

HOW TO RAISE

FAST CASH

YOUR EMERGENCY MONEY PLAN



Terms and Conditions

NOTICE: You Do NOT Have the Right to Reprint or Resell this.

Also, You MAY NOT Give Away, Sell or Share the Content Herein

ALL RIGHTS RESERVED: No part of this publication may be transmitted, reproduced or copied in any form whatsoever, electronic, mechanical, including photocopying, faxing, recording or by any information storage or retrieval system without the express permission (written, signed and dated) of the author, Ben Crain or hunu marketing, llc.

DISCLAIMER AND/OR LEGAL NOTICES

The information presented herein represents the view of the author as of the date of publication.

The author reserves the right to alter and update his opinion based on new or changing conditions. The publication is for informational purposes only. While every attempt has been made to verify the information provided in this publication, neither the author nor his affiliates/partners assume any responsibility for errors, inaccuracies or omissions.

Any slights of people or organizations are unintentional. If advice concerning legal or related matters is needed in any way connected with this publication, the services of a fully qualified professional should be sought. This publication is not intended for use as a source of legal or business advice in any way. Instead, it is provided for training purposes only. Any reference to any person or business whether living or dead is purely coincidental.



Table Of Contents

| | |
|---|-----|
| How To Raise Fast Cash | 4 |
| What Are Joint Ventures? | 15 |
| How To Structure Your Offer | 24 |
| Where To Find JVs | 33 |
| How to Contact Product Vendors Before They Launch | 40 |
| Raising Fast Cash Through Freelancing | 50 |
| Where To Post Your Service | 68 |
| How To Get Clients | 78 |
| Signing Up For An eBay Account | 90 |
| What Can You Sell? | 108 |
| How To Sell Stuff You Don't Own | 122 |
| The Solo Ads Business Explained | 129 |
| List Of FACEBOOK Groups To Join | 140 |
| Finding Clients And Connecting To Solo Ad Vendors | 149 |
| Mindset Conditioning | 161 |
| About The Author | 169 |
| A Special Offer | 170 |

CHAPTER ONE



How To Raise Fast Cash.



How To Raise Fast Cash

These days, it seems like everyone needs more cash. Unemployment is skyrocketing, especially in the United States, the economy is poor, and finding a job in this market is harder than ever.

Fortunately, there is one way to make quick money that doesn't require you to have an outstanding resume, any type of cash investment, or any extremely specialized skills.

All you need is a computer, an internet connection, and a decent



grasp of the internet marketing operation.

Now let's assume you don't have a mailing list, you don't have a lot of capital, you don't have a lot of time, and you can't think of **one** single way to raise some quick funds. Well, how about four?

Top 4 Ways To Fast Cash

- JV Brokering
- Freelancing
- Sell Your Stuff
- Brokering Solo Ads



According to hundreds of successful digital marketing entrepreneurs, these have proven to be four of the very best, and *fastest*, ways to raise emergency cash.

Let's take a brief look at each method separately and find out which one might best suit your present needs. Just remember, there is no guarantee that any of them will immediately bring you instant success. But it should give some idea of where to begin.



JV Brokering

First of all, JV stands for joint venture. So as a JV broker, you're a connector — you connect people with products or services to people who have customers, subscribers, and traffic. Then you take a percentage of the revenue created from that connection.

Being a JV broker can be very advantageous. You don't need your own a product, customers, or a mailing list. You don't need a fully automated website with all the works. You don't even need to purchase a thing.

All you need to do is learn how to locate complementary businesses, introduce them to each other, and negotiate a deal between them. You become the middleman. And for doing this you get a percentage of the sales!



Often a JV broker will be hired by a business that has either a product, a service, or a customer base that could be better monetized. The business owner will most-likely be seeking partners who have a customer base that is targeted to their product/service. Like-wise the person/business with a customer base will be seeking products and services related to their customers' interests so they can market them to their customers.

And this is where a JV broker comes in. You will be hired by either of these two partner types in order to connect them with each other to create successful and profitable joint ventures. And upon successfully bringing both sides together, you will be paid a pre-negotiated percentage of sales.



Freelancing

So what is Freelancing? Simple: A freelancer sells his or her own skills and services. And a digital freelancer does it all online. It requires virtually no setup at all. And if you have any type of writing, design, or digital marketing skills, freelancing is probably the best way that you could make some fast cash online.

As a freelancer, you don't have to spend hardly any money to make money. Plus, finding work is pretty simple (unless you're expecting to get paid hundreds of dollars per hour). And, as mentioned earlier, just about everyone has some type of skill that can translate into cash.



In a future chapter, I will show you a couple of ways you can become a freelancer. You will be surprised at the amazing possibilities and potential there is to sell your skills and services online for that quick cash you can't wait to make!



Selling Your Stuff

In case you're not already aware, selling stuff online is probably one of the easiest and most popular ways to make quick cash.

Ever heard of eBay?

Well eBay.com is one of the largest E-commerce sites on the web. And just in case you have been paying attention, eBay is an online auction and shopping website in which people and businesses buy and sell a broad variety of goods and services worldwide.

In an upcoming chapter, I will guide you through the step by step process of setting up your own eBay account, teaching you what to sell, and also how to get the most money for each item.



Brokering Solo Ads

First of all, let me explain what a solo ad really is. It's a form of advertisement that is sent out to an entire, or select portion, of an email subscriber list.

The process is quite simple. Key, well-established internet marketers eagerly accept payment in exchange for sending an email you have written to their exclusive mailing list — usually filled with frequent, qualified buyers.



Digital Marketers usually buy solo ads to either:

- Make Fast Sales
- Collect Emails/Names to Build Their Own lists
- or Do Both!

And as a solo ads broker, your job is pretty similar to a JV broker. You're connecting a particular party who is looking to advertise its product or services to a list of subscribers, together with another party who has an existing mailing list with relevant subscribers that are potential buyers.

In an upcoming chapter I'll show you how to find clients and connect to solo ad vendors, as well as give you a list of websites that you can join that'll help you find these valuable clients.



Are You Ready To Make Some Fast Cash?

I hope you're now beginning to understand how this guide has been specially designed for people like you: people who need money now; and can't wait for some business opportunity to work itself out.

With that said, let's get into some substantive content. In upcoming sections you will learn great ways to make money online in a short amount of time, and without risking any large investments in the process.

Just remember, always keep a cool head, stay calm, and focus more on execution and less on your problems!

CHAPTER TWO



What Are Joint Ventures?



What Are Joint Ventures And Why Consider JV Brokering?

In this section, we are going to talk about what exactly a joint venture is and why to consider JV brokering. First, let me enlighten you of what a Joint Venture actually is. Basically, a Joint Venture (JV) is a formal arrangement between two or more firms to create a new business for the purpose of carrying out some kind of mutually beneficial activity, often related to business expansion, especially new product and/or market development. Partnerships and joint ventures can be similar but in fact can have significantly different implications for those involved. A partnership usually involves a continuing, long-term business relationship, whereas a joint venture is simply based on a single business project.



Parties enter Joint Ventures to gain individual benefits, usually a share of the project objective. This may be to develop a product or intellectual property rather than joint or collective profits, as is the case with a general or limited partnership. A joint venture, like a general partnership is not a separate legal entity. Revenues, expenses and asset ownership usually flow through the joint venture to the participants, since the joint venture itself has no legal status. Once the Joint venture has met its goals the entity ceases to exist.



Why Joint Venture?

Joint Venture marketing can prove to be extremely beneficial for almost any business owner. It's a great way to join forces with other businesses and build mutually beneficial relationships both within and outside of your industry. While there are a number of good reasons to consider joint venture marketing, there are three basic reasons that truly outline the main goals and purpose of every joint venture marketing opportunity. They include combining resources, gaining opportunities and maximizing profit. Let's take a look at each one.



Combining Resources.

When entering into a joint venture marketing agreement, one of the greatest benefits will be gaining access to additional resources. By partnering with another business or business owner, you will ultimately be combining your resources to make this joint venture work. That means the possibility of more funds, more visibility and thus, more business. You will both especially benefit from sharing each other's lists, allowing you to instantly double, possibly triple your potential customer base. As an intelligent business owner and strategic marketer, you probably already know all too well the importance of a quality list and have the experience of building your own. A joint venture marketing agreement is a great way for the parties involved to take some of the work out of building a list, and allowing more time to focus on building your actual business.

Gaining Opportunities.

Through joint venture marketing, you will not only gain a strategic business partner, you will also gain business opportunities that you may otherwise never have had. For instance, combining resources may provide you with the opportunity to purchase more expensive advertisements. And more expensive advertisements may lead to a larger pool of potential customers due to greater visibility and distribution.



You'll also gain the opportunity to reach members of your partner's list, a valuable resource with built-in credibility. You will discover the advantage of reaching people that already know and trust your partner. And it becomes a domino effect. Just as one investment leads to another, so does the opportunity to nurture strong, professional relationships. Building these relationships within your field, with both clients and your peers, is extremely important and a key ingredient to success. The more others trust you, the more likely they are to do business with you. And that is an opportunity you never want to miss.

Maximizing Profit.

The goal of every business is to make money. And when you join two businesses together, the ultimate goal is to make even more money! Combining also gives you the opportunity to reach a greater audience, giving you the automatic potential to increase your customer base and maximize profit. You want to be successful and so does every other business owner out there. So why not join forces? Joint venture marketing gives you and your peers the opportunity to work together with a common goal in mind. Whether you offer complimentary services or sell similar products, a joint venture marketing plan can and will help bring you and your partner much success.



Why Do JV Brokering?

JV Brokerage is one of the easiest and fastest ways to make money online. Being a JV broker can be very advantageous. You don't need your own product, customers, or a mailing list. You don't need a fully automated website with all the works. You don't need to purchase anything. All you need to do is learn how to locate complementary businesses, introduce them to each other, and negotiate a deal between them. You become the middleman. For doing this you get a percentage of the sales.



JV brokering requires a deep network of contacts. They are, after all, the people who will make things possible. Without them, the idea, no matter how grand and rewarding, will most certainly sink before it could even take flight. Meeting people and building great relationships with them is a must for this business. Hence, good public relations skills are a necessity for anyone who wants to try this profession. JV brokering also requires a creative mind and a keen eye for the industry. Here are some simple steps you could take if you want to start out with JV brokering:

Find possible JV partners.

You can do this by building good relationships with the people you have dealt with and are dealing with currently. They are commodities for your success in this field. If you're just starting out, then you could invest some time in specialized forums and continue to brand yourself as a credible player in the industry. Soon enough, you'll have a workable list of contacts. Ask them if they're open to joint venturing opportunities. If they say no, be thoughtful and polite, and ask why. Learn all you can from each opportunity you pursue.



Educate them on the process.

As you find someone who's interested, spend time with them and educate them on the process of joint venturing. Learn how things work. Learn what they are able to do. Learn what they are willing to do. There may be things that they may want to do but can't yet.

Try to select the perfect people for the job.

The bigger your network is, the more options you will have. Learn what they are able to do. Learn what they are willing to do. Your job as a successful JV Broker is to really know those you are bringing together. Discover their strengths, know their weaknesses. These will all play a very important part towards the success of each joint venture.

In conclusion, Joint Venture Brokerage is a highly versatile business which can be run on a part or full-time basis and can produce significant profits for those who take the time to learn the necessary skills and apply them.

CHAPTER THREE



How To Structure Your Offer.



How To Structure Your Offer

In this section, we are going to talk about how to structure your offer in a JV broker arrangement. However, before you get into structuring your offer, you might want to know what JV partners often look for. First and foremost, a joint venture partnership with an established Internet Marketer is the quickest avenue to success for the novice Internet Marketer or for an individual who has created a product or service but has never done any Internet marketing. Partnering with an established marketer gives a newbie instant credibility and access to the best market for his product, service or idea. When approaching an established Internet Marketer with a joint venture proposal, an individual should realize that there are three main things that the marketer will evaluate when determining whether to accept your joint venture proposal.



Three Key Attributes A Reputable JV Partner Will Often Look For In Your Offer

Product Quality.

Product Quality will be considered and looked at very carefully and from every angle. The successful internet marketer is not going to recommend an inferior product or service to the members of his list. He has put a great deal of time and effort into establishing himself as a reliable and dependable provider of information. An inferior product or service could undo all of his hard work! Check what you are offering to make sure it is of the highest quality possible and that it delivers what is promised.



Market And Demand.

Market and demand for the product or service needs to be well established. You must have done your research and be able to prove to him that there is a market as well as a demand for the product or service you are selling. No matter how great your new widget might be, if it isn't relevant to your target, there probably won't be much of a demand. So what you are selling needs to be well established within your niche in order to be successful in today's market place.

Sales Letter.

How persuasive your sales letter is written will be the final determining factor. Even if you have a well established, high quality product or service...even if there is a hungry market with a high demand for what you are selling...if your sales letter is weak, a reputable internet marketer won't even consider partnering with you. So make sure to put as much thought into how you write your sales letter as to how much you put into creating your product or service.



Options For Structuring Your Offer

Usually, there are two options for you to choose from setting up a JV Partnership: 20% Brokering fee or a 1-Time Flat Fee. You might be wondering, *which one should I choose or which one is better?* Let's discuss.

20% Brokering Fee.

This option earns you a 20% commission on every sale of your product or service. Of course you can always negotiate on the percentage with your partner to achieve a win-win situation.



Just remember that you are not the only broker in town. Savvy brokers who always have their eye on the bottom line are always looking to arrange a more lucrative partnership at a lower price to bump up their profit margin. So be sure to establish an open and honest communication channel with your partnership to achieve a balance that keeps everyone happy.

One-time flat fee.

This means that your partner simply pays you a flat price in order to sell your product. However, we do not recommend this offer unless you are really desperate to raise money. This is because a one-time flat price does not offer long-term benefits. You're only being paid once even when the sales are still on-going.



The Role Of A Joint Venture Broker

A JV Broker's role changes depending upon the nature of the joint venture deal. For instance the broker might be a person who finds joint venture partners, or a person who sets up the JV Partnership arrangement. In either case, the Joint Venture Broker is compensated for his or her role by taking a percentage of the profits.

Other key roles of a JV Broker include:

- Looking for hidden or under-utilized assets within a company
- Creating marketing opportunities that are either unrealised or unrecognised



- Exploiting customer lists that are not maximised
- Recognizing relationships that can be optimised

Joint venture brokering is not a difficult concept to understand. Just imagine an orchestra. Surely, such an ensemble wouldn't be able to play marvellous music without the conductor? The conductor simply brings all the band members together and instructs them how to proceed with an orchestral arrangement. The conductor doesn't have to play any musical instruments; he just needs a good working knowledge of music.

The kind of joint ventures you can arrange are as unlimited as your imagination. A car dealer can offer a free dinner at a local restaurant to anyone who comes in for a test drive. Both the restaurant and the car dealer get more customers to come through their doors and potentially add more to their customer list. The sporting goods store forms a co-op partnership with a local health club or gym — each sending their customers to the others for health & fitness access or equipment purchases. The electricity company agrees to include an ad for an appliance dealer in its next billing letter, reaching every utility user in the region.



The electricity company is happy because they reduce their cost of mailing because the appliance dealer pays a small fee for each insert. The appliance dealer is happy because they piggy-back on the electricity company, gaining access to all their customers, and with less cost than conducting a mailing from scratch.

Joint Venture Brokering appeals to many entrepreneurs because it offers an alternate way to earn really good money without having to create your own product, without having to set up and implement any marketing strategies (although for some types of joint ventures, a knowledge of marketing is essential) and investing little, if anything, financially.

The joint venture broker essentially determines the type of resources the client needs, and works with the client to determine what can be offered to joint venture partners who have those resources. He then works out how to present the offer to joint venture partners so that they will see the offer as a *win-win-win* situation. (The three “wins” are a *win* for the client, a *win* for the joint venture partner, and a *win* for the customer as well.)

CHAPTER FOUR



Where To Find JVs.



Where To Find JV's

Approaching potential joint venture partners in just the right way is vital to the outcome of the joint venture. The JV Broker's role is to assist the client when trying to convince people who have never heard of him or her to enter into a joint venture deal through a well-crafted joint venture proposal. The broker will have already determined what a potential joint venture partner can gain from the deal. Having done their research, they know who needs what resources and how to find others to provide those resources.



The Top Sites For Connecting With JV's are:



Here's a brief overview of each one.

MunchEye.

MunchEye is the most comprehensive I.M launch calendar on the planet used by over 3000 potential affiliates and JV partners, who are actively looking to promote offers like yours. However, the competition is huge, with thousands of launches appearing on MunchEye each year. The MunchEye advertising packages make your launch stand out and reach more affiliates.



MunchEye works by allowing you to select days you'd like your listing to be featured. Each featured day is around \$50 and usually if you buy 5 days you get bonus days free! Book early to avoid losing your spot to other vendors. Only a limited number of listings can be featured each day. You can buy up to 14 days at a time, with most vendors buying at least 3. The sooner affiliates become aware of your launch, the more likely they are to promote it. You can also purchase a featured spot to grab more attention to your listing.

Launchr.

On Launchr you get your own personal and private installation of web-applications (such as WordPress) for evaluation, testing and training. You can share your installations with other users or even share your own custom solutions. At the time of this publication, Launchr is offering a free account with no credit card required to register and no strings attached. It's a great way to present your own commercial products and services.



Here's how Launchr works: If you want to use a web application, you first have to sign up or log in. This is required because Launchr offers personal installations. You can select from the list of products and solutions, and get your own Installation with a simple click on "Launch now". After a few seconds the application is installed and ready to be used. It's that simple!

In case you want to share your own product or solution on Launchr, you can easily create your own installation template with help of a visual editor also known as a "Sequence Editor". This drag and drop web interface requires no programming skills. However, you might need some knowledge about how to set up the product.

WarriorPlus.

The all-in-one Warrior Special Offer (WSO) management system handles every aspect of WSO marketing. This system is one of the best tools on the market and makes running your campaign easier than ever. A WSO can be a product, a service, a subscription, or a membership. WSOs are usually found in the Warrior Special Offer section on WarriorForum.com.



When offers are posted in that section, it signifies that those offers are worth checking out. The WSO system automatically sends out files, membership information, license codes, and activation codes to customers. Within the Warrior Plus system, members can set up auto-deliveries, update quantities, set quantity limitations, place 'Buy It Now' buttons on their WSO page, and change the prices of their WSOs from an easy-to-use interface. Users can even base their price change on the quantity of sales that they have made.

JVZoo.

JVZoo is a marketing platform for digital products. They make it easy for sellers to promote, list and sell their products and give affiliate marketers some great digital products to promote. They have a huge marketplace with all sorts of digital products to promote. No matter what niche you're in, JVZoo has you covered. They have 21 different categories to choose from with hundreds of digital product offerings.



JVZoo is for the makers of digital products as well as affiliate marketers who are looking to promote these products on their websites and blogs. There are so many really great products available on JVZoo, so you're sure to find something that will do well within your niche.

CHAPTER FIVE



**How To Contact Product
Vendors Before They Launch.**



How To Contact Product Vendors Before They Launch

In this section we are going to discuss how to contact your product vendors before they launch. But before we dive into contacting vendor, allow me to brief you on some responsibilities you should know about vendors.



Vendors' Responsibilities

A vendor is a business or individual who sells a product or provides a certain service to another business or individual. Vendor responsibilities grow out of fundamental and ethical consideration, such as an obligation to keep your word and provide what you say you're providing. Customers are more likely to continue doing business with a vendor who takes responsibility and stands behind his or her products than one who is evasive and fails to deliver what was promised. Some of the key attributes and standards that a reputable vendor adheres to include the following:



Quality.

Vendors are responsible for the quality of the products they provide. Although some products are designed with an eye on price as opposed to quality, every product must at least meet minimum quality standards that are consistent with its price. For example, a manufacturer of a cheap brand of olive oil cannot be expected to provide olive oil whose quality is comparable to that of an artisan olive oil. However, he can be expected to provide an olive oil that is not rancid and is of sufficient quality for basic cooking.

Punctuality.

Vendors are responsible for providing the products they offer in a time frame that is consistent with the expectations they create. A vendor who fails to deliver a product on time can create trouble for business customers whose sales depend on the promised items. A vendor who is late in delivering a product to a private customer can cause major inconveniences, or simply waste his customer's time. A customer may forgive a late delivery or missing a deadline once, maybe twice. But if it happens again, you will most likely lose future sales as well as that customer.



Honesty.

The responsibility of a vendor to be honest with his or her customers extends beyond all claims about the product's effectiveness to billing practices. Vendors should ever make false claims about the materials in their products, or about their own qualifications for providing these products. And unless the vendor specifies that these items are no longer available or offer comparable alternatives, he or she should always refrain from overcharging customers and should provide exactly the products and services that the customer has ordered.



Choosing A Vendor

Sometimes choosing a supplier or vendor is as simple as asking a friend who they use in their business. Other times you need to go through a formal selection process. To make sure the vendor you choose is the best to provide a service or product your client needs, use these five steps below as a guide.



Document Your Organization's Need.

Before you can do any kind of selection of potential vendors to provide services for your client, you must document everything in detail. This will help you out greatly down the road if ever you look through your notes and suddenly realize what you've documented does not match up with what the vendor is now offering. When you meet with potential vendors, you need to be able to judge what they can do for you versus what you need them to do, and make sure that it's a good match.

Identify The Potential Sources.

Whatever service or item it is you need to provide, your best next step is to do your own research and identify which organizations seem to do the best job in supplying what you need. Once you have done that, contact each vendor by phone and/or by email and state your needs and that you would like them to participate in your selection process. Understand that if this is a fairly small dollar item, they won't be too interested in going through a lot of effort and resource hours to acquire your business.



Initial Vendor Discussions.

This is where your potential service providers come to your site and present their offers, as well as discuss what they can provide, or how they are going to meet your needs. Remember, they need to sell you on why they are the best provider. Typically, it is ideal if you can select up to 8-10 vendors to participate initially.

Weeding Out Vendors.

Often times you'll find some vendors just don't quite cut it. They have an offering somewhere in the ballpark, but based price, or the specifics of their service, they just can't meet your needs. This is where you weed those providers out.

Final Vendor Round.

This is the final chance for each of the vendor finalists to make their offer stick and to win your business. Have a final discussion with them separately on price and their offerings. Now is the time you may want to get even more specific about your commission structure. You are looking for ways to pick the best vendor both in terms of price and service. And remember, you always want to make sure your offer is a win-win-win situation for all parties involved.



Vendors Management Tips

Last but not least, know how to manage your vendors. Here are two things to consider that will help you efficiently collaborate with and manage your vendor team.

Understand Vendor Roles.

Vendor responsibilities can vary from business to business, so it's not safe to just assume that everyone knows their role. Instead, it's important to clarify and be aware when assigning each task. Knowing your role, and the role of the other vendors, will help avoid duplicate efforts and prevent stepping on each other's toes.



Expand Your Network.

Knowing the people you are working with is a great opportunity to expand your network and grow your business as a broker. Building relationships with other vendors helps bring awareness to your company and assists you in expanding the scope of your business. Once you build your core vendor relationships and begin to refer business to each other, your circle of referrals will grow exponentially. You will start getting more and more repeat business, but of course, to get repeat business you must provide good traffic for them. Teaming up with vendors and working together can also create better pricing for yourself. With social media on the rise, expanding your network and building in-person relationships with other vendors can translate into having more helping hands to share your work online. The more efficiently you work with other vendors, the greater the chance that you will be able to grow your business as a broker and increase your revenue.

CHAPTER SIX



**Raising *Fast Cash*
Through Freelancing.**



Raising *Fast Cash* Through Freelancing

Freelancing is probably one of the best ways for you to make some fast cash online. It's completely legal and effective because you are selling your skills and service. It requires virtually no setup at all and you can even do it without a website. All you need to do is get yourself a payment processor that will allow you to accept payments online.

For example...

Let's say you have a friend who knows that you can come up with some pretty cool web site designs. You've been doing this for a while but never thought of doing it to make money.



So your friend emails you one day and asks you if you'd like to design a web site for him. He says he wants to put up a site for doing comic book sales. He then says those 4 magic words:

"I Will Pay You!"

Now, think about this. You don't have your own web site advertising your service as a web designer. In fact, you've done no advertising whatsoever. And you've done nothing but respond to his email asking for your help.

And this person is willing to pay you for it!

That's really all freelancing is. There are millions of people out there who need to have various odds and ends jobs done for them. And they're willing to pay for this service. All you have to do is go to where these people are, find out what they want, and offer them your service.

Yes, it's that simple.



So, What Are You Going To Freelance?

There are many, many, opportunities on the internet that will allow you to render your services for a fee. Whatever it is you're good at, there are always people who need what you can provide. And because the entire world is your market, it's very easy get the word out, get noticed, and get freelancing work online.

In this section, we will be discussing five possible freelance opportunities that can provide you with a stable income, the amount of which may even rival the salary you receive from your current day job.



Still confused about where you can find work? This essential guide we've put together will help you determine how to scope out clients and identify specific sites where you can land projects. The locations listed have been proven to be brimming with potential clients. Plus, we'll also share some tips and tricks that will help you to compete with the pros. Overall it will ensure a great start for your freelancing career. Let's get started!



Writing

One of the easiest ways to make fast cash as a freelancer is through freelance writing. All you need to have is a pretty decent command of the English language, including the proper use of spelling, punctuation, and grammar. It doesn't have to be perfect, but it should be on at least a high school level.

Freelance writers usually make around \$10 to \$25 per article for web content. I know \$10 probably doesn't sound like a lot of money, but with a little practice you could easily produce a couple



of articles per hour, which would earn you a minimum of \$20 or more per hour. That's not too shabby considering you can do it all from home, in the park, at the beach, or just about anywhere. Plus you don't have to fill out a job application or sit through an interview. It's one of the easiest ways to make some quick cash!

As you progress, you'll begin to build a nice portfolio of writing samples. Along the way, be sure to get testimonials from your clients to help you build a high-demand reputation online. This will allow you to quickly increase the prices you charge for your writing service. You could easily be earning \$25 to \$50 per article in no time. That would mean you would be making \$50 to \$100 per hour. That's definitely not bad!



Graphics Design

If you have general computer design skills, and can navigate basic designer software such as Canva or Photoshop, you should be more than qualified to market your skill online. Similar to freelance writing, freelance graphic design work is a great way to make quick money over the internet. You can get paid anywhere from \$20 — \$50 for a simple advertising banner, or hundreds of dollars for a complex website design. If you're really good, you can bring in even higher prices than normal, especially once you start getting a few glowing testimonials under your belt!



Besides your computer, and some of the graphic software mentioned earlier, you'll need a website where you can showcase samples of your work. This way, you can direct potential clients to your site to see work examples, check out your prices, and contact you if interested in hiring you for their project.

For now, let's assume that you don't have any prior experience in freelance graphic design. In this case, it is essential that you begin accumulating items right away to put into your portfolio so you'll have something to present to prospective clients.

At a minimum, you will want to have created the following items:

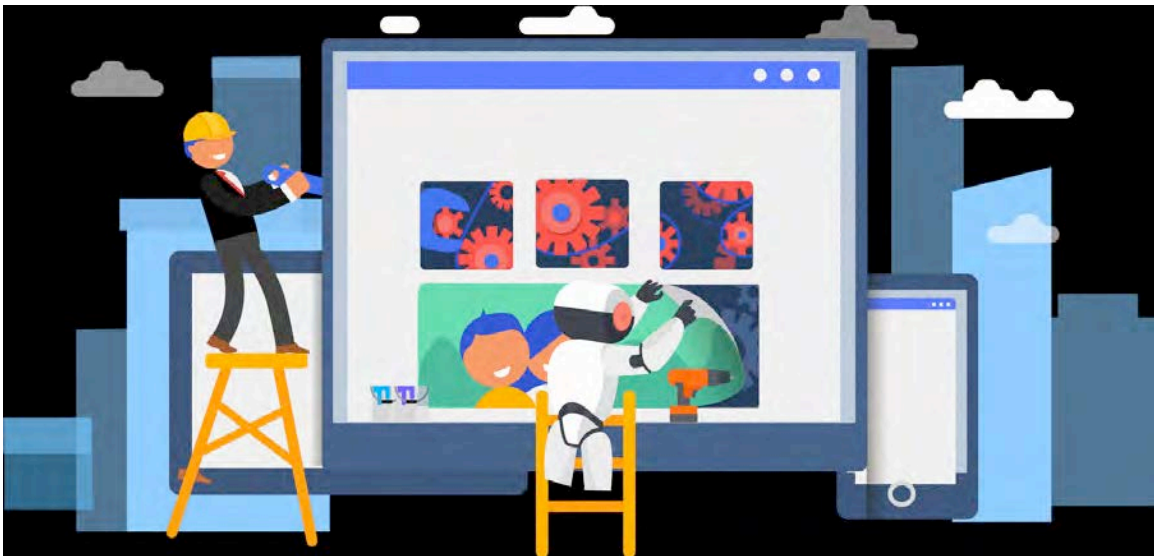
- 1) An eBook Cover
- 2) A Banner
- 3) A Small Business Logo
- 4) A Simple Landing Page Or Squeeze Page

Remember, since all of your work is likely to be used for commercial purposes, it is critical to only use "stock images" or images that are in the public domain.



While public domain images are usually free, stock images will usually be at a nominal fee. Either way, you will be assured knowing you won't be violating someone's copyright.

Once you have created a small portfolio of items that are sufficiently attractive, and well polished, you're now ready to begin marketing your work through various channels.



Technical Work

One of the most in-demand services in today's digital world is Technical Work. If you happen to possess any technical skills such as website setup or Wordpress design, you could be making some serious cash quickly!

Many small businesses owners have no skill or knowledge when it comes to technical work, so they're happily willing to pay those with technical skills to solve their problem. And then there are clients who are simply busy running their businesses and are always looking for extra help to take care of their site's maintenance and development. These are fantastic opportunities to offer technical services like setting up or trouble shooting their website, or even offering a Wordpress maintenance package.



There are plenty of small and mid-level organizations with no internal web team. They've got websites they outsource and details like security and backups are a constant worry.

WordPress constantly needs to be updated, and it takes time and knowledge of the platform to perform the service. Too often clients simply don't bother and overlook the problems that can occur with an outdated system. This can lead to hacked sites and huge headaches for business owners.

This is where you can come in to save the day! Not only can you keep their WordPress site updated, you can easily set up a backup system, suggest better themes, or find the right plugins needed to keep it optimized.

You take care of the details and your client doesn't sweat it. To you they're relatively minor issues, often automated and simple; but to your clients they're business-stopping nightmares.



Voice Over

Voice over jobs are fast becoming a growth industry now with so many websites wanting audio. For years there's been a high demand for people to record audio for ebooks, videos, and more. This makes Voice Over (VO) service a good side job for those who are looking to make some easy fast cash. These recordings can be easily done at home and with just a few pieces of equipment. All that's needed is basic audio recording software, a decent digital microphone, a pair of headphones, and a quiet place to record. If you've got basic reading skills, you can literally get paid to speak!



As a voiceover artist, you can literally pick and choose your own hours. When you accept a voiceover job you commit to doing the work by a certain time and date. So all you have to do is make sure to have the recordings back to the client by that time and date. Apart from that, how and when you choose to do the work is entirely up to you. What's great about VO work, is you can still work a day job and pick up freelance voice over jobs to work on in your off hours.



Virtual Assistant

Another easy way to raise some fast cash is to work as a Virtual Assistant (VA). In short, you will be working as an administrative assistant — but doing it all online. This means you'd be doing tasks such as record keeping, database entry, and other repetitive tasks. Other types of tasks could include submitting links to directories or managing an affiliate program.

Whether big or small, most businesses today are accepting the idea of having virtual assistance. This lessens the workload on the company and is cheaper than having to create a whole department to take on the same tasks.



Some of the basic skills that most virtual assistants are expected to have include:

Word Processing Skills.

Because much of the work a virtual assistant takes on involves word processing, such as data entry, typing, and other online documentations; it essential that you'd need to possess this skill.

Computer Skills.

The very nature of the job requires the extensive use of the computer. So obviously you'll need to be computer competent. Being able to handle the more popular office software and applications is also a pre-requisite.

Communication Skills.

This is a big necessity when it comes to the capabilities needed to be a virtual assistance. Being able to communicate effectively and accurately, both verbally and in writing, is very important in assuring all communication is understood on all levels.



Writing Skills.

The bulk of a virtual assistant's work is done through email and some snail mail. Therefore you'll need to be well versed in writing skills in order to properly execute the requirements of the job. Good proof reading are also essential as it is often expected as part of the job requirements.

Management Skills.

This comes in handy when there is a need to coordinate several different job elements at any given time. These areas may include the advertising aspect, the marketing side, and perhaps even the public relations platform of the business.

Offering skills as a virtual assistance is fast becoming a popular option for many. And it can be a great way to bring in fast and continual cash. Once you identify a potential client, write a proposal that is specifically tailored to his or her business or the project at hand, as opposed to just writing something generic. You should also submit samples of your past work, a copy of your resume, and anything else that might provide specific information to the client. The ultimate idea here is to make credible bids.



If you need immediate payment, you should look for one-time, small jobs. Put in a low bid; and offer to work around the clock until you complete the project. Have your client will release the funds upon completion and transfer them directly into your PayPal or bank account.

Alternatively, you can pick up very large projects and require clients to make a deposit of a specified percentage of the job upon acceptance of your bid — say, 30%. This means that you would get 30% of the project's full cost as soon as you are hired, which you can immediately transfer to your PayPal or bank account.

CHAPTER SEVEN



Where To Post Your Service.



Where To Post Your Services?

Now that we've gone through the many areas to consider when focusing your online skills, let's discuss some of the places to post your freelance services and land some real cash-paying jobs.

The first places you should check out are the various internet marketing forums. These forums are full of successful marketers who need freelance services. It can be pretty hard to find a good, reliable freelancer, so most-likely they'll be more than willing to give you a chance.



Just remember, don't go spamming these forums with offers! You'll need to follow their rules, and you may need to pay to post an ad to get business. But paying \$10 or \$20 is a drop in the bucket compared to the amount of money you can make from just one single offer.

Here are some popular forums that are often looking for talented (and hungry) freelancers:

- Warriorforum.com
- Sitepoint.com
- Digitalpoint.com



Freelance Sites

Although we recommend starting your freelance search through the various forums mentioned earlier, most wannabe freelancers go for the obvious route and begin searching the various freelance and outsourcing sites right outta the gate.

There are quite a few you can try, but you'll be facing a lot of competition from all around the globe. Some writers in third world countries have even been known to sell their articles for as little as \$0.50 each on these sites. The quality is horrible, but at such a low price, they still manage to get work. But upon seeing the final product, it's usually the freelancer's last job with the client.



But there are two freelance sites every up and coming online freelancer should consider: Upwork.com and Fiverr.com. Both have become the largest and most globalized freelance platforms where most freelancers and clients frequent in seek for freelance jobs and services. The following pages highlight the key benefits of what each site has to offer.



Upwork.com

Most freelance services like voice over, graphic design, virtual assistant can be found on this site.

With over 1.5 million clients, Upwork (formerly oDesk) offers something for every type of freelancer. It accommodates both short- and long-term projects, hourly or project-based work, and features both entry and expert level engagements.

Regardless of what profession or skills you're offering , Upwork is likely to have a category where you can promote it towards potential customers.

Navigating Upwork is extremely simple. Just sign The site is smartly designed to allow you to easily search by category based on your skills, then fill out applications for anything you find relevant. Best of all, if you get interviewed or hired, you can track your hours or project status on Upwork, then get paid directly through the site.



Here are a few ways to increase your chances landing a job:

1. Fill out your entire profile with samples and references.
Clients may contact you about jobs, so you need to make your profile as enticing as possible.
2. Take multiple tests. You will have to take the Upwork Readiness Test before you can apply for jobs, but then you should take others related to your skills. This shows clients what you can really do.
3. Link a withdrawal option to your account. This takes a long time to set up, so you should get it going while you work on your first project.
4. Include a cover letter for every job you apply to. Do the same just as you would do for a regular 9-to-5 gig. Explain your profession or skill.



Fiverr.com

Looking for a platform to represent your services can be the most difficult thing for a freelancer. Sometimes just a good connection is all a freelancer really needs. Fiverr has created the perfect platform to help you make that connection. That's why Fiverr.com is a great place to start to build your freelance empire!

The concept of Fiverr is straightforward. Basically, it's an open marketplace where people with all types of digital graphics designers, copy writers, and technical service experts can offer their various skills starting at a cost as little as five dollars (hence the name "fiverr").

If you plan to be a fiverr seller, remember this 4-step procedure:

1. Clearly communicate with the client
2. Accept their gig offer or politely send them a counter offer
3. Deliver the product as promised
4. Complete their order promptly and on time



How To Use Fiverr

Fiverr is extremely easy to navigate and use.

The website design is clean and clear, that even first timers can understand the concept easily in no time at all.

First of all, signing up a Fiverr account is free of charge! Go to their website, then click on 'Join' to sign up the account. As mentioned, enter your email and set up the password. Other than that, you can connect Fiverr to your Facebook or Google account without creating a new account.

The whole process is extremely easy. It is not necessary to fill in any other information, unless you want to customize your profile manually. After that, you will receive a confirmation email from Fiverr.



Activate your account through the email. Once you have completed the activation, you can start selling on Fiverr!



Aside from that, you will need to have your own PayPal account. PayPal is the main payment method that is accepted by Fiverr. If you already own one, link it to your Fiverr account. If you do not have one, it is time to create one. Do not worry about the fee as creating a PayPal account is free!

CHAPTER EIGHT



How To Get Clients.



How To Get Clients

Now that you have had the chance to think about the skills you currently possess, as well as the types of jobs you can now offer as a freelancer, it's time to learn how to get clients to hire you.

This is usually where people make silly mistakes and ruin their chances of getting hired. You can't just sign up on any freelancing site, respond to a job request and say, "Hey there, I can do that! Hire me!" You need to present yourself in a professional manner. And you must make the initiative to contact them first. Don't just sit around waiting for clients to come to you.



Every freelancing site may have a different way of processing your job application and setting you up as a freelance candidate. But the main item potential clients will be look through is your proposal or offer. Whether it's done through the site or responding to an email, you are going to submit a proposal to the person looking to hire someone for the job.

Keep in mind that there are so many different types of freelancing assignments, and so many ways to address them. To give you an idea of what it's like to pick a job offer and submit a proposal, we've broken down the process and created basic examples on the following pages.



A Typical Job Description

As you search through various freelance job sites, you'll come across various types of job offers listed by all types of clientele. Some are lengthy, with more information than you'll probably need, while others are short and to the point. Below is an example of a typical job post you might come across on most freelancing sites.

"Looking for somebody to write 10 articles on digital marketing.

Topics desired are as such. Must be at least 500 words each.

Please submit your qualifications and your rate."



Your Professional Response

Obviously how you should respond should come across friendly but professionally. Politely introduce yourself, state your relevant professional skills, then briefly describe the kind of projects you've been worked on. Here's an example of a good introduction:

"Hello, my name is (NAME). I have been an internet marketer for the past 6 years. I have also been writing for more than 30 years.

During those years, I've written more than 1,000 articles for various online sites."



Next, show them 1-3 samples of your very best work so they can evaluate it and determine whether you're the right fit for the job. You can do this by simply adding links to your work examples or blog. Again, your response might look something like this:

"You can see samples of some of my work: (lists sites) or by clicking on any of the links below. You can also see my own personal articles by visiting my blog at (insert URL link)"

Finally, tell them your current rate, then give them a specific price based on the project they have listed. If you want to be more competitive, and have a better chance of getting the project, it never hurts to offer them an introductory deal. For example, see how the offer is structured below:

"My current rate is 10 cents per word. However, for a bulk rate of 10 articles, I would be willing to consider writing all 10 of them for 8 cents per word."



Your Reasoning For Your Rate

If you're very confident with your skills and want to make sure they're willing to hire you for your rate, you can include the below reasoning to convince them that your work is worth that price.

"If you're wondering why my prices are slightly higher than most, it is because I am a professional at what I do. Take a look at my samples and you will see that they are of the highest quality. Most of the work you will get from lower priced freelancers will in fact be of a lower quality, and will most likely require multiple revisions. This costs you time and money. That's why it's better to simply have it done right the first time."



Last but not least, tell them how to contact you.

*“If you are interested in letting me help you with your project,
please contact me at: (Insert Reply Method)”*

The reply method will depend on how the site operates. It could be a member ID, a member name or your personal email. Just follow the instructions of the site.

This is a solid way to reply to a job request. Obviously you’ll want to add your own personality to your reply. Just remember, if you present yourself in a completely professional manner, you’ll win a lot more bids.



The Key To Getting Hired

The real key to landing jobs on most freelancing sites is to simply pursue, nonstop! The internet is so big, the amount of freelancers offering their service is unlimited. To compete, you have to be full game-on and put yourself out there so clients will notice you and hire you for your skills. The process is simple: go out there, present yourself, every day until you get hired.

Search all freelancing sites and for relevant job postings, find those that you're interested to work for, then send in as many application as you can daily.



It's a numbers game after all. The more frequent you appear to on these freelance sites, the higher chances someone will find you the right fit for their needs.

But you need to be aggressive. Not in the way that will offend or annoy someone, but in a professional manner. So be aggressive in your posting, offer yourself on a daily basis, and reply to every job offer that fits your credentials on all freelancing sites. You can also send frequent reminders. Bottom line is to be persistent but not pushy.

If you don't hear back from potential client that you don't know very well, you should give them a week to respond before you send a polite follow-up.

Your message should sound something like this:

“Hi (INSERT NAME) A week ago, I replied to your post and sent you an offer regarding (INSERT PROJECT REQUEST INFO). I wanted to follow-up and see if you are still interested in pursuing it further. I'd be happy to chat more about it at your convenience. Please let me know if you have any questions. Thanks.”



Always keep your follow-up very short and to the point. People are busy, especially editors of larger blogs or publications, and more often than not, they don't respond because they don't have the time to read through a long follow-up letter. Sometimes all they need is a little nudge — a reminder to respond to your email that was somehow buried among all the rest.

And sometimes, sending a simple, *short* reminder shows that you want something bad enough, and that you're really committed to that request. But you don't want to be a pest.

Finally, continue to follow up with clients.

This is something so many freelancers fail to do and it kills more business than you can possibly imagine. After completing assignments, most freelancers simply thank the customer for their business and move on. They think that just because they did such a great job for the customer, they're going to be contacting them for more work. In many cases, this doesn't happen.

After completing the project, ask the customer what plans they have in the future. Ask him or her if they think there's going to be a need for more work. Then remind them to give you a shout so.



There is an old saying, *"Out of sight, out of mind."* Trust me, once you're out of sight, you're so out of this person's mind and he or she may even forget you did such great work for them. So keep the relationship on-going. Just make sure to keep your follow-ups as professional as possible at all times.

CHAPTER NINE



Signing Up For An ebay Account.



Signing Up For An eBay Account

As you probably well know, next to Amazon, eBay is where most people go to buy or sell items online. It's also a great place to go to make some fast cash! So in the sections ahead, I am going to take you through the eBay step-by-step buying and selling process, then show you how you can bring in extra income by setting up an eBay personal account and/or an eBay business account, as well as your very own eBay Store.

Okay, ready to get started?



Personal Or Business Account?

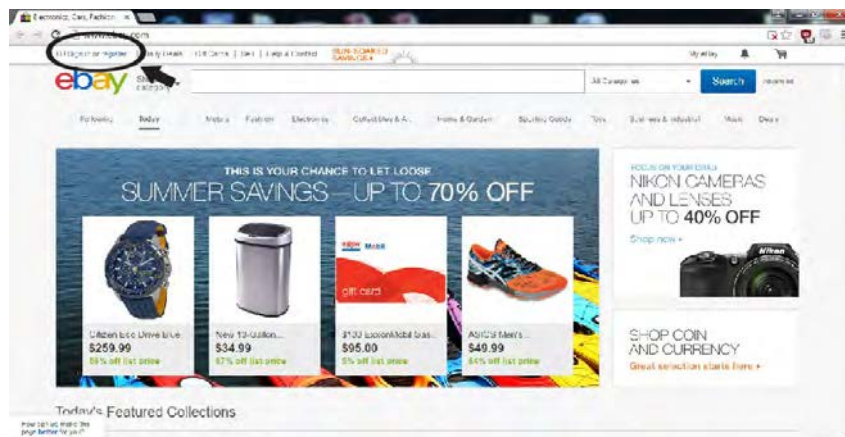
Setting up your very own eBay account is as easy as setting up your own social media account. But before we jump into setting up your account, there are 2 types of eBay accounts to consider: an eBay Personal Account or an eBay Business Account.

If eBay is a new to you, start with a personal account. As your business grows, you can always change it to a business account without any loss of previous transaction history. If you already have an established retail or online business, you can go straight to a business account. But remember, if this is your very first online business, and you have decided to set it up as an eBay business account, make sure it's set up *legally*. This means you've registered your business name with your state and you are abiding to all of its laws regarding sales tax collection.



Signing Up For A Personal Account

On the eBay homepage, there are links to Sign in or Register. Left click on Register to begin setting up an account. This will take you to a screen where you are required to enter all of your personal information



Next, you will be required to key in your Email twice along with a password. Once you have done this, you will are required to key in your first and last name followed by your phone number as well as which country you are based in.

Fill in the blanks to register

Sign in Register

Email

Re-enter email

Password ☐ show

First name Last name

☐ Mobile phone

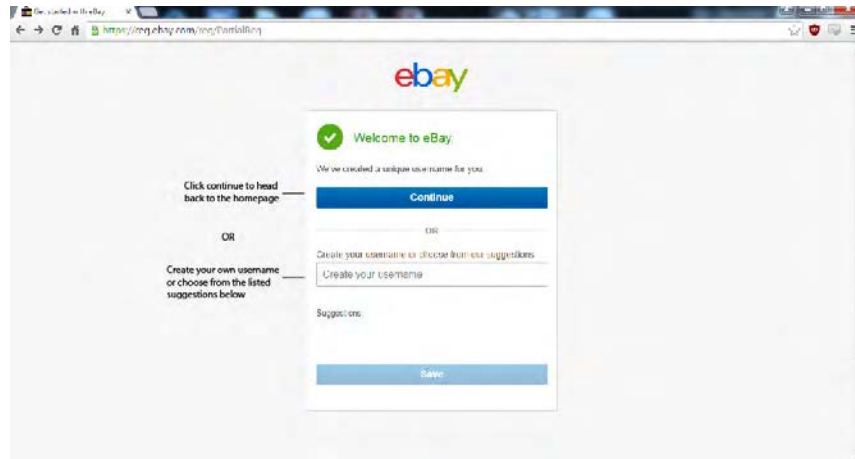
By registering, you agree that you're not a seller and not a business. [Learn more](#)
You must be at least 18 years old, and you consent to our [Privacy Policy](#) and [Marketing Communications](#) from us.

Register

WANT TO JOIN AS A BUSINESS?
[Register for a business account](#)



Click Continue to head back to the homepage or you can customize your own username, or choose from the names suggested below before proceeding to Save.





Advantages Of A Business Account

Compared to Personal Account, a Business Account does have its advantages. If you have an established company, you can register using the company name that would be displayed in all communication with your buyers, such as invoices and emails. If you're based in countries under the European Union, you can provide the value-added tax (VAT) percentage to buyers when you list up your item. Additionally you can receive net invoices for the selling fees from eBay by providing eBay with the VAT identification number. Other than that, there will be tax advantages but it is best to check with your accountant or your legal tax advisor.



Should I Register As A Business Account?

You may be still wondering whether or not you should still register as a business account. There are several simple factors to determine if setting one up is the right path for you. If your business model is based on any of the items listed below, an eBay Business Account is probably a good way to start.

- Sell items that you have bought to resell.
- Sell items you have produced yourself.
- Sell a large amount of items on a regular basis.
- Sell new items that you bought but don't use personally.
- Buy items for your business.



Now if you have determine which account to use, lets kick things off with your seller account, please ensure your key information such as name, address and phone are correct. Other than that, there are 2 aspects that you need to specify as well which is selecting your automatic payment method for paying your seller fees and eBay Money Back Guarantee reimbursements.



Signing Up For A Business Account

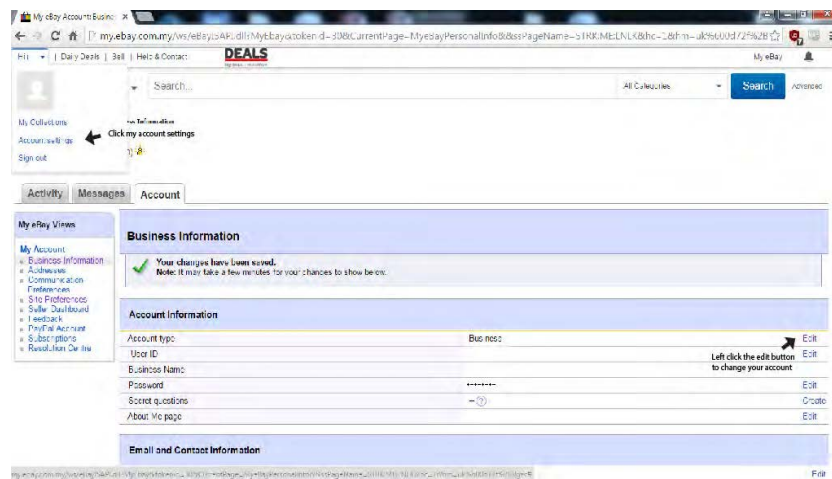
To sign up for a business account simply click on the Business Account section below.

You will be directed to the page below where you are required to enter your business and contact information. Next you'll need to enter the verification code shown above, which is a 6-digit number. Tick the box icon beside "I agree to the following" to indicate that you have agreed to the user agreement and privacy policy before clicking Continue.



Changing From A Personal Account To A Business Account

To change your account from Personal to a Business account, scroll to the top left bar and hover to pop-up the account section and select Account Settings. When the next page comes up, click Edit to change the account type.



Key in your business name then proceed to complete the sign-up process by clicking Change To Business Account.





Subscribe To eBay Selling Manager

eBay offers the following 3 types of selling features to manage your sales, all accessible from your eBay account page.

My eBay

This highly useful feature helps you manage your individual sales. It's exceptional useful for beginner seller. This helpful selling tool already set up as a default under your eBay account in the Selling section.

Selling Manager

This feature helps you handle multiple sales in less time. Through Selling Manger, you can manage listings, track sales, and perform common post-sales task such as handling Feedback, emails, payments and shipping. There are no fees required and you can subscribe to it for free.

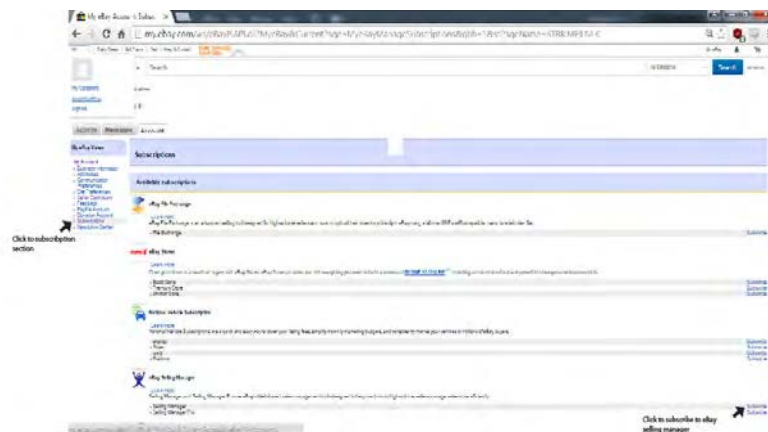


Selling Manager Pro

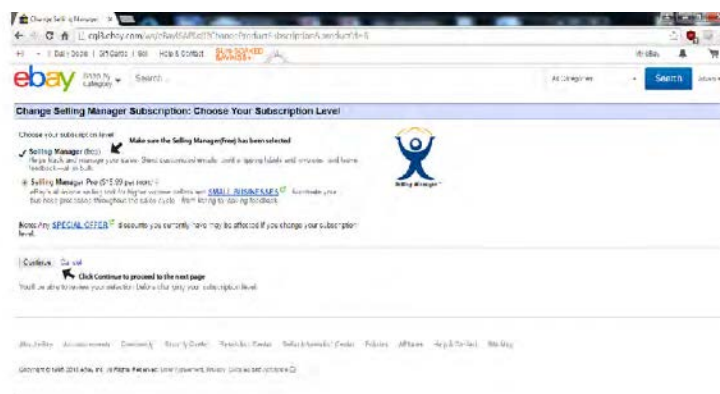
Selling manager pro handles a bigger volume of products and sales and can really save you time. It includes all the features from the default Selling Manager tool, plus the capability to automate common sales tasks, track inventory, and store reusable listing templates. Upon subscribing to this feature, you will be given a free 30-day trial (for first-time subscribes). Upon completion of the 30-day trial period, a monthly subscription will be charged to your eBay account and will appear on future monthly invoices.

Optimizing Your Seller's Account

To fully utilize and managing your seller's account, it's best to change the default My eBay tool to the Selling Manager tool. This helps with streamlining and optimizing the way you can sell your items. To subscribe to the selling manager, hover over the top left bar to pop up the account section, then select Account Settings (see below). Click the Subscription section, scroll to the eBay Selling Manager, then click the Subscribe button.



Below is the Selling Manager subscription page where you can choose your subscription level between the Free and the Pro versions.





Setting Up Automatic Payments

After you've keyed in all your personal details, you will need to go ahead and set up an automatic payment method to take care of your selling fees. You may be wondering what selling fees are all about. The answer is simple. Whenever you sell any item on eBay, you are charged a fee based on the type of item you are selling and how much you charged. eBay factors in the selling fee upon each sale, or charges it to your account as compensation for listing your item on their site.



If there is any chance you would like to change your payment method, it can be done at any time by following the method listed below”

- Go to My eBay.
- Click the Account tab.
- In the Payment methods for Seller Fees section, click the Change automatic payment method link and then make your selection.
- Follow the onscreen instructions.



Payment Methods

You can also set up your account to make a one-time payment option which allows eBay to collect your selling fee from your credit card or bank account (only when you choose). Currently eBay accepts payment from any of these payment methods:

1. PayPal
2. Direct Debit
3. Credit Card

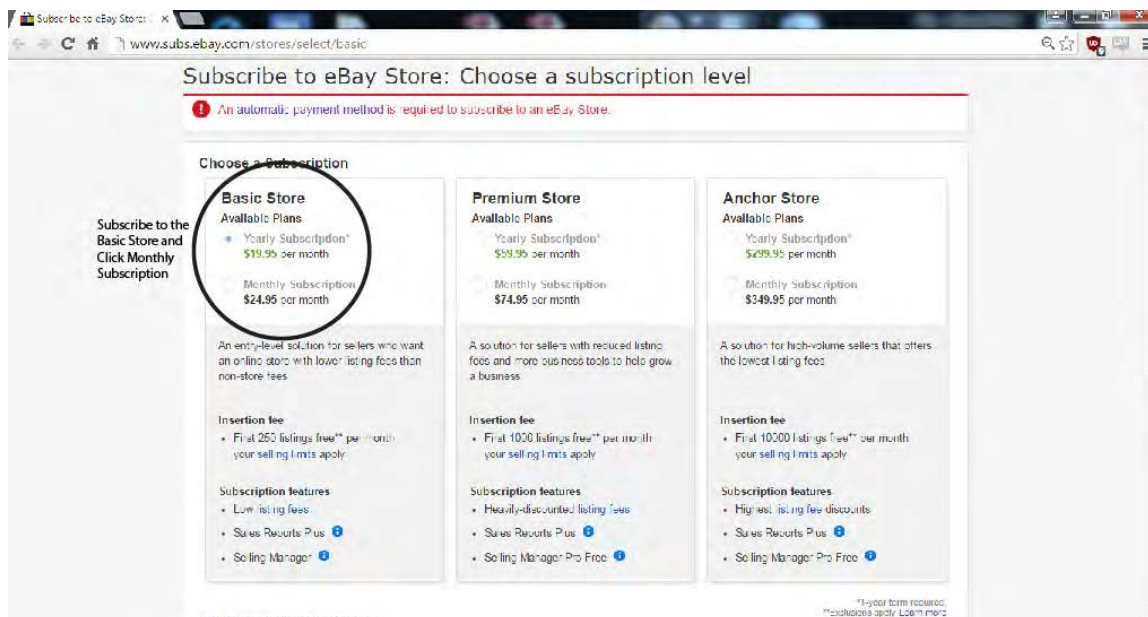
That being said you can set your onetime payment through a manual, non-recurring, payment option where you authorize eBay to collect the payment right from your credit card or bank account. This can be set up by following the method below:

1. Go to My eBay. (You may be asked to sign in)
2. Click the Account tab.
3. Under Payment methods for Seller Fees, click the onetime payment link and follow the on-screen instructions.



Getting Started With eBay Stores

Just like a physical store or a web store, eBay Store is a comprehensive ecommerce solution that helps you get more out of the eBay marketplace and the millions of buyers worldwide who shop there. With eBay store you gain exclusive marketing and merchandising tools along with customization features to make your eBay Store outstanding, and to gain the trust of your customers. Things to note about having an eBay Store is that you need to have a seller account with your credit card on file. In addition, you need to have a PayPal account set up and verified as well.



Subscribing To eBay Stores

After you have successfully opened up your eBay Store account, you will be prompted to subscribe to the eBay store by choosing a subscription level based on your personal needs. If you're having trouble deciding which level to subscribe to, the Basic store level is probably your best option if you are new or even an experienced online business. Moreover, if eBay is a new platform for you to conduct e-commerce business, it is best to choose the monthly subscription to test out the market before consider using eBay as a long-term online business site.

Once you have keyed in your desired Store Name, click Continue to proceed to the order page details before proceeding to confirm your monthly subscription to the Basic eBay store.

CHAPTER TEN



What Can You Sell?



What Can You Sell?

Now that you're all set to run your own eBay account, the next big step is finding the right products to sell. Generally anything is sellable on eBay — with the exception of certain prohibited items (some you can probably guess!)

As you're deciding what to sell, consider these 3 simple steps to determine what product makes the most sense:

1. Thoroughly research the niche you're most interested in
2. Identify manufacturers or wholesalers who can reliably drop ship your product
3. Choose several viable products to sell that strongly appeal to your selected niche market



These 3 steps are highly significant, so it's extremely important to follow through on each one before skipping on to the next. Carefully research your product then plan out each step. In doing so, you'll easily avoid most of the common pitfalls other internet marketers have experienced with drop shipping.



Drop Shipping Basics

Drop shipping is basically acting as the distributed sales force for manufacturers and wholesalers who either cannot or don't wish to act as retailers.

All you really have to do is be a *virtual distributor* because the majority of the tasks such as warehousing the product, handling the physical order fulfilment, and shipping it out are all done by the manufacturer.

As you're just starting up, you should begin with just a few select items that you have carefully chosen. This will help make sure you don't find yourself in an overwhelming position before you even actually start selling anything.

Furthermore, it's much easier for you to evaluate the feasibility of each item on a small scale before you start expanding towards bigger products to sell.



Finding A Good Business Partner

When it comes to choosing a reliable drop shipping partner, spend as much time as needed in narrowing down the list of the strongest candidates offering their best possible deal.

Any drop shipping partners already “approved” by eBay are almost always quite reliable partners to choose from. Plus you’ll usually find that their entire product catalogue is well represented on eBay by a large number of other drop shippers.

Once you’ve found the right company that’s willing to do drop shipping for you, find out how long they’ve been in business and how long they’ve been drop shipping for other clients.



Foreign Or Domestic?

There are great deals to be had through buying products abroad — especially in countries in Asia. But having them shipped directly to your country can trigger set-backs due to international shipping and custom regulations. It's why many eBay drop shippers suggest to avoid using foreign suppliers.

One suggestion, or compromise, to possibly offset the problem would be to look for special deals with foreign partners, but limit the bulk of your goods to domestic wholesalers.

Through this method you will be able to not only take advantage of some truly fantastic deals with what is typically less expensive merchandise, but you will also be able to keep up with other companies through contacts and trade publications when your domestic companies are no longer capable of offering you some of your best selling choices.



2 Types Of Drop Shipping Sources

Basically there are two types of sources for drop ship goods: Manufacturers and Closeout Sellers/Liquidators.

Both have their advantages and disadvantages, which are briefly described below.

Manufacturers.

Manufacturers are able to supply the same goods yearly, and at wholesale prices. But their rates are usually not as low as bulk pricing, unless you convert your business model, or sign a special contract. However, if it turns out to be a good-selling item, it might be best to continually keep it in your inventory.



Closeout Sellers and Liquidators.

If you choose to work with closeout sellers or liquidators, you may be able to get the best deal at first, but it most-likely won't be renewable, or not as good a deal next time. Also, the quality of their items may not be up to par, plus the chances that you would be able to send back defective merchandis is low.



Types Of Popular Items Usually Available For Drop Shipping

eBay offers a variety of items that are available through private sellers. That being said, niche markets are the optimum way to compete in this very crowded eBay marketplace.

The best way to determine potential winning niche products are ones that are not widely available at local retail stores, including such large online retailers such as Amazon or Shopify.

If you don't have a good niche to start with, one of the best ways to find one is to search for product sectors that have only a few listings in your local area. Especially lucrative product sectors are ones that are served by small, local outlets and are often sold at a very high profit. Usually consumers within these unique niches already have a good knowledge of the products, making them the perfect target in which to go after.



Even though there are many lucrative target markets out there to choose from, you must be prepared to compete with other wholesalers. This will mean your prices will usually have to be lower than your competitors. Several of these profitable niches to consider are outlined in the following sections.



Hobbies

These items are applied to different categories ranging from craft-making supplies to photography equipment and to just about everything else in between.

The great thing about this ever expansive niche is how it can be reached through many avenues. Besides actual hobby items, hobbier can be targeted through supply materials for needed for their projects, plans and patterns for crafting items, even e-Book guides on how to make money from a given hobby.

If you plan to focus on specific items within the Hobby niche, you'll need to offer a wide variety of merchandise (as mentioned above). This will make your store stand out by being more attuned to the targeted niche, which will make more appealing, and more desirable, to hobby enthusiasts.



Collectibles

The niche that targets collectors is one of the largest. There are literally millions of items sold online every day. Which means there are millions of motivated collectors to target. And just like hobbies, there's a vast number of the types of collectible items to offer. Whether it's antique figurines, novelty coffee mugs, baseball caps, or concert t-shirts — collectibles sell! Even unique items from a specific collectible niche, that may not be in the best shape, can still be appealing to the dedicated collectors within that category. And most are usually more than willing to fork out their money to purchase it.

Collectible items on eBay items are usually vast and very well presented. This is why eBay has become the collector's main "Go-To" source for collectible searches.



Business Supplies

Business Supplies have quickly become the primary option for drop shippers mostly because many trades have a very specific niche for their materials and tools. Doing a little research through specialized trade publications is a great way to obtain valuable information about wholesalers and manufacturers catering to specific trade groups.

Usually local distributors will charge an excessive amount to carry these manufacturers' unique products.

But if you take the opportunity to contact them directly, and inquire about any drop ship opportunities, you may find yourself getting the chance to serve markets that might have a single distributor that's been overlooked, and possibly without even undercutting their pricing.



Media

The “Media” subject in this section is not to be confused with the local or international media that delivers news to the public. This Media refers to items such as books, movies, and music that are sold on eBay.

With electronics and digital merchandise being so popular, this niche has become extremely saturated. However, there are still specific areas around the world that don’t have access to these items. This is why eBay has become such a world-wide necessity, and it’s in your best interest partner with the eBay platform and set up a profitable drop shipping business.

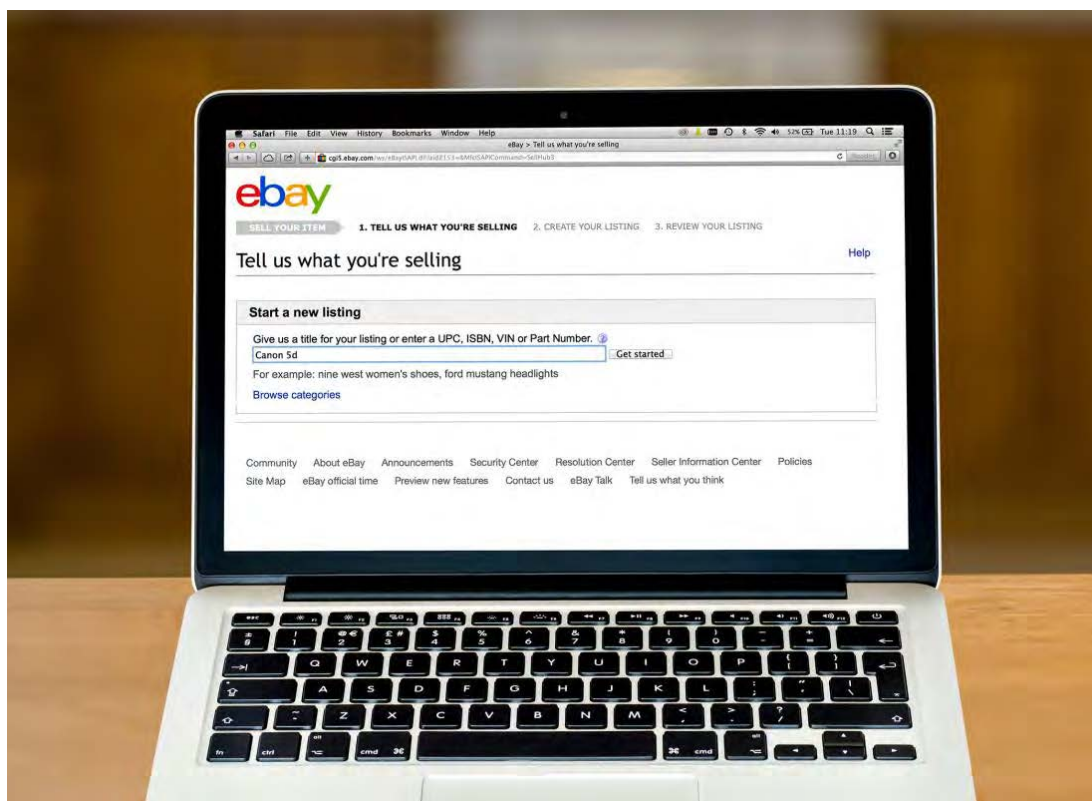
Hopefully you now understand how important, and lucrative, drop shipping really is, and how eBay has become one of the best platforms in which to offer your drop shipping services.

Good Luck!

CHAPTER ELEVEN



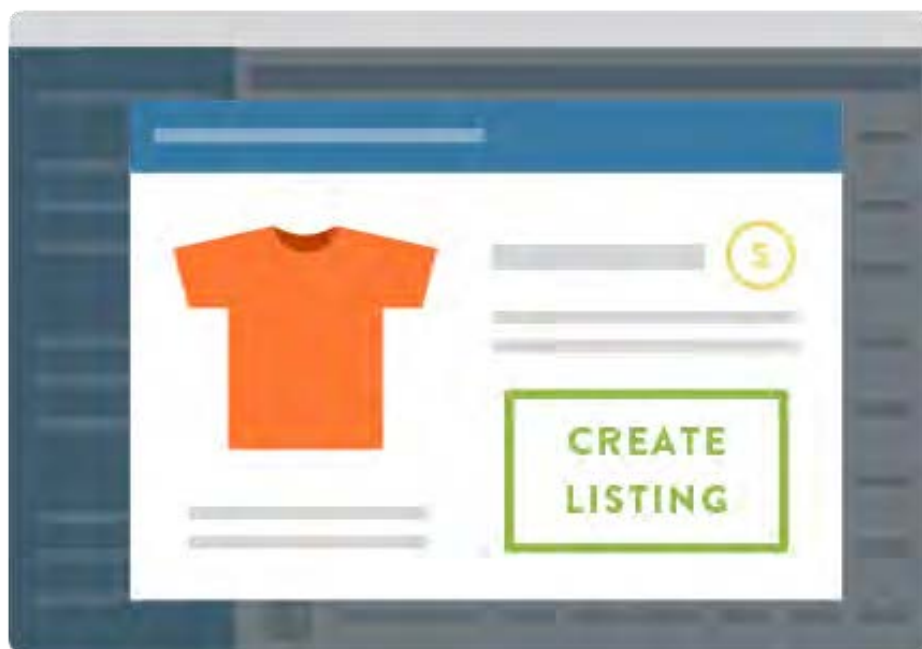
How To Sell Items You Don't Own.



How To Sell Items You Don't Own

When it comes to selling stuff on eBay, most sellers have the business mindset of “The more items you have on your list, the more you can sell.” However, in actuality, you don’t need to accumulate all of these items on your own. With eBay, you can sell items that others own instead of from your own list.

That being said let me share with you several strategies that will help you discover how you can find high-demand items to sell without having to add any inventory to your list.



Helping Other People Sell Their Stuff

When I'm stating "How to Sell Stuff You Don't Own", what I really mean is selling other people's stuff such as antiques, collectibles, or even other eBay sellers' items for a percentage of the hammer price.

Your job would be to handle main tasks such as creating the ad, determining the best photo to use, writing the sales copy that describes the listed item, and finally handling the transaction and shipping process.

In exchange for all the time and effort that you've put in, you can charge 10% to 20% or more of the final hammer price (after all eBay fees). Or, you can use the 'Net Listing' where the owner says, "All I want to get out of this sale is \$50. You can keep whatever you get over that."



A low-minimum bid method may not work in this situation, so you'll probably want to set it up as a Reserve Auction, or set the start the auction's starting price the amount the actual seller needs plus your 10% to 20% mark-up. For example, if the seller say's he wants \$50 from the sale, you would want to set the starting bid at \$60 (\$50 +20% mark-up) and with no reserve.

If the item fails to sell, make sure you get refunded for eBay's listings fees, or get an up-front payment from the owner.



Help Setting Up A Selling Agreement

Helping existing eBay sellers list and sell their items is really a win-win situation. All you have to invest is your technical expertise, while the owner provides the merchandise. Then you both split each sale.

If you decide to work with a current eBay seller, a short contract between you both is essential. To make sure it's binding, you'll want a reputable attorney help you put one together. Since it's a fairly standard agreement, it shouldn't be too costly to have a professional contract written up. Once it's done, you can use it repeatedly by revising it on your computer, or photocopying the template then writing in the client info.



The eBay Arbitrage Strangle

Arbitrage is basically a method used in the stock market by big players searching for price discrepancies from one single market to another. This method can also be repurposed and applied in the eBay marketplace. All you need to practice this method is be specialized in the item you desired to sell.

To acquire this depth of knowledge on an item you plan to pursue, you'll need to do some homework. Read books on the subject. Study anything related to that field. Make sure you understand all the item's features from top to bottom. Compared to other sellers out there, you'll want provide a superior overview explanation or a description of the item.



Once you've gained the original seller's confidence, and proven you know his or her products inside and out, you can then turn around and sell the item on eBay again for a nice profit due to fact you:

- Fully understand the item's true value
- Offer a comprehensive description of the item
- Include better quality item photos at various angles
- Instill great confidence that you know what you're selling

And *"That"* is basically what the eBay Arbitrage Strangle is.

CHAPTER TWELVE



The Solo Ad Business Explained.



The Solo Ads Business Explained

In this section, we're going to discuss solo ads and how they play a key role in conducting business on the web. If you're wondering what exactly do we mean by solo ads, it's basically another term for email marketing as a business tool that enables you to communicate with your staff, your suppliers and your customers by sending out emails. When considering a definition for email marketing, there are a number of ways to define it from the broad to the specific.

Here are several key components of what a successful email marketing campaign does:

- Direct Email – Emails that are directly sent out to current and potential customers



- Retention Email – Frequent, recurring emails that are sent out to current customers
- Email Placed Ads – Marketing ads that are placed within emails sent by others (ideally targeting a specific niche)

Now let's take a closer look at each of these components.

Direct Emails.

These are a call-to-action on the part of the customer. Let's say you receive an email from a business. You may or may not have heard of them, and you might have never signed up for any of their email lists. However businesses can obtain these lists by purchasing them. Either way, the business sees you as a potential customer and wants to entice you with a good deal. You may even have done business with them in the past, and now they want to entice you with something new that you might be interested in, or simply an even better deal than before. Usually the main purpose of direct emails are to deliver a promotional message or offer. They might offer you a product or service, or they may ask you to sign up for something. Potential customers within the targeted niche are more likely to get direct emails as opposed to those outside the category.



Retention Emails.

Retention emails are the equivalent of printed newsletters. While still promotional in nature, retention emails attempt to retain customer loyalty by offering the customer something of value. This could range anywhere from coupons to up-to-date news on the latest products. These types of emails are usually sent out on a regular basis. Whether weekly, bi-weekly, or monthly, online marketers try to send these out frequently to their loyal customers.

Email Placed Ads.

This is simply buying ad space within another marketer's email list. Many times businesses that send out retention emails reserve space for other businesses to place their ads. This can be especially beneficial if you've studied the email sender's demographics, and the potential customers you hope to gain. Knowing what types of businesses they visit and follow is a great advantage because it allows you to strategically place your ads in the emails they read. Since these subscribers fall within your targeted niche, there's a high probability they'll notice your ads and give you clicks. It is also a benefit for original email sender because analytics will show that their emails are being read and where their subscribers are clicking.



Does Email Marketing Work?

Of course! However there is the stigma of SPAM that keeps people wondering whether or not email marketing is still effective. But just like other forms of Internet marketing, such as social media marketing, Email marketing is fast paced and offers tremendous potential for monetary success.

As you can see, many companies put quite an investment in their email marketing campaigns. They are willing to spend the money because they have seen the return on their investment. Your email marketing campaign can also be monitored once you have sent out emails to customers, both current and potential. The data can be analysed in a number of ways including web analytics, downloads, search inquiries and visits to promotional events and offline stores.



Guidelines For Effective Email Ads

The growing complexity of today's email market has created a deeper need to carefully consider the creative aspects of your email messages. While the need for quality and effective design has always existed from a pure marketing standpoint, challenges that are unique to the email space require a different look at creative from the perspective of accomplishing specific goals via email. This module introduces several critical parameters that should be given creative consideration, and provides tactics to optimize that creative for maximum results.



The Facts.

Research that analyses how people view emails indicates marketers have three seconds to catch their reader's interest. That's a limited amount of time to make an impression, inspire the reader to keep reading, and get him or her to complete your desired action. Compound that data with additional research that suggests readers keep, at most, eight brands in their inbox at one time, and it's clear that the need for great creative is paramount to your email marketing success.

Dimensions.

Another consideration is the width of your email message. Depending on screen resolution, an email message that fits *your* screen may require horizontal scrolling on someone else's screen. If any of your important content is hidden by the scroll, your readers may miss it, and not read any further. By keeping the width to 600 pixels or smaller, the vast majority of readers will see your full message within their screen. Although it is possible to use a variable width instead of a fixed width to accommodate all resolutions, variable widths do not hold items static within the message. Text and images will slide back and forth across the screen to accommodate screen size. Variable width email messages are not recommended.



Images.

Images are obviously an important aspect of your design, as they draw interest and help communicate your message. So, the bigger the better, right? Not necessarily. There are several factors to consider when using large images. One is load time. Large images take more time to download than smaller images. While a growing number of Internet users connect to the Internet with broadband, you will certainly annoy and possibly lose the interest of someone with a slower connection speed, and has to wait for your images to download. One way around this is to reduce large images into smaller images. Another aspect to consider is how your email message will look to someone who has images disabled in their email client. If you don't have any text "above the fold" and your reader has images disabled, all they will see when they first open or preview your message is a large grey box. For readers to even view your message, you are relying on them to take the time to enable images to be downloaded. If readers don't have a compelling reason to do so, they may very easily discard your message without even reading it.



Rich Media.

Advances in online media technology have enabled you to do some pretty cool things on the web such as Flash-embedded video and audio. But do these technologies transfer into the email marketing world? In some cases, they might. But the most important step in determining whether to use rich media in email is to take a closer look at your audience. Will they be able to view Flash? And if they can, are they more likely to respond? If the answer to both of these questions is yes, then it certainly makes sense to at least test it.

However, you'll most-likely find that being able to view Flash and other rich media consistently in different email clients is not common. In fact Flash is supported in hardly any email clients. Even with email clients that do support rich media, your audience may not yet be able to receive it via email. Plus using it could affect response rates. And another factor to consider is the ability to track activity generated by rich media.

Landing Page Considerations. Getting readers to click on links in your email is your first goal. Your second goal is to convert those clicks into a desired action. A well-designed landing page will increase those conversions and help you reach your goal.



There are a few things to keep in mind when designing your landing page. Match the message and elements of your landing page with your email message. For best results, repeat the headline from your email message at the top of your landing page. This gives visitors a feeling of familiarity and comfort. It tells them that they have arrived at the right place. Create a single path to your offer. Your landing page needs to be designed to prevent visitors from wandering away from the path you want them to take. Therefore, eliminate unneeded elements such as links to other resources, navigation bars, etc. Keep visitors focused on completing the desired action.

Viral Opportunities.

A recent survey found that almost 90 percent of adult Internet users share content with others via email. And they forward frequently. In fact three out of five said they shared content at least once a week, and 25% reported doing so even more frequently. Encourage your readers to share by providing a *"Forward to a friend"* button in your email. The most common placement for this is the top right corner. If your emails are business-to-business in nature, use *"Forward to a colleague."* This also allows you to track how many people are forwarding your email, and to know who your top supporters are.



Optimizing email creative is both an art and a science. It should also be a never-ending process. Our best recommendation for optimizing the creative for your email messages is to take a close look at your messages, and try to implement a few of the areas noted. After you've made some changes, track the results and optimize a few more areas. It's better to make progress in small, manageable steps than to wait and plan for a long-term change that never comes to fruition. If examined on a regular basis, email creative can be a major contributor to the growth and success of your email marketing efforts.

CHAPTER THIRTEEN



FACEBOOK Groups To Join.



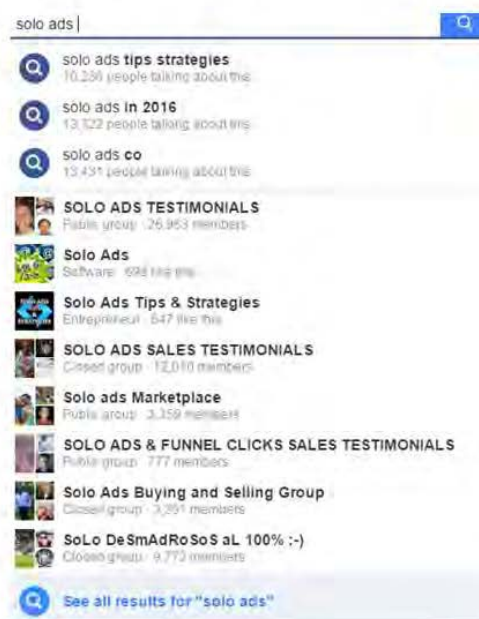
FACEBOOK Groups To Join

When it comes to finding vendors, most people would use FACEBOOK as the main platform. This is due to the fact that it is so much easier to stay connected not only to just the vendors but other buyers as well.

Not to mention it's even more convenient to determine which vendors have the right niche of subscribers that suits your solo ad campaign.

FACEBOOK groups

- ☐ Best medium to find solo ad vendor
- ☐ To provide or gain first impression of a vendor





Compared to using Google Search or Solo Ad Membership Sites, FACEBOOK group is perhaps one of the best mediums for finding the most compatible solo ad vendors. It's also a great platform for both buyers and solo ad vendors to provide or gain first impression of a vendor.

Through these groups you gain access to other users comments and the results they have received from the solo ad vendors.



Key Words To Find FACEBOOK Groups

There are various sub groups you can find in FACEBOOK, so it's really quite easy to find a group. To find a certain group, there are several keywords that you can use such as:

1. Testimonial
2. Marketplace
3. Traffic
4. Traffic Directory
5. Group
6. Tested
7. Online Market



Key Words To Find Solo Ad Groups

There are also a few select top keywords that are used to search for Solo Ad groups. Even though there are various groups to join, there are two things that you need to keep an eye out for.

First is to determine whether the group is still active or not. This is to ensure the group is still constantly getting updated from other members regarding solo ad vendors and their feedback and status.

Generally smaller sub groups are the ones that potentially end up losing steam and go inactive. So it's best to check the group's latest posting through the timeline section.



Secondly go through the timeline posts to and review the posting environment. Are there any drama/conflicts being posted? Is there a spam potential of irrelevant posts and toxic/negative comments?

If any of issues are present in the group, it is best to move on and find the next group. Generally most groups with administrators or moderators who are regularly involved in moderating their group are usually good groups to join.

Remember, even though most of the testimonial posts may be positive, many times they're done by other solo ad vendors and not the buyers.

This often done by inexperienced vendors trying to build a positive reputation overnight. Generally it's not a bad thing but their list may end up becoming saturated instead of being a list targeting subscribers in a specific niche.

If you are aiming for a niche list of subscribers, look for new vendors as their lists are still not saturated with other solo ad vendors. You can easily determine it by their testimonials, quantity of sales or even their referrers.

That being said you can still opt for mainstay vendors especially those with positive reviews from various testimonials.



Recommended FACEBOOK Groups

It's nearly impossible to point out each and every group due to the fact there so many FACEBOOK groups out there to join. However, there are several groups that you should consider.

Solo Ads Testimonials are one of the groups with the highest amount of members (over 26,000). So it's easier for you to find the right vendor that suits your niche.

Other groups such as **Solo Ads**, **Adswaps**, and **ClickBank Testimonials** are part of the groups with highest amount of members reaching well over 10,000.

Even though groups with high amount of members could potentially widen your exposure for your ads, the results may still vary depending whether or not the subscribers are compatible.

If you're looking for a close knit group, with group having only several thousand members or less, you want to join a private group. If so, check out Solo Ads Empire.



Rules And Regulations

Besides looking for the right groups and vendors, the most important aspect when being part of the group is to abide by the group's rules and regulations.

When it comes to posting, always follow the format that has been regulated for members. Make sure you only post certain content that is allowed by the group such as testimonials or buying clicks only.

Moreover, any post that requires in-depth details such as funnel clicks or clicks banked is required to be stated. And always make sure the group rules regarding posting certain unrelated posts, such as clicks for sale, bank clicks, or affiliate links, are allowed.



When it comes to post frequency, find out how many postings are allowed on a certain day or time frame to determine whether or not a member could be considered spam. For instance, posting for members may only be limited to a single post per day.

Last but not least, make sure to cross-check any vendors that you're interested in conducting business with either through the administrators or simply checking out their blacklisted member's page. This will ensure the vendor is not a scammer or a fraud.

CHAPTER FOURTEEN



**Finding Clients And Connecting
To Solo Ad Vendors.**



How To Find Clients And Connect To Solo Ad Vendors

Have you ever thought about where to access as well as who to choose to be solo ad vendors for your project? It seems most of the time people would usually opt for the top solo ad vendors listed on their sites but, in fact, the proper way to find the very best solo ad vendor is simply the one is that suits you best! The following sections in this chapter will help you determine what to look for and where to go to find that “best” solo ad vendor you’re looking for.



Finding Clients

When it comes to finding the right solo ad vendors to help you with email advertising, chances are you will find yourself not getting the results you expected. Most of the time you will realize that the promises that the vendors provided are not always 100% certain that they will actually deliver.

Moreover the policy is pretty much conducted through advance payment for their service, and usually with a No-Refund policy. This means if your solo ads don't work out, you could find yourself losing a whole lot of money.

With the growing trend of internet marketers using Solo Ads, the market has gotten saturated with various solo ad vendors both new or old. So now the key question is *how do you find the right players to run your solo ads?*



Research And Determine Your Niche Target Market

First of all you need to find a vendor that has a list of subscribers that fills in your targeted sniche.

Generally any solo ad vendor will have their very own, personal sales page. They'll usually also have a FACEBOOK page to keep in touch with their subscribers.

That being said how do you exactly find them?

If you're just starting out, probably the best way is to use one of the three most popular resources: Google search, FACEBOOK groups, and Solo ad membership sites. The following sections illustrate how best to use each resource.



The screenshot shows a Google search interface. The search bar contains the text "weight loss + solo ads", which is circled in orange. To the right of the search bar, it says "Search For : Niche + Solo Ads". Below the search bar, there are tabs for "All", "News", "Shopping", "Videos", "Images", "More", and "Search tools". The search results are displayed below, showing "About 540,000 results (0.37 seconds)". The first three results are highlighted with arrows:

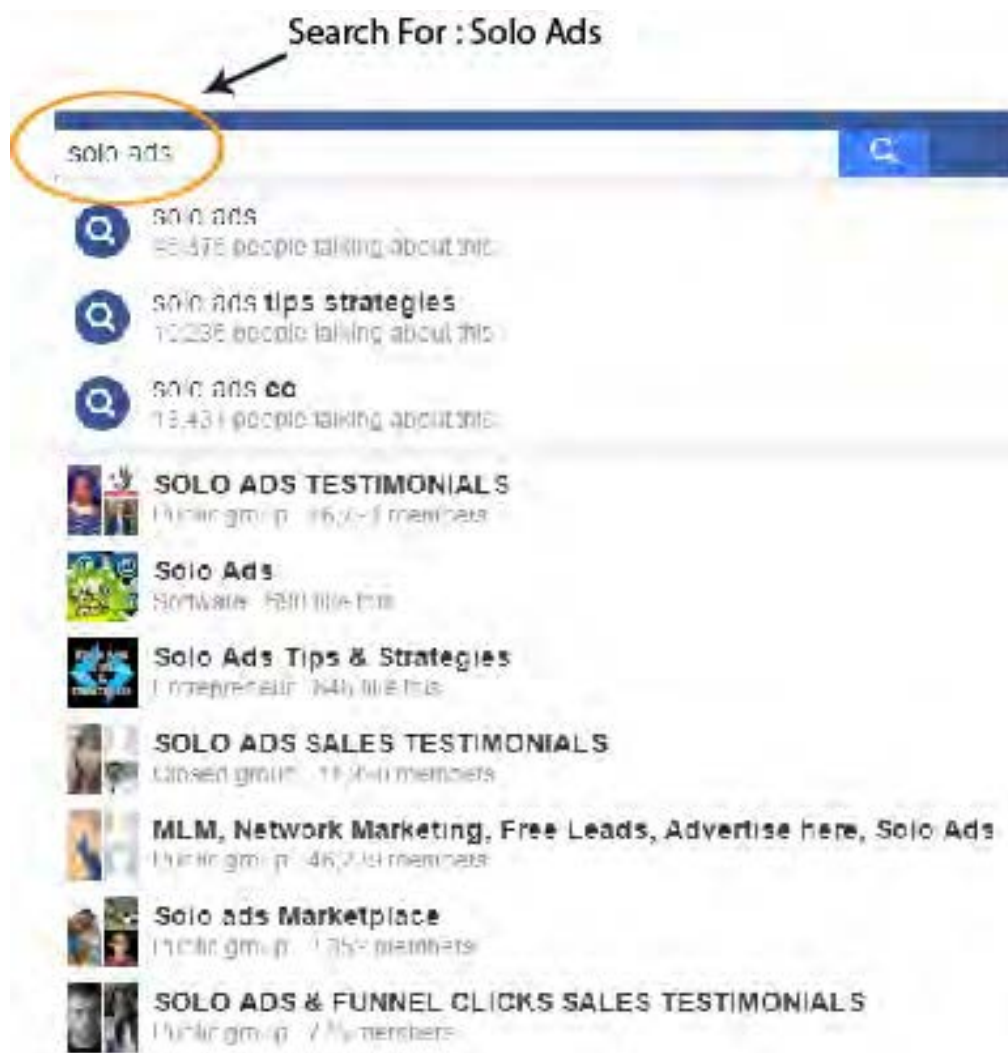
- **Solo Ad**
hypersoloads.com/ ▾
Solo Advertising USA solo ads Weight Loss Empower Network MLM real time leads list building email advertising solo ad advertising solo email ad
Solo Ads Blog - 300 Subscribers Monthly - Step 1- Request Approval - Order
- **Weight loss solo ad for building list of leads and subscribers in health ...**
hypersoloads.com ▾ Solo Ads ▾
We have solo ads for the weight loss, fitness and health niche. This is a list consist of leads who want to lose weight, gain muscles, looking for fitness tips, and ...
- **Health & Fitness - Solo Ad Marketplace**
www.soloadmarketplace.com/categories/Health-And-Fitness ▾
2016 Freshes 100 clicks (Self Development, Health & Wellness, Weight Loss) ... Hi, My name is Ryan Dean and I'm fairly new in the Solo Ads business so I

Below these, there are more search results from www.warriorforum.com/ with dates ranging from 22 Jan 2016 to 9 Apr 2012.

Google Search

Using Google, it's best to start by typing in your niche + solo ads into the search area (ex: weight loss + solo ads).

Just remember, Google is also a pay-to-play platform. So the top solo ad vendors have usually paid handsomely for their prime positions. That's why it's not always recommended to rely 100% out of the top 3 search results, or what these vendors offer from their sales pages.



FACEBOOK Groups

An alternative method to Google Search, is to simply type in “solo ads” in the FACEBOOK Groups search field to find solo ad vendors within the FACEBOOK community.

You will also discover that the FACEBOOK Group results show that these solo ad vendors include testimonials based on the results received by the FACEBOOK group community members. This is one of the best ways to gain insights on how good the vendor is according to his/her subscribers.



Solo Ad Membership Sites



The third method to consider is identifying potential solo ad vendors through a Solo Ad membership site. Whether you want to buy solo ads, sell solo ads, or do both, there are various sites out there to consider.

Probably one of the biggest and best sites where you can buy and sell solo ads is [Udimi.com](https://udimi.com).

Most of their vendors offer solo ads at an affordable price, compared to the actual prices shown on their sales pages. Plus usually they can deliver the specified clicks on the same day, within several hours.

One of Udimi's unique features is that they offer ad-swaps and click banking services. This can be a great advantage if you already have a list of subscribers.

Something to be aware of when using any solo ad vendors site is that there are blacklisted vendors out there who conduct fake traffic. That's why it's best to check through ALL of the essential details with any particular vendor before you conduct any business with them.



Check Out Their Sales Page

This is a crucial step to ensure the solo ad vendor is legit and still active. And always remember that there are fake solo ad vendors out there as well as inactive ones.

There are several aspects that you must look into before you come to a conclusion that the vendor is good.

- Check and see if they have a FACEBOOK page, or are part of a FACEBOOK group. If so, look for any testimonials or comments. This should give you some idea if the vendor is a fake or the real deal.
- Are the testimonials old or recently updated?
- Has anyone ever received sales?
- What are their terms and conditions?
- Can you use your own email swipe?
- Finally, do they add new subscribers to their list daily?



Connecting With Solo Ad Vendors

When it comes to contacting Solo Ad Vendors, there are only 2 aspects that you need to go through to decide if he or she is the right vendor for your business.

First and foremost, always use their preferable way to contact them. Usually they'll have contact info listed at the bottom of their sales page. In most cases, solo ad vendors prefer to be contacted through Skype messaging. Skype is a really good way to converse in a real time conversation without the need to waste time waiting for a reply either through email or social media chat messages.

The second aspect is to ask questions. Just like conducting an interview, the 3 main points that you must cover are their speed of delivery, cost per click, and their tier type traffic.

It's important to determine if the solo ad vendor is suitable to help out with your business. This is to ensure that he or she is able to accommodate your solo ad campaign, the amount of subscribers and front-end sales you will get, plus your outcome.



10 Ideal Questions To Ask For Achieving A Successful Solo Ad Campaign

1. How long have you been in the business?

Similar to ice-breaking, this will help you better understand the solo vendor's business expertise and background, determine how experienced they are in their established business, as well as gain their credibility.

2. Who is on your list?

This allows you to come to understand whether their list of subscribers actually compliments your business or not. Make sure you also cover all of the specific details to ensure that his or her subscribers are in the targeted niche you're looking for.

3. Did your subscribers double opt-in?

This question will give you an indication whether his or her subscribers are responsive or not in terms of opening their emails.



4. Is your list built on paid traffic that doesn't replicate mine?

Assuming you are also running your own list of subscribers, the solo ad vendor subscriber list should not be identical to yours. There's no reason to do business with the same traffic source.

5. Will my offer suit your list?

Similar to question 2, but instead, this question is directed towards thoughts of whether your solo ad is compatible to his or her list. This is to gather more insight and perspective before kick starting your solo ad campaign.

6. Do you add fresh leads daily?

This is to determine if the vendor has added in any new leads into their sales page. Fresh leads that are added regularly will be able to prevent saturated traffic.

7. Will you send to your list only?

This is to reaffirm that the vendor's list contains actual people that would click on your email.

8. Do you use rotators?

This is to determine if the vendor is actually running any script that would redirect your original link to a different solo ad buyer's landing page. A very important question!



9. Will you send my swipe or your own?

You want them to you use *your* swipe. This question will ensure that the vendor will only send your swipe to to their list. It's also concrete proof that the vendor is not using a rotator.

10. Can I see the swipe you are going to use?

Some vendors are over-protective of their lists and will insist on using their own swipes. However, if the vendor does now show you his or her swipe, this a red flag and you should avoid buying from them. If this is the case, chances are the vendor is not answering question number 8 honestly.

If you agree to let the vendor write the swipe, have him or her show you the swipe before it's posted. This way, if needed, you can improve the subject line of the first email in your sequence and landing page headline. Also try to accommodate the vendor's expectations by using similar key words.

CHAPTER FIFTEEN



Mindset Conditioning.



Mindset Conditioning



How To Raise Emergency Money

Finally, there are just a few things that you might want to tuck into the back of your mind that will help make your freelancing even more productive. These are fundamental methods to help work with your mindset conditioning, ensuring you do not experience mental burn-out due to the tedious process of working to raise emergency money through freelancing.



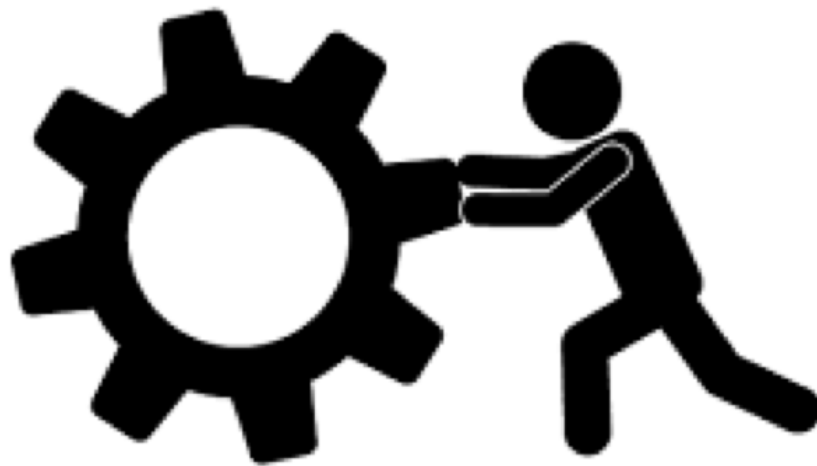
Be Calm And Less Desperate

Having to raise emergency money when you're either in a rather tough financial situation, or you're just out there wanting to get some extra cash, can put a lot of stress on you both mentally and physically. But as hard as it may sound, you should emphasize on being calm and less desperate. Your attitude affects how good or bad you will perform. And your performance will determine your results. What you believe in and how you feel about things will influence the way you react to high-pressure situations. Having a positive mindset will at least help you act in a positive way.



For example, let's say you send out 10 applications and get 10 rejections. The same thing happens the next day. On the third day, you begin to give up and expect rejections. This belief will create a future of failure because you're now you're beginning to hang on to that 'losing' attitude and, before long, you'll most likely give up. This will eventually form a psychological effect where you're expecting it to happen before it really does.

Positive thinking really works wonders. When you feel good, you work well and create better results. It is like a giant wave that gives you only the good things in life. While you cannot avoid negative feedback and rejection, you can look at them objectively and use what you learn from it to keep you on target. Just remember, you learn fast from these failures so you can succeed faster!



Hustle Hard

Sometimes, in order to stay calm, you just need to keep the ball rolling by simply “hustling”. If you persevere, and *hustle*, usually what you’re searching for will eventually come to you. Remember freelancing is a numbers game. You just have to hustle hard and get yourself out there to convince clients to hire you for their jobs.

When you first start off, it’s hard to gain immediate project credibility, as compared to other experienced freelancers. So, if you want to compete, you will have to do it along other margins — namely, price and completion time. If you can offer a lower price and fast delivery time, there’s a good chance you’ll get selected over your competitors once in a while.



Another important thing to keep in mind, and accept, is that you will not always be selected for the projects you bid on. In fact, when you start, you can expect to get rejected at least 75% of the time. But don't use this as a reason to give up!

Instead, continue to post on all projects that seem reasonable, given your skills; and get comfortable with the idea that you won't always be selected. As you complete more projects and get more feedback, you'll find your acceptance rate will greatly improve.



Save Up

You can make a good amount of money through freelancing. You'll probably discover that you you'll make way more than the emergency cash you wanted to earn initially. When you finally do start making money, be sure to save some to help you eventually build a *REAL* business.

This is the golden time to expand your career. Create a budget, both personal and business. You can seek advice on the expenses that people typically incur freelancing in your area of interest and use that for a basis.

Then save up accordingly to build up a big fund for future business expenses and investing. Make a plan and set a budget. Then make serious cuts to your spending while diligently saving some money. Soon you will begin to enjoy a nice surplus of money coming in each month.

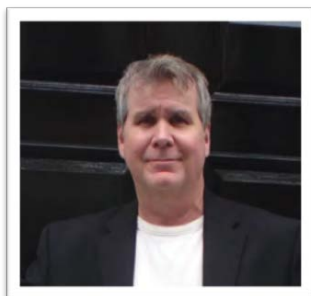


But don't be tempted to spend this new surplus of cash. Instead, sock it all away into a savings account. In fact, do it automatically – instruct your bank to automatically transfer a healthy amount each week into a savings account on your behalf. You can live on what's left over.

A lot of part-time freelancers start out small then eventually grow into a full-time business. The reason is simple: they make money because they know they can! Freelancers work the same way as any other office workers. They work in front of the computer, for sometimes even long hours. But the best thing is, they get to choose their assignments and take in the amount of jobs they care to handle.

The bottom line is to save up now. Then plan your financial goals accordingly, using the money you earn to grow your freelancing gig into the independent business you've always dreamed of.

Here's to your success!



About The Author

With more than 25 years in marketing, Ben Crain definitely knows a thing or two on how to raise *Fast Cash!* He entered the business as an advertising copywriter — developing radio, television and print advertising for regional and national clients such as McDonald's, Anheuser-Busch and Monsanto.

Over time, he started his own advertising agency specializing in wine, beer & spirits, fast food, and consumer packaged goods. Some of his clients have included: McDonald's, Corona Extra, Modelo Brands, Margaritaville Cocktails, Mike's Hard Lemonade, Hardee's, Perkins Restaurants and Johnsonville Pork Sausage.

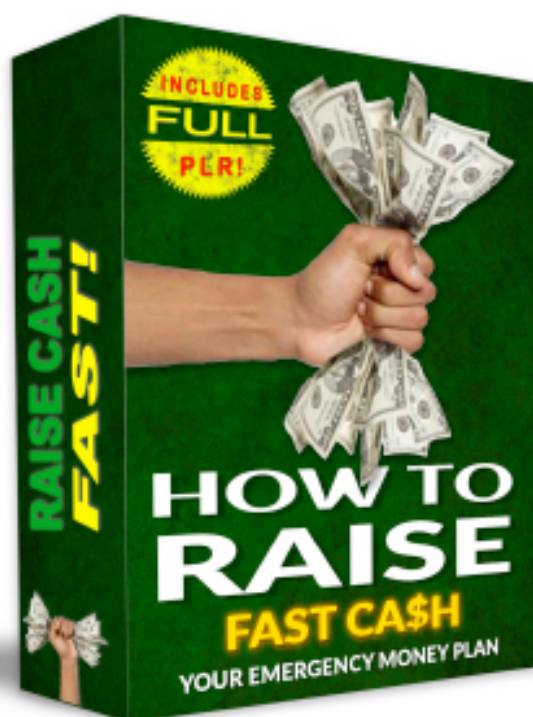
Now, as an independent consultant and owner of Hunu Marketing, his objective is to provide simple, smart and strategic marketing for exceptional clients. And have lots of fun in the process!

If you'd like find out how Ben took his 20+ years of marketing knowledge and directly applied it to the digital world, click below and check out the John Thornhill [Partnership To Success Program](#). If you're considering getting into Digital Marketing, or even taking your online business to the next level, you absolutely must attend the Partnership To Success Program webinar. It's absolutely free! Find out more, plus get a FREE Bonus by clicking on the link below.





[CLICK HERE NOW!](#)



How Would You Like To Offer This As Your Very Own Product **And Keep 100% Of Each Sale?**



**Own The Full 15-Part Master Class
Including Full White Label Resell Rights
For Just **\$47.00****

-  *Full 15-Part Video Master Course Class*
-  *Includes REPORT Lead Magnet & Squeeze Page*
-  *Sales Page, eBook, Graphics, and Email Swipes*
-  *Customizable With Full White Label Resell Rights*

CLICK NOW TO LEARN MORE



**I Strongly
Recommend
You Read
This!**

Hello!

My good friend and digital mentor, John Thornhill, has just finished writing his latest book in over 10 years, and **YOU** can be one of the first to get your hands on a copy — **for FREE!**

Although I've run a successful advertising business for more than 25 years, what I learned from John Thornhill, and his Partnership To Success program, has helped me grow my online business to the point where I am now almost completely focused on just digital marketing, and the unbelievable financial success it has brought me.

John created his first *digital asset* in 2004 and since then has generated millions of dollars teaching others how to create and sell products online.

In his Free book, *Rapid Digital Assets*, he'll show you...

- How to tap into a booming \$370 BILLION industry by launching a 6 figure business from the comfort of your own home
- How total beginners (who've never made a penny online before) are now making up to \$308,000 a month using the strategies in his book
- The exact step-by-step process a retired Air Force veteran used to generate \$23K in his first 60 days... and \$50K in his first 6 months!
- How to automate your business for a truly hands-free operation

Plus there are tons of bonuses included to help kick-start your business!

So take my advice and click the button below to get John's new book — totally FREE (you only pay basic shipping & handling).

I promise you won't regret it!



Ben Crain,
hunu marketing

Discover The **RAPID Way To
Grow Your Digital Business.**

Get Your FREE Paperback Copy Now
(While Supplies Last)

CLICK NOW TO GET YOURS!

