and include a link to their site / product, etc. if they'd like.
- And of course have your other information: a nice quote of the day, contact information, unsubscribe link, etc.
- A small ad spot (leave the larger one for the evening message). It can read something like this:

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***Sponsor***
Work from Home - with your own Private Label Rights content.
<a href="http://www.AutomaticNicheProfits.com">http://www.AutomaticNicheProfits.com</a>
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Then in the PM message, simply copy what you readers send you and add a longer ad or an advertorial (a personal one works even better), then sign off for the day.

Hint – This can take a lot of time and focus, making sure to get two messages out each day. So you may want to plan ahead and load a bunch of the AM main messages a whole month ahead. Plus not all

autoresponder system allow two messages to go out each day, so check ahead of time and see about sending out one as a regular post, then other as a broadcast. Also note that this is not suitable for all niches either as some 'less hungry' niches only check their email once every 3 days.

With this method you are combining private label content with user comments with works like a charm.

Leads Lists and Sublists – Another advanced autoresponder tactic using private label content is to set up more than one list and sub lists and use them in a variety of ways. Set up sublists pulling subscribers out of larger lists who fall into niches for more targeted cross selling. For example, in your next series healthcare messages, insert a special ad spot something like this:

\*\*\*Special Invitation for Free Recipes!\*\*\*

Get your entire family back on track with healthy cooking. Grab your free: "Healthy Recipes for Family Snack Times!" Send a blank email to: healthysnacks@yourautorepsonder.com

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This helps pull out people who are interested in cooking for a future cookbook series. Plus it alerts you to those who may have families for autoresponder messages focused around products for parenting, family crafts, home schooling and many other niches.

Hint: The best private label memberships like <a href="AutomaticNicheProfits.com">AutomaticNicheProfits.com</a> have 50 articles as a part of every niche. These articles can easily be separated in regards to different topics. You can have a separate list on each of the following topics, children's health, women's health and men's health.

**Point to Blog** – Another advanced tactic is to send your autoreponder readers to your blog (filled with private label content) to read their messages. And then point them to your blog's "Subscribe" box. The goal is to get them to sign up for your blog content, that way once you post, it instantly goes into their email – full color graphics, your private label rights articles, packaged products with ebook covers, linked websites with sales letters, other ads and everything.

Here is an example of the top of a message in an autoresponder:

(note the "Subscribe" box on the blog needed to be moved up to the top-left area in the menu selections to match up with the arrow in the content – so match yours accordingly)

< ----- Don't Miss A Post - Subscribe To This Blog!</pre>

Blogs also offer interactivity, a plus together for both website visitors and search engines, who tend to rank good sites with more activity higher than static sites than are set up and left alone for days, months, even years on end. So give your private label content a workout and make it do double and triple-duty working in your autoresponders, static websites and blogs.

For those who already have sites set up, no need to rush and dismantle them, moving content to blogs. Simply "grow" your creations. Fine tune an entrance to your website, then set up a blog and point readers to your polished entrance, like your sales letter for your branded private label ebook.

**Adsense Sites** - Many people earn income from setting up targeted  $Google^{TM}$  Adsense websites, optimized for both website visitors and search engines. After you sign up for your free Adsense account with  $Google^{TM}$ , you research keywords and find profitable niches in your private label content to target. Here are some basic steps or guidelines you can follow to set up Adsense sites with your content:

- 1. To begin, find a good keyword research tool like Good Keywords offers as a free download at: <a href="http://www.goodkeywords.com">http://www.goodkeywords.com</a>. You can also use the search tool that's free with Google™ Adwords, one that's free from Overture, now Yahoo! At: <a href="http://www.digitalpoint.com/tools/suggestion">http://www.digitalpoint.com/tools/suggestion</a> or sign up for a few dollars for a day of searching at Wordtracker® Keywords at: <a href="http://www.wordtracker.com">http://www.wordtracker.com</a>. But the best private label memberships like <a href="http://www.wordtracker.com">AutomaticNicheProfits.com</a> already provide it for you.
- 2. Next go through your private label content for topics to research. Let's say you have several on crafts: soap making, candle making, bird houses building, etc. So you begin to research with a topic like, 'craft" and the results for Yahoo! US are:

Crafts 136963 holiday crafts 69247

paper crafts	68468
michaels crafts	64041
craft show	57833
arts and crafts	50659
halloween crafts	46590
craft fairs	45803
craft supply	43279
witch craft	39316
kid crafts	37194
michaels arts and	
crafts	36691
star craft	29944
indoor crafts	29722
craft store	27949
michaels craft	
store	20630
christmas crafts	19611
wood craft	16609
outdoor crafts	15509
kid arts and crafts	14470
rainy day crafts	13622
fall crafts	11698
halloween crafts	
for kid	10301
jo ann fabric and	
crafts	10247
craft idea	9675
hobby crafts	8796

Note more searches did actually turn up in the results for "craft;" however, for now, in order to get the best ROI (return on investment) of your time, energy and elbow grease, focus on search with results of around 10,000 or higher. In other words, don't focus on topics were only 400 people are searching. Go for larger markets to get your feet wet, and more clicks and sales.

3. Then review your results, like the above. Then build your Adsense sites around the themes; crafts, holiday crafts, paper crafts, etc., starting from the top of the search listings that turned up above, going down to the bottom of your list.

For example, set up one site solely on holiday crafts: holiday candle making, holiday soap making, holiday bird house kits, etc. Add your private label articles and revise them a touch with holiday info here and there; for example, add a list of holiday reminder dates for the upcoming year; add Fun Facts about the holidays – fun facts about scented Christmas candles; add holiday images along with your regular ebook covers and website graphics; add holiday quotes.

- 4. Mix in other monetizing ideas, too, like an Amazon affiliate link where compatible Amazon products come up depending upon the content of your pages, earning you're a percentage of sales when people buy through your links. Craft books and holiday books and videos, etc. would turn up in searches of these sites, for example. Plus link in compatible ClickBank products with your affiliate links; like "Home Crafts Work-At-Home Catalog" and earn 40% per sale; "Start Your Own Craft Business" and earn 50% of search sale, etc.
- 5. For ease of setting up these sites, it helps to get a main template style you like for your ads (Amazon, Clickbank, Adsense, code your own private label ebooks, etc.) You can choose Wordpress templates or search for other templates; search "Adsense templates" or "HTML templates" in your favorite search engine. You can even hire a programmer to create template sites for you. Then once your site templates are ready, simply insert your private label content revised around your keywords, insert your ads and a sign up form to capture leads for your autoresponder series for backend sales and publish your site.

#### **PRINT TACTICS**

A lot of marketing and selling opportunities are overlooked in the print realm. Plenty of people keep piles of mail and magazines around, so use your private label rights content in these areas, too. Here are a variety of ways to use your content in print:

Articles for Media & Mailing Lists- You could submit private label articles that you've revised to magazines and other print publications in your niche industries. Begin by researching your niche a little plus targeted magazines and other print items (like newsletters of associations), then revise your private label content accordingly; for example, fill out your article with industry stats, insert a couple of quotes from professionals in the niche (like a local college professor or business owner), following the style of content already published in your targeted print publications. Then simply add your byline with a link to your website where you'll capture their email address at the end and send to the editors of the publications.

Note: The goal is to convert these readers in to autoresponder sign ups. So build up your lists for back end sales and cross selling opportunities. Postal mail articles to your subscriber list, too, so they will have your information handy. Instead of just asking for email and name on your subscriber form, ask for postal addresses, too.

Booklets, Brochures, Flyers, Cards, Letters, Postcards –Follow up regularly with your mailing list online and off, by sending more than just emails. Use your private label content in booklets, postcards, brochures, flyers, cards and other marketing tools that direct people to your website for more information and to place orders.

Begin by heading to the Microsoft template area to see all of their free templates available for instant download: <a href="http://office.microsoft.com/en-us/templates">http://office.microsoft.com/en-us/templates</a>. They have seasonal and many of other types of promotional stationary, thank you letters and much more.

For example, simply type in "postcard" into their template search box and almost instantly more than 100 show up, more than four pages of just postcard templates. Same thing with "flyer," "letter" and so on. Send out your own fundraiser announcements, letters of introduction, etc., all with help from Microsoft.

Simply click templates and "save as" in a Template folder you create in your My Files or other area. Then open each as needed, revise as you'd like, inserting images from your private label rights graphics files and descriptive content from the articles, re-save and use.

For printing help, a quick affordable solution is to head to the United States Post Office website at <a href="http://www.USPS.com">http://www.USPS.com</a>. You can upload your templates and customer lists, then place mailing orders right there. Payment includes creating your print documents, inserting mailing info on each, attaching postage and mailing - all in one package.

And you can find that some of their basic pricing can equal what you would pay for the stamps alone. With simple postcards anyway, you can do all the work yourself and purchase 24-cent stamps in addition to addressing, labeling, writing content on each document, etc. Or you can let the US Post Office do everything for only 23-cents each card that includes everything: all the work, cards, writing on the backs, addressing PLUS postage and mailing. So nothing to lose there.

The bottom line with all of these tools is to invite all print recipients to subscribe to your online form to get them into your list. So don't forget to add this in the "PS" or somewhere else in your message.

**Book** – Print books help present you as an authority on your subject matter plus you target niche may prefer a real book to read rather then a ebook, take recipe books for example. So take your private label content and revise it accordingly. Take a little time to go through, make it your own with branding, industry information known to you because of your own history, your own case studies and examples. Add your client comments, your own comments, examples, digital photos, video clips, etc.

Print it out at places like Instant Publisher at: <a href="http://instantpublisher.com">http://instantpublisher.com</a> where you can instantly calculate the cost of printing a batch at a time, complete with compatible bookmarks and other marketing tools (a press release, postcard and more) or alone. Or check out places like LuLu.com at: <a href="http://www.lulu.com">http://www.lulu.com</a> where people can order one copy at a time, to save on mass production up front and even offer electronic delivery, if you'd like.

Regardless of the printing choice, be sure to have copies of your paperback on hand especially at networking events. These are great networking tools.

Make sure to have the following in your book – and easy to find:

- 1. Your contact info: your website, email address, mailing address, autoresponder email address for your mailing list.
- 2. An invitation for the reader to sign up for your mailing list-tell them they get unlimited free electronic revisions of future editions of your book as it comes available every printing once they sign up. And offer a sign up bonus a free template or something.

**Business Cards & more -** With business cards so cheap today at places like <a href="http://www.VistaPrint.com">http://www.VistaPrint.com</a>, there is no reason why any marketer today should be without a variety of business cards for every niche private label product being sold. Seriously, simply use the ebook graphic cover from your project, a blurb of description from a private label article packaged with the ebook, add your name, URL and

whatever you want and - -voila! A new marketing tool is ready for under \$10.

Send these to clients with matching letterhead stationary – using your private label website graphics template as a background - announcing your holiday message and add a matching magnet for the refrigerator. Sends awesome holiday gift packs for peanuts that will remind your prospects and clients to return to your sites – again and again – and refer their friends.

Hint: include extra business cards in each envelop and tell recipients to pass them out to family and friends. Write a code on the back and offer an incentive program for free ebooks or payment or something... for referrals.

#### **MULTIMEDIA TACTICS**

Educators report that people generally retain 20 percent of what they read. However, they retain anywhere from 50 to 70 percent of what that they "see" and hear. So add some audio and video clips or files.

Audio and video will not only help with shopping skills, they can also help your products by making them even more unique from those of fellow private label members. Plus they attract a larger variety of prospects and repeat visitors to your sites, closing more sales.

CD / DVD / Cassettes / MP3s - Record your private label book, articles and autoresponder courses and turn them into CD/s, DVD, cassettes and Mp3 files for taking along in the car, listening to at home and selling in other formats. You can pick up inexpensive equipment to burn your recorded files onto these tools and create packaging; i.e. labels for the cases with software. Search eBay for affordable supplies and solutions, too. Don't forget to use your private label content on the labels; add website graphics to the background of labels and insert the ebook graphics with a paragraph or so of the article content summary on the cover, etc.

Plus you can convert the private label articles into MP3 files, too, for those people on-the-go and for the blind or even radio! Simply read them into a recording device, then upload MP3 or other audio files. Sell them on CDs, DVDs and cassettes, too. Always invite listeners to your sign up page for more information and more recordings, too. Offer them a free recorded mini-series to kick off your list growth and get them to subscribe right away.

**PowerPoint** – Use your private label content to create powerful PowerPoint presentations. Use not only your articles, but website graphics to make templates match your websites. Then insert snippets of your article content onto each slide. With the use of PowerPoint and Camtasia you can create a highly valuable product in less than 3 hours. Once again you are thinking out of the box.

#### **MEMBERSHIP SITES**

Another advanced tactic is to set up and package your own private label rights products around a membership site in order to quickly and easily generate revenue over and over again. Here is an example:

Take a private label birding package. Instead of focusing on setting up a site to sell a birding ebook guide, turn the content into a membership site. Each month, focus on one type of bird adding bird sound files to the written content, full color digital photos of the birds, interviews with birding experts on each type of bird, habitats of the feathered friends, foods, etc. Invite members to return regularly to join in discussions, teleseminars and workshops about building bird feeders, bird houses, etc.

Dig into your marketing and sales tool bag and insert Adsense and other ads on your pages, affiliate links for birding products: houses, seed, cages, guides, etc. plus sell compatible birding products made from your private label stock: reports on the bird-of-the-month, ebooks on bird house building and bird feeder building and more.

#### More Ideas...

- Invite your members to submit their own digital photos, audio files of bird songs and video clips of their favorite backyard bird feeders.
- Setup a forum for everyone to post questions, share feedback, learn from each other, network offline at wildlife events and more.
- Package video presentations with blueprints and detailed textual instructions in Word document or .pdf form on how to make a different bird house and bird feeder each month to either cross sell, give to subscribers or both, offering affiliate commission to members for helping you sell (your own affiliate sales force).

- Meet annually for a workshop / seminar package. Host contests there for the best bird feeder creation, best bird house creation, best bird song audio soundtrack recorded, etc. Invite guest speakers in the field, cross sell related products and services. Network and enjoy your guests' company during a morning bird watching walk together.

You can use this same membership site concept with all sorts of private label content: dating, health, crafts, pets and more. Search around the Internet for more ideas and see what people like to sign up for and what's popular.

#### SOCIAL NETWORKING & BOOKMARKING

Social bookmarking sites like MySpace.com, Craigslist.com and even Amazon.com with their nook reviews and selling systems are popular today for social networking. Simply join in and share your digital photos, emails and more via forums their, blogging, reviews and more. Point people to your private label products. Create special reports and messages from your private label content to post on blogs and in other communications you have while networking with your new friends.

Then bookmark and use places like del.icio.us, social bookmarking managers. Add their tiny, colorful bookmarklets to your favorite sites (your own private label creations, of course) and categorize them to share with a network of others. For example bookmark your favorite pet site, healthcare site, arts and crafts portal or yours and more. Then gradually network within the sites, not blatantly spamming everyone, but joining in communications, helping others, etc. Include your links and images in your profiles.

As these new online areas grow more in popularity, search your favorite engines for more ways to market and sell there. Get creative with these new potential prospects, learn what works and what doesn't, and dive in to join fellow Internet marketers there posting with snippets of your private label contact and pointing people to your private label sites.

Hint: Sites like Amazon, Craigslist and MySpace have high rank. So add your link(s) in your profiles and some posts, etc. to help boost your own site rank. But first look around and see what others are doing; do not just jump on board these places and start spamming all over with your links and content.

#### SYNDICATION / RSS / PODCASTING

Develop a following with your own syndicated content. Brand your private label content with your own special style of writing revision work and then publish it on a blog regularly. Submit your RSS feed link to other RSS directories just as you would submit your articles to article directories. Simply search "RSS directories" for over 23 million Google™ listings of help, including software tools to help submit you to many feeds in seconds.

Create similar syndicated audio and video content and syndicate those feeds as well. Search "RSS video feeds" for places to submit your video clips like Google™Video at: <a href="http://video.google.com">http://video.google.com</a>. And try "RSS audio feeds" or "podcasts" for places to submit your audio files like iTunes and Yahoo!

Note that MP3 and other audio and video files can be huge. So you might want to check into places that will host your large files in an affordable manner like GoDaddy.com who offers economy hosting of 1 GB disk space, 100 GB bandwidth and up to 3,600 "1-Hour Talk-Show" downloads per month for around \$5 per month. (Check with them for current promotions).

Here are some content and syndication tips for expanding with these advanced syndication tactics:

**Research**- Before you begin to syndicate content, see what is already out there in your fields or niche industries. You don't need to be another Oprah or Rush Limbaugh. But see what makes them popular. For example, maybe you need to be opinionated, have an edge and regularly review content: ebooks, events, featured websites, etc. for your website guests, listeners or viewing audience. So study video clips out there and podcasts plus article columns.

Your next step is to research your content to see what you want to present. Then try to fill in accordingly, making your different. In a nutshell, you basically want to combine the presentation style of personal blogging with your own radio show, video clips and / or article syndication.

**Start Short** – Begin with snippets to see how your audio and video recordings turn out, which types of software and equipment (microphone, head sets, etc.) are needed, how to edit them, load

them up and play them back. Same with article writing: write a batch, ask friends for feedback and critique. Post some to see reactions.

#### **ADVANCED ARTICLE TACTICS**

Article marketing is popular today. But add some advanced tactics to get an edge on your marking with your private label content. Here are some advanced strategies to help with your campaigns.

**Fundraisers** – People enjoy giving back and contributing to a good cause while they're spending their hard earned dollars. Begin by choose a favorite non-profit group or other charity that is close to your heart. Search "nonprofit organizations" in your favorite engine or look through your postal mail for the next week to spot current campaigns by the American Red Cross, your local children's hospital, etc. Choose one and either ask about how to go about hosting a fundraiser for them or simply gather their address and other contact information so that you can make a contribution.

Note: You can check into fundraiser laws for your targeted area. Or ask your business attorney about how to set up a fundraiser, if you like, for more details.

Then go through your private label content, making it unique and polished for your niche. Set it up to sell as normal, and then add information on the fundraiser for your chosen group. For example, you might add a log of the charity to your site with a blurb that says something like, "10 % of sales go to the American Red Cross" underneath the Red Cross logo.

Then submit some of your private label content as short articles, mentioning the fundraiser in the byline or in a last paragraph of the main body, pointing readers to your site – that of course has a sign up form for your readers to get your free bait ebook (mentioned above).

**Article Swaps** - Reach out to other ezine publishers and offer to swap articles so that you can also swap list subscribers. First revise your private label article content, make it unique, brand it and end it with an invitation to readers to grab their free bait ebook that you created above when they sign subscribe to your list. Then send it to the list owner and invite him or her to send one to you for your list. This can work well with a nice introduction form the list owner; it's like a personal recommendation.

Shoot for a series for even better results. Since many top marketers say it takes up to 7 times – sometimes even more - to make the most impact on new readers, prepare a series of articles for the other person's list, inviting him or her to do the same. Then grow your list with each article in the series as it appears in front of the other list's readers.

If somebody came up to me and said "Send this series of 3 articles to your list" and it is answers a specific problem... I would jump on it.

#### **VIRAL AND REBRANDABLE TACTICS**

Follow these steps to increase your subscribers and sales with these advanced viral marketing and rebrandable tactics.

- 1. Create your bait piece (mentioned above) ebooks, audio ebooks and other products from your private label content. In these products, invite readers to sign up for your list to get updated reports on the topic as they become available plus full-length ebooks (for sale) on the topics. Include your links to buy the full-length ebooks on the topics. And invite readers to pass the message and report along for free to their own subscribers so that (1) their subscribers also gain the benefit of a free report (2) you gain subscribers from their lists.
- 2. Set up an affiliate program, 2-tier. Then enable your readers to rebrand the products with a rebranding pdf tools like Viral PDF, inserting their own affiliate links so that you both earn income from sales.

For more rebranding tools, search "pdf rebrander" in Google or Yahoo! And for help with affiliate programs, check out <a href="JVManager">JVManager</a>.

Hint: The key to successful viral marketing is to offer GOOD content, something that others will value and want to pass along. So make sure your free bait piece is not a worthless sales pitch. Instead have it contain value. To find out what your readers want, check recent forum posts. Then give your subscribers what they want – something of value.

#### **JOINT VENTURES**

Get in on bigger deals with joint venture opportunities. Create your ebook, audio book or other product crafted from your private label content. Revise and make your product unique. Then team up for Fire

Sales or Holiday Bonanzas or other extravaganzas with other marketers.

For example, every year, John Delavera hosts a SantaDealTime.com deal and packages all types of software, private label content and other goodies in his Santa bag for one price. So write him early and offer your own ebook or other product into the mix. A benefit is that you get subscribers for your list for everyone who purchases. Plus you get back end and cross selling from your products out there on the market.

To find more join venture opportunities, simply save favorite ezines in your niches. And keep an eye out for opportunities. Don't be shy, either. Reach out and package your own deal and invite marketers with compatible products that would not compete with yours.

Attend events in your niche and meet others. Follow up afterwards and be open to new joint venture ideas. Search "joint venture forum" for online hookup with plenty of more opportunities.

#### AFFILIATE RIGHTS / RESELL RIGHTS / MASTER RIGHTS

Take your own private label content and significantly revise it; add your own experience with the niche, your own quotes, your own examples and digital photos, etc. Then sell it with rights. This will take a little extra time, but you rewards can be well worth the effort.

**Please Note:-** Always ask the owner of the private label content if you have modified the content enough to offer rights.

Affiliate Rights - When you create your own product, you can offer affiliate marketers a commission for selling your product. You can sign up to sell electronic products at Clickbank.com, for example, then invite marketers to sign up on your website and sell your ebook with their hoplink, earning a percentage of each sale. Generally you will want to provide the product, complete mini-website with graphics, order button, download page, Thank You page and sales letter. Plus load some articles and banners, also drafted from your original private label content, into the affiliate marketing area for your marketers to rebrand with their hoplinks and use for selling.

Start a special list just for your affiliate marketers and regularly communicate with them. Send them new articles and banners to use each month for promotional purposes, for instance, articles and banners that they can rebrand with their own hoplinks. And set up a

sign up form just for new affiliate marketers. You can add your affiliate program to major networks or portals where affiliate marketers go to find programs like yours to sign up for, so seek them out in your favorite search engine and sign up.

**Resale Rights** – Generally when you offer resale rights, the buyer will be allowed to sell your product at any price and pocket all the cash. However, if this differs, like maybe you are packaging the product with a sales letter, website and graphics, etc. that you have customized from your own original private label materials, then you need to state that in a short license included in text in our download file.

Master Resale Rights – Usually with Master Resale Rights, buyers get more freedom. They can resell your product as above, plus they get a reseller's website, graphics, sales letter, articles and more to go with the ebook package, and they can do much more; for example, maybe they can bundle your product with other products to create a new package, maybe they can add the product in membership sites and include a resale license for their own buyers.

Read examples of Master Resale Rights to see what you would prefer to offer. And learn more by keying in "resell and master rights" in search engines for informative articles and helpful websites on the topic along with examples.

#### ADVANCE YOUR BUSINESS WITH ADVANCE TACTICS

So remember: products that grant you private label rights offer nearly unlimited opportunities for business growth. You gain total rights to a variety of business tools and products; articles, audio files, autoresponder messages that can be used as list-building ecourses, information that can be packaged with software, content that you can package into ebooks, audio and print books, reports, bait pieces, plus websites, graphics, and sales letters to market and gain subscribers, and much more.

This means you can use your private label rights products "as is." However add even a little bit of revision and elbow grease to change the products any way you would like, even by simply adding to them — and reap much larger rewards for your efforts and hard work. And regardless of what you do, of course remember to brand them for yourself and use advanced marketing tactics with them to growth your business to new higher levels.

Yes, using advanced techniques means more work is needed up front. But once you differentiate yourself from other members using the same content, you open up new and often much more profitable markets for your own niche marketing campaigns.

So go ahead and mix some of these popular advanced tactics in with your business strategies. Brainstorm, research and find even more ways to mix in with each of these, customizing your own advanced tactics and techniques. Remember: the sky's the limit, as they say. So reach for the stars and grow your business to new heights.

To your success,

Sincerely,

Paul Kleinmeulman Australia

P.S. If you want the best private label rights than you owe it to yourself to check out Automatic Niche Profits, because it is the first private label membership to include both audio AND VIDEO for unique niche products written especially for our members.

So what are you waiting for... Click the link below to find out more about how automatic niche profits can help you to build your business and make more money online.

>> Discover Automatic Niche Profits <<