The 3 Secret Money Making Blueprints! Start Tonight!



3 Profit-Pulling Affiliate Marketing Models You Can Copy Right Now!



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Anik's Affiliate Marketing Story

Alright, here's my story about how affiliate marketing saved me or else I wouldn't be here today.

When I first started, I found a forum about online marketing, and here's the quick conclusion I made...

- 1) Find something you're good at or like.
- 2) Write an ebook about it.
- 3) Put it up on Clickbank.
- 4) Do a bit of marketing.
- 5) Retire.

I know, a bit simplistic, right? But, that's what I really believed. Well, at that time I was VERY good at getting good grades in college (I mean, you should have seen me, I used to hustle them right out of my professors)!

I felt I had found a great market – I could teach others how to do it!

Time for some Market Research:

Are there college students? Yeah! Do they spend money? College is expensive so...Yeah! Do they **need** my product? Umm...Definitely!





Boom, I have a market (so I thought...).

To put icing on the cake, I found out that NO ONE else was promoting a similar product for the keywords I was searching...

"WOW! I'm a GENIUS!" I thought..."I'll be a gazillinaire in no time!"

I started right away and spent six months writing the most amazing 200+ page book I've ever written (yes, to this day, I think it's one of my best works).

I worked hard on learning internet marketing...

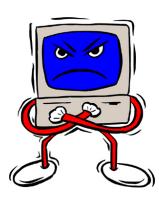
```
✓ I learned HTML (to make a website)
✓ I learned Copywriting
✓ I learned SEO
✓ I learned PPC
✓ I learned Forum Marketing
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Even better...I spent all of the little money I had – but who cares right? I was going to be a GAZILLIONAIRE!

The day finally came. Even before "launches" were popular, I chose a Tuesday, at 12:00 PM EST to launch my book. I only had a few affiliates at the time and no list of my own. I was going to start PPC and do some forum marketing, etc...

The clock struck 12 and I ran back from class, jumped onto my desk (I had a two monitor set-up at the time). On one monitor I brought up my





Clickbank account and on the other one I brought up my Google Adwords account.

5...4...3...2...1 – We're LIVE!

As I started to daydream about how I would tell all the nay-sayers in my life that they sucked and I rocked, 15 minutes passed. "Wait, gotta check for sales..."

Refresh...refresh...refresh...

Hmm...nothing – no sales? What's going on?

"Ohh...right, how silly of me. All the students are in class right now, I'll check back around 4 PM, they get out of class and they'll buy then..."

4 o' clock...no sales...

"Duhh...they're just relaxing after class right now, they'll buy after dinner – I need to check around 8 PM..."

8 o' clock...no sales?

"Ohhh ha ha of course, they're just hanging out with friends right now. We all know that college students only study at night. I should check after midnight and I'll see a TON of sales!"

12 o' clock...hmmmm

Four days went buy and on my two monitors, only one side was going up. Can you guess which side it was?



GOOGLE! Yes, I had <u>spent over \$300</u> (money which I didn't have by the way) and I hadn't gotten a SINGLE sale!

What's going on? I was supposed to be RICH by now! I thought I did everything right? I had a



market. I was the only one in that market! I got clicks. I have a good product. I have a good sales page. Why am I even more broke than before I started?

So, what was the biggest mistake I made? It's one word...

It's not "research" – technically I researched the market. I did my keyword research, it looked good. Obviously I had a market with lots of people in it...

The word I'm looking for is: "Test!"

I never tested the market! I just *assumed* that they would buy. Also, the fact that I had no competition should have been a BIG red flag. If you remember nothing else, remember one thing...

"Competition is GOOD – we call it 'Co-opetition.' If you're starting out, you want to be in a market where others are already doing it.

✓ You don't want to "innovate"

- ✓ You don't want to re-invent the wheel.
- ✓ You want a SMALL piece of a BIG pie, not a big piece of a small pie.

So, I was out the little money I had...in debt and completely deflated. I had spent six months of my life on this project, and now I miserably



failed...or did I?

Always Look For The Silver Lining

If there's one thing I've learned in life, it's to always look for the silver lining in any mistake you make. The silver lining in this mistake was that along the way, I learned Internet Marketing!



I learned how to write copy, design websites, do SEO, PPC and all sorts of other marketing. I had just learned an invaluable trade that would pay me millions in the future.

As deflated as I was, I knew that I could still do it. I knew there was something I was missing – I had made a mistake somewhere and I wanted to find out where.

In Comes Affiliate Marketing...

In the process of learning Internet Marketing I had gotten very good at SEO and using specific software. Before I knew it, I started becoming the lead advisor at the very forum where I used to bug people with questions all the time.

Turns out I became the *expert* on a particular software and people kept asking me questions on it – all day long.

I would answer the question and then just link to the software. Then one day I got an e-mail that really upset me.



The e-mail's subject line was: "Dude, stop linking directly to my site...."

Thank God I actually opened the email (because I almost deleted it). I was fuming. "How dare this guy be upset with me when I'm teaching people how to use HIS software and supporting HIS customers for FREE." **He should be THANKING me!**



Well, when I opened the e-mail, the point of the e-mail was that he wanted to give me an affiliate link to use so I could earn 50% in commission for any sale I referred...

"Ohh...yeah but all this affiliate marketing stuff is B.S. anyways...I don't think I'm going to use it."

So, believe it or not, I refused to use the link mainly because I was too lazy to copy and paste a link. I just didn't believe that affiliate marketing would work.

Until One Day...I Got Fed Up...

I got really tired of answering the same questions over and over, so I decided to make an "FAQ" page. I put all the questions on it and answered them once.

Now, whenever someone asked me a question, I would just link them to this page.

While making the page, I had an ingenious idea – since I was already doing this – "What if I offer to give everyone who buys through my



affiliate link my personal email address for support?"

(Before I even knew it I was adding a bonus to get people to buy through my link!)

I never thought it would work, but I threw it in there.

I still remember the night I took that page LIVE – I responded to a few forum posts and linked them to my FAQ page and went to sleep. I was so convinced that my "affiliate marketing" wouldn't work, I didn't even fantasize about making sales or anything.



The next morning I woke up and performed my "every morning ritual" – I checked the forum where I posted. I found something alarming.

The top post on the forum said "Anik hasn't sent me his email address!" Granted it had been about 5 hours, but I quickly opened the post and the person claimed to have bought the software through my link.

There were also 3 other comments BELOW that post that said the same thing!

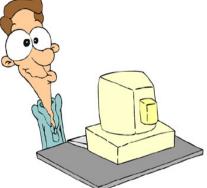
"Could it really be? Noo ... "

I quickly logged into Clickbank and found that while I slept over those five hours, **I had earned over \$300 in commissions!**



That's right, MORE money in five hours of sleeping than I had made in the entire past year combined!

Something clicked inside my head that morning. I skipped all my classes. My mission for that day was simple – make as many forum posts as I could, start PPC, buy some solo ads and start writing articles!



< Fast Forward 60 Days >

I had earned over \$10,560 working less than two hours a day. I was actually earning more than some of my college professors and loving every minute of it!

Needless to say, I never looked back after that day.

< Fast Forward 5 Years >

I've built a multi-million dollar international company, I was rated in the Top 3 Entrepreneurs Under 25 by BusinessWeek (2008) and we just recently won Maryland Incubator Company of The Year.

To say that affiliate marketing changed my life would be a drastic understatement. Affiliate marketing **MADE** my life. Affiliate marketing is the only reason I succeeded on the Internet.

If I had to make another product, carry inventory or deal with customers, I would have never been able to make it online.

Affiliate marketing taught me online marketing.



Affiliate marketing helped me make that initial money to help prove myself to my family (so I could get their 100% support).

So, why should you learn about affiliate marketing?

Because it's the easiest, fastest, safest and cheapest way to get started online. You can start making great money quickly without risking much.

Our goal in this report is to show you **THREE** techniques I (and Lurn) have used to make boat-loads of cash with affiliate marketing...

- 1) Opt-in Pages (My Personal Favorite)
- 2) Blogs (Amazing Long-Term Value!)
- 3) Review Sites (The Best Salesman Alive!)

So, sit back, grab a cup of coffee, close your door and turn off your phone. You're about to get three blue-prints you can use right away.

The only decision you need to make is - Which one is right for you?



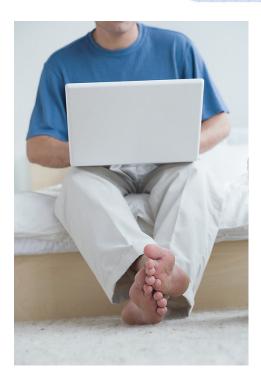


Why Affiliate Marketing?

If I didn't convince you with my story above, let's go over some logical reasons why affiliate marketing is the best way to start making money online.

- You don't need your own product. As you saw in my story, you don't have to spend time and money creating a product from scratch. Just promote someone else's product and let them deal with the headache!
- No inventory, product fulfillment or customer support. Like I said, let THEM deal with the headache. You just drive traffic and collect your check!
- Reputable. Affiliate marketing has been around for more than 10 years. The biggest companies in the world (like Amazon and Walmart), all the way down to small mom-and-pop home businesses, all have affiliate programs.
- Proven. Over the years, affiliates have developed some tested business blueprints. So instead of reinventing the wheel, you can just copy one of the blueprints we're about to reveal and get started right away!
- Crazy low startup costs. For less than \$100, you can be in business with any of the three business models we're going to review today. And if you're willing to engage in a little do-it-yourself, all you need is about \$25.





Zero risk. You just need a bit of time, but you don't have to put up a lot of money or go into debt trying to make this work.

Worst that can happen is that you learn a ton!

Affiliate marketing is VERY profitable. As you're about to see, with focus and our proven formulas, you can make a lot of money and fairly quickly!

 Freedom from a cubicle. Work from home and be your own boss! Nothing

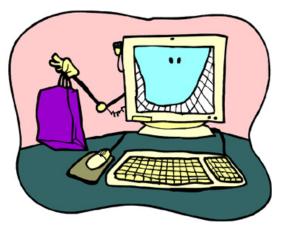
beats "going to work" in cut-offs, flip-flops, or your bathrobe ©! Plus you can arrange your work life around your family, friends, hobbies, working out at the gym, etc.

You're never bored. Affiliate marketing is fun, exciting... even fascinating! It's your choice as to how big and diverse you want your business to be. If you get tired of one niche, there are tens of thousands of products to promote, thousands of merchants to work with and hundreds of interesting niches.

Next... Funny Story About Why Affiliate Marketing Works!



Anik Witnesses His Dad Buy From an Affiliate



This may be one of the funniest moments in my professional career. As we all know, it's nearly impossible to explain what we do to our family and friends, right?

Well, five years into this, my family still doesn't really know what I do. My mom's response to her friends is...

"He does something on the Internet..."

Well about a year ago, my dad was looking for a Reymond Weil watch he found at a store and fell in love with. Apparently while at the store, he wrote the model number down and brought it home...

This is where I walk into the room...

Preparing to fight for my time on the computer, I quiet down as I notice what he's doing – *I get curious*.

He pulls up Google...pulls a piece of paper out of his pocket... the paper has a bunch of random numbers and letters.

I'm thinking "What the heck is going on?"

Then he calmly and precisely types the letters and numbers into Google and hits "search."



Now I'm thinking "He's really lost his mind...what kind of a search phrase is that..." But, I refrain from interrupting, I'm too curious...

BAM! Up come results that say "Raymond Weil Model #XXXXX"

"WOW...he just typed in a model number of the watch to look for it online! **Hey, we TEACH affiliates to bid on model numbers because they're BUY keywords!**"



Now the next (even more) interesting part...

Rather than going to the search results, he immediately starts to scroll over the ads...

He's actually LOOKING for the ads – he's actually AVOIDING the free search results...

I see him thinking... thinking... reading... thinking.

Boom, he clicks on the ad that says:

RW#XXXX – 32% Off Get Free S&H, 32% Off and a Free Watch Winder – 2 Days Left! <u>http://www.Domain.com</u> (Obviously I don't remember the exact ad, but that was the gist)

He clicks it... he reads the page for about 2 minutes... then clicks another link... pulls out his credit card and BUYS!



BOOM – DONE!

My dad had just proven to me exactly how many consumers are now shopping on the internet. Most don't even KNOW that they are buying through affiliates, but if you can add value to the consumer, they're more than happy to return the favor by buying!

When I told my dad what he had just done, he seemed shocked. He almost had this look on his face like he had done something wrong...

It was a priceless KODAK moment...

That day, I explained to my dad what I do and how affiliates add value to his consumer life.

Since that day, he's understood it and he continues to use his savvy shopping research to buy – he continues to bring more and more revenue to us affiliates!

Who knows, it may have even been YOUR link he clicked.

The bottomline is that if you do affiliate marketing right...

- 1) You'll add value and the consumer is HAPPY to return the favor.
- 2) Most won't even realize or know that you "sold" them...

3) You'll be immensily helping your merchant while also making great money...

So, there you have it. Not only can you make money, but you can help make this world a better place

So...now...enough jibber jabber – time to get to work!





3 Money-Making Affiliate Sites that You Can Start TODAY!

For almost five years, we've been teaching people in Affliate Classroom how to make money with affiliate marketing. Most of our growing staff of 40+ people have their own affiliate sites that they work on in their spare time.

But now we're going to turn the tables on them... expose their biggest mistakes...and prove that we not only talk the talk, but walk the walk!

So get ready to watch us "roast" three of our team members. They know what they SHOULD do, heck, they SHOULD be taking our courses, but they just haven't done it!

We're about to do 3 MASSIVE affiliate makeovers! If you haven't yet, get on our VIP Alert list – you'll be the first to know when we release these videos...

http://v2.AffiliateClassroom.com

You'll see the exact "before" and "after" shots of their sites, we'll tell you what they did wrong. We'll even give you the **EXACT blueprint** of their business model so you can **<u>RIP IT OFF!</u>**

Everything you're about to see is based on what we teach in Affiliate Classroom...

Launching on August 11th!

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Join Us <u>LIVE</u> As Our "3 Victims" Reveal Exactly What They Learned!

Pick The Best Business Model For You & Start Immediately!

FREE Webinar – Register <u>Now</u>! SPACE IS LIMITED – We <u>Always</u> Fill Up August 10th, 9 PM ET

https://www1.gotomeeting.com/register/240840873

This is YOUR chance to finally pick the ONE business model you want to focus in on. Affiliate Classroom will give you EVERYTHING you need to start right away.

This Webinar will be the FINAL element to helping you make your decision.

Do NOT Miss It! We only have 1,000 open seats, we have filled up the last three we did – we're guaranteed to fill out on this one too.

FREE Webinar – Register Now! August 10th – 9 PM ET <mark>Click <u>Here</u> To Register Right Now…</mark>



Affiliate Business #1: Opt-in Website



What's an Opt-in Website?

In an opt-in site, your visitor voluntarily gives you their email address and "subscribes" to get more email from you. You convince them to sign up by offering them something for FREE.

The "free incentive" can be a report, a tip sheet, free software, video, audio – anything, but usually in digital format.

How do you make money with an opt-in website?

The gurus always say "the money is in the list," and they're right.

The money IS in the list...

You make money mainly 2 different ways:

- 1) If you ever launch your own product, you have a group of excited customers WAITING to hear from you.
- 2) (More Importantly) You send them valuable information with affiliate promotions tied in. Basically think of it as "printing money."

Let's say you wake up one morning and you need \$300. Well, find a good affiliate product, take 15 minutes to write an email message, hit send and WA LA!

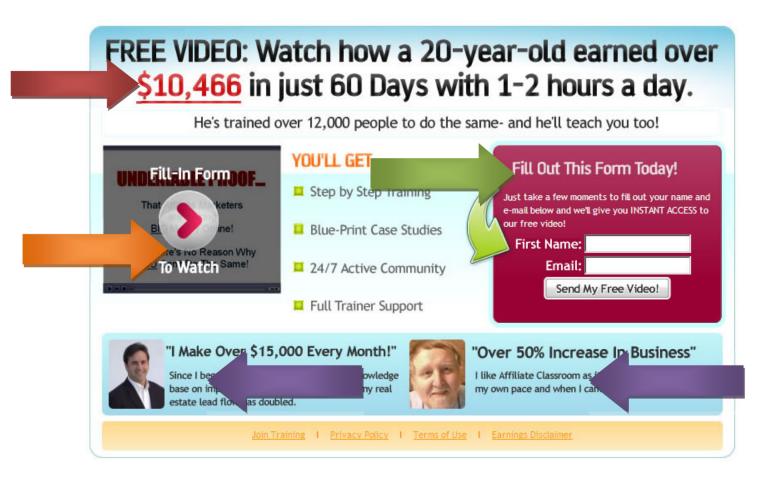
Within a few hours, you'll easily make enough sales to make \$300.



To build an opt-in website, you need a few things:

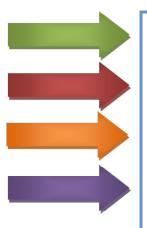
- ✓ A domain name
- ✓ A web host
- ✓ An autoresponder service
- ✓ An incentive to offer your visitors

Let's look at an example of a good opt-in website...





What makes this a good opt-in page?



A prominent opt-in box that's "above the fold."

A great incentive! Access to FREE audio interview.

An image that "teases" you to watch the video incentive.

Testimonials that pre-sell the video and reinforce the value of the incentive.

Plus the ENTIRE page has just one purpose - to get you to subscribe!

Okay, that's a good opt-in page that gets a great conversion rate (the conversion rate is the percentage of visitors who actually sign up for your mailing list). As you can see, it's a fairly straightforward page.

But what if an opt-in page isn't getting subscribers? What could be the problem?

(If you have your own opt-in page right now... you'll want to pay special attention...)

Let's look at some of the biggest and most common opt-in mistakes...



Common Goofs, Gaffs, and Mistakes when Creating an Opt-in Website...

✓ Hiding the opt-in box.

SO many people do this! The opt-in form is hidden at the **bottom** of the page or even worse, it's buried somewhere inside the site.



Make your opt-in box STAND OUT. It should be shouting at your visitor the second they land on your site. Many times, it should be the only thing on the site!

✓ No headline!

We see this mistake all the time, even on "big-name" websites. When there's no headline, your visitor has to read a bunch of copy before they can say "yes" to signing up for your mailing list.

On the Internet, it's too easy to click the "back" button – your visitor has no patience. **Make sure the headline is the FIRST and most prominent thing your visitor sees.**

✓ No FREE incentive.

In this day of rampant spam, people won't just give you their email address unless you give them a good reason. So, in short – add a great and VALUABLE free incentive.



The better your FREE incentive, the higher your opt-in rates.

✓ There's way too much going on.

Bottomline rule of marketing – don't give your prospect too many choices. When customers have too many choices, they put it off and walk away (thinking they'll come back later, but they don't).

So, if you want to be true to go a good opt-in business model... limit the "clutter" on the page and have everything on the page promoting and directing them to the opt-in box.

✓ No images, or the images don't work!

You only have a second or two to grab the eye of your visitor. That's hard to do without high-impact images, **<u>especially</u>** of your FREE Incentive.

So what's the right way to build an opt-in site? Check out the next page!



Top 10 Opt-in Site "Must-Dos"

 Always place the opt-in box above the fold (so they don't have to scroll down to see it)



- 2) Put the opt-in box in the upper right of the screen. People read from left to right, so their eye will naturally gravitate to the form.
- 3) Include a big headline with a strong benefit for signing up.
- 4) Use the word <u>FREE</u>!
- 5) Offer a valuable FREE incentive for subscribing.
- 6) Show an attractive image of the FREE incentive.
- 7) State the main benefits of your newsletter using bullet points. Bullets also break up the page visually, which means your message hits your reader's eyeballs right away.
- 8) Make the opt-in the main focus. Don't confuse the visitor with too many options.
- 9) Just ask for the name and email, or email only. The less information you ask for, the higher your conversions!
- 10) Display a privacy statement and/or a link to your privacy policy.





Now... Meet Our First Victim... Rachel Honoway

Rachel Honoway is our Chief Product Officer. She began her career in online marketing in 1997 as an intern for KowaBunga! Technologies. Over the years she proved her business savvy and became Vice President of Marketing and Client Services when KowaBunga! was acquired by Think Partnership Inc.

So with more than 12 years in the affiliate marketing industry, you'd think this high-powered business woman would know everything there is to know... and that her site would be raking in the profits... but NO!

So What's Wrong with Rachel's site?

Yikes, Rachel made just about every mistake in the book with her **Zikits.com** website! You'll see exactly what we mean on the next page with a quick rundown of just a *few* of the problems we found...

Remember, on July 31 we're releasing the first FREE episode of our "Affiliate Makeover" show – Rachel's site is the first one we're ripping apart!

So, if you haven't yet, make sure to sign-up for the FREE Alert list and be the FIRST to know!

http://v2.AffiliateClassroom.com



\checkmark No real headline, with no strong "in your face" benefits.

While Rachel's copy wasn't bad, there was no powerful headline to really grab the reader. Because this is such a common problem on opt-in pages, Rachel was missing a golden opportunity to use headline to stand out from the crowd.

✓ No emphasis on the word FREE.

Rachel has a terrific opt-in incentive, but the word FREE was barely there at all!

✓ Too many distractions!

The opt-in box was in a good spot (upper left), but the page had way too many other things going on, including a long FAQ. No wonder Rachel's opt-in conversions sucked!

✓ Images didn't emphasize the opt-in goal.

Rachel not only needed a clear image of her freebie. She also needed to do a makeover on her logo and images, to make them more high-impact and exciting to the viewer.

✓ Why did she require SO much information in the opt-in box?

Rachel was driving people AWAY from her site because she was asking for too much information from them!

Take a look at Rachel's old site...



Zikits.com





After the Makeover...

Okay, it took some time, but... our team gave Rachel's site a complete marketing facelift!

Want to know what we did? Watch the complete makeover video coming soon!

In this video you'll find out...

 \checkmark What this one simple little addition is that gives Rachel's site a MASSIVE edge over her competitors... (99% of opt-in pages fail to use this strategy, so

now Rachel can blow them out away)!

- ✓ How one little word can double, triple, even quadruple **conversions** (Hint, it's a NICE four-letter word!)
- ✓ How sometimes it's not what you do on your opt-in page... it's what you DON'T do (without this focus you'll lose your visitors before they even have a chance to sign up)...

For the complete top-to-bottom transformation of Rachel's site, watch the first Affiliate Makeover Episode!

http://v2.affiliateclassroom.com/blog





Affiliate Business #2: Blog Website

Blogging is one of the most powerful ways to do affiliate marketing - IF you do it right.



You can't just put up a blog, write a few posts, and throw in a few affiliate links. You need to optimize your blog so it's a traffic magnet. Then you need to monetize it appropriately, while also building a loyal audience that keeps coming back.

Sounds difficult? Well, it doesn't have to be, as long as you follow a proven blueprint! We've had great success with blog marketing, since it's a hybrid type of business model that combines all the best elements of SEO, content marketing and opt-in sites into **one single power-packed package**.

To use your blog to make money, you'll need the following...

- A domain name, hosting and a blog layout (known as a theme) that includes all the right modifications and additions for monetizing it.
- Genuinely honest reviews of the products you're promoting, written with keywords that get free traffic from the search engines with SEO (search engine optimization).
- Ways to get your readers engaged and involved so they become "fans" - a loyal audience that trusts you.

Let's look at a good example of a marketing blog now...

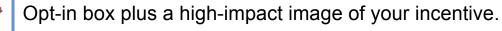


Here's IWillFight.com (http://www.iwillfight.com)





What makes this a great marketing blog?



Commercials © ! Good prominent ad placements.

Reader involvement (RSS, bookmarking, most popular)

Unfortunately, lots of marketers make some BIG mistakes with their blogs! Maybe you're having problems with making money from your blog, too?

On the next page, we'll list the most common mistakes we see bloggers make every single day...



Common Goofs, Gaffs, and Mistakes when Creating a Marketing Blog...

✓ No commercial focus.

A blog is very easy to start... but not so easy to monetize if you haven't trained readers to expect ads from the very beginning.

Many bloggers fail to plan ahead for commercialization, so they end up having to re-engineer their site down the road, often losing their initial readership in the process.



✓ No opt-in mechanism.

Because a blog attracts people who are enthusiastic about your niche, it's not difficult to get readers to sign up for your newsletter.

But so many blogs don't include an opt-in form - or if they do, they bury the sign up box under the search box or below the fold!

✓ Burying RSS.

Many blog readers like to use RSS (Real Simple Syndication) to keep up with their favorite blogs. Yet too many blog themes bury the RSS link at the bottom of the page in a tiny link - why?



✓ Not getting readers involved.

When you turn off reader comments, bookmarking, or "social proof" plugins like popular posts, you cut readers off. They feel less involved - not great for building loyalty.

✓ Not taking advantage of SEO opportunities.

A blog can give you an almost instant search engine presence. But if you don't use good SEO practices when creating blog content, you waste a golden opportunity to rank well for key search terms.

So how do you build a marketing blog that actually make sales? Check out the next page!



Top 10 Blog "Must-Dos"...

1) Use long-tail, product-specific keywords in your post titles, hyperlinks in your sidebar, and in links to older posts.



"Long-tail keywords" are like the model number that my dad typed into Google

to buy his Raymond Weil watch (see "Anik Witnesses His Dad Buy from an Affiliate" earlier in this report).

People who are ready to BUY type in long phrases into Google with very specific information, product names, model numbers, etc. You want to get those terms into the titles of your posts, in your links... anywhere on your blog where it will help Google understand that your page should be shown to searchers who are looking for those terms!

2) Use long-tail, product-specific keywords in tags wherever possible.

Once again, when you write about a product, you want to be sure you're actually using the same terms that people who are ready to BUY are actually typing into Google.

3) Be sure to set up your permalinks with good SEO in mind.

Your blog software will automatically create a special link (kind of like a separate web page) for every single post you write. A "permalink" is a unique URL, which never changes, that the assigns to that post.



The cool thing is, you can tell your blog software to include the *title* of your post in your permalink... which means you get your keywords in that URL...



Which means now you've given Google yet another reason to recognize that post as 100% relevant for your keywords... and to show it higher in the search results. Nice!

4) Try to use brand or product names in your Categories.

Since you can organize all your blog posts into Categories on your blog, you want to name those Categories with product names.

For example, one obvious category on a blog about watches would be "Raymond Weil." This not only makes it easier for visitors to find reviews of those watches... it also makes your internal links on the blog super-relevant (another SEO benefit).

5) Always include an opt-in box above the fold.

And don't forget to offer subscribers a FREE incentive to sign up!

6) Use a prominent RSS button and display it above the fold if possible.

As we explained above, RSS means Real Simple Syndication. RSS allows your "fans" to add your RSS "feed" to their Yahoo home page, Google page, etc. That way they see links to your new posts every time they access that page... which means more repeat visitors!





7) Don't be afraid of commercializing!

Advertising is part of everyday life on the Internet. People expect advertising, and even WELCOME it when it's relevant (just like my Dad wasn't offended by the ads - he was

looking for them). Your readers are probably less turned off by advertising than you are!

8) Use good SEO practices when writing content.

Seach Engine Optimization ALWAYS starts with your content. When you write your posts, you want to include long-tail keywords for visitors who are searching for those EXACT phrases.

But you also want to be sure you use those keywords naturally. If you "stuff" your posts and use the keyword too many times, you not only risk alienating your readers - you can get penalized by Google for a "spammy" post that appears to be trying to game the system!

9) Write product reviews - the more the better!

Reviews are the perfect vehicle for offering visitors value-added information while promoting your affiliate link.

10) Test! Try out different ads and ad placements, different products, pay-per-sale vs. CPA, etc.

Let your readers tell you what they want to buy... and then give them more of it!





Meet our next victim... Andrew Ahn

Andrew's been with Lurn almost from day one. He started with Affiliate Classroom in customer support, and after almost five years he's now our Director of Operations.

Andrew has helped us launch every one of our products... he's seen every single marketing push we've made... he's even eavesdropped as I've built my own affiliate sites... So Andrew decided to start a blog all about his passion for high-end wristwatches.

And after helping us build Lurn, you'd think he would know exactly what to do, and what NOT to do, with his blog, right? Wrong! In more than a year, Andrew's blog made exactly ONE sale... argh!

So What's Wrong with Andrew's Blog?

✓ Um, where's the marketing?

Hey Andrew, you can't make money from your blog if you refuse to "commercialize" it!

While subtle inline links to products *do* get some click throughs, you've got to include banners, advertising links, and other "commercials" so visitors who are looking to buy actually CAN buy.

✓ No opt-in box or FREE offer.

Buying a high end watch usually isn't an impulse purchase, so you need to convince visitors to come back. Let them opt-in so you can send them notices about sales, discounts, new releases, etc. Sending



periodic mailings also helps you build a loyal readership, a necessity for blog marketing.

And how about a FREE report to entice them to sign up?

✓ Post titles have little/no SEO value.

Product names, model numbers, etc. are excellent long-tail keywords. People who search on those products are usually in the mood to buy. (Once again, remember my dad's story...)

When you don't include those model names and numbers in your post titles, you miss out on a golden opportunity to rank high for those searches.

✓ Content needs to be SEOed.

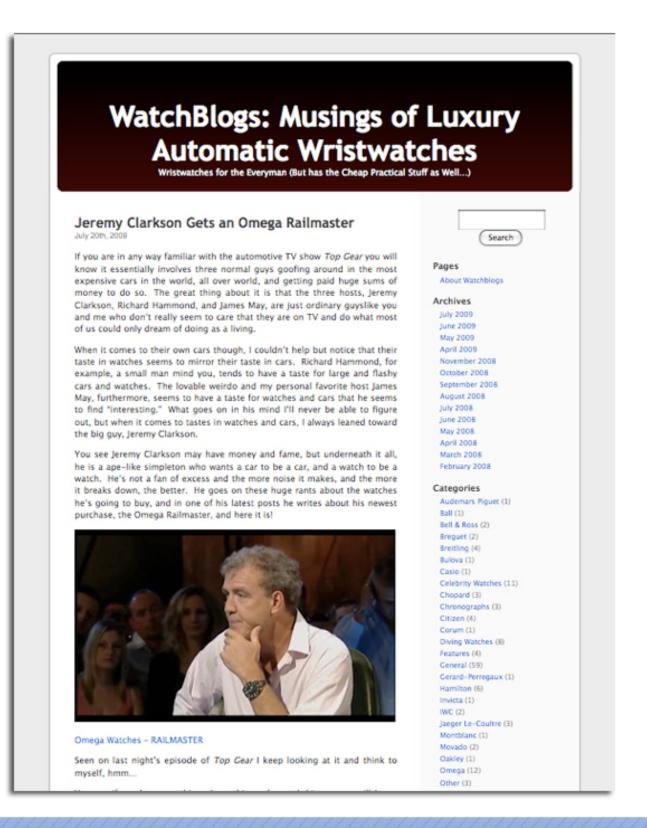
Let's get those long-tail keywords into your actual posts, especially the ones that review products!

✓ How about some color and graphics?

While the layout is simple and clean, it's kind of boring. Let's get some excitement into the look of this blog so visitors feel like there's plenty of great stuff for them to explore (and buy)!

Get a look at Andrew's old site, and you'll see just why it needed an EXTREME makeover...







After the Makeover...

Okay, talk about an extreme makeover! Andrew's renovated site is such a far cry from the original, there's no way we can tell you about every change in this report. You really need to watch the complete makeover video to follow this remodeling project coming soon!

Just to give you an idea, in the video you'll find out...

- How we added massive "marketing muscle" to Andrew's blog... (and it's not just about "commercials!")
- The amazingly simple little AUTOMATED things that help multiply your traffic like crazy - these can turn one visitor into 10, 20, or 50 in a snap!
- ✓ Why "looks" really DO matter... and why simple changes in colors, fonts, etc. can have a big impact on your success...

To see how our team of experts turned this blog from a one-sale wonder into a consistent money-maker, watch the second <u>Affiliate Makeover Video</u>

http://v2.affiliateclassroom.com/blog



Affiliate Business #3: Review Website

This is probably one of the most straightforward affiliate business models. It's also one of the most common, and for very good reason - it works like a charm!

The review business model is really one type of direct sales site. You're pitching products to your visitors, but you do it by providing them with information - a review - that *helps* **them** make an **informed buying decision**.





You can set up a review site in various ways.

You could review two, three, or four different products, stacking them in order from best ("Our #1 Pick) to worst ("Our #4 Pick"), as shown on the left.

Here we've got three different products stacked one on top of the other. The first one is the "top" pick, followed by two other suggested products.

Each features a very brief overview of the product, along with a graphic.



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Or you can do a side-byside comparison, displaying products in a chart format.

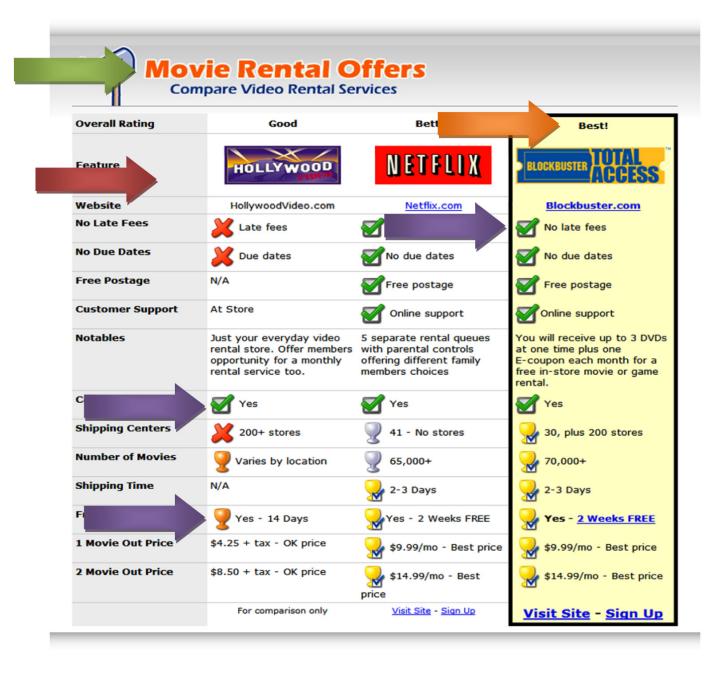
The chart is one of our favorites because it's very visual, doesn't require a lot of copy, is easy for visitors to understand, and allows you to guide your visitor to your "top ranking" product. Here's an example of a "chart" review website. (You'll see a bigger one in just a moment.)

To create a review site, you'll need...

- ✓ A domain name and web hosting
- ✓ A strong site layout with ratings graphics (like stars)
- ✓ Recommended: An opt-in form, autoresponder service, and an incentive to offer your visitors (build that list!)

Let's look at an example of a review site now...







What makes this an effective review site?



Effective headline tells visitor exactly what to expect.

Chart compares three products on key features.

Highlights the top choice (your highest converting product).

Graphics act as visual shortcuts.

The problem with most review sites is they are usually so CRAMMED with good information that they can get too big, too complicated, too disorganized... and it isn't always easy to SIMPLIFY the site.

And that doesn't begin to touch the content problems of many review sites... content that *sells* instead of pre-sells.

Let's look at some of these common problems in detail on the next page...



Common Goofs, Gaffs, and Mistakes when Creating a Review Website...



✓ Poor navigation.

Some of the most common problems are

confusing link colors (it's best to stick with hyperlink blue); graphics that look like they should be clickable but aren't (your visitor doesn't know where to click to get the product); and cluttered navigation bars with dozens of links in the right or left sidebars.

✓ Reviews that are too long and visually intimidating.

It's always best to "chunk" information in a review, since viewers will skim to find the features that interest them the most. Yet it's amazing how often you'll see review text that goes on for 10 or more unbroken lines - with no subheadings to make the page easy to scan!

✓ No graphs, charts, or "ratings graphics."

These not only separate information visually, they allow a visitor to instantly compare features. Some people shop on price, others on a particular feature, and the rest on "social proof" (most popular choice).

Ratings graphics like stars or checkmarks help visitors spot what's most important to them immediately.



✓ Distractions!

The only acceptable "distraction" from your review chart is an opt-in box.

Avoid all other distractions, and use headlines and visuals to draw the reader's eye to your reviews (especially your #1 pick).

✓ Reviews that do more selling than reviewing.

This isn't a problem in the site we're going to make over, but it's a VERY common problem all over the web. Many reviews are just thinly disguised sales pitches. They don't offer any real information about the product, and they just plain sound insincere.

Trust me, readers are not stupid. They always know when you're not adding value - when you're just *pretending* to write an impartial review.

So what makes a review site into a real value-added experience for your visitors? One that makes them want to BUY right away...



Top 10 Review Site "Must-Dos"...

- Review products you KNOW. If you don't own or use the product, at least research it thoroughly.
- 2) Use graphics, charts, and other visuals to help visitors see clear differences between products. Stars and checkmarks are especially effective customers are used to them.



- **3) If possible, make the top converting product the #1 choice.** This is usually the most honest choice, too - a product that converts well is a winner with customers for good reason!
- 4) Try to get visitors to opt-in. This way you can follow up via email with reviews of new products in the future.
- 5) Be sure your reviews include negatives as well as positives.
- 6) Don't forget the basics! Such as product name, price, etc.
- 7) Include prominent links and calls to action. Whether it's a link or a button, be sure your visitor knows exactly where to click to buy the product or sign up for the service.
- 8) Emphasize FREE! If the merchant offers a free trial, make sure you make the word FREE big, bold, and "in your face."
- 9) Navigation should be crystal clear.
- **10) Compare product BENEFITS.** Make a list of problems your visitors need solved, and make those the basis of your reviews.





Meet our final victim... Evelyn Grazini

Evelyn's been marketing as an affiliate for over five years, and teaching marketing with Lurn,Inc. (formerly Affiliate Classroom) for almost three years. Before she worked for Lurn, Inc., Evelyn was managing and developing affiliate web sites on her own - full time.

Working and learning for Lurn, Inc., Evelyn has developed even more affiliate web sites.

And with the knowledge she's gained from Affiliate Classroom, most of her sites are profitable... except for THIS one!

So What's Wrong with Evelyn's Review Site?

✓ Where's the reviews?

Even though there's a prominent link to the review page, it's *much* better to put the reviews front and center on a site like this.

Any visitor who finds this site is most likely looking to date online, so why not make it easy for them to start right away?

✓ Needs a new "look."

The design hadn't been updated since 2006, so in addition to a marketing makeover, it needs new cosmetics.



✓ Too many options.

Should I click the link to read the blog? Or should I get the free dating guide? Wait, maybe I should read some reviews first...

Evelyn is giving the visitor way too many choices! It's confusing, and confused visitors tend to click away.

✓ Reviews need a comparison layout.

Once you click through to the review page, the information isn't very user-friendly. A comparison chart would be much more effective and get higher conversions.

You'll see why Evelyn's site just wasn't getting any conversions once you get a look at it...



Midlife X Matchmaker.com

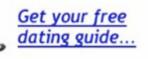
You've got a life, so let us play matchmaker!



"Hi, I'm Missey Matchmaker. I'm your midlife dating guide!"

<u>Read my</u> dating blog

"No matter what your age, you can meet someone today! These tips will save you time, money, and hassles.





Which online dating services are best for grown-ups like us?

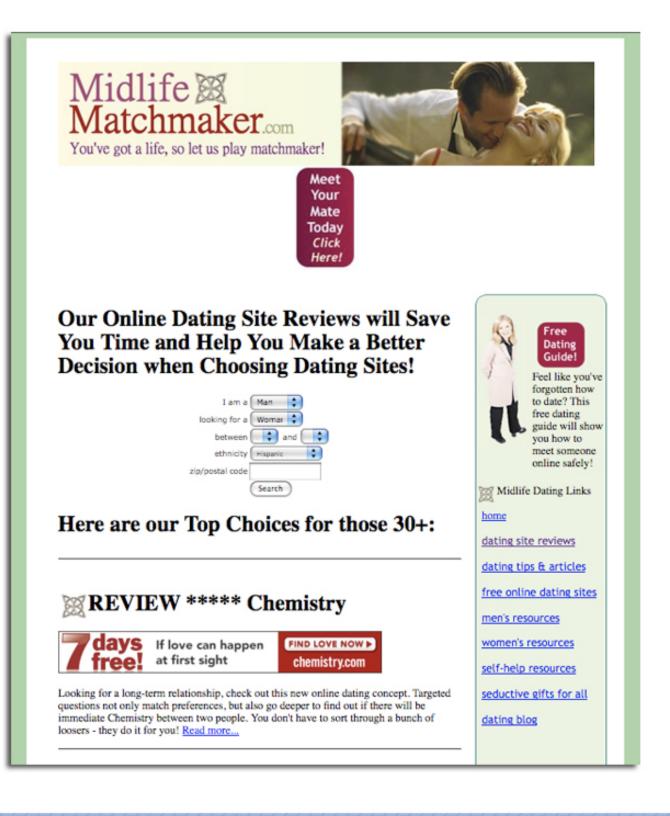
Read Dating Site Reviews!

Home | <u>Dating Sites Reviewed</u> | <u>Dating Tips</u> | <u>Free Online Dating</u> | <u>Dating Blog</u> <u>Men's Resources</u> | <u>Women's Resources</u> | <u>Self-Help Resources</u> | <u>Gifts For Women or Men</u> <u>Site Map</u>

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After the Makeover...

Get ready to say "Wow!" when you see Evelyn's site makeover. You'll want to watch the entire makeover video, since the AC team really had to start from scratch on this one!

In this video you'll find out...

- How adding one simple little word to a review page can exponentially increase your sales and sign ups... from the very same traffic!
- Some simple questions to ask yourself about your market so you are absolutely SURE you're in a solid niche of BUYERS who will take action...
- ✓ What your review site MUST include if you want to maximize opportunities for making repeat sales to your audience...

You'll definitely want to eavesdrop on our team's noholds-barred sessions... watch as we turn Evelyn's ho-hum site into a <u>conversion magnet</u> in this third Affiliate Classroom Extreme Makeover Video!

http://v2.affiliateclassroom.com/blog



So, What's Affiliate Classroom 2.0 All About? Launching August 11th, 12 PM ET...

Personal Message From Anik Singal:

We've been quietly working on Affiliate Classroom 2.0 now for 2 years. It's been the largest project Lurn ever took on and we're ecstatic with what we've created.

If I had to describe Affiliate Classroom 2.0 in 4 words, they would be:

"Affiliate Marketing Online University"

What makes this a University?

→ Over 50 Courses (Categorized By Level 100 through 400) – We have a total of 200 we're planning to release over time...

We'll cover EVERYTHING from how to make a website to SEO to PPC and even down to the details like how to market with Twitter.

→ One Stop Shop – EVERY Tool You Need! From a Site-Builder, to Keyword Research, to Link Tracking, to Analytics (and many more coming). You'll get everything you in need in ONE place.

→ STEP BY STEP "Robot" Training! Imagine if you could have someone from Lurn staring over your shoulder, telling you what to do next.



Little baby steps – one at a time. Well, our system will actually INTERACT with you and give you small baby steps – one at a time!

→ Testing, Certification and actual RANKING. Yes, you'll actually get graded and have a certification that you can use to market yourself.

BIG ANNOUNCEMENT COMING August 10th

We're just getting STARTED when we talk about Affiliate Classroom 2.0 – this system truly is the most AMAZING project Lurn has ever put out.

Here's what you do next:

1. Sign-up For the Alert List Here: http://v2.AffiliateClassroom.com

This way you are getting ALL of our FREE Videos, reports and MUCH more.

You'll also get a chance to get a peak inside Affiliate Classroom!

2. Sign-up For This FREE Webinar!

https://www1.gotomeeting.com/register/240840873

We'll give a sneak peak inside on August 10th at 9 PM ET!

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Join Us <u>LIVE</u> As Our "3 Victims" Reveal Exactly What They Learned!

Pick The Best Business Model For You & Start Immediately!

FREE Webinar – Register <u>Now!</u> SPACE IS LIMITED – We <u>Always</u> Fill Up August 10th, 9 PM ET

https://www1.gotomeeting.com/register/240840873

This is YOUR chance to finally pick the ONE business model you want to focus in on. Affiliate Classroom will give you EVERYTHING you need to start right away.

This Webinar will be the FINAL element to helping you make your decision.

Do NOT Miss It! We only have 1,000 open seats, we have filled up on the last three we did – we're guaranteed to fill out on this one too.

FREE Webinar – Register Now! August 10th – 9 PM ET Click <u>Here</u> To Register Right Now...