



“100 Fast & Easy Internet Profit Tips For The Online Marketers”

By Tim B. Miller



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Introduction:

Dear Internet Entrepreneur:

A lot has been written on the subject of “Internet Marketing” how to pursue success online. The purpose of this ebook is not to serve as the “end all and be all” of every single Internet marketing book ever written. **But For Making More Sales.**

My purpose here is too simple give you my perspective and what has work for my mentors and me. Remember this always “Whatever you think about on a consistent basis, whether it be good or bad, it MUST become your reality.

“Change your thinking---- change your reality!”

I want to help you and give you several tips on learning this game of Internet Marketing. My sincere wish is that you experience one of those “I-see” moments while reading this ebook and helps change your life for the better. I do include links to other products in this ebook and they are the best ones that I have used and had the most success with.

I wish you the very best,

Tim B. Miller

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Let's get Started 100 tips for You and Your Online Business:



10 Killer Ways To Multiply Your Sales

1. When you make your first sale, follow-up with the customer. You could follow-up with a "thank you" email and include an advertisement for other products you sell. You could follow-up every few months.
2. You could upsell to your customers. When they're at your order page, tell them about a few extra related products you have for sale. They could just add it to their original order.
3. Tell your customers if they refer four customers to your web site, they will receive a full rebate of their purchase price. This will turn one sale into three sales.
4. When you sell a product, give your customers the option of joining an affiliate program so they can make commissions selling your product. This will multiply the sale you just made.

5. Sell the reprint/reproduction rights to your products. You could include an ad on or with the product for other products you sell. You could make sales for the reproduction rights and sales on the back end product.

6. You could cross promote your product with other businesses' products in a package deal. You can include an ad or flyer for other products you sell and have other businesses selling for you.

7. When you ship out or deliver your product, include a coupon for other related products you sell in the package. This will attract them to buy more products from you.

8. Send your customers a catalog of add-on products for the original product they purchased. This could be upgrades, special services, attachments, etc. If they enjoy your product they will buy the extra add-ons.

9. Sell gift certificates for your products. You'll make sales from the purchase of the gift certificate, when the recipient cashes it in. They could also buy other items from your web site.

10. Send your customers free products with their product package. The freebies should have your ad printed on them. It could be bumper stickers, ball caps, t-shirts etc. This will allow other people to see your order.

10 Amazing Ways To Jump Start Your Sales

1. Find a strategic business partner. Look for ones that has the same objective. You can trade leads, share marketing info, sell package deals, etc.



2. Brand your name and business. You can easily do this by just writing articles and submitting them to e-zines or web sites for republishing.

3. Start an auction on your web site. The type of auction could be related to the theme of your site. You'll draw traffic from auctioneers and bidders.

4. Remember to take a little time out of your day or week to brainstorm. New ideas are usually the difference between success and failure.

5. Model other successful business or people. I'm not saying out right copy them, but practice some of the same habits that have made them succeed.

6. Take risks to improve your business. Sometimes businesses don't want to advertise unless it's free, sometimes you have to spend money to get results.

7. Include emotional words in your advertisements. Use ones like love, security, relief, freedom, happy, satisfaction, fun, etc.

8. Ask people online to review your web site. You can use the comments you get to improve your web site or you may turn the reviewer into a customer.

9. Out source part of your workload. You'll save on most employee costs. You could out source your secretarial work, accounting, marketing, etc.

10. Combine a product and service together in a package deal. It could increase your sales. If you're selling a book, offer an hour of consulting with it.

10 Awesome Ways To Attract More Orders

1. Create a free ebook directory on a specific topic at your web site. People will visit your web site to read the free ebooks and may see your product ad.

2. Turn part of your web site into a members only web site. Instead of charging for access, use it as a free bonus for one of your products.



3. Add a free classified ad section to your web site. You could then trade banner ads with other web sites that have free classified ad sections.

4. Create two versions of your e-zine so people can choose if they want ads included with it or not. This'll attract the people who hate ads to subscribe.

5. Publish your e-zine only on your web site. Have people subscribe to a "new issue" e-mail reminder. This could really increase your traffic and sales.

6. Sell advertising space in your product package. You could sell inserts, flyers, brochures, booklets, and digital ads for electronic products.

7. Offer daily or weekly visitor bonuses. This will increase your repeat traffic and sales because your visitors will visit regularly to get the visitor bonuses.

8. Allow people to download software or e-books from your web site at no cost. Just ask your visitors in return if they'll refer their friends to your web site.

9. Build up the number of people that join your free affiliate program quickly by temporally offering your product for free to the people that sign up.

10. Negotiate with e-zine publishers to get free or discounted ads by letting them join your affiliate program and earn commissions on the ad you run.

10 Blazing Ways To Sky-Rocket Your Profits

1. Use a "P.S." at the end of your ad copy. This is where you either want to repeat a strong benefit or use a strong close like a free bonus.

2. Publish a free ebook and give it away from your web site or in your e-zine. This will increase your traffic, sales and e-zine subscribers.

3. Create multiple streams of income with your web site. You could sell your own products, join affiliate programs, sell advertising space, etc.

4. Give your visitors compliments in your ad copy. This can earn their trust and put them in a good mood, in return they will be easier to sell too.

5. Create new products or services only if there is a strong need for them. You won't have anyone to sell them to if you don't have a market.

6. Sell your backend products to your customers right after they order. Take them to a "Thank You" web page that includes other products you sell.

7. Sell a few products on your web site instead of selling a large amount of products. Too many choices can overwhelm your visitors and they won't buy.

8. Include content and free stuff on your web site that promote the products you're selling. If they don't read your ads, they may read your offerings.

9. Remind your visitors that you're human not just a web site. You could publish information on your family life, a picture of yourself, a profile, etc.

10. Provide a "Contact Page" on your web site. Give your visitors as many options to contact you as possible. This'll add credibility to your business.

10 Blockbuster Ways To Ignite Your Sales

1. Sign-up to win web site awards. When you win, some award sites publish your web site link, name and description on their site.

2. Join online business associations or clubs. If you join, they will usually list all their members on their web site. It will give your business extra exposure.

3. Utilize a simple form of viral marketing. Write or have someone else write a small report with your ad included on it and allow others to give it away.

4. Improve your business by promoting customer feedback. Tell them you want their honest opinions about your business, good or bad.

5. Design your packaging so it sells your products. Utilize colors and lettering that make your product more attractive to your prospects.

6. Compare your product's guarantee to your main competitors. Find a niche where you can design your guarantee to be more powerful.

7. Try not to assume your audience understands everything in your ad copy. If you have words they may not know the meaning to, define them.

8. Build alliances with other online businesses. You could trade links or ads, create joint venture deals, cross promote your products, etc.

9. Design your web site to be a valuable resource for people. Include original content, links to other interesting web sites, ebooks, software, etc.

10. Compete with the highly branded businesses by practicing good customer service, strong product quality and speedy service.

10 Boundless Ways To Anchor Down More Sales

1. Multiply your marketing and advertising efforts on the Internet. You can accomplish this by starting an affiliate program or using viral marketing.
2. Increase your ratio of visitors that purchase your product(s). You could change your headline, offer a stronger guarantee, add testimonials, etc.
3. Find out who are your strongest leads for buying your product by offering a free ezine. The visitors that are very interested will subscribe to it.
4. Team up with your competition by starting an association for your specific industry. It could lead to a profitable partnership with them.
5. Publish an e-zine for your employees. This could motivate them to do a better job or fill them in on where your business is headed
6. Search for your business' name in newsgroups and discussion boards. Some of the comments you find could help you improve your business
7. Attract people to link to your web site. You could offer them a discount on the products you sell or give them free stuff for linking.

8. Develop your own opt in email list by giving your visitors a reason to give you their e-mail address. Allow them sign up to free stuff and contests.

9. Create a "PR" web page for your business. List information that could be considered newsworthy for e-zines, newspapers, magazines, etc.

10. Give your business and products credibility by linking to web sites that have written positive stories about your business.

10 Electrifying Ways To Explode Your Orders

1. Persuade visitors to link to your web site. Give them a freebie in exchange for them linking to your web site. It could be content, software, etc.

2. Link to web sites that provide useful information or services for your visitors. If you have many useful links on your site, they may make it their start page.

3. Spice-up your web site's wording using plenty of adjectives. It gives your visitors a clearer vision of what your explaining or describing to them.

4. Don't make your banner ads look like ads. Most people ignore banner ads. Design them to look like content and have them click to read the rest.

5. Join affiliate programs that go with the theme of your web site. You'll just be wasting valuable space and time if your visitors aren't interested in them.

6. Market your web site as a free club instead of a web site. This'll increase your repeat visitors and sales because people enjoy belonging to groups.

7. Interact with your online customers on a regular basis. This'll show them you care about them. You could use a chat room, forum or message system.

8. Check your web site links regularly. After people click on one link, and it doesn't work, they usually won't risk wasting their time clicking on another one.

9. Give visitors a positive experience when they're at your web site. Provide them with original content and free stuff. They'll tell all of their friends about it.

10. Share customers with other businesses that have the same target audience. Offer their product to your customers if, in exchange they do the same for you.

10 Explosive Ways To Turbo-Boost Your Sales

1. Design your web site to be a targeted resource center. Choose one subject and build on it. You'll gain repeat visitors that are interested in that topic.

2. Offer something that is really free. If people go to your site and what you said was free really isn't, you'll lose their trust and they won't buy anything.
3. Add a chat room or message board to your web site. People want to interact with other people that have they same interests as them.
4. Entice people to link to your web site by giving them something free in return. This'll increase your ranking in some search engines.
5. Trigger your reader's emotions in your ad copy. Example, if you sell a book on gambling tips, tell them the feelings they'll get when they win money.
6. Make sure your site looks good in all browsers. You could be losing sales because it looks distorted in some web browsers.
7. Increase your sales by e-mailing full page ads to your e-zine subscribers. Remember to tell people before they subscribe or they may consider it spam.
8. Ask people questions in your ad copy that make them think about their problems. For example: Do you want to be free of your debts?

9. Magnify the size of your prospects problem in your ad; show how your product can solve it. The bigger the problem, the more sales you'll have.

10. Invest a percentage of your profits right back into your business. Spend it on marketing, product improvement, customer service, advertising, etc.



10 Extreme Ways To Rocket Launch Your Profits

1. Advertise your web site with banner ads that are animated and include a call to action. You must grab people's attention and make them to click.
2. Use pop up windows or advertisements on your web site. They grab your visitor's attention because they jump right out at them.
3. Buy Internet business books, ebooks, and private site memberships, etc. Study and learn all the new web site promotional ideas you can.
4. Analyze all your promotional efforts. Concentrate on the ones that work and drop the ones that don't work. Don't waste your valuable time.

5. Get the most from each one of your visitors. Ask them to subscribe to your e-zine, participate on your message board, bookmark your site, etc.

6. Use text links if your banner ads are not pulling traffic. People don't ignore text links as much as they do banner ads.

7. Trade content with other ezine publishers or web sites. This is a powerful and effective way to place your links on other targeted web sites.

8. Keep your product available to your customers at all times. If you have to backorder it, they may end up canceling their order.

9. Use content on your web site so people can skim through it easily. Most people have little time so try using lists, short tips, short articles, etc

10 Add a message board or chat room to your web site. If people enjoy it, they will revisit your web site to participate regularly.

10 Eye Popping, Jaw Dropping Ad Copy Secrets

1. Use a hand written letter on your ad copy instead of text. Write the ad on a piece of paper, scan it and publish the ad on your web page. Adding a personal touch will always increase your sales.

2. Publish a list of famous and respected customers who have bought from you on your ad copy. People will think that if these people bought from you, they should also trust your business and purchase your products. Make sure to get their permission first.

3. Show before and after photos for your products on your web page copy. Show the problem picture and then beside it, show the picture of the resolution to the problem when they use your product.

4. Include an article or review that has been written about you or your business with your ad copy. This will show people that your business is respected and will increase your credibility.

5. When you offer free bonuses in your ad copy, also list the dollar value beside each bonus. People will feel they're getting a good deal and it will increase the value of your product.

6. Hire a famous person to endorse your product or service. Make sure the person is well known to your target audience. Include their picture and statements on your ad copy.

7. Include your own picture on your ad copy. This will show people that you're not hiding behind your ad copy and will increase their trust. Also, include


your contact information below the picture and a brief statement or quote.

8. Tell your potential customers on your ad copy that you will donate a percentage of their purchase price to specific charity. This will show them you really care about the people. They may just buy your product to donate to the charity.

9. Ask your potential customers plenty of yes and no questions in your ad copy. The questions should remind them of their problem and make them think about what will happen if they don't purchase your product.

10. Tell your potential customers they will receive a free prize if they find the five words in your ad copy that are misspelled or spelled backwards. The longer you can keep someone reading your copy the greater chance of them purchasing.

There you have it many tips to help you with your Internet Business! Apply these techniques and profit with your online business...I wish you the best of Luck with your Internet marketing journey ;) God Bless you and yours,



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