

Version 1.2

The Ultimate SuperTip

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Table Of Contents

1. Introduction
2. How to Sell ANY Product
3. The Ingenious Twist
4. The Tools You Need
5. The Amazing Viral Bonus

Chapter 1: Introduction

Hi,

It's Harvey Segal of SuperTips.com here.

Thank you for downloading this book.

If you have read my free book [101 SuperTips](#) you will see that I described Tip 100 as "The greatest SuperTip of all".

Since that statement back in October 2003 I've thought of numerous ways to extend and redevelop it, resulting in this complete new book which you are reading now.

In Chapter 2 I'm going to show you the VERY BEST strategy to promote ANY product.

And I'll show you, as a case study, a real product that I currently sell using this strategy.

In Chapter 3 I reveal the ingenious twist that takes this strategy into orbit.

In Chapter 4 I list the tools that will help you put the strategy into practise right now.

And finally an astonishing viral idea in Chapter 5.

Chapter 2: How to Sell ANY Product

2.1 The Product

First we need to state that this must be your 'own' product.

In other words you must not be an affiliate (you will see why later).

However that does not mean to say that you personally have to create a product.

If you don't have a product of your own you can acquire the 'resale rights' to a product – which allows you to sell it as if it was your own.

Bonus Tip 1 – resale rights

If I started in online marketing again I would not bother with creating my own products, I would focus on the very lucrative world of resale rights.

To illustrate this there's a perfect example in Chapter 4 where I have produced a package of products with resale rights and the even more profitable 'private label' rights.

If you want to learn how you can profit from resale rights visit my site [Resale Rights Guide](#).

Products with resale rights are typically ebooks or software – in other words 'digital' goods. When it comes to selling such items the ideal place is ClickBank who handle the whole selling process for you.

You will find all you need to know at my site [The ClickBank Guide](#).

As mentioned, throughout this chapter you will see how I use the strategy in this book to sell an actual product. So we'll start with my choice of product.

Case Study – product selection

One of the most useful of marketing tools is the ad tracker – you'll see why if you visit my site [The Ad Tracking Guide](#).

The particular tracker which I use and recommend is [AdTrackz](#).

I have now purchased the resale rights for AdTrackz and will show you how I sell it in the case study sections.

To choose your product you could look for a profitable niche then search for associated products with resale rights.

Bonus Tip 2 – finding a niche

One way to look for a profitable niche is to study the questions people are asking at the forums. You will already have seen examples of 3 sites which I have created using this technique

- [The ClickBank Guide](#)
- [The Ad Tracking Guide](#)
- [Resale Rights Guide](#)

I've written a free ebook which explains how to use this idea (and also how to profit from forum postings) – [Forum SuperTips](#)

2.2 Search Engines ?

There's no doubt that a high ranking on the first page of a search engine like Google beats nearly every other form of traffic generation.

After all, potential customers are actively searching on keywords that are relevant to the site.

The problem is in attaining and maintaining a high ranking.

Here's what I mean.

Why I have said Goodbye to the Search Engines

The whole area of search engine optimization is imprecise and ever changing.

As a result there has been a plethora of tools developed to assist with the task and one theory after another about what is needed to reach a high rank.

Do you really want to spend man-months collecting thousands of backward links then find that they are probably worthless because the anchor text does not contain a suitable keyword, or the site does not have sufficient page rank, or whatever the latest algorithm is ?

Do you want to buy expensive cloaking tools and run the risk of penalization ?

Do you want to compete with others who are using such cloaking tools ?

Do you want to discover that a major Google change has caused your site to slip out of the rankings ?

Do you want to be bothered about whether a domain has a static or dynamic IP address or have to use different hosts to make a network of minisites ?

Now some say that you don't need fancy tricks – just provide good relevant content.

My answer ?

Nonsense.

Take my site [The ClickBank Guide](#).

If you wanted to find the most relevant content for a search on the keyword 'ClickBank' don't you think that would be at the top ?

Well Google used to agree with you.

It was ranked number 2, with only ClickBank.com itself at number one.

Today it is ranked ... wait for it ... number 426.

It is beaten out of sight by sites which have nothing to do with ClickBank but happen to mention that keyword once.

I asked a search engine expert about this and he suggested that it might be due to keyword density, in other words too many mentions of the word ClickBank.

Well that has to be the case – the site is after all a 'complete guide to ClickBank'

His advice – try replacing the word ClickBank occasionally e.g. use 'CB'.

No way.

My site stays, it's the search engines who are leaving.

I don't want to build an online business on such shaky foundations.

I want to use fundamental pillars of Internet marketing which will always remain steadfast.

You will see them in this strategy.

2.3 First – the best way to presell your product

Here's an article I wrote back in 1998 – and it's still true.

Win customers by giving away FREE information

What is the best way to attract visitors to your site ?

Everyone agrees on this point – it is by providing Free Information.

Let's see how to do this and why it works so well.

Suppose you are a supplier of video recorders. Hopefully you will be the owner of a professional sounding domain name, such as VCRworld.com

You write an informative article entitled "How to Choose a Video Recorder" which explains

- * the key features of video recorders
- * a guide to prices
- * handy tips for using video recorders
- * useful accessories
- * potential problems
- * future developments

Put this article on your web site or have it available by Email (on an autoresponder if you expect a big response).

While your competitors are all posting similar ads which say

"Buy, buy, buy our cheap video recorders"

or sending unsolicited bulk Email to thousands, you will be posting short ads which say

Our Free Guide
"How to Choose a Video Recorder"
explains the key features to look for,
prices and handy tips.
Visit www.VCRworld.com

And whenever you contribute to any group where there are potential customers you include your signature:

"How to Choose a Video Recorder"
FREE guide
www.VCRworld.com

Your visitors will be impressed by the quality of free information you are providing and your well chosen domain name: they will regard you as an authority on the subject.

They will be easily influenced to buy from your site while your competitors' unoriginal ads are consigned to the Email waste bin.

That article was written before the days of ebooks as we know them now and we can adapt the key idea to use with a free ebook.

What you do is produce an ebook about your product niche which provides quality information and includes links to your own products.

The secret is to have highly relevant links and weave them naturally into the content in a low key style without appearing to push for a sale. So when you discuss a particular topic and want to show where more detail can be found, or how a particular problem can be solved, that's where you can mention your product as a source of further information. If you want to see really good examples of how to do this read my free ebook [101 SuperTips](#).

See – that last sentence was an ACTUAL working example of how to weave in a link.

There's no doubt that a free information type ebook is one of the **most powerful methods** of product promotion.

Case Study – producing an ebook

In order to promote the ad tracking tool AdTrackz I wrote an ebook [AdTracking SuperTips](#) which is a guide to choosing, using and profiting from ad trackers.

It concludes with a recommendation for AdTrackz.

And there's another great advantage in offering your visitor an ebook.

You can capture his contact details and then run a series of follow-up messages designed to clinch the sale, using an autoresponder tool.

Compare this to a web page where a visitor leaves and you have no further contact.

So now the issue turns to getting traffic to your ebook first instead of directly to your site.

2.4 Getting traffic to your ebook (Part 1)

There are hundreds of directories where you can submit a free ebook – you can find them by running a search on 'free ebook directories' or similar.

These directories exist to supply webmasters and ezine publishers who are looking for good free content which they can use to give to their visitors or subscribers as a bonus or an incentive.

But there's an even better form of free content they want which we will see in section 2.6.

2.5 Getting traffic to your ebook (Part 2)

Remember when I said that it must be your own product not an affiliate product ?

That's because you can now bring the might of an affiliate force to your promotions.

You allow affiliates to use their affiliate link to your product inside the ebook. This is done by 'rebranding' the ebook.

You will find some rebranding tools in the Tools section of the [Resale Rights Guide](#)

Bonus Tip 3 – managing affiliates

How to pay affiliates ?

– If you use ClickBank to handle the sale as recommended earlier they will automatically handle the affiliate side of the operation.

How to attract affiliates ?

– As a ClickBank vendor your product will appear in the ClickBank Marketplace where there is a potential audience of 100,000 affiliates.

What rate of commission to pay ?

– Affiliates won't be interested in 20% or 30% commissions. I pay 51% so I can tell my affiliates that they will earn more than me. You can sign up here as a [SuperTips Affiliate](#).

But there's one case where I pay 100% !

How can that be ?

You will see soon.

But there's yet another way to get affiliates – and they will be beating a path to your door – in the next section.

2.6 A massive step beyond

There's something that website owners love more than ebooks – ARTICLES.

The more the merrier.

They use articles on their site and reap the earnings from AdSense ads because search engines thrive on good content

Articles get MASSIVE distribution.

You can submit them to article directories, article announcement lists and to ezine publishers. Once again just run a search and you will find endless lists.

So your next step is to produce an article which **'presells' your free ebook**.

It's not difficult – the information is already there !

There should be lots of valuable content in your ebook so you can summarize the key concepts and turn that into an article. You then put a link to your ebook in the article resource box.

Case Study – writing an article

I used material from my ebook to write an article [23 Ways To Use An Ad Tracker](#)

The resource box for the article says:

*Learn all about ad trackers with Harvey's free ebook Ad Tracking SuperTips
<http://www.ad-tracking.com/adbook.html>*

Note how the article presells the ebook and the ebook presells the product.

To see why this is effective consider the above case. After a potential customer has read about the 23 ways to use an ad tracker he will realise how valuable an ad tracker can be but if he gets directed to my recommended product AdTrackz he will still be wondering – how do I get an ad tracker to work

- what are the different types of tracker and how do they compare
- why is the author recommending this particular one.

All this information is explained in the ebook so we take the customer one stage at a time gradually building up his interest and curiosity.

And now if you have been wondering how to attract affiliates here's the simple step which will have them begging to join your affiliate program.

You allow the article publisher to change the link in the resource box to point to his rebranded version of the ebook.

Case Study – article rebranding

My article concludes with the line:

Publishers can reproduce this article and change the URL to point to their own rebranded version

Now, if that will have affiliates beating a path to your door then Chapter 3 will produce a stampede.

Chapter 3: The Ingenious Twist

3.1 The Affiliate Problem

For every 10 affiliates who initially show an interest in distributing your free book maybe just one will actually do it.

Just 1 out of 10.

Why ?

What's the problem ?

Why don't affiliates rush to rebrand free useful books so they can cash in on this very effective way to sell a product ?

Well consider what an affiliate needs to do to promote a PAID product.

He simply plugs his affiliate-id into a link, for example in the case of ClickBank

<http://AFFILIATE.VENDOR.hop.clickbank.net>

But in order to promote a free book he needs to carry out the following steps

- he downloads a rebranding package.
- he has to read and understand the rebranding instructions.
- he runs the rebranding program.
- he uploads the rebranded book to his web site.
- ideally he then needs to set up a web page with some content leading to the book rather than just providing a direct link to a book.

For example take my free book [Forum SuperTips](#). If you were to promote it using your own separate branded copy at your site you can't expect your readers to download it just by saying 'heres a good book about how to profit from forum postings' and give them a download link. Ideally you would want them to see the very same write-up I have used at my site – just the way an affiliate link works for a paid product.

Isn't it easier just to give out an affiliate link ?

And that's why you can get hundreds of affiliates but few of them will bother to rebrand a book.

But there's even more bad news. Many affiliates may not even own a web site. We've just ruled out a huge army of newbies – beginners taking their first

steps in Internet marketing and sensibly starting out on the affiliate route.

If only rebranding was as simple as providing an affiliate link.

Well it can be.

Read on . . .

3.2 The Solution

There are actually two solutions

1) On the fly ebook rebranding.

This means that when a visitor requests an ebook at a site a rebranded version is instantly generated.

This is only feasible with PDF files not EXE files.

Because of the technical difficulty of rebranding existing complex PDF files such solutions are currently (September 2005) rare and expensive.

However we have acquired in the Tools section in Chapter 4 a product, Super Rebrander, which will allow you to create a PDF ebook from an HTML file and perform on the fly rebranding.

2) The ClickBank 'cookie' solution.

Technically the solution is to get the affiliate cookie on the customer's computer at the time of download. You don't need to make any change to the book itself which means that you can use this method for both PDF books and EXE books.

The only limitation is that you can only allow 'rebranding' of products in your ClickBank account, which should be sufficient for your purpose.

This solution is described in more detail in the book [Viral Marketing SuperTips](#)

Case Study – on the fly rebranding

If you click on this link

<http://www.supertips.com/sales.php?offer=AFFILIATE&pid=43>

it will download the ebook Ad Tracking SuperTips and any products purchased from the book, including AdTrackz, will earn commission for the affiliate.

This uses solution (2).

3.3 Even Better

Apart from leaving your affiliate with no work to do as regards producing a rebranded book and making it accessible at his site there are two more great benefits for YOU.

- * There is only one version of the book – the one at your site. You don't have the situation where different rebranded versions are available at different sites.
- * Once a rebranded book is produced with the old method it is out of your control, the rebrander can market it in any way possible. With this method readers must come to YOUR site to obtain the book and you can obtain their contact details for list building.

3.4 Conclusion

We have shown a strategy that can be used to sell any product using fundamental pillars of Internet marketing – techniques which will never become obsolete.

These include

- preselling with good free information (an ebook)
- using the viral nature of article distribution
- using the power of affiliate marketing
- capturing contact details and applying follow up campaigns

At each step of the way we have introduced a multiplying effect which increases conversion and traffic by exponential factors.

Specifically

- we boost the **conversion rate** by preselling with a free ebook instead of sending our visitor directly to a sales page
- we generate **more traffic** by submitting that ebook to ebook directories
- we also **encourage affiliates** to distribute the book by rebranding it
- we then **simplify** the rebranding operation, it becomes just a link, which boosts the number of affiliates working for us
- we boost conversion rates **once more** by further preselling, using an article to pave the way to the ebook
- we generate **more traffic** by article distribution and the viral effect as articles get passed around
- we let affiliates rebrand the articles giving them even more **incentive** to promote our product
- and we boost conversion rates **again** by using follow up tactics on all ebook readers

That rounds up the strategy – I hope you will agree that I have kept my promise, providing valuable information for free and I have not even asked for your name !

In the next chapter we supply the tools for you to carry out this strategy.

Whether you decide to use them or not don't forget to read Chapter 5 – it's unmissable.

Chapter 4: The Tools You Need

I have created a package of tools (books and software) to carry out the strategy outlined in Chapter 2.

Bonus Tip 4 – repackaging resale products

Here we have a perfect example of the benefits of acquiring resale rights and private label rights for products and being able to repackage them according to a requirement.

In other words instead of presenting you with a huge and outwardly impressive list of products – 90% of which you don't need – I am able to provide a concise selection which fit the bill.

(Having said that, the SureFire Wealth Silver Membership will give you more products than you will know what to do with).

As I've mentioned before if you want to learn how you can profit from resale rights visit my site [Resale Rights Guide](#).

Note that some of the tools below come with resale rights included.

The tools are grouped according to the main tasks required.

4.1 Product Creation

4.2 Autoresponder Management

4.3 PDF Creation and Rebranding

4.4 General Internet Marketing

4.1 Product Creation

If you don't have your own product there are two options

a) Develop your own product



Create Hot Products Fast

How to create a line of hot-selling, highly-profitable online products quickly and easily – even if you have no prior product-creating or writing experience at all. Details [here](#)

Value \$47

* Resale rights included

b) Acquire the resale rights to a product



SureFire Wealth – Silver Membership

Enjoy a continual stream of the newest ebooks, software, videos, templates and niche products with Resell and Master Resell Rights.

You will receive a 1 year silver membership for free. Details [here](#)

Value \$97

4.2 Autoresponder Management

a) An autoresponder tool



Autoresponder Unlimited


Use this tool to develop unlimited sequential follow-up email campaigns without the expensive monthly fees of some services or the high cost of other autoresponder software.

Details [here](#)

Value \$49.97
* Resale rights included

The image shows a 3D rendering of a software box for 'Autoresponder Unlimited'. The box is primarily yellow and purple. Text on the box includes 'Autoresponder Unlimited', 'More Sales More Profit', 'Power', 'Speed', 'Control', and 'Simple'. It also features a photo of three people and the text 'Put The Business In Automation'.

b) How to use autoresponders effectively



Autoresponder Maximizer

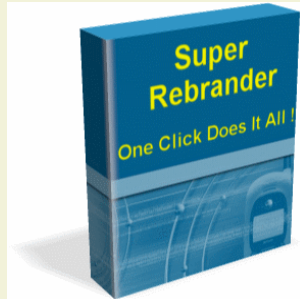
If you have read other books on autoresponders before here is something very different. It will take your autoresponders to a whole new level.

Details [here](#)

Value \$47
* Resale rights included

The image shows a 3D rendering of a software box for 'Autoresponder Maximizer'. The box is primarily blue and white. Text on the box includes 'Autoresponder Maximizer', 'Harness the full power of autoresponders and put your business on complete autopilot', and 'Make money while you sleep!'.

4.3 PDF Creation and Rebranding



Super Rebrander

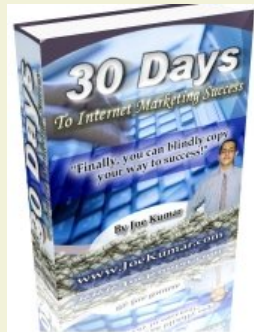
This tool will create a PDF book from an HTML page, plug in affiliate links and download on the fly.

All your affiliate needs to do is promote one link.

Details [here](#)

Value \$67

4.4 General Internet Marketing



30 Days to Internet Marketing Success

This 2–volume ebook has become a runaway best seller since its launch in 2003 – hailed as the best compilation product of experts ever seen.

You will see that it sells for \$97 [here](#)

You will receive a free copy of volume 1.

Value \$48.50

The Cost

This whole package

- * Create Hot Products Fast
- * SureFire Wealth – Silver Membership
- * AutoResponder Unlimited
- * Autoresponder Maximizer
- * Super Rebrander
- * 30 Days to Internet Marketing Success

will cost you just \$10.

Yes – that's right, only TEN dollars.

Why so inexpensive ?

There's a very good reason – coming up – HOWEVER I'm not finished yet.

Also included in the price is a VERY special item.

As you will find out in the final chapter.

Chapter 5: The Amazing Viral Bonus

Yes – there's ONE MORE item you receive when you get the package.

It's a special link – resembling an affiliate link.

It will look like this

[http://www.supertips.com/ultimate/... etc ...](http://www.supertips.com/ultimate/...)

When you give out this link to your visitors or your mailing list they will be taken to the same page that you have just come from and they will download this book as you have done.

But when they click on the Paypal button it will have YOUR Paypal address in it.

That's right – they will pay YOU the full \$10.

It's like an affiliate program which pays 100%.

You will keep every single penny you earn, I get nothing.

Your Questions:

Harvey, a program which pays commission of 100% does not make sense. What's the catch – what's in it for you ?

The way that I gain is from the 'backend' profits. I will explain this in detail when you get the link and I'll show you how you can also share the proceeds with me – with another **startling** idea.

Which means it's **very** important for me that you do well out of this unlike some resale products where the owner takes your money and that's it.

How do I set it up ?

There's NOTHING for you to do.

Everything is set up for you.

You just promote that link – and I'll be giving you tips on how to do it.

So I don't need to rebrand the book and upload it to my site ?

No, your visitors come to my site.

You don't even need a site of your own.

That's great but you capture the sign ups not us

There's nothing to stop you capturing contact details BEFORE sending them to that link.

As you have seen I don't capture the names of those who download the book so you have no worry that your reader will complain about having to enter contact information twice.

Suppose they remove the affiliate part of the link and I lose out on the sale ?

You mean like this ?

<http://www.supertips.com/ultimate/>

If they get to that page they can't go any further. (Try it yourself).

How – and to whom – do I hand out the link ?

For a start you can give it out as a free gift to your site visitors, subscribers, customers.

Your target audience could be **any** online business – they ALL need to know how to attract traffic.

I have set up a whole resource with ideas for promoting the book.

Take one idea, simply adding it as a free gift when anyone joins your mailing list. Once you set it up the invite can just sit there on **automation** pulling in readers, and subsequently sales, day after day, week after week – for as long as your site exists.

And an extra bonus – there's a section showing exactly how some top marketers are promoting this book: you will see the **actual** copy they have used in their newsletters, sites and even blogs.

This in itself is an education not to be missed.

How much money can I make with this idea ?

Here's a tip: whenever a product owner gives you figures about the money you will make I advise you to run.

If you expect that my ebook will bring you a pot of gold tomorrow morning you will be disappointed.

But if you would like to see something which I find infinitely more preferable and satisfying – a steady flow of \$10 sales throughout the day, and each and every day continuously, and all achieved with automation – then this is for you.

But what I **will** tell you is this – you should do better than me ...

Harvey, explain – how can you say I should do better than you ?

I'm quite serious, there's two reasons:

1) I have no advantage over you in being the author of the book. Our visitors see exactly the same site page and the same book.

But **you** are able to provide the most powerful of all selling techniques – a 3rd party recommendation, whether it's a few words or a full scale review.

I can't say that this book heralds a **marketing revolution** with its unique ideas on pre-selling and traffic building using ebooks and articles, ebook rebranding with just a link, and on the fly pdf creation.

That would be blowing my own trumpet.

But you can say it.

2) I can't follow up with my ebook readers. I have deliberately not required a sign-up. (Remember, you have not given me your name have you ?)

But **you** have the opportunity to capture contact details and carry out a series of persuasive follow ups.

And if you want ideas on how to go about this there's a book specially waiting

for you in the package – Autoresponder Maximizer.

Why such a low price \$10 for all those products as well as the opportunity to sell the package ?

Well even if your reader has the slightest doubt about the value of the tools and how they can help him selling – which is most unlikely – he is going to know that for only \$10 there's no risk involved.

Even if he does not plan to sell a product with these tools he will want to use this viral technique to rebrand the Paypal button.

And that's another \$10 going into YOUR Paypal account.

So please recap, what will I receive ?

You get the complete package of tools listed in Chapter 4

PLUS the special link which will let you sell this book and keep EVERY cent.

And of course a guide showing the methods used by top marketers in promoting this book.

And also ... there will be 2 surprises.

Ok, Harvey you've convinced me.

For \$10 there's nothing to lose but SO MUCH to gain

I'm clicking the button now.

