

THE IM GOOFBALL'S GUIDE TO \$51 - \$74 PER HOUR

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The Legal Mumbo Jumbo

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Introduction

Phew! Disclaimers are annoying little necessities, aren't they? What I will tell you is this: I have left NOTHING out of this guide and am going to walk you through EXACTLY how to crush it as a highly paid IM services provider.

Yes, you're going to get every one of my secrets and methods to make this work for you. Why would I be willing to share everything? Could that not impact the number of contracts and clients I get?

Not a chance. As you'll soon see, these markets are huge and growing every day. In fact I regularly turn down contracts and am always looking for skilled service providers to refer prospects to. Take action on this guide, and you could soon be one of the experts that gets referrals!

Welcome to The IM Goofball's Guide To \$51 - \$74 Per Hour! I can assure you that by following and taking action on the steps in this guide, you can be well on your way to making some great part time cash whenever you need it.

In fact, this service method is EASY to scale to a full time income.
Without the risks or gambles so common in traditional online marketing.

What we're doing here is simply providing services to marketers. How does this work? Simply, there are thousands of online marketers that have more to do in a single day than they'll ever get done.

So they need quality outsourcing. Not all of that comes from Fiverr.

In fact, as you'll discover, **in the majority of cases price is of very little concern to most of our clients**. They're after quality, consistency and usually a pretty quick turnaround time.

Once you master consistent results and can get contracts done quickly, your services will always be in demand! And with what I'm sharing in this guide, you'll know exactly how to make that happen.

This guide is going to break down in detail 3 of the most in demand services there are. This market is completely unsaturated: there is more need than can ever be fulfilled.

Just look at the number of people jumping into the IM space. See how many more product launches are happening this year than last. Every one of these people is a potential prospect.

The skills required to provide these lucrative services are quite simple. You may already have some or all of them. Either way, I'm going to walk you through how to pick them up inside of a weekend.

Next I'm going to show you where to find prospects, how to approach them, and give you every trick I know to closing deals.

Of course I'll also show you how to get your top clients to spread the word for you, so after you line up a couple of customers you shouldn't need to market your services at all. Unless of course you really want to scale up.

This product is 100% true to the sales page. No false hype or promises. We're providing services, and are going to be paid quite well to do so.

Of course this involves some actual work: but the fun, well paying kind. So long as you're ready to get your hands dirty, **you can start seeing consistent income for very little effort within a few short days.**

Now, this guide presents 3 top paying service areas. My advice? Start with just one. Pick the one you feel most comfortable with. You might find you never need to branch out, as you could be getting more work than you can handle in a short time.

By choosing the service area you like best, this won't feel like work. 95% of the time when I sit down to complete a contract for a client, it doesn't feel like work at all. I enjoy the heck out of this so-called 'job', and if you do it right, you will too!

Okay, next there's the brief but mandatory "about the author" section: just so you know I'm teaching what I'm doing on a regular basis.

Then a module on laying the foundations which is ABSOLUTELY ESSENTIAL to getting the very most from these methods. You'll discover a lot about productivity, mindset and how to brand yourself for both short term profits and long term success.

Followed by, of course, the meat and potatoes of how to start making consistent, risk free income online whenever you like!

What's the best part of this method? For me, freedom. Of time and place. Follow along and you can earn consistently **WHENEVER** you like, and from **WHEREVER** you can get an internet connection.

Think about THAT for a minute. Not being shackled to a desk. Want to take the night off? No problems. Visit friends and family? Easy. So many times I've taken off for the weekend to visit friends, then just plugged in the laptop for a few minutes to complete a contract. You can't put a price tag on that kind of freedom.

Thanks for coming along for the ride, it's going to be a fun one...

About The Author



Hey there, this is Mark Tandan. My online journey started similar to those of many, I'd imagine.

Spent a lot of time "lurking" on the sidelines before jumping on board. Browsed the Warrior Forum daily for over a year before becoming a member.

Bought A LOT of shiny objects. Took action on many of them, but seldom followed through to completion.

What I didn't realize at the time was that just by doing this, I was learning valuable skills, such as:

- How to set up a wordpress site
- Content marketing and writing in general
- Page building
- *and the list goes on*

When I was finally ready to focus on one method and give the whole online thing a true effort, I hired a coach. Best decision I ever made. He taught me product creation as a platform to building an online business.

Since that time, just about 18 months ago, I've created and launched 6 digital products and earned 3 WSO of the days. These were fortunate bonuses in my opinion. My philosophy with product creation has and always will be to teach only

something I know how to do.

Of course, this didn't mean I knew how to do all these things when I started. For some products, I literally went out, learned a method, put it to use and got results, then taught about it.

Which in essence is a lot like what I'm sharing now: how to pick up a skill and use it for your financial gain.

In time I found myself in the role of JV manager for a popular online authority which required me to pick up more skills. I became more and more drawn to the area of email marketing, and that has certainly paid dividends.

Because as a service provider, that's where I currently focus. Certainly I do a lot of sales copy as well and that's opened even more doors, but email marketing is really what kicked off my career as a service provider.

Currently I have just 3 steady clients whom I provide email and review site copy for. Yes I take on some "one-off" contracts time and again, but with just these 3 clients I'm as busy and well paid as I need to be.

The transition from "IM marketer" to "service provider" came naturally. Obviously I'm still a marketer: heck I just created this product! But ***the comfort and reliability of knowing income is coming in without my risking a thing suits me just fine.***

I'm now at the point where I turn down work on a regular basis. My 3 main clients take top priority. So I'm only too happy to refer marketers who approach me for my services to others that are well qualified to help them out. That's another bonus, of the feel good variety.

What's all this mean for you? I'm going to show you step by step how I cracked into providing high paying services with very little background.

So you can either start making your first bucks online, add another income stream, or diversify your earnings with a risk-free method.

Doesn't matter if all you want is some extra cash to supplement what you're making now. This can be a great part time job for many, with no hassles of commuting or

office gossip. Truly, a legitimate work from home type of deal.

Maybe you're an aspiring marketer with huge dreams, but you realize you need to keep up the cash flow to pursue those dreams. This can help with that as well.

It all comes down to earning a SOLID amount of cash in a SHORT amount of time, relatively speaking, with no risks. While this doesn't hold true for everyone, the ability to make between \$51 and \$74 per hour from the comfort of your home is a huge benefit.

So let's get started, shall we?

MODULE ONE - LAYING THE FOUNDATION

Okay, we're going to become highly paid service providers, yes?
Let's discuss the things we need to put in place to maximize our results.

First, we need to build a reputation. Even if you have ZERO reputation in the service area you decide to enter, you can make that happen.

I had no reputation as an email marketer when I started getting paid to do it. And the cool bit here is the foundation we lay works for ANY of the methods we cover in this course. Let's go through it step by step:

Part One - Mindset

I'm not a huge fan of introducing mindset into an online product, but in this case it provides such a tangible result it's absolutely ESSENTIAL.

Before you can successfully sell your services, you need people to believe beyond a shadow of a doubt that you're the one person that can do the job. And for this to happen, you need to have complete belief in your ability to be the ONLY person for the job...

Just below we'll cover the basic foundations you need to build your reputation. In the subsequent "services" modules we'll expand on these. But it all comes down to your mindset. Pick up the skill the way I show you and you WILL BECOME an authority in your chosen area.

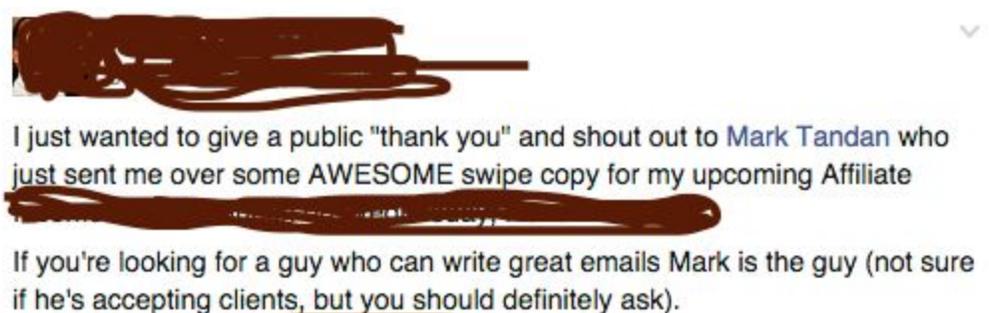
But for specifics on how to get into the right mindset, follow these guidelines when

approaching prospects and negotiating rates for your service:

- **NEVER discount your services.** People WILL AND DO pay for quality, timely results. If you fall into the trap of saying “I’ll do it for this much instead of my normal rate”, you may never recover and be stuck working for far less than you deserve
- **GIVE YOUR STUFF AWAY FOR FREE, BUT ONLY ONCE.** This applies when you’re approaching a brand new prospect in a service area you’re just cracking into. Only to be done when you don’t yet have testimonials to add to your credibility. This isn’t discounting - it’s showing a prospect that you’re serious about winning the contract AND gives you a chance to showcase your abilities.

For example, I once provided a prospect completely free email swipes for a product launch, even though he offered to pay me. He wasn’t a client at the time. All I asked for in return was a testimonial if he liked my work.

This was a hot shot marketer and he gave me a glowing testimonial. Which led to me scoring my most lucrative contract from another marketer. And the guy I gave the free work to? He’s now a client as well!



- **GET CLIENT TESTIMONIALS.** As soon as you can! Yes, they’ll be invaluable in helping you build your reputation and gain more clients. But **just as importantly**, positive reviews from existing clients **CONFIRM IN YOUR MIND** that you’re the best in the business in your chosen area.

This is surprisingly easy to do. Most marketers LOVE giving positive testimonials. Many will even post them on FB. It builds their brand and lets them brag a bit about being in the position to pay premium dollars for top quality outsourcing.

All you’ve got to do is ask. Just a casual “hey, provided you’re enjoying the work I’m doing, would you mind taking a couple of minutes to come up with a

testimonial for me?”

Your best clients will help you out without hesitation. The ones that don't, well, may not deserve your work for too much longer.

- **WATCH OR READ YOUR OWN CLIENT TESTIMONIALS.** Like, once per week when you're starting out. This simple act kicks the crap out of any mantras or self-help mumbo jumbo. Just reviewing what PAYING clients are saying about you is enough to kick your positive mindset into overdrive.
- **BECOME A MASTER OF YOUR CRAFT.** Outlined in each module is how to pick up the required skills for each service inside of a weekend. I'd encourage you to take this further, with ongoing research and study. Provided it's an area of interest to you (which I recommend), this will be fun. Check out blog posts, invest in some training, scan the newsfeed.

By mastering your particular service area, you'll be 100% confident in your ability to over deliver and be comfortable charging premium rates to clients looking for your help.

Part Two - Your Home Base Or Online Identity

[Home](#) [About](#) [FAQs](#) [Affiliate Marketing](#) [Email Marketing](#) [List Building](#) [Sales Copy](#) [Reviews](#)

Welcome to the Goofball Blog ... *Uncovering The Lighter Side of Marketing*

Goofball Marketing.com

Email and Listbuilding

Made Simple...

Free ListBuilding & Email Cheat Sheet! —

The Goofball's Cheat Sheet is an all in one resource that shows how to get the maximum results from your list building and email marketing. Take action and profit within 7 days!

Why a Goofball Approach to Marketing?

02. 03. 2015. | g b | 0 comments

See Why a Goofball Approach is Good for Business...

February 22, 2015 in Blog, [List Building](#), [Affiliate Marketing](#)
List Building 101
 So, you're interested in building a list? GREAT decision. Easily one of the most important assets you'll own, online or off. This...

March 6, 2015 in Blog, [Email Marketing](#), [email marketing](#)
Getting-To-The-Inbox
 Email deliverability is one of the hottest topics in email marketing these days. And for good reason: people spend a lot of time...

Your Best Email:

Sign Up Now!

Connect With Us —

Nothing will build your reputation as a service provider faster than having a website, more specifically, a blog.

This is SO EASY I'm stunned by the number of people who haven't got one.

Consider this: you approach a prospect to offer your service, and they want more info on you. Imagine the power of directing them to your blog which is stuffed full of GREAT CONTENT on the service you provide, with a brief personal bio.

That's what we call instant authority. So that's where we're going to start.

We're going to set up a **SIMPLE** blog where we can refer prospective clients to find out more about us. That in itself will massively boost your conversions. As you gain more clients, testimonials and knowledge about your area of expertise, you can add to your blog so it essentially becomes your online portfolio.

The great news is you can do this for no cost whatsoever, if expenses are an issue when you're getting started. Using Google's completely free Blogger platform, anyone can create a blog at no expense, without even paying for a domain name or hosting.

Here's a terrific getting started guide on Blogger that will show you all the details on

how to get your blog up and running fast:

[Blogger Getting Started Guide](#)

The second option for our blog, and the one I recommend for those of you that are quite serious about pursuing this program, is to set up a custom WordPress blog.

The benefits are mainly about branding: for example you can purchase a domain like “yourname.com” or something highly relevant to the services you offer.

Further, you can customize the layout anyway you see fit and WordPress is a very easy platform to work with.

This is not a course about how to set up a blog, but I will cover the essentials to include in your blog AND provide some free resources you can refer to if you’re brand new at this.

Setting up your initial blog shouldn’t take more than an afternoon - we’re not trying to compete with the top blogs on the planet, just creating a place for our online portfolio.

What To Include In Our Blog:

These elements will be a LOT easier for you to complete once you’ve been through this entire course and decided what service area(s) you’ll be pursuing.

- **An “About Me” section** - briefly introduce yourself and your areas of specialization. Keep it BRIEF, and focus more on what BENEFITS prospects will enjoy when they secure your services
- **A “Contact Me” form** - absolutely essential - even if it’s just a link to your email. I encourage multiple forms of contact so will include links to my FB profile, email and skype details
- **Specific Content** based on your service area - this is what will give you authority. You don’t even need to create this yourself:

Let’s say you’re choosing the email marketing service area. Grab some cool online articles about email marketing from the search engines. Pick 3 or 4 that are current and that you personally enjoy. Then just include links to these articles with a BRIEF personal comment about how valuable this specific information is.

Of course as you do more contracts and gain more experience, you may want to share personal insights into your topic of choice and that’s highly encouraged. This will start building your brand and LONG TERM AUTHORITY as a respected service

provider in this area.

- **A Sign-Up or Optin Form** (optional) - I wouldn't encourage this right away, but as you start building a business this is a great idea. Getting prospects on to your list is a GREAT way to keep in touch, especially with those that don't sign up with you right away.

You can simply create a free report on your area of choice as an incentive for people to join your list. Even easier, you can just tell visitors that by signing up they'll get automatic updates on future informative blog posts.

Then as you build your list of clients and prospects, every time you add a blog post or article, you send an email to this list and you stay front and centre in their minds. HUGE for converting potential prospects into customers.

- **TESTIMONIALS** - this is a blog describing your service, and as such testimonials go a long way. Obviously if you're just starting out you won't have these. But as soon as you develop a good working relationship with your first clients, ask for testimonials and PUT THEM IN YOUR BLOG... This really boosts your authority and credibility.

Here's a great example of a copywriter who's incorporated these elements into her blog:

HOME ABOUT ME COPYWRITING SERVICES PORTFOLIO BLOG CONTACT ME



Freelance Copywriter & Copywriting Services

How Does A Freelance Copywriter Improve Writing

Does your audience understand what you do and what makes your products or services the logical choice over your competitors? That message needs to be crystal clear, and immediately. And as a [freelance copywriter](#), I can help you do this.

Ask yourself if...

- your audience is clear about what you do, and how you can help them with their problem
- people recognize the value and the direct benefits your product(s) or service(s) bring
- you're connecting with the right audience – with folks that are ready to buy
- your audience gets what you're telling them – they understand your language

Testimonials

Shelly, you were an absolute pleasure to work with. Your passion for copywriting was evident from the beginning...

Jenna Richardson, B.A., B. Ed., Dyslexic Solutions Ottawa

Right from the beginning Shelly was more than helpful. Her ambitiousness was very intriguing and her creative writing was impressive.

Again, something even simpler than this is more than adequate for our purposes, and can be set up in an afternoon.

It doesn't need to be perfect right out of the gate! It just needs to get done, and then you can add to it along the way.

You can even outsource this and at the end of this section I'll include a list of resources to get this done.

The “But I Don't Want To Create A Blog” Option:

Fair enough - there's always going to be someone who doesn't want to set up a blog, even with all the benefits one will provide.

If you really don't want to make one, there's a faster option that will still get most of this branding done for us:

A Facebook Page!

Zero cost, very fast to set up, and you can still build your brand and online identity with just one of these. Personally I use both a blog and FB page, but for anyone that wants to get started super fast, a FB page will cover the basics.

Your description can be a brief introduction to who you are and the services you offer. Your posts can share relevant content AND testimonials. Plus with the popularity of FB, most prospects will completely understand if you refer them to your FB page for more info rather than a custom blog.



Just make sure if this is a page offering your services that it's professional and you have filled out the "about" section completely.

So that's your online identity or portfolio, covered in a nutshell.

It's completely fine to set this up AS YOU'RE getting into the course itself and EVEN after you've started taking on contracts.

However the reason I put it first is so you'll actually go out and make it happen. Creating an online identity that relates to your services will make getting top quality clients much easier.

It ALSO makes it easier for existing clients to share the word about you. The whole goal of this initial phase is to set ourselves up for long term success.

With a bit of setup and time investment in branding, we won't have to be hustling for clients long term because they will find us. Plus we make it a lot easier for prospects to decide to sign up with us once they see how awesome we are! Saves us a lot of time, and them a lot of hassle.

The next, very easy step of establishing our online identity is to ensure we have affiliate accounts set up with both Warrior Plus and JVZoo.

It's free to do both, quite simple, and as we'll see later in the guide doing so will help us find targeted prospects for our services quickly and easily.

Just head on over to www.warriorforum.com and then www.jvzoo.com , and follow the simple directions to set up your free affiliate accounts.

While you're into setting up free accounts, now is also a great time to register accounts with JV Notify Pro and Muncheye. These will be invaluable when sourcing prospects for our services moving forward. Again, no cost and quite simple, just visit each site and follow the instructions to set up your account:

www.jvnotifypro.com
www.muncheye.com

Part Three - Productivity and GETTING PAID WHAT YOU'RE WORTH!

PLEASE don't gloss over this section. It's fundamental to the whole process. If you want to command rates of \$51-\$74 per hour (or more), this is the most important part.

This will keep existing customers loyal and have new clients amazed at your level of

service.

As importantly it will get you paid at a consistently high rate. It's all about being fair to both yourself and your clients.

For MOST of the services we provide, we'll be quoting a price based on job completion, not based on an hourly rate.

So to get the most bang for our buck, we need to first set our rate, then determine how long a job will take, and base our quote on that.

For example, let's say you're quoting a prospect on a contract for doing promotional email swipes for a product launch. Assume you're going to create 5 emails, and you know it'll take you about 2 hours (start to finish) to get this done.

For every contract you need to account for TOTAL time spend. In the above example, this will include reviewing the product and any sales copy. So sure, I can whip up 5 emails in under an hour, but only AFTER spending another hour reviewing the product and sales materials.

Now we set our desired hourly rate. Let's say I'd like to make \$75 (for a round number) per hour. Sticking with the above example, I could quote \$150 for the above job. Might take me a bit longer, or a bit less - but that's a fair starting price.

Pro Tip - with new clients, and ones I'd like to work with long term, I tend to lowball a little on my hourly rate. I might knock my rate down to say \$60 per hour in order to quote at \$120 on the above job.

Why? Competition, and I'll be SURE to let the client know this is a "new customer" discount or something along those lines.

Either that, or I'll OVERDELIVER. Say I plan on delivering a 5 email package for \$150. With the 1st order, I'll give them 7 or 8 emails for the same price. Clients appreciate over delivery and for just a few more minutes of my time I stand a good chance at locking a client in long term.

Why this makes sense: as soon as you get a long term client, you become more time efficient when doing contracts for them. You get a sense of their style and needs, and it takes much less time to give them what they need. So over time, your hourly rate actually increases as it takes less time to complete a given job.

That's why I'll be conservative in my hourly rate with a new client, if I get a strong sense we'll be doing business again in the future.

YOUR PRODUCTIVITY - this is key to be fair to yourself and your clients. Working from a laptop anywhere in the world is great, but we still have to define work.

When you're sitting down to perform a contract "on the clock" so to speak, you owe it to yourself and your client to be focused.

Too many online marketers brag about how many hours they put in. Usually via long FB posts. I wonder, does the time they spend on FB count as part of the "hours of work" they put in?

Because to a paying client it sure doesn't. If you REALLY want this method to work:

- So clients keep coming back
- So you MAXIMIZE your hourly earnings
- And become known as one of the leading service providers in your area:

Then when it's time to work, it's about 100% focus. Instead of describing how to do this, I've created a quick video showing you how to achieve this level of focus when you're busting out contracts for premium pay:

>> [**VIDEO TRAINING: PRODUCTIVITY TO MAXIMIZE YOUR EARNINGS**](#) <<

And that, my friend, is a wrap on this "Laying The Foundation" Module. Everything you need from creating the right mindset, to your branding and online portfolio, right through productivity so you gain the most benefit from this program.

This could become the section of this product you refer to more than any other. I hope it is, actually, because it will mean you're taking massive action and looking to squeeze the very best results out of your new online service business.

RESOURCES:

[Setting Up A Free Blog With Blogger](#)

Creating A Premium Custom Blog:

[How To Register A Domain Name](#)

[How To Set Up Web Hosting](#)

[How To Set Up a WordPress Blog](#)

Setting Up A FB Page:

[How To Create A FB Page](#)

[Outsourcing Your Blog Creation](#)

[Outsourcing Your FB Page Creation](#)

BEFORE MOVING FORWARD (Your Checklist For Module One):

- review the section on mindset
- review the section on your online identity
- decide whether you'll be creating a blog, FB page or both
- review the section on productivity and UNDERSTAND why it's critical to ensure you get paid what you're worth
- understand that as you move through the rest of the course and select a service to start with, you'll be coming back to this module to get your blog, FB page or both completed!

MODULE TWO - HOW TO BANK BIG AS A SERVICE PROVIDER

We've already covered why providing in-demand services to marketers is a risk free way to get paid.

And shortly we're going to dive right into 3 of the most effective ways to make that happen. But just before we get there, time to dispense a bit of advice ***firmly based on personal experience...***

I'd caution against trying to become an expert in each of these areas right away. Rather, I'd suggest selecting the one area you feel most comfortable with, OR have previous experience in, OR are just interested in.

This will make completing contracts more fun and in turn will likely lead to you doing a better job for clients. ***Meaning they'll be more likely to keep coming back to you over and again.***

What's fun got to do with this? Everything, that is the ENTIRE POINT of this method. You get to do this from anywhere in the world, set your own hours, and command a premium income just by doing something you enjoy.

Believe me, there's not much more of an *empowering feeling* than getting up a bit early, knocking out a contract over a coffee, then going on to enjoy your day.

Because you just got paid more in an hour or 2 than most people make in a full day at a job.

But this really works best when you're specializing in an area you like - it comes across in the quality of the work you provide. Meaning your valued clients see you as the "go to" person and just keep feeding you with contracts so you're never stuck looking for an income source.

Each of the services in the following modules is covered in complete detail. But I don't want you to get stuck narrowing your focus too much.

It's way better to have a loyal client than to continuously chase contracts based on your specialty.

What do I mean? Simply, once you develop a relationship with a certain client and you consistently deliver the goods, don't be surprised AT ALL if they ask you to provide other related services for them.

By keeping an open mind and *being willing to expand your horizons a bit*, you can have it all with this method:

- Choose whom you work with and when
- Dictate your rate based on each contract
- Never need to market your services again

For example, my biggest (current) client started off asking me for a single contract to create a launch swipe package of emails for an upcoming product release. That spiralled into more of the same, thanks in part I'm sure to the tips I shared in module one.

Namely, providing the work on time, over delivery, and just being an all around awesome guy (okay, maybe that last is an exaggeration).

But before I knew it, this same client started asking me if I could create promotional emails for him. What would my rate be? Would I be willing?

In very short order, this SECONDARY service I began providing to this client became worth more to me in terms of REAL INCOME than the initial service I set out to provide.

So I now provide MULTIPLE services to ONE client, and simply bill him monthly. And you know what? It's WAY easier to keep an existing client than to gain another one. So by simply being open and willing to explore a different service area, I've doubled my income from one client.

The Point? Keep yourself open to possibilities. **Do a great job.** Overdeliver. Communicate. Perform ON TIME and ON BUDGET every single time, ESPECIALLY with new clients.

If for any reason you can't make a commitment, be honest. Just tell your client you need more time, or present them with another option. Heck I've even recommended OTHER service providers to EXISTING clients when, for whatever reason, I couldn't complete a contract in the time frame they needed it by.

And my clients respect me even more for doing so. Most times, they're happy to wait. You just need to be upfront. Honesty and communication is EVERYTHING in this business, never forget that.

The skills for the high paying services we're about to explore can ALL be picked up in a weekend or less. Mastery will take more time, but just gaining proficiency to the point of being paid can be had in a few hours.

Imagine the value you put on yourself when you go out and pick up ANOTHER skill on behalf of a regular client who trusts you already. If they already like the job you do by providing emails for product launches, there's a really good chance they'll like the work you provide for them in related areas.

So keep an open mind, be willing to adopt new skills if you enjoy working with certain clients, and you won't ever have to chase prospects to try and sell your services because you'll be as busy as you ever need to be!

Pro Tip: it's far easier, and in many cases more profitable, to maintain contracts with a SMALLER client base than a larger one. As discussed in the previous module, when you work more closely with one client you get a better sense of their needs and are often able to complete high paying contracts in less time.

Further, invoicing, payment and all of those issues become much simpler with a small stable of clients.

It's not about getting the most clients, it's about attracting the RIGHT ones.

Lastly, just as it makes more sense to work with fewer clients, it makes more sense to specialize in AS FEW service areas as possible.

Way easier to become a master of your craft this way. And to stand out in the crowd as the “go to” person in this particular area. This isn’t about becoming a jack of all trades, it’s more about becoming a specialist that everyone knows gets the job done EXCEPTIONALLY well, each and every time.

This last point also makes marketing much easier. When prospects come to you (as they soon will) you can explain clearly what it is you offer. Not 6 things, just 1 or 2. The testimonials you eventually get will speak clearly as to how great you are at one particular service area.

And when you become known as the expert in a certain service, the clients just keep knocking at your door...

BEFORE MOVING FORWARD (Your Checklist For Module Two):

- **strongly consider focusing on just one service area to start**
- **keep an open mind when dealing with repeat clients**
- **be willing to pick up new skills to accommodate the requests of loyal clients**
- **consider keeping a small base of clients rather than trying to market to everyone needing your service**
- **choose a service area based on your interests and existing skills to make sure this remains both FUN and PROFITABLE**

MODULE THREE - BANKING BIG WITH EMAIL SERVICES

Don’t worry, this is NOT about needing to become an expert email marketer. It’s just providing a simple service to a MASSIVE market that’s growing every day. And the “skill” required can easily be picked up inside of a weekend, if not less.

This is my personal favourite service to provide, for a few reasons:

- It's VERY simple to accomplish
- There's a huge market
- The perceived service value is huge so it offers great bang for your buck
- These contracts are usually "chunky" so you can easily charge for about 4 hours and make a nice pay day

Part One - The Service

What we're covering here is how to get paid by providing product vendors with launch emails they can use on their JV pages. You know the swipes that product launchers give to their affiliates, who in turn use when they promote?

Well these days a set of quality swipes is pretty much MANDATORY for product launchers to include as a JV promotional tool, and that's where we come in.

Pro Tip: Most (but not all) marketers HATE writing emails. Not sure why, they just do. By outsourcing this task they can focus on other aspects of their product launch, so many are VERY glad to do it. Remember this important point when you get to the point of how to close the deal, which we'll be discussing shortly.

Let's have a look at some examples of these "launch emails" we'll be providing, okay?

Here's a JV page for a recent launch:

Why Should You Partner On This Launch?



A Product People LOVE

It's the type of products which people in this IM niche absolutely GOBBLE up. An evergreen sales funnel designed by professionals, which they can resell and keep 100% profits.



Fabulous JV Prizes Worth 2000+

Thousands of dollars in cash prizes plus surprise contest to be won. We strongly believe in rewarding our partners heavily for their efforts hence we make our launches a festival by giving our affiliate fabulous prize pool.



High Ticket Backend Funnel

Earn up to \$212 per sale. Unlike the other product promotions where commission is paid for the low rate front end products, we offer commission for all our high ticket backend products.



Evergreen Products

Video marketing is evergreen and in high demand always, so you don't have to worry about the demand. It's demand will never end.

Now, we'll check out the "Promo Tools" tab on the top right to get a look at the email swipes they've put in place:

Swipes

Launch EMail	Offline Angle	PLR Angle	MMO Angle	Scarcity Angle	Last 24hrs	Reminder	Bonus Angle
Email Swipe 1 (Launch Email)							
Subject: [Brand New PLR] Every Marketer in Every Niche Better Grab This!							
Subject: Brand New High Quality PLR Product You Can Resell...							
Subject: It's LIVE! Brand New PLR Product...							
Subject: New Private Label Rights [special offer...]							
Subject: Hot New PLR Product for you							
BODY:							

In this case the product creators have provided 8 different email swipes their affiliates can use to help promote the product.

Not every product vendor goes to this much trouble, but as mentioned above, it's becoming almost mandatory for product launchers to include at least SOME email swipes for their affiliates.

Now check out this snippet from another JV page:

Email Swipes

Coming Soon...

Review Copy

If you have more than 25 sales on Warrior Plus go ahead and contact me through Email or Skype and I'll send you the review copy.

Feel Free to contact me if you have any questions...

The JV page is live but the email swipes haven't yet been created! Can you say "this is where I come in"???

Normally, this won't be the case. Most vendors will have swipes in place before they post a JV page, so I'll be covering how to land contracts with these vendors for their future launches.

But when you see a page like this one, it's like a wide open door to offer your services practically INSTANTLY!

In other examples, some product launchers kind of drop the ball when it comes to email swipes. Yes they're offered, but sadly lacking. Have a look at this very slick JV page:

Home Get Your Link Bonuses Email Swipes & Tools Prizes Sales Page Preview

Join Us On June 5th @9am EST For The Launch Of The Ground Breaking Instant Video Machine & Make Up To \$127 Per Sale

Join My JV List For Leaderboard Updates, Promos, & More

Enter your email address

Enter your first name

Join My JV List

June 5 Friday, 5th June
11am EST
9am (Early Bird)

0 SECONDS

Promote "Instant Video Machine" June 5th @ 9am EST through June 10th midnight and Cash in on this Amazing product with double-digit conversions and high EPCs! (Our products always ROCK and your

When you check out the sales page preview and have a close look at this JV page, it's quite obvious the product creators have SPARED NO EXPENSE on copywriting. Yet when you click the tab for "email swipes and tools", this is what you get:

[New Today] Your Own Video Agency - 25 Videos + More
 Make Thousands With Your Very Own Video Agency
 Instant Video Machine [Must See]
 Your Own Video Agency [Complete System]

EMAIL:

Hello everyone,

Iâ€™ve never seen anything like this beforeâ€¦

Imagine having your very own video agency
 in a matter of minutes, complete with your own
 actors, actresses, incredible animations, and moreâ€¦

Sounds crazy right?

Well itâ€™s not, and itâ€™s all done through
 leveraging the power of Fiverr! (meaning you
 donâ€™t even have to do the work yourself!)

Just minutes from now you could have your own
 website up and running with 25 â€œdemoâ€ videos
 all ready to sell.

And when someone sees a demo video and orders,
 you simply head to Fiver to have someone
 customize it for you, for pennies on the dollar!

Whether you are working with local businesses
 or in the video industry, I highly encourage you
 to check this out today:

(AFFILIATE LINK) Click here to see Instant Sales Machine Now(AFFILIATE LINK)

Instant Video Machine is truly a â€œbusiness in a boxâ€
 as it includes:

- A Pre-Built â€œVideo Agencyâ€ Website, complete with 25
 Demo videos, all ready to show to local businesses.
 (Installs as a WordPress Plugin)
- These high quality demo videos feature live actors and
 actresses, offer incredible animations, and more
- All of this can be customized, after someone orders
 a video, by paying someone pennies on the dollar by
 leveraging the power of Fiverr
- Also includes training on how to get your video
 agency up and running in a matter of minutes so you
 can start charging a thousand dollars (or more) for
 each of these high quality commercials!

(AFFILIATE LINK) Click here to see Instant Sales Machine Now(AFFILIATE LINK)

One hopelessly long email swipe with 4 subject line options. This simply doesn't jibe with the quality presented in the JV and sales pages. Meaning this product vendor is ripe for approaching BY YOU for their upcoming launches. And I'll go through exactly how to do that just a bit further down...

Now that we know the service we'll be providing, let's cover how to acquire the necessary skills to get the job done.

Part Two - The Skill Set

Becoming proficient at creating launch swipes for product vendors isn't hard to do. Let's break down the elements involved:

- Getting to know the product
- Reviewing the sales materials (mainly sales and JV pages)
- Creating relevant promotional emails

The more familiar you are with the IM scene in general, the easier (and faster) it will be for you to get a handle on the product.

For example, if the product centers on FB ads to drive traffic to affiliate offers, there's a good chance there'll be elements about ROI, getting targeted clicks, and finding relevant high converting offers.

Getting To Know The Product:

The bottom line here is to do your homework. It may sound mundane, but it actually saves a TONNE of time once you do a thorough review of the front end product.

Go through it, take notes, and highlight BENEFITS to the end user. Once you've done this you'll find that creating the emails themselves is really pretty easy.

Review The Sales Materials:

JV and especially sales pages are GREAT tools for crafting winning emails. Consider the fact that many product vendors invest good money in professional copywriting for these pages.

Once you really digest a product's sales and JV pages you'll often find the emails practically write themselves.

Headlines, sub-headlines and bullet points in these letters can ALL form the basis for subject lines and calls to action in your emails.

Your goal when reviewing the sales page is to take note of any and all headlines and sub-headlines, bullet points and any phrases that really highlight a benefit. These will become the “skeleton” for your email series.

The added benefit to incorporating elements of the sales materials into your emails is it helps them convert much better. When someone reads an email, then clicks through to a sales page and is greeted with THE SAME BENEFITS for a second time, it reinforces the initial message.

Creating Relevant Promotional Emails:

Often the only challenging part to this is coming up with subject lines. While the sales materials you’ve reviewed should give you plenty of great ideas, sometimes you’re going to want some fresh angles. For that, I highly recommend the following 2 (completely free) online tools:



Just visit <http://www.portent.com/tools/title-maker> and give it a spin. Enter just one or two keywords for your subject and hit the arrow icon. To get a completely new title / subject line, hit the (now circular) arrow. You can do this indefinitely.

What’s Great About This Tool: it tends to spit out relatively short, highly interesting subject lines. It uses a lot of specific and attention getting references, meaning the results stand out from the crowd.

Of course you don't have to use any of these subject lines as written. Personally when I'm stuck for a headline or subject line I'll use Portent's *as a guide*. I rarely use a subject line as given, but often take a phrase or interesting word or two and build a subject line around that.

Next we have:



You can check this one out at: <http://imhv.com/headlinegenerator.php>

This is the best headline generator I've ever used, free or paid, and it's free.

It requires a lot more input from you. But you'll have everything you need once you've been through the product and sales materials.

Many of the headlines this generates are too long for conventional email subject lines, but as with Portent's, you can change anything you like.

You'll get very fresh, highly unique subject line ideas and A LOT OF THEM.

As to creating the emails themselves, once you have the "skeleton" in place (headlines, sub-headlines and benefits from the product and sales materials), creating the emails is pretty painless.

In fact in MANY cases you can use a rough template, although I'd suggest changing up the format from time to time.

Here are the elements each swipe needs to contain:

- **Subject line (obviously)**
- **Introduction that points out a common problem, issue or frustration that the product solves**

- **The key benefit to the end user once they get the product**
- **One or more calls to action**
- **PS statement (optional - I use them in some emails but not all)**

If you make sure to include each of these elements in your emails, you'll have all the bases covered.

Provided you've done your due diligence when reviewing the product and sales materials, the swipes you create will be highly relevant and convincing.

To make things EVEN easier, I've created a video for you walking through EXACTLY how to create email swipes for a product launch from start to finish:

[>> VIDEO TRAINING: HOW TO CREATE PRODUCT LAUNCH EMAILS <<](#)

MASTERING THIS SKILL INSIDE OF A WEEKEND

First, if you haven't watched the video just above, do it. I didn't just make it for fun, and it will guide you through a whole lot of the process.

But we're going to assume you've never written a promotional email in your life. AWESOME! Fresh blood...

In fact if you've never written a promo email before, you actually have an advantage. You'll have no bad habits to change, nor pre-conceived notions as to what makes a quality set of emails for a product launch.

Remember the service we're offering here: creating launch emails that product creators can include on their JV pages, which will in turn be used by affiliates that promote the product.

STEP ONE:

Have a look at a range of ACTUAL EXAMPLES of launch emails. While there'll be a lot of variety in terms of quality, there will be even more similarities.

Here's where to get UNLIMITED sources of launch emails:



[JV Notify Pro](#) is one of the premium product launching platforms online. You'll need to register an account but this is free and quite easy to do. Once registered, you'll instantly have access to information about all product upcoming launches that are registered on this site.

Once you have an account, just click on the "Community Forums" tab on the top left of the page. From there, navigate to "New Launch Announcements" and select "Internet Business and Marketing".

You'll get a screen similar to this:

Title / Thread Starter	Replies / Views
 Michael Sophus - CreatAppeal JV Invite Started by Michael Sophus, Today 02:21 PM	Replies: 0 Views: 2
 Saurabh Ankush - CPA Tube Bonanza JV Invite Started by Saurabh Ankush, Today 06:17 AM	Replies: 0 Views: 2
 Adam Jones - Automated Binary System JV Invite Started by Richard White, Today 05:55 AM	Replies: 0 Views: 2
 Stace Ace - Crazy Underground Cash JV Invite Started by stace Ace, Yesterday 10:43 PM	Replies: 0 Views: 2
 Josh Hartley - YouTube Traffic Mania JV Invite Started by Joshua Hartley, 06-09-2015 10:17 PM	Replies: 0 Views: 5
 Dr. Amit Pareek - PPC Biz in a Box JV Invite Started by amit pareek, 06-09-2015 06:46 AM	Replies: 0 Views: 5
 Dr. Amit Pareek - Email Marketing Biz in a Box JV Invite Started by amit pareek, 06-09-2015 06:46 AM	Replies: 0 Views: 3
 Trevor McHaffie - Operation List Building JV Invite Started by Trevor McHaffie, 06-08-2015 09:45 PM	Replies: 0 Views: 3
 Brad Scott - Instahook Virtual Studios JV Invite Started by Brad Scott, 06-08-2015 05:18 AM	Replies: 0 Views: 3
 David Ondis - Essential Twitter Techniques JV Invite Started by david ondis, 06-07-2015 10:20 PM	Replies: 0 Views: 2
 Lloyd K - Automated Binary System JV Invite Started by Richard White, 06-07-2015 06:03 AM	Replies: 0 Views: 6
 Matt Bacak & Temper Thompson - Email Cash Blueprint - JV Invite Started by Matt Bacak, 06-06-2015 01:48 AM	Replies: 0 Views: 10
 Brett Ingram - Conversion Miner JV Invite Started by Brett Ingram, 06-04-2015 03:43 PM	Replies: 0 Views: 5

Every one of those entries is for a product launch. Click on any of them for details, and you'll get a brief description of the launch ALONG WITH a link to the JV page. And that's where the gold is! Let's have a look at one of the above as an example:

[REDACTED] - JV Invite
Launch Day: Monday, June 15th 2015

Our last launch Instahook Video Backgrounds put a lot of paypal cash into our JV's pockets. This one will be no different.

People are looking for virtual studios and as soon as they see the quality and price of Instahook Virtual Studios in the sales video they are going to grab them right away.

We have built a 4 product funnel with prices ranging from \$17 to \$47 and we saw some incredible conversions with EPC's of over \$5.

We have some of the top JVZOO affiliates jumping on board for this launch so get your piece of the action.

If you need anything head to our JV page:

[REDACTED] - Instahook Virtual Studios - JV Invite

When you select any of the launch entries from the new launch announcements screen, you'll get a brief description similar to the above.

Each description will have a link to the JV page if one has been set up. So once you click on the link, you get full access to the product's JV page and can have a look at the launch swipes the product creator has put together.

Here's what we get when we check out the JV page for the launch above:

EMAIL SWIPES

SUBJECT LINES:

- Grab over 100+ Virtual Studios for Green Screen Videos
- 100+ Virtual Studios Along with Green Screen tutorial videos
- Hugely Discounted Green Screen Virtual Studios Package
- Use these awesome Virtual Studios for your Sales Videos
- Check out these awesome Instahook Virtual Studios Brad Scott Created

Email Body:

YOUTUBE MARKETING ANGLE

Hey (your name) here from (your company),

I was recently talking to my friend Brad who has been able to build 2 extremely successful YouTube Channels...

His Fitness channel has over

- 55,000 subscribers
- 12 million video views

and his photography channel has over

- 24,000 subscribers
- 5 million video views

I asked him what his main secret was to building such a following.

His Answer " Post videos that people want to watch. Video that are engaging, new and something people haven't seen before."

Videos like this one [add affiliate link]

And that's just from ONE upcoming launch. You can literally get your eyes on an unlimited number of launch emails with this one platform alone.

Pro Tip: in some cases, you'll find JV pages with either no swipes, or a dead link, or a message saying "swipes coming soon". Take note of these pages and the people who set them up! They can be excellent people to market your services to, as we'll cover in the section on finding clients just below...

The next site to visit to get some great examples of launch swipes is:



[Munch Eye](#) is another premium platform for product creators to post their launches. I won't go through the step by step here as it's extremely easy to navigate. Right on the homepage is a listing of upcoming launches.

Click on any of them and you'll again find a brief description, with a link to the JV page. And as above, in many cases these JV pages will have email swipes for you to review.

Of course there are also DOZENS of launch groups on Facebook, but we won't need those just yet. They'll come in to play when we're looking to market our services. The reason I recommend the above 2 platforms is that these are where serious product launchers make sure their products are listed.

And the more serious players tend to have bigger budgets, so the JV pages and sales pages tend to be pretty slick, and many will have email swipes in place already.

STEP TWO: Okay, I've got access to dozens of launch emails. Now what?

Great question! Open up a google doc or whatever word processing software you prefer. Start copy and pasting in subject lines from every one of these emails.

Next, scan through the bodies of these emails. Pretty soon you'll notice a pattern, similar to the one I mentioned earlier.

MOST promotional emails will contain similar elements:

- **Subject line (obviously)**
- **Introduction that points out a common problem, issue or frustration that the product solves**
- **The key benefit to the end user once they get the product**
- **One or more calls to action**
- **PS statement (sometimes but not always)**

Now you can simply start creating a template to follow. A brief introduction that highlights a problem or pain trigger. The key benefit of the product you're promoting or HOW it solves the problem. And 1 or 2 calls to action - you'll find many excellent examples in the emails you've reviewed from the JV pages.

Once you have your own template, writing these emails is a breeze! Armed with the sales materials for the product in question, you'll have all the compelling phrases you need for subject lines, benefits and calls to action. The rest is merely tying things together.

One caution about templates: Don't get married to them. While they certainly make writing emails fast, if every single email you create looks and reads the same, they'll lose effectiveness as part of a swipe package.

So change it up a bit. Make some emails longer, others shorter. Write some in a more relaxed, conversational style and others in a more hypey, hard hitting style.

Again, just refer to the video earlier in this section where I walk you through EXACTLY how I set up a package of swipes for a product launch from start to finish.

Okay there's NO WAY mastering this skill has taken a weekend yet, right? Maybe an afternoon or ¾ of a day if you were taking it easy.

STEP THREE:

So what next? PRACTICE. Pick one product, preferably one with a great JV page that has a sales page preview on it. Ideally a product that you know something about so you don't need to worry about getting a review copy at this stage.

Then using everything we've covered in this section, sit down and write 5 promotional emails. If it helps, write them using different "angles". For this I mean create each to appeal to a slightly different target market.

Let's say the product you're choosing is about ranking videos on YouTube. Who would this appeal to?

- Affiliate Marketers
- People Needing Traffic
- CPA Marketers
- List Builders
- Video Marketers

Once you have a few different "angles" or target markets to write to, you get a lot of focus to craft unique emails to each niche. And product vendors LOVE this, as it helps them reach a broader affiliate base.

Pro Tip: For your "practice", choose an actual product from one of the launch platforms above that DOESN'T have any JV swipes in place. This will kill 2 birds with one stone, as you'll be able to showcase to a potential client just how good you are. More details in the "Finding Clients and Closing the Deal" section just below...

CONGRATULATIONS! Once you've completed this exercise (and just reading about it doesn't count), ***you will have gained the skill of creating promo emails for product launches.***

And as we're about to discover, there's a HUGE market for this service and it's easy to make a great income providing it.

Part Three: Finding Clients And Closing The Deal!

Ahh, we've arrived at the best bit: the TIME TO MAKE MONEY BIT!

As mentioned, there's a MASSIVE market for this service and I'm going to show you exactly how to tap into it.

Step One: Find The Players

Our target market is simple: product creators. More specifically, those that have posted their upcoming launches in the launch platforms.

JV Notify Pro and Muncheye, as mentioned above, are the best places to start. But there are SO MANY other places to look, and you'll find these on Facebook.

Do a FB search for "JV Groups". You'll get boatloads of results. Some of the more reputable follow:

<https://www.facebook.com/groups/IMEliteJV/>

<https://www.facebook.com/groups/jvpeergroup/>

<https://www.facebook.com/groups/639231032841904/>

<https://www.facebook.com/groups/Productlaunches/>

<https://www.facebook.com/groups/jvpartners/>

<https://www.facebook.com/groups/jvlaunchcalendar/>

<https://www.facebook.com/groups/322093087967522/>

<https://www.facebook.com/groups/541542202628528/>

<https://www.facebook.com/groups/jvalert/>

<https://www.facebook.com/groups/TheRealJVGroup/>

<https://www.facebook.com/groups/warriorjv/>

There are many more. A lot are simple to join, others require approval. This usually takes just a few hours. Click the links above, and get into these groups. Combine these sources with JV Notify Pro and Muncheye above and you have yourself an UNLIMITED MARKET of product vendors to approach with your service.

The FB groups listed above MAINLY are advertising platforms for product launchers. So as you scroll through, you'll find launch details and JV pages for upcoming launches.

These are the players. OUR target market. Product creators with launches scheduled. With or without email swipes in place already. In either case, this is a SUPER RIPE market to approach. Here's how:

First, begin with a spreadsheet where you simply list the details of upcoming product launches, as found in the above resources. Include the following information:

- Name of vendor
- Name of product
- Date of launch
- JV page URL
- contact information for vendor

On MOST JV pages the product creator will include multiple forms of contact, such as FB and Skype. These are key.

NEXT, sift through your results in terms of urgency. Top of the pile should be any launches that are scheduled that DON'T yet have email swipes on the JV page, or a link to swipes that goes nowhere, or a message along the lines of "swipes coming soon".

These are the product creators with their backs against the wall, and they know it. They've got a launch scheduled. They are (believe me) crazy busy doing way more things than they can handle. Most would WELCOME an approach from someone such as yourself to take a key task off of their hands.

And because their backs are against the wall, price is the LAST thing on their mind. They know they need swipes. They're dreading getting them done. This is your opportunity.

Next in the pile is a list of upcoming product launches that indeed do have swipes in place. These can be further divided into 2 sub-categories:

- Products that have a solid selection of email swipes

- Products that have a weak selection of email swipes

Obviously, next on our hit list will be vendors that have what we consider a weaker selection of swipes.

But under no circumstances is it EVER cool to tell a vendor you think their swipes are below average. This will do nothing to help you win a contract. We're not here to judge, just to gain clients!

Then the 3rd set of vendors on our "priority" list will be those with upcoming launches that have a solid selection of swipes already in place. All groups are valuable to us.

Now that we have a market of prospects in place, let's cover how to close the deal.

At this stage it's a great idea to review the information covered on mindset in Module One. Go on, do it. It's FANTASTIC review and the few minutes it will take will be well worth the effort.

Because provided you've mastered the skill set as described above, **you are now the best person for this particular job.** And you need to believe that, in no uncertain terms. As long as you believe it, the prospect you approach will tend to believe it as well.

Let's reconsider the value of what we're offering here. This is not some insignificant service. We are CREATING value for many concerned parties, namely:

- The Product Creator, who has likely busted his or her butt to put together a very effective product designed to help a certain audience
- The Affiliates, who stand to make considerable commissions promoting this product, provided they have the tools to help them do so
- The Customers, who stand to benefit immensely from this particular product but can only do so if the marketing message reaches them

So make no mistake, this service offers unparalleled value and can impact, quite literally, thousands of lives. Once you understand the scope, you'll have a better mindset when it comes to promoting your service.

Step Two: Closing The Deal

Okay, now we've got in front of us a spreadsheet with our target market and all the necessary details.

START with the urgent list: those vendors that have launches scheduled but no swipes in place. Reach out to them as follows:

Use either their skype or FB details on their JV page. If on the rare occasion these aren't included, sign up to their JV list and reply to the welcome email you receive. You won't have to do this often, because most vendors are happy to hear from their affiliates and include relevant contact information.

If approaching via FB, no need to send a friend request. You can still PM them. If approaching via Skype, you need to send a contact request first. DO NOT JUST SEND THEM THE STANDARD SKYPE "PLEASE ADD ME AS A CONTACT". ENTER SOMETHING SIMILAR TO THE FOLLOWING:

I have a question about your upcoming product launch...

That will get their attention. And yes indeed you DO have a question about their upcoming product launch. When they get back to you asking what you'd like to know, you make your pitch. And it can go SOMETHING like the following, but I'd HIGHLY ENCOURAGE you to put this into your own words (you can use something similar to this following script when reaching out via FB chat as well):

"Hi [name]. I see you're launching your XYZ product on [Date]. Checked out the JV page and this looks like a solid product.

Couldn't help noticing you don't yet have JV swipes on the page, and wondered if you'd like some help with that.

I specialize in creating high converting email swipes for products just like yours, and would welcome the chance to discuss this further.

I understand you must be very busy at this time and would love to help lighten your load so you can focus on more important aspects of your launch.

Looking forward to hearing from you!"

That's it for the 1st contact, quick and simple. Only after you get a reply can you get

down to the business of finding out what they want, what you can offer, and settling on an appropriate fee.

Make no mistake, this is a numbers game. You'll likely need to contact a number of vendors before striking a deal. Which is totally fine, because as you've already discovered there are an unlimited number to choose from!

The next set of prospects to contact are those that have swipes in place, but let's face it, they're not that great. Same approach as above. But instead of mentioning they don't yet have swipes, just customize it a bit. Ask if they'd like a broader selection of swipes to attract as wide an affiliate base as possible.

The final set of prospects to contact are those that have a great set of swipes in place for their upcoming launch. While we may not do business with these folks right away, these are EXACTLY the type of people we want to deal with long term. Because they understand the VALUE of having a solid collection of promo swipes in place. So it makes sense to reach out to them as well. Consider a script something like the following, AGAIN CHANGING TO PUT IN YOUR OWN WORDS:

"Hi [name]. I see you're launching XYZ on [date] and am very impressed with your JV page. The product looks exceptional.

Am especially impressed by the quality of the email swipes you're providing for your affiliates. I specialize in creating high converting swipes for product launchers in your niche.

Would welcome a chance to provide a quote for my services for any of your upcoming launches. I offer a generous discount to first time clients and my turnaround time is second to none.

Thanks for your time and best wishes for your launch!"

That is what we call "planting the seed". No we may not hear back right away. And no we're not doing business with these vendors tomorrow. But these are the types of clients we wish to slowly and steadily attract to our business, because they get it.

Now, this part may shock you ... Once you hear back from a prospect after sending one of the above messages, the deal is practically done. They may not realize it, and you may not believe it, BUT: if they've taken the time to reply, they're interested, bottom line. From here it's strictly a matter of negotiating. Here's what you need to find out:

- approximately how many swipes they're after
- if you can get product review access (draft copy is fine)
- if you can get sales page access (again, draft copy is fine)

Be ready with suggestions. I'd suggest no less than 5 emails as part of a promotional package. Tell them this will cover the widest possible range of niches and appeal to as wide an affiliate base as possible (which is, face it, what they want).

Next, calculate your rate. Detailed review of the product and sales material should take no more than 2 hours. Crafting 5 winning swipes, another 2 hours. So if you are aiming for \$50 per hour, quote \$200. If you're after \$75 per hour, quote \$300. And see what they come back with.

Remember this isn't about low-balling or discounting. But for a first time client it's always nice to OVER DELIVER, so if you agree on a price for 5 swipes, give them 7 or even 8 for no extra charge. Good chance you'll have a client for life if you do that.

But Mark, what if they want samples of my work or testimonials? No problem! Remember that blog and/or FB page we set up earlier on? That's the first place we send them.

And at this stage, if this is your first ever potential client and you have NO SAMPLE work to share, go make it for them!

That's right: grab every detail you can from their JV page and ask them for review access to their product so you can give them a customized sample.

Then using what you've already learned, knock out 3 sample promo emails.

And make them the best damned emails you've ever written. This is your FIRST EVER portfolio.

Then send those over and say you're so impressed with their product that you wanted to give them a CUSTOMIZED sample of the type of work they can expect from you.

I can tell you beyond a shadow of a doubt 90% of product launchers that have come along for the ride this far will snap you up and think you're doing them a favor. And you know what? You are!

At this stage you have everything you need to CRUSH IT as a provider of launch email swipes for product vendors.

- You understand the service
- You know EXACTLY how to master the skill
- You KNOW where the market is
- You know HOW to approach prospects AND negotiate with them

Pro Tip: Never let the reputation of a marketer intimidate you from approaching them with your services. Just because a product creator has great sales copy and a flashy JV page doesn't mean they don't need what you're offering.

In my experience, in many cases some of the most flashy launches have a mediocre selection of swipe emails. And if these vendors are spending the big bucks on professional copy, they won't be too concerned about dropping a few extra dollars on high quality emails that will boost their sales even more.

From here, all you have to do is literally go out and do it. Everything's been covered. Just make sure you've done your homework. Spend the day or day and a half to dial in this skill set.

Then understand this is a numbers game. Many prospects WON'T get back to you. Others will. And the ones that do will be KEENLY interested in hiring you.

This is a HOT market. It's growing EVERY SINGLE DAY. Completely untapped. My absolute FAVOURITE service area, for good reason.

GO ON AND GET SOME!!!

RESOURCES:

[Portent's Content Generator](#)

[IMHV Headline Generator](#)

<http://v3.jvnotifypro.com/account/>

<http://muncheye.com>

<https://www.facebook.com/groups/IMEliteJV/>

<https://www.facebook.com/groups/jvpeergroup/>

<https://www.facebook.com/groups/639231032841904/>

<https://www.facebook.com/groups/Productlaunches/>

<https://www.facebook.com/groups/jvpartners/>

<https://www.facebook.com/groups/jvlaunchcalendar/>

<https://www.facebook.com/groups/322093087967522/>

<https://www.facebook.com/groups/541542202628528/>

<https://www.facebook.com/groups/jvalert/>

<https://www.facebook.com/groups/TheRealJVGroup/>

<https://www.facebook.com/groups/warriorjv/>

Elements Of A High Converting Email:

- Subject line
- Introduction that points out a common problem, issue or frustration that the product solves
- The key benefit to the end user once they get the product
- One or more calls to action
- PS statement (sometimes but not always)

BEFORE MOVING FORWARD (Your Checklist For Module Three):

- Review the service of creating promo swipes for product launches
- Review the training video on how to create these promo swipes
- Understand the skill set
- Review how to master this skill set in less than a weekend
- Set up your spreadsheet of prospects
- Contact prospects in order of priority as outlined above
- Negotiate deals as outlined above

Most importantly: if you decide to pursue this service area, go back and update your blog and / or FB page with relevant articles, posts and information about this sub-niche to add to your credibility and authority.

MODULE FOUR - BANKING BIG WITH PRODUCT REVIEW SERVICES

Just before we dive into the second method to bank big with services, a brief note on why the previous module was so in depth.

Regardless of which service area you choose to start with, learning the art of creating effective email swipes is a priceless skill.

Once you can write solid emails promoting products, you're well on your way to mastering the art of creating short sales copy as well.

So whether or not you ever pursue the method in the last module as a money making venture, it's well worth at least going through that training and picking up the basics of writing email copy.

It practically forces you to become excellent with headlines, subject lines, calls to action and everything related to boosting conversions. And when your services boost a client's conversions, you'll always be in demand.

Moving on, let's discover another HUGELY UNTAPPED service area, namely that of providing product reviews for blog owners.

Part One - The Service

In this section we'll discover how to get paid well by providing simple product reviews for those that promote affiliate products with blogs.

I really like this service area because it's largely under-serviced yet there's a lot of demand, so opportunities to cash in here are everywhere.

A quick look around the IM space and you'll find this is a very large market. And is it growing? You bet. Why?

Because more and more serious affiliates realize the need to stand out from the crowd and offer more value to their audience. So more affiliates are offering product reviews as part of a blog, to convey more value.

Don't get me wrong: the end game of this for the affiliate is to make more sales and commissions. But by going the extra mile and providing detailed product reviews, these affiliates tend to convert at a much higher rate.

I've seen certain blog owners convert at over 40%, even when selling more than 100 copies of a certain digital product. These kind of stats are very impressive, and hard to duplicate by any affiliate marketer who is only promoting by emailing his or her list without any sort of review.

The thing is, reviewing products takes time all by itself. But crafting a well thought out review that promotes a product can be a hard task for a blog owner who is focusing on dozens of different things. And "hard tasks" usually take a lot of time.

So here's where we step in! By offering our product review service to blog owners, we save them a lot of time and hassle, and command a more than fair price for our service.

Here are just a few examples of product reviews for IM products you can find in current review blogs online:

Instahook Virtual Studios combines 100 virtual studios with cutting edge video marketing training. Copy the secrets Brad has used to create over 75 THOUSAND YouTube subscribers and make a killing with video.





5.00/5 (100.00%) 1
vote



Super CPA Profits Review- PPC and a Secret Ninja Facebook Trick

**NEW EXCLUSIVE BONUS COMING >> Huge targeted
CPA lists for pennies but only if you get it via my link (
Clear cookies first)**

Super CPA Profits is a new product by Stephen Gilbert, Dan Da Silva, and Yair Dolev. All 3 guys know their stuff and are ethical marketers so I was happy to review this product.

In short, it's a CPA video training course that covers how to use a platform called 7 search. now, 7 search is much cheaper to get into than most PPC networks (\$50 to start) and as such, is a good place to start for the beginner.

Also, inside there is a super cool Facebook trick thats costs nothing and can really really bring in a few hundred bucks per time when implemented. Super stuff and worth the price of the product in itself.

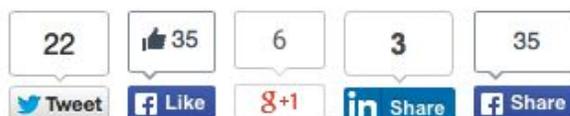
I actually heard of this a few weeks ago (the Facebook technique and it is super simple yet amazingly ninja)

Now, I go over this in the video (please watch it) but you should really get OTO 1. OTO 2 is your call, but OTO1 can change the game for you as it is advanced tracking training.

If you aren't tracking , skip any form of paid advertising 100%. Ok...now enjoy...

Super CPA Profits review video

Easy Affiliate Store Builder For WordPress



[29 Comments](#)

I used to build an online store by hand, meaning *hand-coding* products and affiliate links into HTML pages. I even customized datafeeds line by line back in the day, trying to format them just right - only to later have it all undone when the merchant made an update. 😞

I've actually **abandoned a couple of my original affiliate store sites** for that very reason. They were just too high maintenance the way they were done.

I was looking at [DataFeedr](#) again today, as an "affiliate store builder" option, and they've made a lot of changes. They've added so many cool features in fact, that I'm ready to give them a whirl - and get back into my affiliate store style websites...

DataFeedr works with a variety of networks and merchants, using datafeeds to import products into your WordPress-based website. I've used similar import software in the past, but all it did was import - it did not *update* the feeds.

This was the number one feature that appealed to me:

3 Automatic Store Updates

As you can see from the above images, there is a lot of variety in product review length and style from one blog owner to the next.

Many blog reviewers, like the ones above, will further include a video with their blog post. Sometimes an interview with the product creator, sometimes a walk through of the product in question. **Don't worry**, this service ISN'T about creating videos (although by all means that's an option for anyone who enjoys video marketing)!

The point here is TIME SAVINGS. This is what we are selling. These serious affiliate marketers are already investing a lot of time in creating videos, reviewing products, etc. And much as many affiliates prefer not to write their own emails, many bloggers welcome the chance to outsource the creation of their review posts.

I know this because I'm doing it for a super affiliate with a highly successful blog review site. And sure as this individual was keen to outsource this task to a specialist, others are looking to do the same.

Part Two - The Skill Set

Mastering review posts for product reviewers isn't that tough, *especially if you decide to learn the art of creating promo email swipes covered in the last section.*

Again, let's break down the elements involved:

- Getting to know the product being reviewed
- Reviewing the sales materials, such as sales pages, JV pages and any email swipes already created by the vendor
- Crafting punchy, objective reviews that build credibility for the reviewer while highlighting the benefits of the product

Important note: once we gain clients in this area, it's NOT our job to decide whether we think the products they promote are worthy or not.

This decision all comes down to the client, and they're building their reputation based on promoting products THEY feel are worthy. Even if you're not 100% sold on the product in question, you can't know their audience like they do. If they're supporting a product it's for a very good reason, and quite often the reason is the product will solve a need for their particular list or audience.

So to be good at this service, we simply need to leave any judgement at the door and tackle the project with enthusiasm!

Getting To Know The Product:

This is EXACTLY as we discussed in the module on creating email swipes, but we shall review for anyone who's jumped straight to this section!

Go through the product to get an overall sense of what it does for the end user. Take notes and HIGHLIGHT BENEFITS. Determine beyond a shadow of the doubt the

main target market this product is directed at. Is it designed to help list builders, people seeking social media traffic, etc...

Review The Sales Materials:

Again, similar to the type of homework we'd do if creating launch email swipes. Recall that (often) product creators devote good money to solid sales copy, so don't discount the valuable intel you can get from these materials.

Especially take note of ALL headlines, sub-headlines, bullet points and calls to action. These will be critical in forming the "skeleton" of your product review post.

A note on getting review access: the VAST majority of affiliates with their own review sites take their reviews quite seriously, so will have access to the product. It's 100% required for anyone creating a serious review video, so simply ask your client for review access.

And yes, there will be times when your client doesn't have review access. Remember, no judging! You have 2 options at this stage: attempt a review using just the sales materials. But far better is to contact the product vendor directly and ask for access. In the majority of cases, when you explain the reason, you'll gladly be given a review copy.

Creating Great Blog Post Product Reviews:

The first step here is to simply get a sense of what existing product reviews look like. Fortunately, there's no shortage of such review sites out there.

Do a Google search for "IM product reviews" and you'll get results similar to the following:

Internet Marketing Product Reviews - IM Report Card

www.imreportcard.com/products/ ↗

While most people find it easiest to use our search engine to find what they're looking for,

our Internet Marketing Product Reviews are listed below.

3D Photoshop Actions - Info Products - PopupBuilder - Really Good Commissions

You've visited this page 2 times. Last visit: 27/06/15

Internet Marketing Product Reviews

www.clicknewz.com/internet-marketing-reviews/ ↗

Happily Unemployed: Behind The Scenes! This course is set up in a way that walks you

through each step, with detailed workbooks and checklists, emails to ...

You've visited this page 3 times. Last visit: 27/06/15

Honest Reviews of Internet Marketing & Affiliate Products.

www.the-onlineinformer.com/ ↗

Mar 19, 2015 - Honest Reviews and Views of Internet Marketing products and how to

Make Money online in Affiliate Marketing.

Nancy Reviews - Latest Internet Marketing Product Reviews

nancyreviews.com/ ↗

Oct 24, 2014 - NancyReview.com - Read latest internet marketing product reviews on

NancyReviews. Our Team provides indepth and honest review always!

About - Matt Driscoll *My Online ... - Contact - Disclosure Policy

IM Product Reviews - Katie D'Angelo Marketing

www.katd.org/category/im-product-reviews/ ↗

An Introduction To List Building By List Academy Returning to the basics every once in a

while is a very good thing. In this post I will covering one of the basic ...

MarketingProfessor.com - Internet Marketing and Digital ...

www.marketingprofessor.com/ ↗

Internet Marketing and Digital Strategies, Marketing Product Reviews Less the Hype.

Internet Marketing Strategies | Internet Marketing Product ...

www.internetmarketingsoup.com/ ↗

Want to succeed as a professional in the Internet Marketing world? Sick of ... Review of

One Month Mentor by John Thornhill – Could This Really Be The Way To ...

Great IM reviews — IM Products Reviews, We Analyze, Yo...

gimreview.com/ ↗

Arvix Background. Arvix was founded in San Luis Obispo, California in 2003. It is a

privately held limited liability corporation built on a basis of solid ...

Obviously your results will vary based on your location and personal search history, but you'll have no trouble finding plenty of such sites. I've highlighted a few in the image above that have plenty of product reviews.

You can also use the following search terms:

- IM product review blogs
- IM product reviews

Just don't overdo this homework step, okay? Point is to simply get a sense of what existing product reviews look like so we can understand the structure.

Similar to promo email swipes, product reviews (good ones anyway) will always contain a few essential elements. These are:

- a compelling headline
- a BRIEF description of the product and the market it's targeted towards (although this second part can be implied, especially if it's a general make money online product)
- benefits to the user
- OPTIONAL - a rating or personal opinion from the reviewer

The "optional" 4th point will be client dependant. Some blog reviewers choose to rate a product and/or give a personal opinion. Others skip this step, and by doing so basically are telling their audience that by including the review that they support the product.

Rather than expect you to piece together these elements all by yourself, I'm including a video where I'll share my screen with you and walk you through EXACTLY how I create a product review post for a blog, from scratch.

This is my personal method and after months of experimentation, the one I find most effective in terms of the time I spend and the conversions these reviews get for my clients. Feel free to modify YOUR method in any way, but definitely review the following video to see how easy it can be to come up with great product reviews:

>> [**VIDEO TRAINING: HOW TO CREATE PRODUCT REVIEWS FOR BLOG POSTS**](#) <<

MASTERING THIS SKILL INSIDE OF A WEEKEND:

First you've got to spend a bit of time going through existing product review blogs as outlined above, to get a sense of what successful product reviewers post. This won't take any more than an hour.

Second, watch the video training above to see exactly how to put together a solid product review. Take notes and review what tools you'll need to make it happen. These are:

- Review access to the product
- JV page and any tools, especially email swipes if available
- Sales copy or draft

Just as a subject line is critical for getting emails opened, great headlines are the keys to high converting product review posts.

So remember the additional tools used to create great headlines, namely:

- [Portent's Content Idea Generator](#)
- [IMHV Headline Generator](#)

And a third tool at this point, which can be SUPER HELPFUL in crafting great bullet points, depending on the type of product review you're creating, is:



[You can check out the bullet point generator, ANOTHER FREE ONLINE TOOL, by following this link.](#)

Now, you should consider the above tools as aids, BUT NOT CRUTCHES, when forming the skeleton of your review posts.

The best headlines and benefits you can use will come from a combination of your knowledge of the product, any tools on the JV page and most importantly the product sales copy itself. You might be able to "kind of fake it" short term by short cutting with just these tools, but that won't lead to long term success.

To truly master this skill and get GREAT clients that want LONG TERM CONTRACTS WITH YOU, you've got to use the product and existing sales tools. By using these, you can personalize the benefits and write unique reviews that stand out from the crowd and make you a valuable service provider in this niche.

Okay, so by this stage we've gone through several examples of existing product review blogs or sites. We know what tools we'll need. Maximum time spend so far? Maybe 2 hours.

Here's where the rubber meets the road: practice! And I'm going to lay out EXACTLY what you need to do.

Write, from scratch, 3 blog style product review posts. That's it. But you can't skip this step. It's not only vital to mastering the skill, but ALSO serves as a way to build your personal portfolio which will make it much easier to sell yourself as a service provider in this area.

First, your review posts.

Dig through your hard drive and / or Warrior Plus and JVZoo account purchase history. Pick 3 products you've purchased (come on, I KNOW you've bought at least 3 products before this one...)

You're going to create a killer blog review post for each of these 3 products. You've already got product access, so that bit's easy.

Remind yourself of what the product is about and its key benefits by going through it. Then, check out the sales page. Copy the link to this page, it will be helpful in creating your review.

Finally, see if you can find the JV page for the product as it can also be incredibly helpful, as already mentioned. If you're a registered affiliate with W+ or JVZoo, this will be easy. If not, you may have to do a bit of Google searching to find this page. Either way, assemble the tools.

Referring to the notes above and especially the training video, create a product review for EACH of these products. I'm giving you 6 hours to do all 3, which is about twice as long as it takes me.

By now you'll have spent one whole day mastering this skill, and provided you actually do it, you'll have this skill dialed in and be able to market your service with confidence.

So what do I do with this entire extra day I now have on my hands, Mark?

Fantastic question! Build your portfolio, of course!

Remember that blog we set up earlier? Well, if you decide that THIS SERVICE is the one you're going to be using to earn with, then you SIMPLY upload these reviews to that particular blog.

Customize the blog a little bit to make it obvious to any visitors that you're in the business of creating amazing product reviews for bloggers.

Set up a "samples" tab or page and just paste those 3 reviews **that you did for your homework** right into that blog.

Now you've both mastered this skill AND created an online portfolio in a single weekend. Cool, right? I know...

CONGRATULATIONS! Once you've completed this exercise (and just reading about it doesn't count), *you will have gained the skill of creating product review posts for affiliate marketers with review sites.*

And as we already know, there's a HUGE market for this service and it's easy to make a great income providing it.

Finding Clients And Closing The Deal!

See how easy that was? Now let's go get some clients and make some cash!

Step One: Find The Players



As mentioned, this is a huge market that's highly underserved. How huge?

Recall that search we did earlier looking for samples of blog product reviews. Well that's a great start. Get back there and you'll find all KINDS of bloggers reviewing IM products.

Because there are literally so many prospects out there, at this point it's smart to start a spreadsheet once again. Very simple, just including the name of the prospect, the url of their site, and the dates you both contacted and followed up with them (more on that in just a bit).

Here's a GREAT underground source of prospects for this service: super affiliates. Many top affiliates, the ones that make boat loads of sales, have review blogs in place (which is a key reason why they do so well). Let's find them, shall we?

Here's how:

Head on over to www.jvzoo.com

From the top menu bar, hover your mouse over "MarketPlace". From the drop down menu, select "Top Sellers".

Here you'll see a list of today's top selling products. On the right, you'll see a link called "Affiliate Details". Click on that.

In many cases top selling products will have an affiliate contest going on. And there's this pretty blue button right on the page that says, "See the affiliate contest":



Click that pretty blue button, and BAM you're presented with an updated leaderboard of who the top 10 affiliates are that are promoting these best selling products.

Dollars to doughnuts a few of these premium affiliates have review blogs. Do a little Google search and find out. Takes SECONDS. Add these prospects to your spreadsheet.

Pro Tip: if you're not sure how to contact these affiliates, there's a super easy way. Just do a google search for the person's name followed by "jvzoo". For example:

Bob Jones jvzoo

If this person has listed products on jvzoo in the past, you'll get a result with their user profile. Now, go back into JVZoo and under "affiliates" click "find products". Enter the person's name EXACTLY AS STATED IN THEIR JVZOO USER PROFILE, in the "keyword" search box:

Find Digital Products to Promote
HOW TO VIDEO - FIND THINGS TO PROMOTE!

Home → Affiliates → Find Digital Products to Promote

Category: <input type="text" value="Select One..."/>	Filter: <input type="text" value="All Products"/>	Keyword: <input style="width: 80%;" type="text"/>
Subcategory: <input type="text" value="Must select a Category"/>	Display: <input type="text" value="Show 25 rows"/>	<input style="background-color: #76b82a; color: white; padding: 5px 10px;" type="button" value="SEARCH"/> <input style="background-color: #007bff; color: white; padding: 5px 10px; margin-left: 10px;" type="button" value="RESET"/>

Once you enter their name as described in their profile, you'll get a list of their products. And **beside each product is a handy little email icon that you can use to send them a pm from within the JVZoo system. PRICELESS.**

Now you are able to contact any top affiliate you wish, with a pm within JVZoo. Add these names and their contact info details to your spreadsheet.

THIS SAME PROCESS CAN BE DUPLICATED WITH THE WARRIOR PLUS PLATFORM:

Start by logging into www.warriorplus.com

First thing you'll see is a list of today's top selling products, for example:

Top Products			
Today	Yesterday	Last 7 Days	Last 30 Days
#	Product / Vendor		
1	Offline Video Vault searchlabmedia		
2	Website Hero JackHopman		
3	The AffManual 2.0 (9 NEW CPA/Affiliate Methods) Raimundas M		
4	High Ticket Webinar June 23rd Tyler Pratt		
5	Writer Help Wanted Ron Douglas		
6	Arbitrage Underdog Reloaded 2015 Tom E		
7	Video Marketing Blaster Pro - Top YouTube Rankings sodevrom		
8	Effortless Celebrity Endorsement Cash Luther Landro		
9	Smart Video Playlists And Spectacular Multi-Video Experiences! mrmcd		

Just pick any product, or better yet several. Check out the username of the product creator, listed in bold right under the product title.

Next, under your affiliate account, click the “offers” tab at the top. Then enter the creator’s username under the search field “vendor name”. BE SURE to select “launch date” in the sort by field.

This will bring up the most recent product by that vendor, the one that is on the top seller’s list. Click on the product name on the left hand side of the column, as follows:

All Offers >> Results: 1-9 of 9

Product / Vendor	Launch Date	Sales	Conv. Rate	Visitor Value	Avg. Sale	Comm. Rate	Refund Rate	♥?	
 Writer Help Wanted Ron Douglas 	2015-06-25	25+	3%	\$0.64	\$21.28		0%	4.32	Request
 Want more exposure for your affiliate offer? Advertise here >>									
 The AffManual 2.0 (9 NEW CPA/Affiliate Methods) raimundas M 	2015-06-27	50+	12%	\$1.08	\$9.01		0%	15.20	Request

This will bring up the affiliate information page. And if there’s an affiliate contest with leaderboard for most sales, you’ll be able to view that page by clicking under the contest information.

And what you’ll have in front of you are the affiliates that are making the most sales for one of the most successful launches of the day. THESE prospects are pure gold.

The affiliates on this leaderboard will be listed by their Warrior Plus username, which is by default the same as their Warrior Forum username. And you know what you can do within the Warrior Forum?

You got it! Private message any other member. So once you do a brief search of the names on the leaderboard, you’ll quickly discover which of them have their own product review sites. Add these names to your spreadsheet of prospects.

You might be wondering why at this point I'm suggesting targeting affiliates who are on top of the product launch leaderboards. The reasons are simple:

First, many of the more successful affiliates have review sites or blogs in place - that's one of the key reasons for their success.

Second, successful affiliates often have more than one thing going on in their online business. Many are product creators as well. Others run membership sites, CPA campaigns, and multiple other channels to drive income.

To put it simply, they're both BUSY AND SUCCESSFUL. And busy, successful marketers are REGULARLY looking for ways to outsource certain tasks of their business, so they can continue to grow.

There's still ANOTHER great source of prospects for this service, and they are really easy to find. One of the other massive search engines is our friend here, and that's YouTube.

All you do is head on over to YouTube and search for a super hot selling IM product, followed by the term "review". I'll use a recent example:

soci vids review 



SociVids Demo Video 1 - get *BEST* Bonus and Review HERE!!!
 by Han Fan
 16 hours ago • 22 views
 buy <http://hanfanapproved.com/hfersn/SociVids> Check out my Soci Vids E
 Soci Vids Review and discover how Soci Vids ...
 NEW HD



Honest SociVids Review and Bonus|A Real Soci Vids Honest Re
 by Lenny Rowell
 17 hours ago • 14 views
 [Honest SociVids Review and Bonuses] Buy It Here <http://jvz3.com/c/1718>
 OR See The Full Review On My Blog ...
 NEW HD



Soci Vids Review And Bonus | SociVids Demo
 by Review And Bonus
 7 hours ago • 8 views
 Soci Vids enables you to take any YouTube video in the world and add your
 now, call to action bar, JV Zoo, or Paypal ...
 NEW HD



Soci Vids Review
 by Huw Hughes
 1 hour ago • 4 views
 Soci Vids Review - <http://huwhughes.com/reviews/socivids-review/>
 NEW HD



SociVids Review And Demo|Does Soci Vids Really Work?
 by Lenny Rowell
 1 day ago • 25 views
 SociVids Review and Demo- Buy It Here <http://jvz3.com/c/171899/166434>
 The Full Review On My Blog ...
 NEW

You'll get tons of results, based on the popularity of the product. You know something a lot of video marketers have?

Review blogs. *Meaning, they're qualified prospects for us.* Go ahead and click on any of the results for your search in the 1st 2 pages, and you'll soon see which of these marketers have review blogs.

So at this point you have 3 massive sources of affiliate marketers that have product review blogs.

These are the players. OUR target market.

So start your spreadsheet. List the affiliate name, blog url and their contact information. For each of these affiliates, you should have at least 2 ways to contact them:

- For affiliates you found through W+ or JVZoo, you'll have their user name
- For affiliates you found on YouTube, you can contact them directly through YouTube
- For BOTH groups, you can also reach out to them through their blog

JUST PLEASE DON'T simply leave a comment on their blog! Take the time to find their contact information and then either email or pm them, depending on the information they provide. Much better chance of getting a solid response that way!

Step Two: Closing The Deal

Now that we have a list of prospects, time to reach out. Always best to do this in your own style, but I don't want to leave you hanging. So remember, be professional and do your homework first.

Check out their blog so you know what they're up to. And your "pitch" should always be professional and flattering. Make sure you compliment their blog, and if this is the case, let them know you're well aware how successful they are with their promotions.

Then just tell them what you're offering. Here's a ROUGH example of a template to use, *but I highly suggest you personalize this, put it in your own words, and of course modify each time you approach a new prospect:*

“Hi [name]. I’ve seen your review blog often and have to say I’m very impressed with the quality of your reviews.

I also understand how much time creating these reviews takes, and how busy an affiliate as successful as you must be.

Just wanted to reach out to let you know that I specialize in creating personalized product reviews for successful affiliates such as yourself.

My rates are extremely reasonable and my work is of the highest standard.

So when you’re ready to consider outsourcing some of this work so you can focus on other more important aspects of your business, I’d welcome the chance to discuss this further with you.

Again, love your site!”

[Your name and contact details]

As with anything else, this is purely a numbers game. Some affiliates are ALREADY looking to outsource this stuff and just haven’t found the time to look for people with the skills.

Others may still want to do it themselves. The more people you contact, the more chances you’ll have to offer your services.

This is one service area where having more active clients is a very good thing. Why?

- First, you can only charge so much per review
- Second, many affiliates promote the same products at the same time, which means...

Once you have a stable of clients in this area, you’ll be able to make more income without putting in much extra time at all.

More than one affiliate will be promoting the same product. So when you have numerous clients all promoting the same stuff, you only have to do the product research once.

Then just CUSTOMIZE your review posts based on the style of each client you have!

In this manner you can charge a VERY reasonable fee to each client, while still getting paid a great rate for providing the service.

Obviously the key is to give each client a PERSONALIZED review. If you get lazy and simply copy-paste the same review to multiple clients, you'll soon have no business whatsoever. But that really doesn't even need saying, does it?

As with the previous module, this initial contact is simply planting a seed. If you don't hear back for a few days, try contacting the affiliate again with the alternative contact info you collected for them.

And when you do hear back, be ready to discuss what it is you do, how it can benefit them, and what you believe a fair rate for your service is.

Of course if you've followed along and taken action, you'll have updated your blog to include the "sample" reviews I gave you to do as homework. So if a prospect wants to see your portfolio, you can refer them to your blog. Getting a sense of how powerful that is now?

Important mindset note when pitching this service: you have to remember 2 simple things:

- Provided you've taken a weekend to master this skill, you'll be an EXCELLENT candidate for delivering this service
- Successful marketers / affiliates WANT to outsource as much as possible - both to grow their business AND brag about the fact they're in a position to outsource

That last point is huge. Realize beyond a shadow of a doubt that successful marketers, those in our target market, are LOOKING TO OUTSOURCE. And that's exactly where you come in.

And now you have everything you need to CASH IN as a provider of product review posts for affiliate marketers.

- You understand the service
- You know EXACTLY how to master the skill
- You KNOW where the market is (and it's big)

- You know HOW to approach prospects and close the deal

All you have to do is get out there and do it! The market is there and believe me it is massively under serviced. You will LITERALLY be doing a lot of affiliates a favour by getting them on board.

Sure it's a numbers game. But by following the above method you can stack the odds in your favour by being excellent at the service, approaching hot prospects and providing great value.

RESOURCES:

[Portent's Content Generator](#)

[IMHV Headline Generator](#)

[IMHV Bullet Generator](#)

[Warrior Plus](#) (register your free affiliate account if you don't yet have one)

[JVZoo](#) (register your free affiliate account if you don't yet have one)

Key Elements Of A Successful Product Review:

- a compelling headline
- a BRIEF description of the product and the market it's targeted towards (although this second part can be implied, especially if it's a general make money online product)
- benefits to the user
- OPTIONAL - a rating or personal opinion from the reviewer

BEFORE MOVING FORWARD (Your Checklist For Module Four):

- Review the service of creating product review posts
- Review the over the shoulder training video
- Master the skill set inside of a weekend using the above info
- Set up your spreadsheet of contacts
- Contact prospects
- Close the deal as outlined above
- Update your blog (if this is the area you'll be pursuing) with your sample reviews and any relevant content articles on product reviews

MODULE FIVE - BANKING BIG WITH FUNNEL CREATION SERVICES



This is one of the EASIEST services to provide, and will especially appeal to anyone who isn't that comfortable with writing. *However, even more than the previous 2 methods, this one demands STRICT attention to detail. But the details aren't hard!*

The service is purely technical and very simple to learn. And thanks to the growing number of product launches in the IM space, the market is just growing bigger every day!

What we're doing in this section is offering to do the funnel set up for product launchers, a simple task that's often overlooked by vendors and very often screwed up. By saving the vendor time and any possible headache, this is a very easy service in which to secure repeat clients.

And you'll soon see, if you choose to go into this area, that as a specialist the jobs become brain dead simple as they're literally rinse and repeat.

Part One - The Service

In order for any product launcher to list their digital product on W+ or JVZoo, they have to set up their products and funnel in their platform of choice.

This is just a tiny bit technical yet pretty easy, but it amazes me how many times it get messed up. Consider this: how many times have you purchased a product and NOT been seamlessly redirected to either an upsell page or your product download?

Exactly! And guess what? ANY mistake on this crucial step can cost the vendor countless lost sales and profits.

Yet it's often the LAST thing they think about, because they're so busy polishing their product and attracting affiliates. So there's massive opportunity here.

Where are product launchers best spending their time to maximize profits?

- making sure their product is awesome
- contacting affiliates to drive traffic
- ensuring their email follow up sequence is in place
- setting up higher end upsells and big ticket back ends

What is a 100% waste of their time?

- wasting a SINGLE SECOND on the technical aspects of getting their product posted on the various sales platforms

Meaning, you guessed it: opportunity! As a product creator, I've set up my own funnels. Contracting myself out to other product creators, I've been paid to do this work myself. And a close friend makes a SIGNIFICANT portion of his income doing nothing more than setting up funnels for product launchers.

In short, the market exists, and it's growing. Let's check out what we need to do to tap in:

Part Two - The Skill Set

If you have any technical skill at all or can simply follow step by step directions from a video, THIS COULD BE THE EASIEST SERVICE TO CASH IN WITH.

Especially well suited to those for whom English is a second language, as the gigs involves zero writing.

ALL we need to do here is ensure a vendor's products are properly listed in the launch platform they're using, and the funnel is set up correctly.

What the heck is a funnel? Easy. It's the sequence of steps a buyer is led through when they first purchase a digital product. If you've EVER bought an IM product, you'll have seen multiple variations of this.

What happens after you visit a sales page and choose to buy? First, you go to a payment processor. Then, in MOST cases, you're directed to some sort of upsell offer. Here's where things can get interesting:

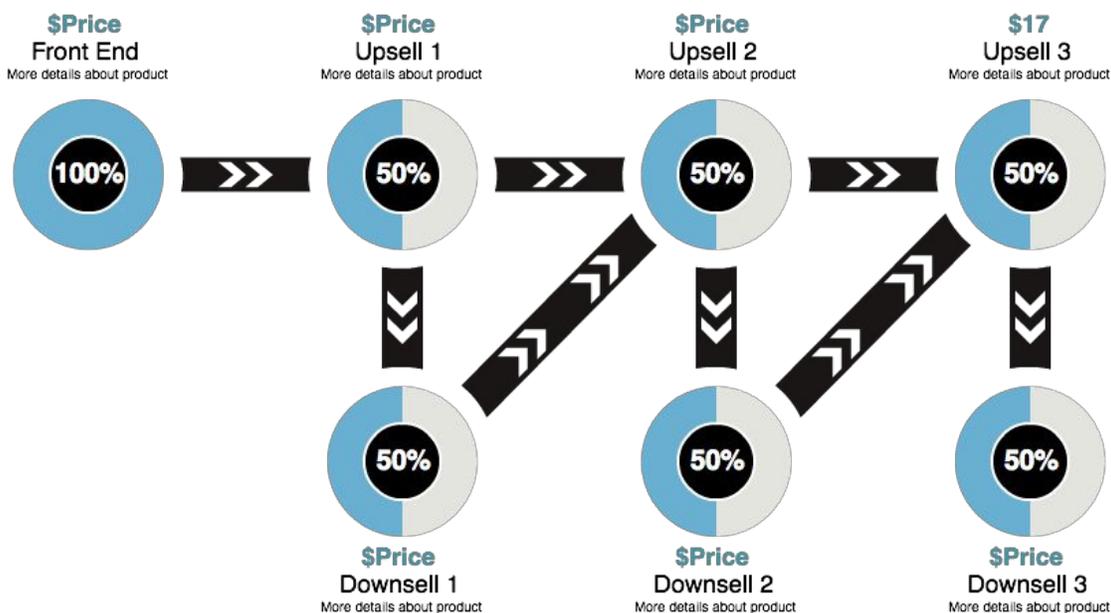
- say no to the upsell, and often you're offered a cheaper version, or downsell
- say yes to the upsell, go to a payment processor
- from there, either get offered another upsell and possible downsell, or
- go straight to product access

That's a funnel. And it can be made up of 2 or practically an infinite number of products. Consider the following example of the "simplest" sales funnel out there:



Literally 1 front end product with 1 upsell or OTO. Super simple, but guess what? You **can still get paid to set these up.**

Now, consider the other end of the spectrum. One front end product with 3 different upsells, each with a downsell:



From the above image you can see how in-depth a funnel can be. And once you know how to set these up, you can just adjust your rates based on how many products and downsells are part of the entire funnel!

What you'll need from your client is as follows:

- The url to their sales page
- The url to any and all product download pages
- The list name and credentials of the autoresponder associated with the product

But you don't even need to worry about that yet. First thing is simply to become comfortable with the process of setting up products and funnels in Warrior Plus and JVZoo. And the following 2 videos are the most current on how to get this done:

JVZoo Funnel Set Up Video:

<https://www.youtube.com/watch?v=7sYOIPKbDO8>

Warrior Plus Funnel Set Up Video:

<https://warriorplus.com/help/offer-setup.php>

Each of the above videos will walk you through EXACTLY how to set up anything from the most simple to most complex funnel a product launcher could ever need.

So your only job to understand this skill is to study those videos, and you may need to watch them more than once. If you have questions, both W+ and JVZoo have AMAZING customer support, so contact them with specific questions if you get stuck in any way.

Take notes and put them in a dedicated journal so you can always refer to it.

MASTERING THIS SKILL INSIDE OF A WEEKEND:

By now you should have set up your free accounts with both JVZoo and Warrior Plus. In case you haven't, do so RIGHT NOW by visiting:

www.warriorplus.com

www.jvzoo.com

On day 1 of your weekend skill mastery, review each of the above videos and take notes. If you're motivated, you can actually master this skill in just one day.

Then, I want you to set up “mock” products and funnels in both platforms. No worries, you can delete everything afterwards.

Simply create products in both platforms (all they’re going to want is a url). Then, following the instructions, create funnels in both as well.

Do a simple 2 product funnel first: 1 front end, 1 upsell.

Then do a more complex 4 product funnel: 1 front end with 3 upsells.

Play around with this until it’s second nature. If you like the techy stuff, this will be an ABSOLUTE BLAST for you.

Pro Tip: When you’re setting up funnels for paying clients for the first time, don’t hesitate to submit a support ticket to the launch platform. Simply ask if your funnel set up is correct: as mentioned above, both platforms have excellent service.

It’s in their best interest to ensure funnels are working correctly, and they’ll gladly tell you if something needs fixing.

Pro Tip: On occasion both W+ AND JVZoo will make minor changes to their product listing and funnel set up systems. If you’re pursuing this service area, keep yourself well informed of ANY updates and changes in this process with both platforms.

Once you’ve completed this exercise, you’ll be in a position to offer your services as a funnel creator for product launchers.

Finding Clients And Closing The Deal!

Find The Players

So who is our target market for this nifty little service? People launching products, of course! And thanks to the success of product creation coaching products and programs, this is a huge market that is getting bigger every single day.

How do we find them?

First off, the more popular Facebook JV launch groups, as follows:

<https://www.facebook.com/groups/IMEliteJV/>

<https://www.facebook.com/groups/jvpeergroup/>

<https://www.facebook.com/groups/639231032841904/>

<https://www.facebook.com/groups/Productlaunches/>

<https://www.facebook.com/groups/jvpartners/>

<https://www.facebook.com/groups/jvlaunchcalendar/>

<https://www.facebook.com/groups/322093087967522/>

<https://www.facebook.com/groups/541542202628528/>

<https://www.facebook.com/groups/jvalert/>

<https://www.facebook.com/groups/TheRealJVGroup/>

<https://www.facebook.com/groups/warriorjv/>

And of course, our good friends over at:

www.jvnotifypro.com

and

www.muncheye.com

These are where product creators are listing their upcoming launches. So here's what to do:

Start scanning these groups, and take a few minutes to review posts as far back as 30-45 days. **Our IDEAL prospects fall into 1 of 2 groups:**

- brand new product creators that are launching for the 1st time ever
- regular product launchers that are releasing on a regular basis

Why these 2 groups?

Brand new product creators launching for the 1st time have likely created their 1st product funnel themselves and experienced some frustration in doing so.

“Serial” product launchers have a LOT on their plates and understand time spent setting up a funnel is time that could be far better spent in more profitable areas.

Next, start your spreadsheet. Record the names and contact information (usually found on the JV page) of any and all product creators that fall into both of the above categories. These are our hottest prospects!

Closing The Deal

Once you have a list of prospects *and are comfortable with your ability to create funnels (from the above training)*, this is a RIDICULOUSLY easy service to sell.

Remember the mindset to selling ANY service: YOU'RE THE EXPERT, and by offering this service you're doing clients a favour and freeing them up to do more valuable things with their time.

So all we need to do is reach out to our list of prospects and let them know what's on the table.

Here are TWO rough template of what you might say. ***Remember it's ALWAYS best to rephrase any templates in this guide and use your own words:***

TEMPLATE 1 - DIRECTED TO 1ST TIME PRODUCT LAUNCHERS

"Hello [name],

Noticed you're launching [product name] shortly and wanted to congratulate you on taking massive action in getting your product completed and ready for launch.

I understand how much work this involves, and how valuable your time is so I'll be brief.

Setting up your product and funnel can be frustrating and time consuming, so wanted to let you know that I offer a complete funnel set up service for product launchers.

I'm experienced with both W+ and JVZoo platforms and can ENSURE you a smooth funnel set up for future product launches.

For future products, why not spend your time on getting the maximum attention to your launch, and let me handle the details of getting your funnel set up?

My rates are reasonable and I'm a perfectionist, so you can rest assured that once you choose my service you'll never have to worry about setting up a smooth running funnel again.

Best wishes for your upcoming launch. Look forward to hearing from you and the chance to work together on your next product release.

[Your Name]"

TEMPLATE 2 - DIRECTED TO "REPEAT" PRODUCT LAUNCHERS

"Hi [name],

Have noticed you're regularly releasing high quality digital products that deliver massive value to the market.

Not sure if you have someone on your team that handles this for you, so thought I'd reach out.

I specialize in setting up funnels for product creators in both W+ and JVZoo, and would like to offer my services.

I keep completely up to date with the latest changes and can ensure you that your buyers will have a seamless purchase experience, seeing each product in your funnel when you want them to.

My rates are reasonable and with my keen attention to detail, you'll maximize visitor value by choosing to work with me.

By outsourcing this task to me, you and your team will have more time to devote to promoting your product to the market.

Would welcome the chance to discuss this further, at your convenience.

Best wishes for your upcoming launch,

[Your name]"

Due to the nature of this market, you'll have discovered it may take a bit more time to land new clients. Because product creators that have already listed their launches will usually have their funnels set up.

Don't let this deter you! Believe me, setting up a funnel can be frustrating for someone that doesn't do it often, and by reaching out to someone WHO HAS JUST DONE IT, you stand a great chance of locking in a long term client.

Because it's painful for many, and a waste of time for so many product creators. Being patient in this service area can lead to LONG TERM, REPEAT CLIENTS that rely on you time and again.

Now, calculate your rate.

I've historically offered this service as a package with other services, but it's quite easy to sell as a standalone service as well.

One of my colleagues does so currently, and his current rate is \$75 to set up the most basic funnel, consisting of 1 front end product and 1 upsell. He then charges \$25 for each additional upsell or OTO added to the funnel.

As you can see, this can be a highly lucrative service because with practice, it doesn't take very much time at all. Yet you're providing great value to the market and taking a lot of stress off of product creators.

But you must emphasize accuracy if pursuing this service. Do the homework and set up your own practice funnels.

When setting them up for clients, triple check EVERYTHING and then contact support to ensure they are correct. Get this right and you'll have repeat customers.

Now you have all the tools to set up funnels for clients and make great cash in this service area.

- You understand the service
- You know EXACTLY how to master the skill
- You KNOW where the market is
- You know how to approach prospects and have a solid idea of what rates to charge

Pro Tip: as tempting as it may be when negotiating with your first prospect, resist the urge to lowball your price. There are very few people out there offering this service, so you're in control here. Sure, shave off a few bucks if that's what it will take to seal the deal, but if you start working for peanuts, you'll be stuck working for peanuts.

Remember this isn't just a hot market, it's a growing one. Many online marketers are releasing products regularly, so with a bit of hustle you could easily land repeat clients and never have to prospect again.

RESOURCES:

[JVZoo Funnel Set Up](#)

[Warrior Plus Funnel Set Up](#)

Facebook JV Groups as listed above

www.jvnotifypro.com

www.muncheye.com

BEFORE MOVING FORWARD (Your Checklist For Module Five):

- Review the service of funnel set up
- Review both tutorial videos
- Master the skill inside of a weekend and **DO THE HOMEWORK**
- Set up your spreadsheet of contacts
- Contact prospects
- Close the deal!
- Update your blog (if this is the area you'll be pursuing) with a description of the service you provide, and relevant articles on profitable sales funnels to round out the content

MODULE SIX - HOW TO GET OTHERS TO SPREAD THE WORD FOR YOU



This is a very short module, because it's quite easy. But VERY important!

Key to this is mindset. Both yours, and that of your clients. You need to constantly remind yourself that what you're doing is providing an invaluable service that is helping your clients reach their goals.

And you need to remember a fundamental truth about the majority of marketers in general: ***they thrive on feeling successful, and outsourcing parts of their business makes them feel that way!***

This is very true and we need to leverage this emotion. By now hopefully you've scanned a number of the product launch groups listed in the above modules. Nearly every day a product creator will post about the importance of outsourcing parts of your business. Indeed it is important, but the nature of marketers in general compels many of them to want to share this news with their peers.

Which makes getting testimonials ridiculously easy, because by providing testimonials, marketers get to boast about the fact that they've become successful enough to outsource!

In most cases all you've got to do is ask! But there are some guidelines and etiquette to follow for best results, as follows:

- Don't rush it! If you set up one 2 step funnel for a first time client, maybe not the best time to ask for a testimonial. Wait until you've done some repeat business with them.
- Launch swipes are a bigger project, however, so it's fair to ask for a testimonial from a new client after confirming they're satisfied with the work.
- BEFORE asking for a testimonial, ask for feedback on your service and if there's anything they'd like done differently in the future. This will help you improve and keep a good business relationship.
- If their feedback is very positive, that's a great indicator that they'll be happy to help you out with a testimonial.
- Frame your request in terms of a favour: you're asking for their help, will only take them 2 minutes, and that you'd really appreciate it. Another GREAT quality of marketers is that the majority really like helping other people.

As soon as you get testimonials, post them on your blog, preferably in their own section. Very easy to refer prospects to that specific page when negotiating deals moving forward.

Take it a step further: get your clients to prospect for you!

The IM space may be big, but it's a tight community. Once you have a good working relationship with a client, he or she can be a great source of referral business.

Again, all you have to do is ask! Just enquire if they have colleagues that may also benefit from your services. Provided you're doing a great job, you may be pleasantly surprised by the amount of referral business you get.

Meaning that after you hustle for a couple of clients and do a great job for them, you may never need to look for business again!

Pro Tip: For each NEW client you get in your service area, raise your rate marginally. If you discounted your fee for a first time client, this will make up for it. Plus as you gain experience and a reputation, people will EXPECT you to charge a fair price.

Marketers are like everyone else, and many equate price to value. So as you get more expensive, as long as you do a great job you'll create even more demand.

MODULE SEVEN - SCALING UP



First, congratulations for making it this far! By now I'm sure you can see the power of these methods, how simple the services are to provide, and the sheer size of the markets involved.

In this module we'll cover how to scale things up, so anyone interested can turn a part time income source into full time revenue.

The most critical thing to understand is that in order to scale, you've got to have a solid foundation. You really need to have these skills mastered, and do an amazing job for your clients. Only then can you pour on these tips to really boost your earnings.

THE BEST WAYS TO SCALE UP YOUR SERVICE INCOME:

STICK WITH ONE SERVICE AREA, BUT GET MORE CLIENTS:

This is quite obvious, but we want to work smarter, not harder. The best method to exploit here is the service of creating product reviews. Because as mentioned in that portion of the training, many affiliates will be promoting the same products.

So by adding clients in this category, you can add significant income without needing to invest too much more time.

Because you'll already have researched the product and sales materials! This is the best part: do the work once, get paid by numerous clients. Of course, YOU HAVE TO CUSTOMIZE your final reviews for each client, so everyone gets a unique product.

To find more clients, simply refer back to the modules in each service area and add prospects to your spreadsheet. Contact and follow up, then rinse and repeat. ***There is no shortage of possible clients in any of the above markets. You just have to find them, make contact, and let them know what you have on offer.***

The other benefit to adding more clients is simply that as you provide a service more frequently, it becomes easier. You get better at it. And it takes you less time. Your first attempt at creating launch email swipes may take 4 hours. The second time you do it? You'll likely cut that in half.

Same goes for funnel creation and product reviews. As you perform the service more frequently, your efficiency goes WAY UP, meaning you get paid better for every hour of your time.

BUNDLE UP TO STACK THE CASH:

This technique should ONLY be used once you've really mastered one service, have a few clients and have decided to spread out to another service area.

But if this is something you wish to pursue, the sky really becomes the limit because you can now offer multiple services to the same clients.

Consider this scenario: you have a client for whom you create launch emails. This client is also an affiliate marketer (most product launchers are). And they have a

review blog. Once you can provide BOTH services, you become a one stop shop for them and can make consistent cash delivering 2 types of services.

Or another scenario: you've started by providing funnel creation. Once you get comfortable with that, you have product launching clients who need what else? Launch emails for their JV pages. Master THAT service and now you can increase your income from every client, giving them exactly what they need.

The best part about this is that selling the additional service is quite easy. Provided you're doing a great job in service area one, and have a good relationship with your client, they'll be far more likely to use your ADDITIONAL services.

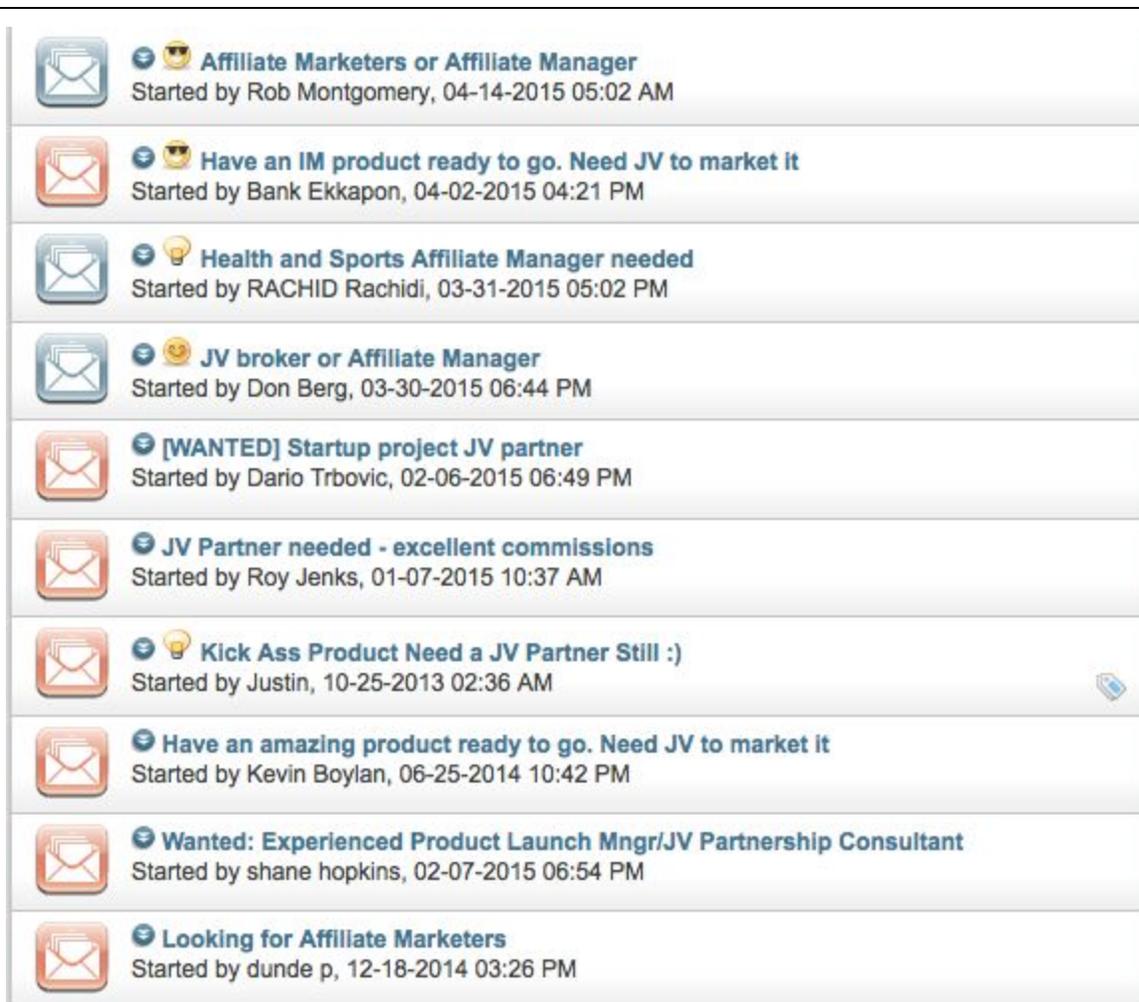
Most of the time, all you'll ever need do is make your client AWARE of the fact you offer additional services.

Heck I've even had clients ASK ME if I provided services in other areas, which shows that once someone is comfortable with the quality of your work, they're happy to continue doing business.

A great source for offering bundled services is:

http://v3.jvnotifypro.com/community_forums/forums/22-JVNP-2.0-Job-Board-Related-JV-Related-Services

This forum within JV Notify Pro is where product launchers post for JV managers and any tasks they need to get done. Certainly many are looking for dedicated JV managers, but others just need some basic services that you can provide:



Even if the post is for a JV manager, it never hurts to contact these people and let them know what services you offer. Some may never even realize there are people like you that can help them out with your specialized skills!

OFFER CONTINUOUS VALUE TO YOUR MARKET

This is a great way to scale and indirectly prospect for new clients. Spend some time checking out the launch groups covered in the previous modules. While a lot of them appear to be not much more than places to plaster notifications about upcoming launches, some of the more reputable ones strive to offer real value to their members.

ESPECIALLY spend time on:

www.jvnotifypro.com

www.muncheye.com

[Warrior JV Facebook Group](#)

Just spend 5 minutes a few days a week responding to questions and sharing information relative to your area of expertise. You'll be amazed at the goodwill this creates. Your name will become known, and you'll be recognized for the value you provide to the community.

It may not pay off overnight, but if you're consistent in this area you will start getting people replying to your posts and thanking you for your time. And eventually, you may even have people messaging YOU requesting your skills.

Even if this doesn't lead to BRAND NEW clients immediately, remember that the IM space is a tight community. And once you're seen as an authority in a certain area that provides value, word will spread. Which makes converting future prospects into paying clients much easier!

ADVERTISE:

Certainly there are more than enough sources of clients included in the modules above, but some people want a more passive approach. That's where advertising comes in.

Advertising can be very cost effective, and once you get serious about scaling up, can offer some great benefits:

- Passive way to attract prospects
- Some prospects will take you more seriously once they see you're investing in advertising
- Can provide a sense of urgency to some prospects as they'll get the sense you're quite busy and if they want to hire you, they'll need to act fast!

Best place to advertise these kinds of services is the Warrior Forum "Warriors For Hire" section. Just visit:

<http://www.warriorforum.com/warriors-hire/>

And you'll be able to set up a targeted ad offering your service. Great idea to look for similar service providers that are also advertising, so you can get some insights into what they're offering and charging.

You can also post in a subforum of JVNotify Pro, devoted to people offering an array of services. While the title of this forum is "offering JV services", once you read the sticky post at the top you'll see it mentions specific services as well.

[You can visit this forum by clicking here.](#)

PARTNER UP:

Honestly, once you find a great partner who specializes in services different than yours, you may never look back!

For my first few months as a service provider I did it completely on my own. More recently I've made a partnership and my only regret is not forming one sooner!

You can offer a wider array of services, split any prospecting time so you have more and more prospects to consider, plus share the work load. In the broad category of providing IM services where the fees are reasonably high, the returns in volume alone can more than make up for sharing the profits with a partner.

Highly recommended way to go. But like everything else, this will be a business partnership. Choose your partner(s) wisely!

As you can see, scaling up as a service provider is not that hard and there are many ways to do it. But remember to walk before you run!

Very important to truly master one service area FIRST before branching off into others. And as exciting as it can seem to start building a large client base, remember that you can still do amazingly well and simplify your life by dealing with a limited number of quality clients.

FINAL THOUGHTS

At this point I could write another 2 pages summarizing the entire product. But I'm not going to do that...

Everything you need to go out and crush it as a highly paid service provider has already been laid right out for you.

So I've chosen to record you a personal message from me, highlighting the reasons why this single training can change your life.

Really hope you'll check out the video below, because it's intended to inspire and motivate you to really follow through with these methods so you can finally enjoy the pure freedom of a long term, risk free online income.

[>>Personal Video Message From Mark<<](#)

To YOUR Continued Success,



Mark Tandan
Skype: marktandan

