

The Cash Sucking System By Adi Djohari

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Cash Sucking System

Introduction

Thanks for downloading this free report. Hope you can start making money using the techniques outlined in this report. What you will learn here is actually not a new thing but refreshing. It's about building a list and how to monetize your list so you can make money.

The different is, this system has been optimized so you can immediately make money without having to wait until you have a huge list. And once you succeed build a quality mailing list, it'll allow you to make a massive amount of money in one single click.

You might have heard about what is called "the money is in the list" a million times before. To be honest, the money is NOT in the list but it's in the relationship with your list. What I mean "your list" is not your subscribers list but your buyers list. Someone who already spent money to bought a product on the internet.

Just having only a subscriber is not enough to make money online. You need to turn a subscriber into buyer immediately. It is useless if you have thousand of subscribers only wanting for a freebie. They will not buy anything from you.

In other side, a buyer would like to spend his/her money for something they want. And if you could provide what they want, then will give you their money.

Your main goal would be to building a huge list of buyers. So you can make money anytime you want. You only need to work hard at the first time you build your buyers list. And after that , you don't need to work hard anymore.

The Cash Sucking System

The cash sucking system provides a uniquely powerful system through which you can derive profit from multiple streams. This chapter will briefly discusses some of those different streams – and how you can manipulate them.

Let's start with the landing page itself: all traffic is sent to the landing page. From there, it will have a number of options, depending on what you have given them. Many marketers suggest that your landing page should always be an opt-in form which is called a squeeze page. Others will suggest that it should simply be a sales page.

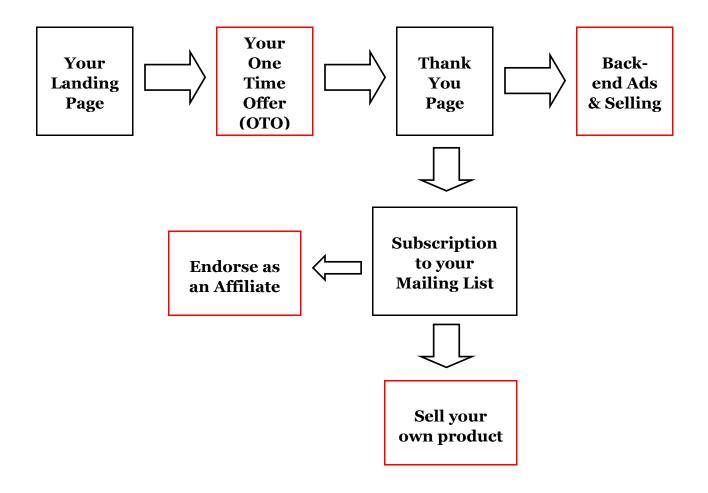
Whether it's a free report or a free newsletter, the squeeze page you create should include a "one time offer," which will compel them to take action and to turn them into a customer immediately.

Once they subscribe, the squeeze page you create should then reroute them to a thank you page, which opens up more means through which you can up-sell. One quick way to up-sell is to simply include advertisements on your thank you page for related affiliate products or for your own products.

One such option is selling ad space in your newsletter or e-zine. The more people you have reading your newsletter, the more you can generally charge for ad space; however, you will want to avoid overselling to your list to ensure your advertisers actually make money.

Your next option is to endorse a product as an affiliate. You can tell your subscribers how someone has just created a brilliant product – and you can offer it to your subscribers through an affiliate link. You may even want to use other products you have has bonuses to give them something extra. The last and most profitable way in which you can generate revenue through your newsletter is by creating and selling your own products to them.

It is important to note that you don't have to use all of these means to generate revenue; however, the more you use, the more you earn in general. I'm going to explain more details about this system on other chapter in this report.



What You Need Before Getting Started

Before you get started building your cash sucking website, you will need a number of things to a) make your offer actually have a point; and b) facilitate the creation of your squeeze page.

One thing you absolutely must have before you get started is an auto responder. Without any autoresponder, you are tossing potential bags of money in the garbage. Rather than creating a relationship with customers and potential customers – and giving yourself the opportunity to attempt future up-sales -- you're allowing them to leave and never return.

You can either use <u>Aweber</u> or <u>GetResponse</u> for autoresponder.

In addition to an autoresponder, you will need to have an actual offer that people want to buy. You may want to develop a product, such as an E-Book or a piece of software.

If you don't have the skills to do either, you can always hire a professional to do it for you through <u>Elance.com</u> or <u>Guru.com</u>. You will want to get subscribers by offering the product for free (which is what many Internet marketers now do).

Another thing you absolutely must have before you get started is a check out service. You may want to consider <u>Paypal</u>, <u>Click Bank</u>, <u>Paydotcom</u> or <u>2 Check Out</u>. All of these services will allow you to make transactions quickly.

Another thing you must have before you get started is a set of graphics, which usually includes a graphic header, a check out button, background and a half-decent picture of yourself. You can probably provide the picture of yourself, but you might want to hire a professional to do the rest. You can always use the squeeze templates I give you to make cash sucking website as many as you'd want.

By the way, I forgot to tell you that you will need a domain name and a web server to host your cash sucking website.

Make sure you by a dot com because people already familiar with a dot com name and it's easy to remember. Unless the domain name you wanted is unavailable, you should at least choose a dot net domain.

You can buy a cheap domain name at <u>NameCheap.com</u>. It's only \$9.69 per year. For a good hosting service, you can use <u>HostGator.com</u> because it's not only good but also cheap. It's only \$4.95 per month and you get unlimited diskspace and bandwitdh.

Finding A Red Hot Niche Market

First thing first, you're going to learn how to find a niche market that is already profitable.

According to Wikipedia, a niche market is a focused targetable portion (subset) of a market sector. So, if you choose "dog training" market then you might want to choose "potty training dog" or any sub-market from dog training.

Why you have to choose a niche market? Because it's more targeted and less competition while it still profitable. If you try to market your product on broad market then you will end up fighting with highbudget competitors.

Find a market first that spends money, then find out what they want and give it to them.

It is certainly easier said than done, but there are a lot of places online where you can do your market research for free. They've done most of the work for you already. You just need to know where to go and what to do to connect all the dots.

Brainstorming Ideas

To brainstorm ideas, you can start looking at large online sales sites like <u>Amazon</u> or <u>Ebay</u>. Browse through their listing categories to find any ideas and type it down on notepad. Find something you like most at first. Because you also need to enjoy what you are doing and not just making money by doing something you didn't like.

Another great resources to find ideas is to visit <u>Clickbank</u> or by visiting <u>Yahoo Answer</u> to find what people are asking. Site like <u>43things.com</u> is also worth to look. A lot of people listed their wishes on 43things. You can use this to generates more ideas.

You can also go to forums to find out what people are really need right now. Find a forum with topic that you like most and find out what people on that forum are really want. Is there posts about people asking how to solve their problems. Keep an eye to most common questions.

Don't just visit one forum but also visits a few forums to find more ideas. Also, to find what is really hot today on the internet.

The purpose of brainstorming ideas is actually to find a broad market and not to find an idea for the actual product.

Keyword Research

I'm going to show you how to transform a broad market into a more specific niche market by doing a keyword research. You'll going to research more further about your market ideas to find the most profitable one.

The research will begin by checking the search volume. You can start by using the free keywords tool from <u>Wordtracker</u>.

26,844 searches (top 100 only)		
Searches	Keyword	
3195	weight loss	
2624	la weight loss recipes	
1733	lortab weight loss	
1311	guick weight loss	
1293	la weight loss chat rooms	
1235	weight loss plans for teens	
1183	juice recipes for weight loss	
994	arbonne weight loss	
985	weight loss tips	
842	weight loss drugs	
766	printable weight loss charts	
695	fast weight loss	
681	weight loss programs	

The "weight loss" itself has been searches about 3,195 times per day. But it's too broad and I bet the competition is too high. So I'm going to focus on more specific keyword like "arbonne weight loss", "LA weight loss recipe", or "lortab weight loss".

Choose keywords with at least 100 searches per day. Write it down in excel.

Checking Competitors

The next step is to find out how many competitors we have. Just simply go to Google and type the keyword using quotes.

Results 1 - 10 of about 316,000 for "herbal weight loss".

There's about 316,000 competitors for herbal weight loss market which is okay to me. What you need to choose is a niche market with less than 500,000 competitors.

Get rid the market that has more than 500,000 competitors from your list.

Verifying The Niches For Profits

Now we need to verify if there's a group of people who bought weight loss product on the internet before we starting a business on this market. This is very important because we're going to make money on the internet and NOT in traditional market.

The easiest way to do this is to go to Clickbank marketplace to find if there's someone (or company) who already sold weight loss product on the internet.

So, go to <u>Clickbank</u> and click "Marketplace" from the menu.



At the time I wrote this report, there are already weight loss products on the marketplace and this is a good signal that there are people who bought this type of product on the internet.



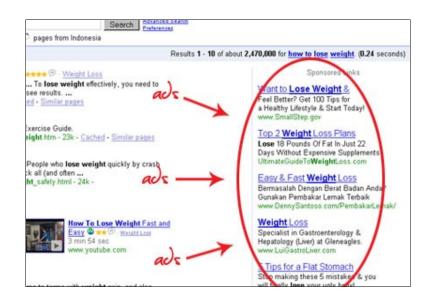
You might also want to check the gravity for each product (indicate by grav).

According to Clickbank itself, gravity mean "number of distinct affiliates who earned a commission by referring a paying customer to the publisher's products. This is a weighted sum and not an actual total. For each affiliate paid in the last 8 weeks we add an amount between 0.1 and 1.0 to the total. The more recent the last referral, the higher the value added."

If average gravity for a market is above 60, this mean there's certainly a market. All the weight loss products shown on the pictures have

gravity above 100. This mean there's a good chance that you can make money by marketing weight loss products on the internet.

Now go to Google and type your a keyword which is your niche market into the search box. I'm going to use "how to lose weight" as an example.



See the ads on right side of google search page. If there's an ad then it's mean weight loss market is a profitable market. The more ads the more profitable niche market because there's money to spend on this market. Which is why a lot of companies or individual spent their money to promote this kind of product.

Google shown only 8-10 top advertisers on the right sidebar. For some market, there's actually more than 10 advertisers. You can find out about this if you a link under the last top advertiser labeled "More Sponsored Links." Just click on that and you can count how many advertisers for niche market you choose.

When determining a niche market whether it's profitable or not, just use the broad market term like "weight loss". It doesn't matter when you type a specific keyword into Google and you don't see any ads.

Building Your Cash Sucking Website

Now you have found a profitable niche and it's time to create a compelling offer and monetize your list. To make a visitor subscribe into your mailing list, you need to give him something valuable for free. It could be a free ebook, audio interview or video tutorial.

How to Create Your Free Product

The easiest way to create a free product is to use and/or modify PLR material. You can also hire someone on <u>elance.com</u> or <u>guru.com</u> to create it for you (only if you have a budget). Or you can create it by yourself.

It could be a 10-15 pages ebook about how to get rid of acne, an audio interview with golf expert revealing his/her secret, or a video tutorial on how to learn a photoshop fast. In fact, it could be anything that has proven to be sold on the internet. The most important thing to remember is that your free product must be valuable and can benefit your subscribers.

Sometime I used PLR material to create a product. After I found a profitable niche, I'm hunting for a good PLR product and rewrite it using my own style. I will get rid some outdated information from the PLR and keep the good one. I also add some new info to my product by searching free information on google or from my own opinion.

You can find a lot of PLR here: <u>http://www.niche-content-packages.com</u>

After the product is done, I create ecover graphic for my product. You can create ecover product yourself in a minutes by using Photoshop Action scripts. But if you don't want to bother yourself creating an ecover, I suggest to hire a designer. A good looking ecover will make your product look more professional.

The Cash Sucking Scenario

If you flail to plan, then you plan to fail. This section is going to be the most important part of this report. I'm going to show you how this cash sucking system work.

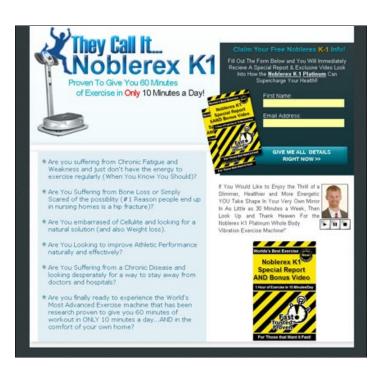
Basicly, you only need a simple website with an opt-in form on it. Capturing visitors information will allow you to contact and build relationship with them to gain their trust and to make a great deal with them.

This is what every top marketers did and they're still doing this until today. It's not their front-end product that make them rich but it's the backend-ads and selling. This rule also apply for the cash sucking system.

A. Squeeze Page

Look at the example of squeeze pages below:





http://7elementsofhealth.com/Noblerex2/

All the squeeze pages above have high conversion rate. Which mean, if a squeeze have 20% convertion rate, then 20 people of 100 visitors will subscribe. Have you notice something from the examples above? Here's a guideline to create a squeeze page that converts:

- 1. Use a professional graphic design. Do everything it takes to look professional. A site or squeeze page that look unprofessional will leave doubt in any visitors mind.
- 2. **Place the opt-in forms above the fold**. So the visitors can immediately opt-in once they're read the headline. Make it easy for them to subscribe.
- 3. **Use an eye-grabbing attention headline**. This is the most important element of your squeeze page. A lot of people will read the headline first before they read the rest of the page. If

your headline doesn't grab their attention, there's a big chance they will leave your site before they opt-in.

- 4. **Use a short squeeze page copy**. Some people hate writing a long copy. You need to appreciate their time because some people might be in a hurry. Use a good opening and list the benefits if someone subscribed to the mailing list. Note that benefits are not features. Use the "What it is for me" principal when you write the benefits list.
- 5. **Use a fancy graphic for the opt-in form**. Place the ecover image around the opt-in form and use a fancy submit button. Also there's a clear call to action before the form. Also note the text after the submit button, there are some privacy notice to make sure the visitors that their email address won't sell by the owner of the mailing list. You can visit each site to study more about creating high-response squeeze page.

A great reading about increasing squeeze page conversion rate is the <u>10 Conversion Secrets</u> and don't forget to grab the free squeeze templates and graphics pack to help you build a squeeze page easily.

B. Confirmation Page

Once the visitors fill their information on the form, they will be taken to confirmation page to read further instruction to confirm their email address. This is called double opt-in. It is recommended to use double opt-in to avoid being a spammer because some people often use someone else's email or fake email address to register. A confirmation page is just a simple page containing information about how to confirm a subscription and how to whitelist your email address so your follow-up emails doesn't end up on their spam folder.

Here an example of confirmation page:



You can also put an affiliate banner on your confirmation page to make extra money from affiliate product.

C. One Time Offer (OTO) Page

Once a subscriber click the confirmation link on the email, you need to take them to an OTO first instead directly to your free product download page. This is a strategy to convert your subscribers into buyers immediately by offering something complementary to your free product but with more perceived value. By doing this, you can also earn extra income immediately.

You must offer your OTO product only once, which is why it is called one time offer. So you must create a really compelling offer that your subscribers couldn't resist. And by making it accessible only one time, so they will think twice to pass your great offer.

The best products to put in an OTO is actually combination of your advanced product and some MRR & PLR product as bonuses. For example, your free product is an ebook about **How to Learn Guitar** **Quickly**. Your OTO product would be a **Guitar Learning Videos**, **Guitar Lick Libraries**, and **Interview with Steve Vai** revealing his guitar secrets.

And to sweeten the deal, you could add some MRR or PLR products about **How to Achieved Great Guitar Sound**, **Guitar Speed Lesson**, **PC Recording Guide**, etc. This will make your OTO have a high perceived value.

Your subscribers has already interested about learning guitar. So there will be a big chance that they will also be interesting in other products related to guitar.

You can offer the paid package later if they didn't buy through the one time offer but, with a higher price. You can simply put a link on your free product download page to this offer. So, if you sell it for \$27 on the OTO, then you can raise the price for about \$47 if your subscriber didn't buy via one time offer.

You can find PLR and MRR here: http://www.niche-content-packages.com http://www.master-resale-rights.com

Make sure you have a good OTO sales copy so it have a good conversion rate. If you can't write a sales copy, then you might want to learn about sales or try to hire a copywriter to write it for you.

D. Download/Thank You Page

This is actually a self-explanatory. But don't just put the free product link in here. You can also place one or two affiliate products here after or before your product download link. Use a short sales copy and make it stand out so it will grab your subscriber's attention. This is a strategy for immediate upsell and to gain extra money from affiliate revenues.

E. Email Marketing Tactic

You might be asking about what to do next after you build your list? The answer is simple, to build a relationship with your subscribers. If you just send them promo email after promo email, then you will lose your subscribers. They will found that you are just an annoying person because you only filled their inbox with junks.

The first thing you thing you wanna do is to help them reaching their goal and then you offer something useful and valuable to them, not a junk. Also, do NOT send them emails everyday. You should use an interval when sending emails to your subscribers. Let them breath.

You can setup email follow-up series on your autoresponder using the following example:

- **Day 1** : Thank you email for subscription
- **Day 4** : Free content/resource
- **Day** 7 : Free content/resource
- **Day 10** : Sales Pitch
- **Day 12** : Ask for subscriber's problems
- **Day 14** : Free content/resource
- **Day 17** : Answering common questions
- Day 20 : Sales Pitch

And so on...and so on...

Driving Traffic into Your Squeeze Page

Driving traffic into your squeeze page – it *sounds easy, doesn't it*? Well, it's not. And no matter how great your squeeze page is, it won't matter if no one ever reads it. Furthermore, if everyone in the world other than your target audience reads it, it also wont matter. This is why you need to find media through which you can drive targeted visitors to your landing page.

One way in which you can drive traffic to your squeeze page is through natural search engine optimization. This is the slowest process, but it is also one of the best ways to ensure a **continually increasing** stream of traffic over time.

Generating natural search engine traffic generally entails getting links to your site. While reciprocal linking was once the best strategy, experts now believe that major search engines are devaluing reciprocal links in favor of one-way links and triangular links (which search engines can't really detect).

Another way in which to get natural search engine traffic is by optimization your website for certain key phrases. You can do this by creating pages that specifically focus on one keyword on your given niche. You can then set the page extension to that keyword and optimize the content at a 1.5% density for that keyword. You will also want to use it in header and title tags.

Now, in addition building natural search engine traffic, you will want to consider using pay per click advertising. You can do this by opening an account with Google Adwords.

As mentioned earlier, successful Google Adwords campaigns do two things: they group keywords into multiple, small, related groups – and they send leads to multiple, tweaked landing pages. This means you will have to start with some careful keyword research; and you will then have to alter your landing pages to match that research. These are some of the most commonly used tools for driving traffic to a landing page; however, they are not always the most effective.

Now, both of those methods can be effective, but they both usually have rather high barriers to entry and require a lot of work.

Luckily, you do have another option: human connections. And this is where most Internet marketers fail. They don't realize the power of human connections because they are so caught up in the idea of making transactions and collecting massive checks without having to deal with customers and clients.

One quick way to get traffic through human connections is a joint venture. You can enter into a joint venture by compiling a list of possible "partners" -- or people who might be able to assist you in some mutually-beneficial way. This list might include other list owners in your niche, site owners in your niche, and experts.

There's only one important thing you should keep in mind when contacting joint venture partners – and that is to make it as quick, easy, and beneficial for them as possible. If they have no incentive for doing it, they probably wont even reply to you. And if it isn't easy, they'll accept other joint venture offers over yours.

Another way in which you can drive traffic to your landing page is through blog and forum posting; however, it is important that you do not spam, as many businesses do. Instead, actually participate on the forum, provide people with something of value; and, after a while, post your product in your signature – and try to network with people on the forum who work in similar fields. Your approach to blog commenting should be similar. Include a signature file that links back to your squeeze page, <u>but don't spam</u>. Instead, post useful comments. This is not only more ethical, but it is plainly more effective. Spam gets deleted. Good comments get praised, inducing people to follow your link and check out your products.

Make Your Squeeze Page Goes Viral

If you can make your squeeze page goes viral then you can build your subscribers list almost on autopilot. The good news is you don't need a big budget for this. The easiest way to do this is to start your own affiliate program. You can ask your subscribers to promote your free product and if someone they brought in buy the OTO, you can give your affiliates about 50% - 70% commission.

Let say that your OTO priced is \$67 and you give your affiliates 50% commission, which is \$33.50 and you still keep \$33.50 for yourself. I know this is not a big money but this way you can drive traffic and get a lot your new subscribers for free. The best part is that your buyers list will increase almost automatically.

If you have 20 subscribers and 5 of them are actively promote your product. If each affiliate could bring you 5 new subscribers than you will have 25 new subscribers without doing anything.

All 25 new subscribers will see your OTO. Let assume your OTO conversion rate is 20%. And this mean 5 out of 25 new subscribers will buy the OTO and you make extra income of \$167 without doing anything.

Now you've got 45 subscribers and more affiliates will promote your product. What if you have 100 affiliates promoting your product? You can count the profits yourself.

So if you want to start your own affiliate programs, you can use <u>Paydotcom</u> and let them manage your affiliates. And it's free for your first product.

For more traffic generation techniques, read the Cash Sucking Blueprint.

How to Earn Six Figure Income

Does this system will make yourself rich overnight? I don't think so. I'm sorry I had to say this but this is the truth. I don't want to be the one who lie to you. But this will system will help you to gain extra money and if you can repeat this whole process in another niche, then your earnings will increase.

Your main target for the first few months is drive traffic and build your list and NOT to make money. Remember that this is a business and NOT a get-rich-quick scheme. After you ran a business for about three months, you can setup a goal to make about \$50 - \$100 a day. Not bad, huh?

Once you've reach this target, you can create a new cash sucking website on another niche market. This way you can multiply your earnings. So the main goal is to build a lot of sites that could give \$100/day of income from each site and also, to give you a huge list of buyers.

Let's do some math...

Let say that you succeed to have about 2,500 people on your list. And found an affiliate product that is related to your product and could help your subscribers (and buyers) to reach their goal more quickly. This is a \$77 product and you gain commission 60% if you made a sale, which is \$46 per sale.

So you write an email promo about this product. Once you finish it, you send it to 2,500 subscribers through your autoresponder account.

Let say that only 40% of your subscribers open up your email promo which mean only 1,000 subscribers read your email. Only 5% of your subscribers who bought the product because your copywriting skill is only average and you still need to spend some time to sharpening your copywriting skill. But the good news is that you generates 5% x

1,000 x \$46 = <mark>\$2,300 extra income with ONLY one email promo.</mark>

About 3 days later, you send another email follow-up to your subscribers. But this time you come with decent email promotion and also you incentivized the offer by offering your subscribers a complementary bonus if they buy it through your affiliate link.

Well, the conversion rate is now increased. 1,500 (60%) of your subscribers read your email and now 10% of your subscribers bought the product you offer through your affiliate link. This mean you make another 10% x 1,500 x 46 = 6,900. And the total commission you receive are 9,200 in less than a week!

What if you have 4 more cash sucking website like this with 2,500 subscribers each?

But once again, I have to remind you that building a list of 2,500 people is not easy. This will take a lot of time and you also need to work hard. The example above is just an illustration so you know how this system work. But in reality, I found a lot of people quit before they make their first \$1 on the internet. This because they didn't want to work hard to reach their goal (or they didn't have a goal at all).

It's so easy to get distracted on the internet. Information are overloaded. So you might want to focus to reach your goal. Create a daily schedule for this is the best way to keep you focus and then you use your spare time for something else.