12 ROADS TO SUCCESS



12 Step by Step Blueprints to your Successful Business! The Leaked Blueprint

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I hope you will find it interesting and stimulating but most of all profitable. The importance of making a second income to suppliment or replace your primary income has never been more important than it is today.

I hope that this leaked chapter will stimulate you to take the action to make that change.

CONTENTS OF 12 ROADS TO SUCCESS

- **Blueprint 1.** Making a start, where to find your start up capital for your new business. You may be surprised as to where this can come from.
- **Blueprint 2:** Selling specialist books on Amazon, learn the secret of the 10 digit code to success when selling on Amazon, source stock for only a few cents and resell for huge mark ups
- **Blueprint 3:** Cash in on the never ending demand for cheap second user computers, how you can source and sell cheep second user computers for profit.
- **Blueprint 4:** How to profit from auctions and how you can do this without leaving your own home.
- **Blueprint 5:** Sell this fashion item time and time again, it never goes out of fashion can be started in a lunch hour at work. I show you how to expand the business so others do the hard work for you.
- **Blueprint 6:** Start your own framing business at home expand by selling specialist prints which you can source for cents on the dollar.
- **Blueprint 7:** Make money with your digital camera, its not weddings or baby photos its nothing difficult but it can make you an income for years. Add this to Blueprint 6 to build a complete business service.
- **Blueprint 8:** Small ads are dead! No they are not, use small ads to promote affiliate products for just a few dollars a go. This is really as easy as it gets just place a simple small ad, rinse and repeat for a whole range of products.
- **Blueprint 9:** Blogging for profit, not about your dog or your holidays use the power of the Internet to promote other peoples products, use this with Blueprint 8

and double your profits.

Blueprint 10: This one!

Blueprint 11: Selling car parts and car accessories, this is a massive market, I reveal the easiest way to start and how to obtain your stock dirt cheap. Source low cost car accessories and sell these at a massive profit through eBay, Amazon and your own websites.

Blueprint 12: Create and sell your own product, you will be amazed how easy it is to do. Combine this with Blueprint 8 & 9 to have your own complete internet marketing business.



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Regards Robert Corrigan

INTRODUCTION

Why do people want to start their own business? I suppose that the answer is as individual as the person, but the basic reasons are usually.

- I have always wanted to be my own boss
- I hate the idea of being a wage slave
- To give me a sense of achievement
- To do something I am really interested in
- To make lots of money
- To give me the life style I have always wanted
- I want to work from home
- I want to work around my family
- I want to sack the boss!

How many people go on to start their own businesses and how many people are put off by thinking that starting their own business means a huge amount of cost and that there are a lot of different skills that need to be mastered. Well it rather depends on the type of business you choose to start, some of the best and most profitable businesses have grown from very modest beginnings.

I started my first business in my box room at home buying and selling computers, I did not need premises or an accountant, I simply kept my own accounts in a ledger that I bought from my local store for a couple of dollars. The economic recession and uncertainty in the labour market and the need to make a second income has provided many with the impetus to start their own business through necessity. This makes the chance that the business will succeed much higher as there will be a real commitment to its success.

Contained in this course are my top dozen start up ideas that you can set up and profit from for under \$100. All of these are tried and tested ideas but they all require one important ingredient and that is called the ACTION STEP. It does not matter how many business blueprints you buy or how many coaching programs you subscribe to it will never work unless you take the ACTION STEP. It really is all about taking action and taking it consistently on a daily basis.

The information you now have in your hands is potentially life changing.

Wishing you all success

Robert Corrigan

BLUEPRINT 10

SELLING INFORMATION PRODUCTS ON EBAY

There are information products and there are *information* products. If you think that you are going to make a lot of money selling the same old 101 cheese cake recipes and its ilk then I have some very bad news, this idea will not cut it literally and figuratively.

There is money to be made selling information products on eBay but this is an area where the axim research, research has never been truer.

THE EBAY MARKET PLACE

eBooks are still a big seller on eBay but these days I prefer the words information products, the bad news is that the average price of information product sales is very low and this seems to limit the opportunity to make much money. The problem is that everyone just follows the herd and offers the same eBooks or the same eBook packages as everyone else. Some of these products have been doing the rounds for years.

Before 2008 these digital products could be delivered over the internet as a download or even sent as an e-mail attachment. The problem as far as eBay was concerned was that some people were buying lots of very cheap ebooks to quickly improve their feedback rating. To stop this happening eBay introduced the digital delivery ban.

Basically this means that if you are selling digital products they must be delivered via a physical medium such as a CD or DVD. I suppose USB memory stick and other memory cards are equally acceptable. There are still some sellers that try to get around the delivery ban. But they will only get away with it for a short time before they get caught and face a suspension of their account or even a total ban. Don't sacrifice short term gain for long term wealth.

Now the digital delivery ban has immediately made the production cost of even a low priced item a significant proportion of the selling cost. Total it up, cost of CD, cost of CD label, cost of case or sleeve, cost of CD/DVD cover (if you provide a case) now I am assuming you want to do this right.

You can cut the costs here but what would you think if a supermarket own brand CD arrived in a plastic mailing sack with the title written on in marker pen? Exactly what I was thinking, what does it say about you as a seller? Unprofessional, amateur working from home. We may well be working from home but it does not mean that we cannot approach our business in a professional manner.

THE WISDOM OF SELLING LOW COST ITEMS

Ok, you may ask what is the point of selling low cost information items on eBay is it worth the effort? Others might disagree but I think that it is well worth it and here's why.

Selling the low cost item gives you the chance to capture the e-mail address of the buyer this is then added to your mailing list so that you can sell them other more expensive products in the future. What you have done is added a prospect to your list. At this point I am going to give you some excellent advice, everything you do on line should be about building a list, *the money is in the list*.

The list is very precious, treat your list like royalty offer lots of free content on a regular basis and you will build up trust. Send out a weekly newsletter with great topical content, tell them about your new products offer a few freebies. People will look forward to your e-mails and will buy from you in the future. A buyer who remains on your list is likely to make future purchases.

eBay get very upset if you do not do things their way, so just capturing the e-mail of the purchaser and mailing them is not acceptable. What you need to do is to set up what is known as an auto responder. If you are serious about building an online business then an auto responder an absolute must.

An auto responder service automatically sends an e-mail out when ever some-one makes a purchase from you, now the beauty of this is that it can be set up to work with eBay or even your own websites.

HERE'S HOW IT WORKS.

An auto responder will allow you to send e-mail messages to all your customers thanking them for their purchase and offering new products. You can load a sequence of e-mail messages promoting products and the auto responder will also allow you to send out a broadcast message when ever you want to contact your list.

There are many auto responders which are free however this will be false economy as your list grows the auto responder may well charge for sending e-mail messages beyond your "free" quota. There may also be delivery problems with the free services. Invest in one of the dedicated auto responder companies, I personally use Aweber whose service is superb. It will also integrate with PayPal so that you can build your list of prospects off your eBay sales.

There are full details on how to integrate Aweber with PayPal on the Aweber and PayPal sites.

HOW CAN WE FIND SOME POTENTIALLY PROFITABLE PRODUCTS TO SELL?

A word of warning before we start, always make sure that you have the rights to sell the product on eBay (or anywhere else for that matter).

Each product should come with a licence agreement telling you what you can and more importantly *cannot* do with the product.

Here is an example of a product from private label fortune.com. If you wish to purchase this product for reselling on eBay then you will need to check the licence to see what the buyer is allowed to do.

Aerobics Fitness

Category: Health & Fitness



We are always reminded that exercise could do wonders for the body. Aerobics, a kind of exercise which helps your body use more oxygen while maintaining your target heart range, can definitely help a person live longer and healthier. There are studies showing that 30 minutes of aerobics every day would benefit the body a lot.



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Benefits Of Aerobic Exercise
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Aerobic Equipment
The Beauty Of Aerobic Exercises
The Need For Aerobics

Self Hypnosis Package

Category: Self Improvement



Self-Hypnosis; is a naturally occurring state of mind which can be defined as a heightened state of focused concentration (trance), with the willingness to follow simple or complex instructions.



Are you troubled or just stressed out with the fast pace of today's world?

You are not alone!

Join thousands of other men and women who have improved their life with self-

RESELLER NOTE: This package includes 100% Totally Unrestricted Private Label Rights

Rights

[yes] Has Private Label Rights

[yes] Has Private Label Rights

[yes] Can Be Sold on Auction Sites

[yes] Can be Offered As a Bonus to a

[yes] Can be Bundled with other

[yes] Can be included in Paid

Membership Sites

Paid Product

[yes] Source Included

[yes] Type: Ebook

[ves] Can Claim Authorship

Additional Details

[ves] Can Be Edited

products

Additional Details

[yes] Graphics Included [yes] Sales Letter Included

[yes] Type: Multimedia

You can see at a glance what the main points of the licence allow, you will also see that all products are not equal in what is supplied as part of the product.

A BIT ABOUT LICENCES

There are several types of licence that govern the selling and reselling of eBooks, Software, Video and Audio content. This is determined by the author of the product and the author will decide what type of licence to grant. In a nut shell they could grant any one of the following licences.

- Open licence: Do anything you want with the product
- PLR Licence: This allows you to edit the product from the sources file which
 is usually supplied in MS Word format and allows you to be credited with
 authorship. Some packages are very basic others will include website
 templates, graphics etc. All PLR packages are not created equal.
- Reseller Licence: Allows you to resell the product, there are often restrictions such as the minimum price it can be sold at or where it can be sold, the licence may exclude the sale on auction site and sites such as clickbank.
- Master Resell Rights Licence: This licence allows you to sell the rights to resell the product, these are generally expensive for quality products but some vendors will include MRR as part of a package when you purchase the product.

The bottom line is always, always check out the product licence.

It is all very well selling 99 cent eBooks to build a list to sell to but you will need to make some money to grow the business and make the effort worthwhile, jam today and jam tomorrow. Research the eBay market place for information products that sell for more than a dollar or two. Hot niches are often "How To" and "Make Money". Here are a few examples of good selling products in niche areas.

A repair guide for a Sky TV Box (or any popular cable or Satellite Box).



This product written by the business owner has sold 1,515 copies, you will not be able to resell this product but you should be able to source a simpler product to this and take a slice of this lucrative market. There are any number of repair guides that can be sourced, here is another example for the same vendor. This time for a repair guide to a Sony PSP.



Some more examples: a selection of tools and templates for Internet use.



A collection of PLR eBooks, there are literally thousands of such packages doing the rounds at Giveaway events. The trick is in making the product uniquely yours. Put together your own package of PLR from several different sources, include eBooks, Video, Audio by mixing and matching items from various packages.

Then, and this is the <u>important</u> bit, create or have created some brand new graphics that are specifically for this product, look at the listing. This will make the product unique to you and no one will be selling exactly the same product.

Yet another take on the same theme is a collection of PLR products on CD unique to this seller.



Here is another great niche area, self sufficiency and country living, a collection of eBooks on different aspects of self sufficiency.



Look at the number of sales for this product.

OBTAINING INFORMATION PRODUCTS

So where do you obtain your information products to resell? There are many sources for products but let us start with Giveaway events. Giveaway events are a rich source of products, the way the Giveaway works is that contributors to the event "Give away" a product of their own or one they have rights to, in return for a sign up to their Auto responder list. The member (you) gets the product for free and the contributor gets a sign up to their list.

You will need to check out the terms and conditions of the gift licence as you may not be able to resell some of the products. The contributor gains by allowing the product to be resold or distributed free as there will often be affiliate links to their own or other people's products linked in with the product.

You can purchase some PLR materials from hundreds of different vendors but here are some that I have personally used, you will probably find most of what you need from these sources.

- PLR monthly
- Resale Rights Fortune
- Easy PLR
- Master Resale Rights

Often products can be purchased individually or you may wish to take out a membership which will give you access to more downloads of products at a much cheaper rate. These you can rework into your own products.

Whilst none of the products will make you a fortune individually, you will only need a dozen or so good selling products to make a respectable income each month.

PRESENTING YOUR PRODUCTS AND YOUR BUSINESS.

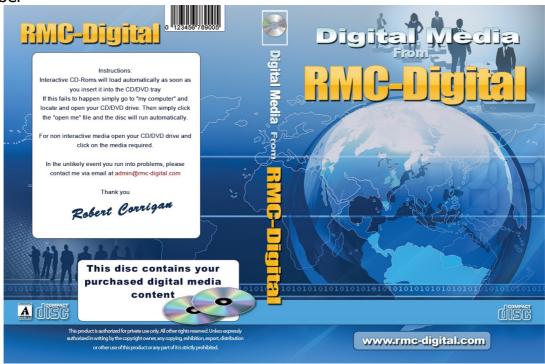
It is important to present your products professionally right from the start, you will not have the money to have lots of CD copies made of all your products. Most people start by buying and burning their own CD's, this is a cost effective way to start, but don't cut corners, have some labels printed at your local print shop, the software for designing the labels can be obtained free on the internet or is often found bundled with labelling kits.

Many people, when they start to print their own labels use their own printer. This is a very expensive option as the cost of printing ink is astronomical these days. Depending on how you intend to ship the item you may need to have some graphics produced for a DVD case and some graphics to illustrate the product in your eBay listings.

Here are the ones that I use.



CD Label



DVD Cover, this can either be slim line or standard thickness.

The Graphic used in the eBay listing. This is a generic image for the entire product



range, if you find a hot selling product you may wish to have specialist graphics produced for the product. All my graphics are outsourced to <u>Planet Divinity</u> as you can see they produce first class work.

DELIVER THE PRODUCT ON CD

How you present the finished product is important but just as important is how the product will work once it is inserted in the CD/DVD drive. The way to create a really first class product is to use a CD authoring package. There are many commercial packages available but you can find many quality CD Authoring packages available for free on sites such as Free Software 4 All.

These packages will allow you to produce a disk that can be opened in an Internet Browser and navigated just like a web page. Here are some screen grabs and notes from the package I use for mine.



This is the opening page it thanks the customer for the order and gives some further information about my business and my services, you can navigate between pages by clicking the hyper links.



Click on the my purchase link and you can open the PDF.



I have included a free bonus item and a link to another product which is a product sold on clickbank via an affiliate link.



Include a contact form on one of the pages where your customer can sign up to your list to get regular newsletters and offers.

EXPAND THE BUSINESS

Start to sell DVD's, forget about the popular block buster films, everyone will be selling them, the result being that the profit margins (if there are any) will be slim to non existent for the little guy.

Time to find a niche, good niches are often "How To" here are some good examples of niche DVD's.

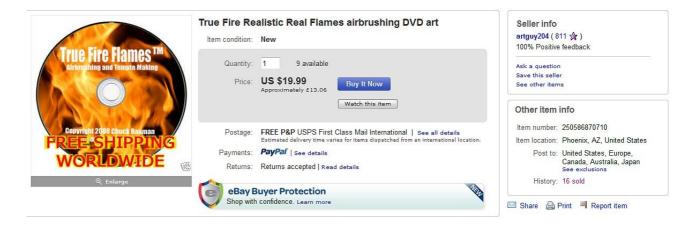
CRAFTS



Woodworking DVD, not many sales but look at the selling price of this item, if this could be reduced this could result in a much higher sales volume.



Cake decoration, a good selling price and a healthy volume of sales.



How to use an airbrush to create flame effects.

LEARN TO PLAY MUSICAL INSTRUMENTS.

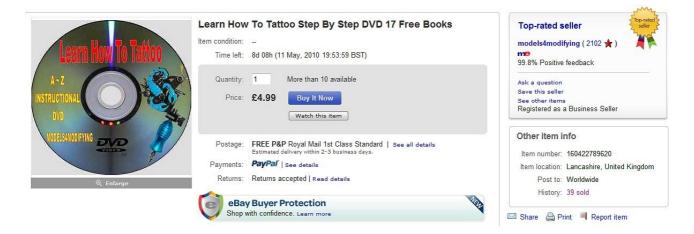
The obvious thoughts turn to guitar, piano or keyboard but there will be a lot of competition in these areas. So look for something slightly unusual, here are some examples.



Who would ever think that the Didgeridoo would be so popular; but just look at the sales for this product.



Another a hot selling item which probably would not occur to many people to sell Some more examples



It would only take a handful of these products to bring in a respectable monthly income.



SOURCING DVD'S WITH RESELL RIGHTS

The great advantage of this method of selling is that you can find products that allow you to rebrand them and to make them unique to your self. You can change the product name, have new graphics made for the DVD box and the label and set your own price for the product.

You can if you wish sell these products through eBay as in the above examples or through your own IM websites on the back of your eBay sales and sell direct. The DVD's can be promoted through your auto responder or through the small ads as with the Clickbank products we looked at earlier. Use PayPal as your merchant account.

You can find a whole host of products with licences to resell, the first thing I would suggest is you try to find a find a suitable product on another country's eBay site, check to see if this is a unique product, remember that products can be rebranded. If you have found a suitable product try to secure the Master Resale Rights to sell the product in your own country. Failing that, the Resale Rights to the product. As this is a bit hit and miss you will score your fair share of successes and failures.

The second line of attack is to source products from the vendors or from websites that specialise in selling the Resale Rights to products. Use a google search to help you source suitable products for resale. A search term such as

instructional dvd's with reseller rights

This will throw up many web pages and you will have to do some searching because the most popular websites are the IM, and make money online websites.

Here are just some examples of the type of sites with resale rights.

- DVD Resell Rights
- Front End Products
- Information Products
- Resale rights for you

By doing a search for wholesalers you will also find a range of products that can be resold for a profit.

Advantages

- Very small start up costs
- Easy to operate

Disadvantages

- Need to keep a clear record of licence agreement
- Licence cost of resale products vary so exercise caution in the early days and do not buy too many expensive licences at the same time, trial the market.