

# INCREASE YOUR INCOME BY IMPROVING YOUR SALES PROCESS



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# Increase Your Income By Improving Your Sales Process

How much more money would you like to make this year over last year? The answer to this question will be different from one person to the next and from one business to the next. Regardless of what this answer is there is one thing that you will continuously need to improve and the impact of this will be huge. This one thing is your sales process.

It is important to start looking at where you want to get as a process more so than just something you want to get to. A tree is a good example of a process in action. The process known as photosynthesis is where the sun and the earth are essentially connected and work together to achieve the desired result. Without the sun the tree would die and without the earth the tree would die. Both are required and both are connected.

When focusing on your business you should think of the number you want to hit as being a process. This number will be the direct result of how well you set up and design your sales process. The better your sales process the better chance you have of reaching your target goal. Your sales process and how well it works is the key to achieving your target goal.

After having designed multi-million dollar sales processes, I fully understand that the designing of a sales process can be intense (especially if you haven't done it before), but there is a very easy and basic way to understand what it is, how to set it up and how to profit from it. If you are unsure about the process of setting up and executing a sales process you can check out the Sales Process 101 at the end of the report.



When it comes to your sales process you need to have products. Many people feel as though they don't have any product to put into their sales process. You don't have to have your own products, you can use private label rights, public domain products, resell rights products and merchant's products. You shouldn't let what you don't have create a barrier to you being able to set up your sales process immediately and start seeing results.

People who are only selling one product online are losing money. You need to incorporate multiple products into your sales process. In order to do this you need to understand how to actually set up a sales process. This is the reason for giving away the Sales Process 101 document. It is a basic sales process method that anyone can use. You can refer to this until you understand how to design your own sales process. From here you can expand on this and make it as deep and as long as you want it to go.



From Street Thug To Buckingham Palace...

## If You Are Sick And Tired Of Struggling To Make A Living, This Internet Millionaire Will Personally Hand You Everything You Need To Start Making Real Money On The Internet Right Away

The economy is still in a shambles and experts warn the worst is yet to come. The government bailed at the banks and the auto companies but no one bailed out the little guy...except for one Internet marketer.



It's a huge leap from the mean streets of Washington D.C. to Buckingham Palace, but Stephen Pierce was recently invited for dinner by Prince Charles. He's been featured on major

television news programs and speaks to packed houses around the world. He preaches a very unique message...

### This Is The Best Time To Get Rich

This may be the toughest time in history to get a job. Homeowners are forced to walk away from their homes in the face of foreclosure. And the commercial real estate market is about to go down the toilet as well. Yet for many, life has never been better.

You see there is one sector of the economy that gets stronger every year. It's doing business on the Internet. And it seems everyone – from the big players to 80-year-old grandmothers – is getting in on the action. It seems the Internet has never heard the word recession.

Amazon.com was started in someone's garage. Today, it rakes in \$19,000,000,000 a year – that's 19 BILLION dollars. Stephen Pierce is going to show you how to claim your share of the online fortune.

### Take Control of Your Life

For a lot of people, the hardest part about starting an Internet business is just getting started. To so many people, it seems so daunting. That's why Stephen Pierce's MRMI Super Cash System has been so popular worldwide.

### Live The Life Of Your Dreams!

**YES!** You come home to automated cash each day.

**YES!** You can go on a vacation whenever you want.

**YES!** You can work from home or from any location in the world with an Internet connection (even the beach).

**YES!** You can pay off any lingering debt that is eating away at your life.

**YES!** You can drive a new car every year for the rest of your life.

**YES!** Your Internet business can become your own personal ATM machine.

**YES!** You will be free of your J.O.B. and bosses that drive you crazy.

**YES!** You can do this in just 60 minutes a day.

**NO!** This is not a job.

**NO!** You don't have to have any experience at all.

**NO!** It won't take you months (or even weeks) to get started.

### Super Cash Success Stories

Stephen is a popular motivational speaker and knows what to say to get people to take action. That's why his system is getting great results like these:

*"I made more money than I thought I would in 11 months simply selling a \$29.95 information product on the Internet working from home. By following Stephen's teachings, I have been able to retire my wife, travel with the family, and enjoy the good life." – Greg Cesar*

*"I ended up with tons of sales in 21 days. Thank you Stephen, you continue to be amazing." – Greg Poulos*

*"Made me more money than I could dream!" – Deborah Torres Patel*



### Claim Your \$4,276 Internet Income System Today for Just \$1 And You Get:

- A 70 minute streaming video presentation of "Real Money, Real Fast." This dynamic presentation will get you moving. You also get the audio version too.
- The 7 Steps to Success Worksheet. Just fill in the blanks and you're on your way.
- 12 Instant Income machines with Private Label rights. These are income machines in the "go" position. You just add traffic and keep 100% of the income.
- 12 Ready-To-Earn Google Cash Creators. Just add traffic and Google will send you a check every month. Nothing could be easier.
- ...And much more!

Stephen believes in the power of the Make Real Money On The Internet In 7 Steps Super Cash System so much that's he's letting you claim his entire \$4,276 Internet Income System today for **ONLY \$1.**

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# Sales Process Worksheet

In order to explore how your sales process can help your income, consider the questions that follow:

**1. What was your target income last year and did you achieve it?**

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**2. What can you add to your sales process to ensure you meet this year's target?**

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**3. Are there any additional products that you can add to your sales process?**

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**4. Are you selling single products only?**

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**5. Do you have access to additional products? (if so list them below)**

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**6. Are you using a one time only special offer to increase your sales?**

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**7. Can you implement different payment methods to increase your sales?**

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**8. How can you expand on your existing sales process?**

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# 10 STEPS to setting up a MULTI-MILLION DOLLAR AUTOPILOT SALES PROCESS

*Step 1: Landing Page*

*Step 2: Salesletter*

*Step 3: Order Page*

*Step 4: NonBuyers Autoresponder Messages*

*Step 5: One Time Offer*

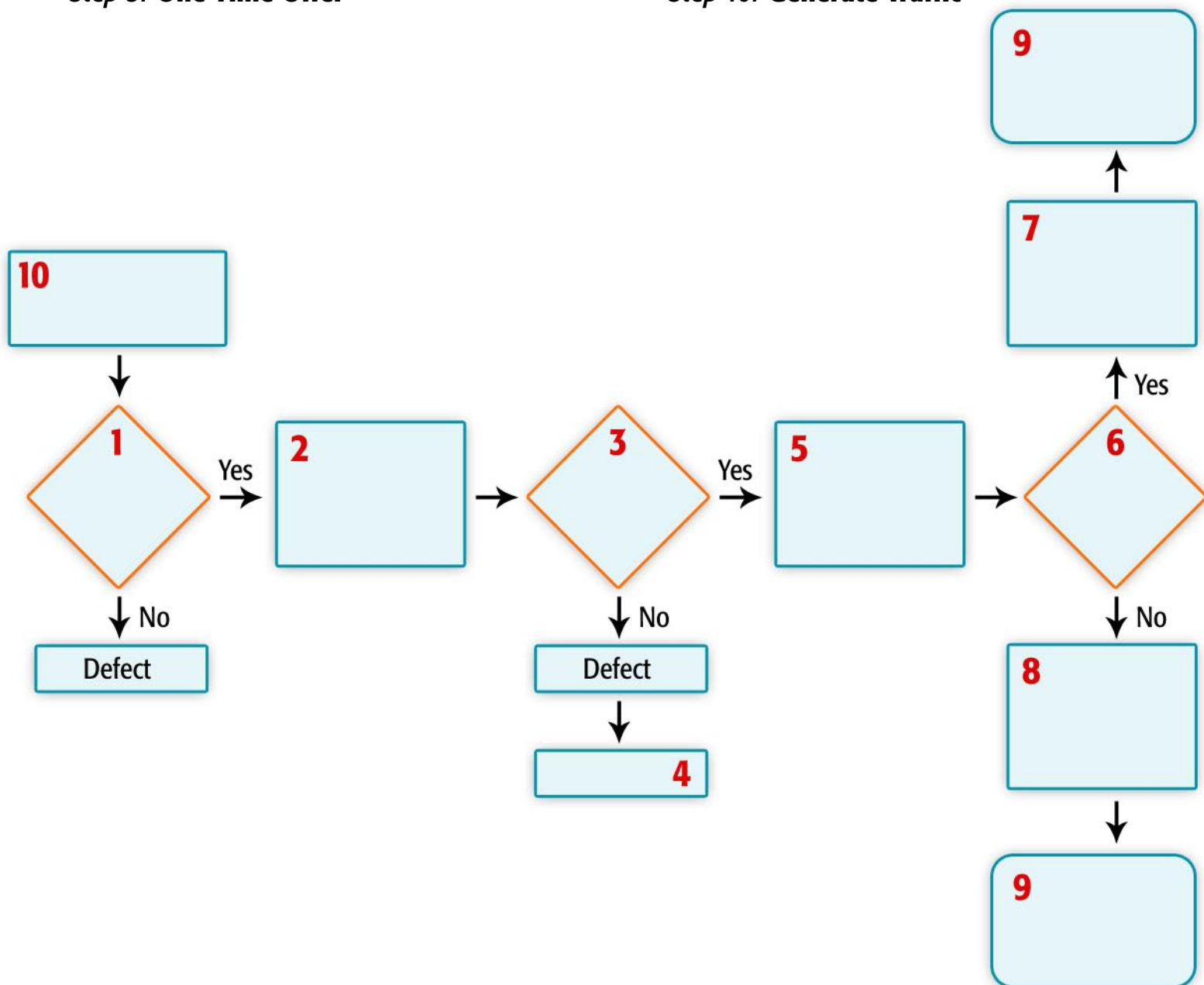
*Step 6: O.T.O. Order Page*

*Step 7: Thank You Page w/O.T.O.*

*Step 8: Thank You Page wo/O.T.O.*

*Step 9: Buyer Autoresponder Messages*

*Step 10: Generate Traffic*



# 10 STEPS SALES PROCESS CHECKLIST

## The Elements

### 1. Landing Page

- Headline
- Sub-Head
- Benefit Bullets
- Compelling Offer
- Strong Call to Action
- Optin/Subscribe Box
- Privacy Policy

### 2. Sales Page

- Pre Head
- Headline
- Sub Head
- Compelling Introduction
- Testimonials (text, audio, video, pictures)
- Audio
- Video
- Bonuses
- JIT Bonuses
- Product pictures
- Strong Call to Action
- Guarantee
- Order Links/Buttons
- Purchasing Option
- P.S.
- Disclaimers, TOC and Privacy Policy
- Contact Info



### 3. Order Page

- Headline
- “Yes!”
- Restated Offer
- Benefit Bullets
- Purchasing Option

### 4. Non Buyers Autoresponder

- Follow up messages (text, audio, video)
- Testimonials
- FAQ's
- Reasons Why
- Additional related offers

### 5. One Time Offer(O.T.O.): Limited Offer, Bundle Offer

- Boxed out Pre Headline
- Headline
- Strong reason why
- Benefit bullets
- “Yes!” option highly visible
- “No” slightly visible

### 6. Order Page

- Headline
- “Yes!”
- Restated Offer
- Benefit Bullets
- Purchasing Option



## **7. Thank You Page w/O.T.O.**

- Headline
- Thank you message (text, audio, video)
- Restate Benefits
- Primary Download links (if necessary)
- OTO Download Links (if necessary)
- Shipping details (if necessary)
- Special Offer

## **8. Thank you Page wo/O.T.O.**

- Headline
- Thank you message (text, audio, video)
- Restate Benefits
- Primary Download links (if necessary)
- OTO Download Links (if necessary)
- Shipping details (if necessary)
- Testimonials
- Special Offer

## **9. Buyer Autoresponder Message**

- Thank you message
- Audio postcard
- Video postcard
- Testimonials
- Consumption Information
- Special Offers



## 10. Generate Traffic

- MySpace
- YouTube
- Facebook
- Blogs
- RSS
- Text Link Ads
- Social Shopping Sites
- Social Bookmarking
- Blog Carnivals
- eZine Ads
- Solo Ads
- CraigsList
- TrafficExchanges
- Classified Ads
- Forums
- Banner Ads
- Articles (Writing and Submitting)
- Press Releases
- Pay Per Click
- Affiliates
- Joint Ventures
- PPC

## The Infrastructure

- Domain name
- Web Hosting
- Autoresponder Service
- Merchant Account
- Blog
- MySpace Account
- YouTube Account
- Facebook Account
- Squido Account
- Audio capabilities
- Video capabilities
- VoiceShot account
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