"Discover The 5 Killer Secrets You Must Know to Make Money on the Internet"

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Includes the bonus section:

The Ca\$cader Effect

Amazing Internet System Reveals How to Turn \$21.95 into a \$1000+ Monthly Income

This E-book will reveal to you how to start with less than \$25 and build a substantial monthly income, working part-time using your PC – And all from the comfort of your own home.

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Introduction

The 5 Killer Secrets of Success in this FREE e-book are yours free of charge. All we ask in return is that you check out what is probably the most perfect 'work from home' type business on the Internet today. You will find more details at the end of this E-book. It will only take 5 minutes to decide if it's for you or not.

Whatever you may have heard, the Internet generates big money. In fact, it is forecast that e-commerce is projected to account for \$7.5 *trillion* a year by 2004. The amount spent online rises each and every month. The Internet is a phenomenon. It has, and will, continue to change the world. Quite simply there is no stopping its incredible growth.

Making money online is no harder than making money in the offline world, no matter what business you are in. The Internet is simply another channel to make money in business. However, if used correctly, the Net provides many highly effective opportunities to help you skyrocket your profits in a relatively short space of time. This is very often not possible offline.

There is one very distinct advantage on the Net when it comes to making money, the ability to automate a big part or even all of your online activities, leaving you free to build your business.

If you are looking to start an online business from scratch, use these proven techniques and you really cannot fail. All of the information here has been used, and is still being used with great success, by the authors of this e-book.

The Internet simply cannot, and should not, be ignored if you are looking to make money.

By using the 'Killer Secrets' it is very possible to start a brand new online business and earn anywhere from \$250 - \$10,000+ per month on an ongoing basis. (Discover more about this later)

Over 25,000,000 Americans run a home-based business with over 5,000,000 of those businesses producing annual gross revenues of between \$100,000 and \$500,000. Many potential entrepreneurs make the mistake of assuming that a substantial amount of capital is needed to start a successful business. In fact, lucrative businesses are started every day with less than \$100!

The business that brings you this E-book is a Network Marketing business. Networking is the second leading way that millionaires are created in the United States. Last year alone it is estimated that over 28,000 people became millionaires through network marketing. Do not ignore this fact and read on to learn how you could be joining them.

May we take this opportunity to wish you every success with your ventures on the Internet. There are *BILLIONS* being made online and your share is there for the taking. You can start right here and now with the contents of this e-book.

The 5 Killer Secrets of Success

There are always right and wrong ways to do things, and the art of making money is no exception. Sometimes, something will work even if everything isn't quite working properly. In other instances, you need everything working in harmony or nothing happens.

The Internet is no different; there are literally thousands of tips, tricks and techniques to help you to make money online. We have narrowed it down to what we feel are the main 5 Must Know Killer Secrets of Success for making money on the Internet.

SECRET #1 - The Perfect Product

The perfect product to sell online needs to be one that you don't have to touch, one that is instantly deliverable, one that you are not in any way responsible for and one that will actually produce the desired results for the purchaser.

SECRET #2 – The Principles of AIDA

AIDA stands for Attract, Interest, Desire & Action – they are the four cornerstones for creating any successful advertisement or piece of promotional material, whether it is online or offline.

SECRET #3 - Automating Your Business

The Internet is running 24 hours a day; therefore your business also needs to be accessible 24/7. It would be impossible to be at your desk constantly, and why should you when all of the sales tools you need to completely automate your business are available on the Net?

SECRET #4 - The Power of Testimonials

This is a really big secret to achieving success online! It is more difficult, because of the nature of the Net, to convince a prospect to part with their money – Testimonials will help do this for you.

SECRET #5 - Build a Database

A database is the 'Ultimate Secret' for success on the Internet. If you have the tools to build a database on autopilot, you can make money on a consistent basis.

SECRET #1 - The Perfect Product

The Perfect Product is one that can be instantly downloaded or emailed to the buyer as soon as the payment has been made. This is a major plus, as it satisfies the 'Instant Gratification' desire of Internet buyers – in most cases 'Instant Gratification' is just what people are searching for online. They see it, they want it, and they buy it! The Internet promotes this way of thinking, and so it has become the expected way.

The Perfect Product is also one that solves a problem for the purchaser. In this case, a purchaser might desire a little extra money each month to give them the lifestyle they feel they deserve. If you can fulfil that desire and give them the opportunity to increase their monthly income, while at the same time convincing them that your product is everything they are looking for - you will almost certainly have a sale.

On the Internet, information is King. By far, the biggest advantage is that information can be delivered at little or no cost whatsoever. Combine information, which satisfies a need or solves a problem, with the tools to turn that information into results and you have the 'Perfect Product'.

Selling information on the Internet means that once your customer has made a purchase and the payment has been accepted, their information can be instantly delivered by e-mail or via download.

Requirements of the 'Perfect Product'

A Perfect Product must be:

- Affordable
- Simple to Use & Easy to Understand
- Proven to Work as Promised
- Deliverable by Email or Download

For those Millions of people online who are looking to use the Internet to make money, Ca\$cader has 'The Perfect Product' – <u>Click Here</u> to visit this website now.

SECRET #2 – The Principles of AIDA

There are 4 main principles you should follow when writing any form of advertising or promotional material, either online or offline. These are the A.I.D.A principles and are fundamental to the success of any piece of advertising.

A.I.D.A stands for • Attract • Interest • Desire • Action

Attract - The most vital part of any advert, e-mail, leaflet, sales letter, brochure or any other promotional activity. Tell your prospects IMMEDIATELY and precisely 'what's in it for them'. Without answering this question, why should your prospect read any further? Make your headline compelling, attention grabbing and totally irresistible to your target market, or you will lose them.

Interest - Once you have successfully attracted your prospect, you must keep their interest. Re-emphasising and expanding on the headline, assuming that your headline includes the main benefit, can do this. If they like your headline they will want more of the same, so immediately follow on from the benefit in the headline.

Desire - You need to create desire in a prospect, because they will buy what they "want" not necessarily what they "need". You can do this by introducing bullet points or some more punchy copy. Either way, you need to give the clients reasons to desire, to "want" to own your product or service. One of the best ways to do this is to look at the features of your product or service.

This exercise will help: Divide a sheet of paper into two columns. In the first column, enter each of the features. In the second column, add the benefit; the reason that your customer will want what you are selling. An example would be feature 1: 'Flexible Hours', followed by Benefit 1: 'You can work around your existing job and commitments'.

Action - Strange though it may seem the call to action is most definitely required. Just putting your address, phone number or e-mail address on the bottom of your leaflet means does not guarantee a response! You must use words like 'Call Today', 'Call Now to avoid disappointment!' 'E-mail us today', 'Fill in the reply slip below and post it free today'.

Make it as easy as possible for prospects to contact you. The rule is to keep things simple. In fact, the simpler - the better. This is because most people are lazy. Tell your prospects what they need to do to take action.

A well-written, properly designed advert, placed in the right publication and in the right position, will without doubt, increase response and ultimately sales.

Top Tips

Write as many prospective headlines as possible. The more you write the
better you will become and the more likely it is that you will come up with a
headline or subject line that pulls enquiries and orders like crazy. (See
Headlines/Subject Lines).

- Ask other people to read your offer to make sure it makes sense to them, as well as to you.
- Make sure that your advert is easy to read, and that it flows nicely from start to finish.
- Always add customer testimonials to add credibility to your product or service (if possible).
- Always grammar & spell check your advert, letter or newsletter. There is nothing that looks more unprofessional than poor grammar and speling errers (oops).
- Test different components of your offer one at a time, e.g. change the headline only.
- Don't make your body copy text too small: use 12 point as a minimum.

Headlines and Subject Lines

A 'Headline' in an advert, or a 'Subject line' in an e-mail, is like a door to a room. If you don't have a reason for going through it, why would you bother? That is how vitally important a headline or subject line is. After all, if your advert has a headline that doesn't attract anyone, why would they read any further? This applies equally to the subject line, if it doesn't grab the recipient's attention, why would they bother to open your email and read on?

Without an attention-grabbing headline or subject line, you have already failed. Much of the information contained in the next few pages applies equally to both online and offline promotions, so where the word 'headline' is used, it will in most cases apply equally to the subject lines too.

When someone is flicking through a newspaper, what is it that makes him or her stop and read an article? You can bet that almost every time it's the headline (or a semi-naked body!).

So, the way to attract your prospects is to use a headline and **not** your company name emblazoned across the top. This is especially noticeable in your local newspapers. Many advertisers plaster their business names across the top. The newspapers themselves aren't bothered; they just want the advertisers' money. This is a total waste of advertising space.

To really make a difference with your advertising, always use 'Benefit Orientated Headlines'. "What's in it for me?" is what the vast majority of readers are looking for, so tell them. The fact is that around 90% of the effectiveness of an advert is down to its headline.

Writing a killer headline is simpler than it might sound. Every feature of your particular product or service has an associated benefit.

Here are some tips & clues to help you find the benefit:

What is the product or service going to do for your prospect?
Will it...Save Money, Make life easier, Make them healthier, Help them lose weight,
Help them gain weight, Help to get a job/promotion, Help them attract a partner,
Help them to become more organised, Help them look younger, Add value to a

property, Give them a higher standing in their community - whatever the benefit is, it must be pointed out immediately.

Whatever it is that your product or service offers, focus on the benefit to the prospect and not the feature. People buy benefits not features. The following are features turned into benefits:

'In-Car 10 CD Changer' - 12 hours of Driving without listening to the same track twice

'Men and Women explained' - How to attract your perfect partner

'Conservatories from only \$3995' - Enjoy your Garden all year round for only \$3995

Headlines can be further enhanced be using proven response increasing words such as:

Here is	Now	Wanted	Incredible	Amazing
Your	You	Powerful	Where else	Which
Why	Announcing	New	How to	Who else
This	Advice	Massive	Revealed	Secrets

^{&#}x27;How to Land Your Perfect Job'

Other tips to help you write killer headlines and subject lines are:

- Keep your headline believable never over exaggerate or make false claims.
- Don't try to be too clever some people will get it and think "that's clever," but you will lose many others.
- Make your headline as prominent as possible up to 50% of your adverts space should be the headline, especially on smaller adverts.
- Be specific Tell your prospects exactly what's in it for them.
- In display advertising use a thick border your advert will have more lift from the page if it has thick borders and it will also be clearly separated from other adverts.
- Use Capital Letters use Capital letters for the Beginning of each Important Word that Needs to be Emphasized.
- Be Result Specific if your product will do something in a certain time, e.g. 'Lose 10lbs in 10 Days' or 'Make \$1000 Profit in 3 Weeks' then make sure you use this in your headline.
- Write many different headlines the more headlines you write, the more chance there is of coming up with a cracker.
- Test the best headlines testing the best headlines / subject lines against each other.

^{&#}x27;Amazing New Weight Loss Course'

^{&#}x27;Incredible Fuel Saving Engine'

^{&#}x27;Where Else Can You Buy TV's at These Amazing Prices?'

^{&#}x27;Announcing the Launch of Totally FREE Internet Access' (I wish)

Here's some Great Headline / Subject Line Word Combinations

How to	How Would	How Much	100% Guaranteed
How You Can	Who Else Wants	Profit From	Discover How To
Save Money	Save Time	The Truth About	Advice To
Little Known Secrets	Yours FREE	The Ultimate In	Take Advantage Of
Your Chance To	Proven To	Your Last Chance To	Money Back Guarantee
Best Kept Secrets	7 Reasons Why	Which Of These	Discover The Magic Of.
In Test After Test	Now You Can	Incredible Offer	Satisfaction Guaranteed
12 Proven Steps To	Here's How You	Best Kept Secret	More Powerful Than
What Better Way To	Never Seen Before	Cash In On	Absolutely FREE

Words not to use in Headlines and Subject Lines

Deal	Death	Pain	Failure
Fail	Decision	Decide	Cost
Contract	Disaster	Destruction	Difficult
Worry	Liability	Loss	Negative
Wrong	Sell	Hard	Poor

Body Copy

After your headline, you should always aim to follow up by re-emphasizing the main benefit contained within your headline. Explain as soon as possible exactly what is on offer to your prospects. It is vital that you keep your readers hooked as we move into the 'Interest' part of any advert.

If your headline is:

Discover How to Make \$105 Over and Over Again Working Part Time Using Your PC

Your follow up in the 'Interest' section could go something like this:

Here's your chance to make a substantial second income for every copy of "The Concise Guide to Making Big Money Exploiting the Internet" sold from your own FREE website.

This simple website will reveal to you how you could save years of study, stress, and quite simply banging your head against the wall trying to make money online.

As soon as possible, tell your prospects precisely what's in it for them and why they should carry on reading your sales message. Lose them now and you can forget your sale.

The second part of the body copy of any advert or sales letter is the '**Desire**' section. Never forget that people buy what they **want** and not necessarily what they **need**. We are all emotional creatures to various degrees, and if you can make a prospect 'desire' what you are selling, you will almost certainly have a sale.

Tell people about the benefits of your product or service. Tell them exactly how it is going to help them, and why they can't afford to be without it. There is very little point in describing the features of your product or service. This is because we all buy benefits, not features, so make sure you sell the benefits.

Using bullet points is always a good way to highlight the benefits of any product or service. If you have more to say about each point, you could use a bullet point format with a brief explanation included underneath in smaller text.

In your body copy, don't forget to include your testimonials. Of course, this does depend on the size of your advert. The AIDA Principle sometimes becomes the AIDCA Principle, where the 'C' stands for 'Convince'. Testimonials are the best way to convince your prospect to buy.

The body copy is also the section where any free gift(s) you are giving away with your product should be described. Sometimes, a prospect will buy your product or service just to get the free gift. In brief – follow up on the promise made in your headline, emphasize the major benefits of your product or service, use genuine testimonials and keep your copy interesting.

Call to Action

You could write the best advert or sales letter ever, but if you don't ask for the sale you are wasting your time. The 'Call to Action' is telling your prospect exactly what to do next. Let's face it; if you have kept the readers attention all the way through your advert, you are very close to closing the sale, so tell the reader precisely what is expected of them.

This is the time for the 'Call for Action'. Tell them the next step to owning your product or service. Tell them precisely what they need to do, some examples are:

- Call this Number Now
- · Visit Our Website Now
- Dial 0800 100 100 to Own Yours Now
- Call in to Our Showroom Today
- Visit Your Nearest Branch Today
- Fill in this Form and Post it in the Freepost Envelope
- Send an Email to info@abc.com for FREE information

Whatever you do, you must include this vital step or the majority of prospects will be lost. Don't simply put a number or an address in your advert, tell them what to do. Include a definite 'Call to Action'.

SECRET #3 – Automating Your Business

In many cases you can automate most or all of your sales process on the Internet and take advantage of the unique way business can be done online. Using an Autoresponder can do much of this work.

An Autoresponder or Sequential Autoresponder is a piece of software that can send out messages automatically, as soon as it is triggered by a request from a website or an e-mail.

The majority of Autoresponders you can invest in are actually 'Sequential Autoresponders'. This simply means they will send out a sequence of messages to your prospects instead of just one. This is vital, as many many purchases online will be the result of at least 3 reminders. We have found that between 3 and 7 email message reminders are the most effective.

To illustrate this, imagine you have been to a website and enquired about a certain product, and the reply was sent to you via an Autoresponder. You received the relevant information and after reading it you are thinking about it.

Over the following week you received another 4 email messages giving you more interesting information about this product, along with any special offers, all encouraging you to buy. Are you more or less likely to buy the product now? It's fairly obvious isn't it? - Autoresponders are extremely effective – use them.

How they work

Almost everyone who has been online for any length of time will have come across an Autoresponder of some sort. They can be used for all kinds of purposes and a very common use is to send email receipts when an online purchase has been made.

When a purchase is made, the software, commonly called the 'Shopping Cart', will trigger the e-mail to be sent to the recipient after a successful transaction. The pre-loaded autoresponder sends the relevant information to the recipient.

Even before you start to market your online business, the most important key to success is to automate as many of your online activities as possible. The easiest way to do this is to start with an Autoresponder.

You can also automate the ordering process, and depending on your product or service this could be 100% automatic. Unlike any other business, by automating your business with Autoresponder(s) you can literally have 24 hours a day, 7 days a week, 365 days a year, hands-free business, which is what the Net is all about.

Arguably, the most powerful way to use Autoresponders is to use the power of persistency to generate more sales. You are many times more likely to make a sale from each prospect if you follow up all the enquiries with an Autoresponder.

If you are serious about increasing your existing profits on the Internet, or starting a brand new online business, you simply cannot afford to ignore the massive benefits of using Autoresponders.

The Ca\$cader business opportunity is built around these amazing and highly effective tools. Ca\$cader will give you 7 Lead Management Systems (including 7 Autoresponders) for Only \$7 a Month!

To compare Autoresponder prices and functions, simply type the word 'Autoresponder' into any search engine or directory. You can buy them outright or subscribe to them on a monthly basis. There are also free Autoresponders available, but in the majority of cases they will carry advertising, which rather defeats the object.

<u>Click Here</u> to visit this website to claim your Ca\$cader LMS for just \$7 a Month.

SECRET #4 – The Power of Testimonials

Testimonials from customers and clients can help your business, in most cases massively, when it comes to convincing new customers to buy from you. They can be very effective and will often be the difference between you gaining the business and losing it.

You can have a website full of great sales copy, and you can go on and on until you are blue in the face about how wonderful your product is, but your prospect will not necessarily believe it all.

However, throw in a few genuine customer testimonials, and include as much information about the provider as possible and you are much more likely to make the sale.

Think about it, who are you more likely to believe - the second hand car salesman or someone from down the road who is overjoyed with their new car from the same company? Obvious isn't it?

The more genuine testimonials you can supply the better. Of course, prospects may not read all of the testimonials; they may just pick out one or two. However, when they see so many positive comments full of praise for your company, how could that not help you make the sale? There is one very successful Internet Marketer who is always adding to over 50 pages worth of testimonials on his site, and he is increasingly successful.

On the Net, this is even more important as there is very little else to go on. A client cannot see your face, talk to you or ask questions, unless you have a great Autoresponder set up that is!

You must provide good solid testimonials to give your new prospects the peace of mind to do business with you. The more testimonials you have, the more powerful a reason you give people to buy from you.

When to ask for a testimonial

The best time to ask for a testimonial from an existing customer, or a first time customer, is immediately after doing business with them, assuming that they are happy with your service.

Ask them what they thought of your product, service, customer service etc. Ask them if they would be prepared to write it down for you there and then, and sign it for you. Do it on the spot, because if you leave it to your customer, they may forget to do it for you or forget how good your service/product was. Ask them immediately, and you will have a good chance of acquiring the powerful testimonial that you need.

How to use a testimonial

Once you have started to collect your testimonials, you can start to use them immediately to increase business, and in turn increase your profits. Use your

testimonials on your website, in e-mails, and in any other promotional materials and activities.

When you send an e-mail, it can be made a very much more powerful message by adding one or more customer/client testimonial(s). Equally, when you direct a prospect to your website, if there are customer testimonials or a complete testimonials page, this will serve as a very powerful incentive to tip the scales in your favour, and your chances of a sale can only be increased.

Testimonials work incredibly well when used correctly. Use them whenever possible and never stop collecting them from your customers/clients.

SECRET #5 - Build a Database

A database is a collection of contacts, prospects, or customers. Without them on the Internet, you don't have a business.

A database is all-important to the success of almost all Internet businesses. If you have a list of prospects or customers, or both, you have a massive advantage. If not, you simply must start to build your database as soon as possible, no matter what business you are involved in.

A customer/client database is the most valuable asset of any online business. Databases, and websites with databases, can sell for massive money. A recent example was the very popular website in the UK 'Friends Reunited', where it was estimated the worth of each of the 25 million members' details was £1.00, (\$1.50) putting a value on the database of £25,000,000. (\$37,500,000) Remember, that was the value of the database, and the database was, in essence, the business.

Combine a database with an automated system and you could soon have a potential goldmine on your hands.

Here are some tips to help build your e-mail database

- 1. Set up an Autoresponder on your website and offer a simple free report about your product/service, or have prospects subscribe to your Newsletter in return for giving you their name and e-mail address. Most Autoresponders will then record this information and it is there for you to use again and again.
- 2. Look through your present prospect/customer list (if you have one) and extract their name and email address, or contact them to ask for the details and tell them why you want them, e.g. to help provide a better service to them.
- 3. Search through publications and websites for potential customers in your field and contact them asking if they will allow you to add them to your e-mail list, but make sure you are offering them something of value in return. If you don't do this, why would they bother to give you their details? You could offer them a discount, a free subscription, sample product, or free information. However, only e-mail them once and tell them that this is a once only mailing; otherwise you could be accused of spam.
- 4. Drive targeted traffic to your website. This can be done in many and various ways: Advertising online, advertising offline, buying traffic, using a pop up or pop under of your website, banner advertising and exchanges, using signatures in your emails, submitting your website to Search Engines and Directories, use pay-per-click or pay-for-position advertising, e-mail lists, joint ventures, advertorials and editorials.
- 5. Use your website address on your business cards, stationery and all promotional literature.
- 6. Whenever you send a letter or any sort of promotional activity, always ask your customer/prospect to give you their name and e-mail address. Ask them to subscribe

to your list and, once again, make it worth their while in some way. It doesn't have to cost you much, if anything at all, but it could be of great value to your potential customer.

To Start Building Your Database for Only \$7 a Month Click Here to visit This Website.

~ ~ ~ BONUS CONTENT ~ ~ ~

The Ca\$cader Effect - The Ultimate Online Business

Amazing Internet System Reveals How to Turn \$21.95 into a \$1000+ Monthly Income

Here's the all-important chapter – this, we believe is the ultimate online business available on the Internet today. The company is called Cascader, and they have everything you could need to make money on the Internet.

So what exactly makes Ca\$cader the 'Perfect Online Business?'

Low Investment – In order to have mass appeal the business must be affordable, which will result in more customers buying your product.

Ca\$cader is priced at only \$21.95 for the one-off initial investment; this consists of a \$14.95 administration fee along with the first month's subscription of \$7. The only ongoing investment is the \$7 a month subscription. This works out at an extremely affordable \$98.95 per year.

Low Risk – It is a very important concern of all entrepreneurs both inexperienced and experienced alike. What is the risk level? What have I got to lose?

Ca\$cader is structured in a way that if you make just one sale a month, you will at the very least break even, but you are more than likely to be in profit with just one sale. Your risk level is extremely low in this business. The investment for the whole year is less than \$100; this has to be one of the lowest risk businesses available anywhere.

Generous Compensation – The more commission a business will pay you, the more profits you will make. Ca\$cader pays you an incredible 90%. This has to be one of, if not the most generous program on the Internet. Most programs pay between only 20-50%.

A High Value Product – The product that drives the Ca\$cader opportunity is an exceptionally low priced Lead Management System (LMS), this product has enormous appeal on the Internet and can be used to increase sales by almost anyone with a website.

The product is simple to operate and the price for just one similar product to the LMS would normally cost anywhere from 10-25 dollars a month. Your subscription to Ca\$cader LMS is an astonishingly low \$7 a month and this entitles you to use 7 Autoresponders, not just one!

An Automated Sales Process – On the Internet, a fully automated sales process is crucial. If your website consistently pushes home your message, while at the same time being able to deliver your product and take payments, and all completely on autopilot, you have the perfect hands-free system.

Database Facilities – If you know anything about making money online, you will know that the key to success is to own a database. The Ca\$cader business revolves around building a database for you which has real value, whether you keep the business or decide to sell it on.

With your subscription to Ca\$cader, you get your own LMS. This will enable you to build up to 7 separate databases all at the same time, should you wish to do so. Potentially, the larger your database, the more valuable your business will be.

Full & Easy to Follow Instructions – The number of Internet users that are interested in making money on the Internet is increasing rapidly each month. The easier it is to work your business the more sales, resellers, members or subscribers your business is likely to attract.

Tools to Market Your Business – In order to make money online, and just like any other profession, you need to have the right tools. Ca\$cader has those tools and they can help you to increase the effectiveness of your online business. Your business will be working for you completely on autopilot, consistently turning enquiries into sales, time and time again!

So there you have it, the requirements for 'The Perfect Business'. I am sure that you can now see that the Ca\$cader business opportunity has all of those requirements.

Visit this website now for more information; you have nothing to lose but an awesome amount to gain! <u>Click Here</u>

Thank you for taking the time to read this publication. Please feel free to pass this e-book onto anyone who may be interested in making money on the Internet. Better still, join Ca\$cader yourself and you can be giving away your own copy of this order pulling e-book in minutes! Click Here

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