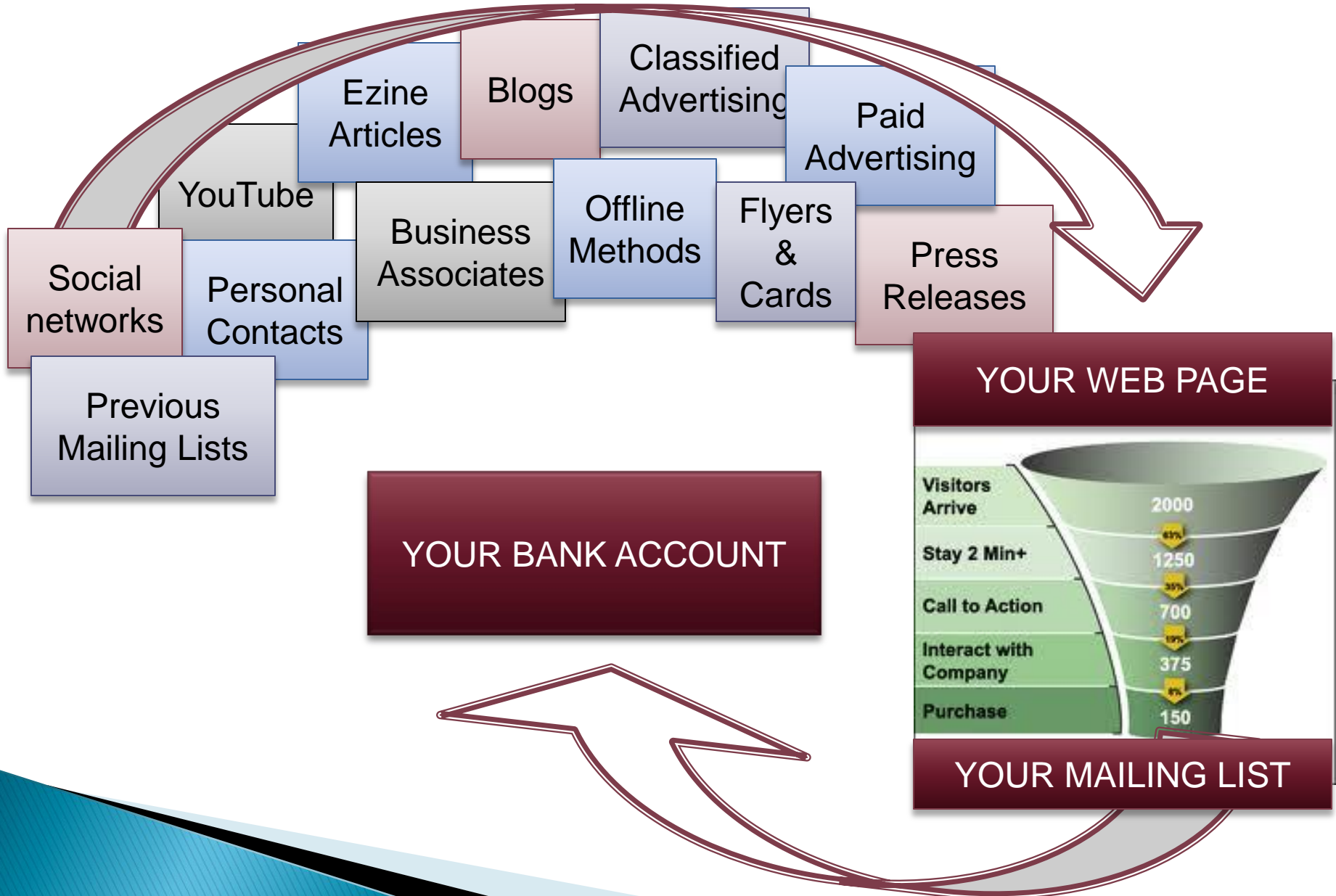


Setting up Your Sales Funnel For Internet Marketing

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How does a “sales funnel” work?



About Mailing Lists

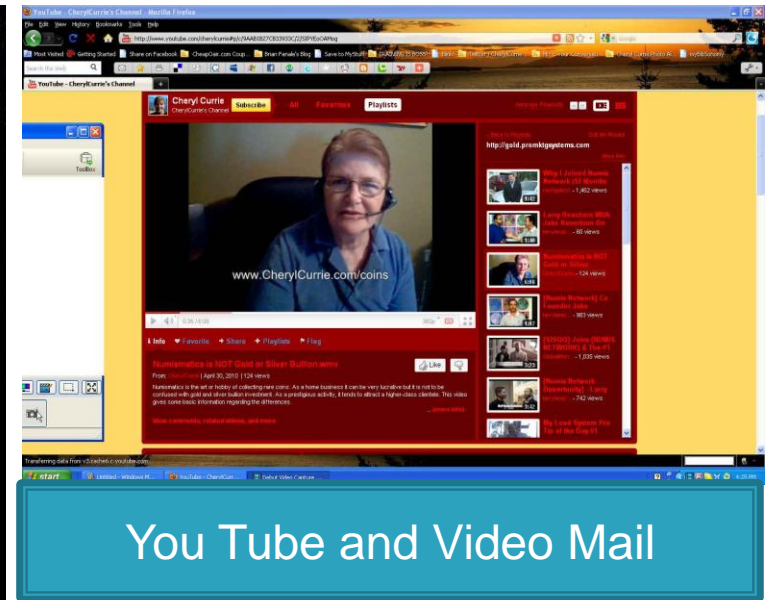


If you set up your sales funnel correctly and drive a lot of traffic to your capture page, you may have far more responses than one person can possibly handle. That's why you use what's commonly called an "autoresponder" or automated mailing system.

It starts with the "opt-in" form which captures the potential customer's name, email or other address, phone number or whatever you asked for. That information goes onto a list – YOUR list – and they instantly receive an email that you put there OR they are instantly sent to another web page, depending on how you set it up. This saves you a lot of time and saves you from explaining the same things over and over.

Use Online and Offline Tactics

Social
Networking
Tools



There are so many ways to drive traffic on the internet, that most people get overwhelmed, try too many options and master none of them.



Use Your Phone



The number one action, regardless of how you first reach the person, is talking to them. Live chats, phone calls, seminars, meeting in person, and recorded presentations will never, ever be outdone by more impersonal means of contact.

The only exception to this would be if you are not interested in that person and what they need. Don't be a used car salesperson.

If you sincerely wish to help people, they'll notice and be more willing to talk to you. If you master anything, master that. Lose your fears, shyness, fear of failure and simply pick up the phone and call. Call just to chat and make a friend, but call. After a while, you'll relax and people will respond to that.



Get Out And Meet People



The internet can be fascinating to a fault. Never lose sight of the fact that a group is made up of people.



Never lose your focus on what you are trying to achieve and why.

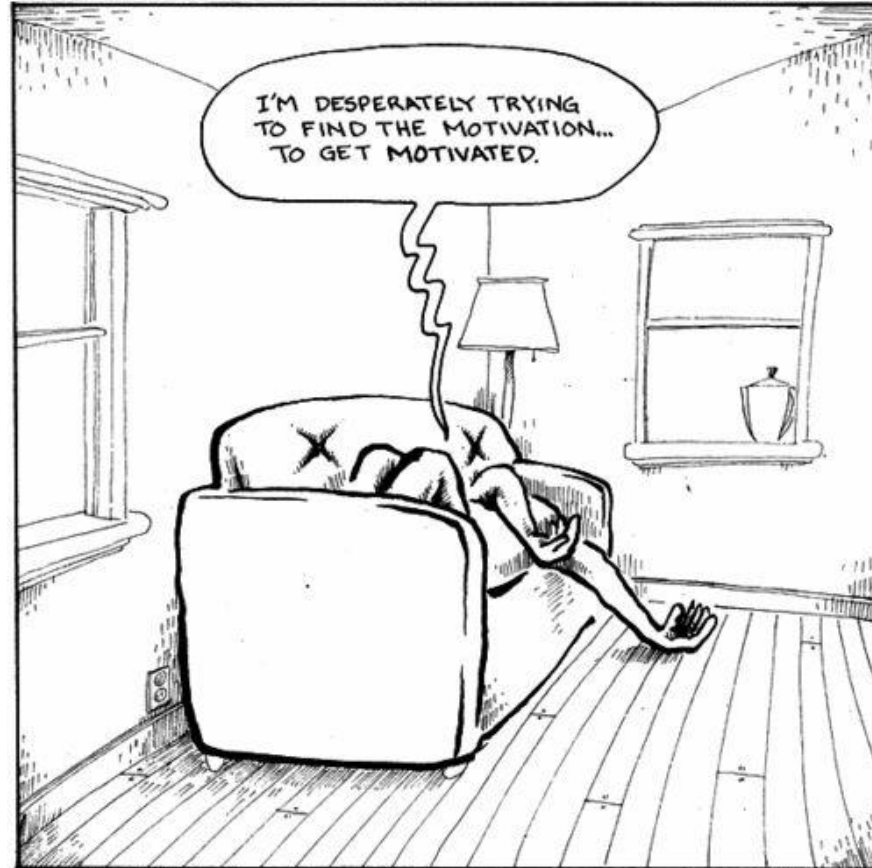
Or become a slave to your desktop.



Keep yourself motivated

Too Much Coffee Man

BY SHANNON WHEELER



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Keep yourself informed



Learn from your company.



Learn from those who teach well.



Learn from proven tactics...

Persist until you win!

