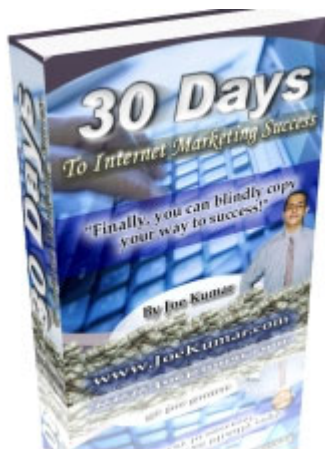


# **"30 Days To Internet Marketing Success"**

**Volume 1**  
**(Sample)**



**by Joe Kumar**

## **Legal Statement**

The book "30 Days To Internet Marketing Success" is copyright © Joe Kumar and JoeKumar.com, and all the contributions are copyright © the respective contributors.

No part of this book or the various contributions may be reproduced, stored in a retrieval system, or transmitted by any other means: electronic, mechanical, photocopying, recording, or otherwise, without prior written permission of the copyright holders.

This book is supplied for information purposes only and, as experienced in this subject matter as the contributors are, the material herein does not constitute professional business advice.

This publication is designed to provide accurate and authoritative information with regard to the subject matter covered. It is sold with the understanding that the publisher and the contributors are not engaged in rendering legal, accounting, or other professional advice. If legal advice or other professional assistance is required, the services of a competent professional should be sought.

The reader is advised to consult with an appropriately qualified business professional before making any business decision. The contributors, Joe Kumar and JoeKumar.com do

not accept any responsibility for any liabilities resulting from the business decisions made by purchasers of this book.

**You can give this sample book away for free.**

## **Table of Contents**

- Publisher's Bio ..... 5
- Publisher's 'Special Thanks' List ..... 7
- Publisher's Introduction ..... 8
- Bryan Kumar – About-Secrets.com..... 10
- A Personal Message by Joe Kumar..... 36

## **Publisher's Bio**



**Joe Kumar** is an 18 year old full-time student living in sunny Singapore. He started off groping in the online marketing dark in November 2001.

All he did for the next 16 months was read, study and absorb everything he could about marketing on the internet, a bare minimum of 2 hours a day.

Even though he constantly felt he knew enough to start an Internet business, he never really had the guts nor courage to do so (this is the BIGGEST mistake most people make).

He remained inactive until February 2003, when he finally said to himself: "I'm sick of sitting in the sidelines. Internet Marketing industry, here I come!"

With assistance and mentorship by arguably the greatest Internet Marketer of all time (Mark Joyner - the "Tiger

Woods of Internet Marketing"), Joe is all ready and set to take his place as a true Internet Marketing expert, himself!

When Joe Kumar brings you his first product: "**30 Days To Internet Marketing Success**", he brings you the collective knowledge and expertise of himself and his panel of Internet Marketing experts combined, including: Mark Joyner, Michael T Glaspie, Chris Widener, Jim Straw, Joe Vitale, Marc & Terry Goldman, Neil Shearing and Phil Wiley among others.

Joe and his expert panel will transform you from a brand spanking newbie to an Internet Marketing expert in 30 days or less, GUARANTEED, or you'll be refunded all your dues.

Joe personally applies the knowledge within his own product every single day to help him achieve success in the Internet Marketing battlefield, and if you're smart, so would you!

**Subscribe to Joe's Internet Marketing Success (IMS) Newsletter and receive a FREE sample copy of **30 Days To Internet Marketing Success!** Just send a blank email [HERE](#) to subscribe!**

**Tel No: (65) 6449-4579**

**Email: <mailto:joe@joekumar.com>**

**Web site: <http://www.joekumar.com>**

## **Publisher's 'Special Thanks' List**

### **Mark Joyner**

- for believing in me when no one else did.
- for helping me get started with my Internet journey.
- for constant support and encouragement via email and over the phone.
- for advising me on what to do, and how to do it.
- for agreeing to be my first contributor.
- for everything else he's done for me (too much to mention – would consume the entire book ;-).

### **Jack Humphrey**

- for helping me conceive my product idea.

### **Rick Adams**

- for very valuable PDF advice and assistance.

### **Gary Knuckles**

- for constant help and assistance.

### **Harvey Segal**

- for constant advice and motivation.

## **Publisher's Introduction**

Dear Reader,

This is Joe Kumar and over the past 4 weeks, I've posed a very serious and challenging marketing question to several Internet Marketing Experts.

I figured this is the 1 question online newbies (and even intermediate marketers looking to take it to the next level) would like answered above all else.

This is what I asked them...

**"Hey <Guru Name Here>,**

**You suddenly lose all your money, along with your name and reputation, and only have your marketing know-how left.**

**You have bills piled high and people harassing you for money over the phone.**

**Plus, you have a guaranteed roof over your head, a phone line, and an internet connection for only one month.**

**You no longer have your big guru name or JV partners. Other than your vast marketing experience, you're an unknown newbie.**

**What would you do, from day 1 to day 30, to save yourself?**

**Joe Kumar”**

Their answers are diverse and varied each expert goes into their own niche. Mark Joyner talks about list building, Marc & Terry Goldman talk about product creation, Gary Knuckles goes into teleseminars, Karol Gajda goes into auctions, Rick Adams discusses selling `ideas`, Jim Straw talks about offline marketing etc etc.

You're going to be able to just blindly COPY what these experts would do if they were starting from scratch.

You wouldn't have to invest even an ounce of creativity or ingenuity. All the hard work has (truly) been done for you, all you need to do is blindly copy your way to success.

With that said, let's proceed to the answers...

## **Bryan Kumar – About-Secrets.com**

**Bryan Kumar** is the author of several well-known marketing products, including the popular title "Email Marketing Strategies Revealed!" and his most recent work, [Money & Power: Interview With A Crazy Marketing Millionaire!](#)

His various products have received rave reviews from some great, well-respected marketers like Allen Says, Jonathan Mizel, Yanik Silver, Jimmy D. Brown, Tom Hua, and many others.

He is the owner / webmaster of <http://www.about-secrets.com> and several other sites. He is best known for simplifying complicated strategies and concepts, and is a big advocate of automation, systemization and multiplication. He believes that "time" is your most precious commodity. By systemizing and multiplying your business, you can reach your goals a lot sooner and much more cost effectively.

Bryan has been online since 1995 and started marketing on the web shortly thereafter. Prior to that, he was in the direct response / mail order business. His other significant careers have included: martial arts/self-defense instructor, hypnotist, and 'success coach.'

He is currently a full-time online marketer and information publisher, working out of his home office, in sunny California.

**Answer: By Bryan Kumar**

**Day 1:** The first day is the most important day of all. It's about finding your center and **creating the right mindset!**

This is extremely important! You can have the best tools and strategies at your disposal. But if you have a poor mindset, those tools and strategies will not do you much good.

If you want to succeed, you have to pull out all the stops and use all that you have. And your mind is the greatest asset you possess.

First of all, realize the simple fact that every problem is really an opportunity in disguise. Think about it...Most of the people in this world are stuck at dead-end jobs that they absolutely hate. And they can't gather up enough courage to just drop it and go after their dreams because, let's face it, it's pretty darned scary. How do you give up 9 to 5 job, as much as you hate it and as little as it pays, to step out into the unknown? Most people just can't do it.

But here we are, forced into this situation. And the opportunity? Well, we have to opportunity here to **start from scratch!** We don't have to pick just another job and get stuck in it again. We have a chance to pick something that we actually enjoy doing! I mean, what's the worse that can happen? We'll no longer have what you don't have right now anyway?

The only way is up from here. And that's what we will focus on. We have an opportunity here to find what we are really passionate about and do that!

I would use this day to clearly outline a few rules for myself to follow, for the rest of the 30 days, and beyond:

- I will realize that my failures are in my past. They're gone, old news. I'm not going to dwell on them or beat myself up over them. Today is a new day and I'm going to make a fresh start! I will simply learn from my mistakes and forge on ahead!
- I will not worry or panic about the situation, as that will not help matters at all; it will only slow me down. If I run across any problems or challenges, I will spend very little time focusing on the problem while spending most of my time focusing on the *solution*!
- I will also realize and keep reminding myself that every problem, every challenge has within it the seed of a new opportunity! Including my current situation. And that's what I will focus on - the opportunities.
- I will spend the next 30 days focusing only on success, optimism, solutions, and on *moving forward*.
- I am going to keep the negative people out of my life for *at least* the next 30 days.

- I will remind myself that this is totally doable! There are people out there with much less intellect and resources than me that have created amazing successes. If they can do it, I can definitely do it! All I need is to take action, pay attention to where I'm heading and improve accordingly, and persistence!
- And finally, I will realize that this world really is a place of abundance. Just look around. You've got the entire Internet at your disposal! And as if that were not enough, you've got public libraries full of information and knowledge. It's yours for the taking. Put it to use! Everything you need is there, including money. We just have to put forth the action and claim what's ours.

*Every morning*, before I do anything else, I will remind myself of the above. My goal is success and that's all I'm going to focus on. Failure is not an option. If anytime during the day, I begin to feel down, I will go through the above list again and get back in touch with what's real.

Every night, before falling asleep, I will visualize myself as having already reached my goals, as clearly and vividly as I can. I will also get in touch with all the feelings that go with that vision and really embody the experience. I will see myself exactly as I want to be, living the life that I want to live, enjoying the things and experiences that I want.

This is my primary focus for the next 30 days.

Please do the above every single day! I cannot stress the importance of it enough.

**Remember...**

*You can have the best tools and strategies at your disposal. But if you have the wrong mindset, those tools and strategies will not do you much good.*

Get your mind *firmly focused* in the right direction and the rest will fall into place!

The next thing you want to do is to **learn to relax**. The more relaxed you are, the more efficiently your mind (and body) will function.

Here's a simple relaxation technique you can use to center yourself: Lay down in bed or sit in a comfortable chair. Close your eyes and start taking deep, slow breaths. Let your mind go from all other thoughts and just focus on your breathing. In and out. With each in-breath, see yourself filling up with energy and vigor. And with each out-breath, see all the stress, tension, worry and confusion drifting out of your body.

Do this for 5 to 15 minutes every morning, and a couple of times during the day when you take breaks. It will center your mind and relax your body. Both are essential for optimum performance, and success.

And finally, you have to keep your body healthy! Your body is your vehicle, without it you won't be able to do much. Keep yourself well nourished and hydrated throughout the day. When we are faced with tough situations, we tend to abuse our bodies with unhealthy foods and drinks. Make an effort to not do this. Avoid junk foods, high-sugar foods and drinks, and alcohol. For the next 30 days, make an honest effort to eat healthy so that your mind and body can function at optimum levels.

It is also very useful to add in at least 20 to 30 minutes of brisk walking into your schedule. You can do this in the mornings, at noon, or in the evenings. It's your choice. If you can't do it every day, do it at least 3 to 4 times per week. This can also be a time for you to take a break from everything for a few minutes. I find it very useful to grab a notepad or tape recorder while I go on my walks. The very moment you let go of everything is when some really great ideas come to you. (It's because your mind has a chance to relax and roam freely.)

To some people, this all may seem like unnecessary work, but it's absolutely critical to your success that you do them.

Now that you've taken care of a plan for your body and mind, it's time for the next step.

## **Find Your Passion!**

**Day 2:** Now it is time to choose the right target to shoot for. The more clear you are on what you're shooting for, the better your chances will be of hitting the mark.

I would lock myself in my room and take the phone off the hook...or even better, find a place away from your normal environment, a quiet peaceful place, preferably around nature - in the woods or a nice park, etc.

Once I'm there, I would take a few moments to relax and soak it all in. Get your mind to a calm, comfortable, relaxed state. (You can use the relaxation technique mentioned earlier.) Then, I would start by making a list of all the things I enjoy doing, all of my interests and hobbies, all of my **passions**. Since we're starting from scratch, we might as well pick a subject/business that we would enjoy doing, right?

I would spend *at least* a good few hours on really getting this information *out of myself*. Think of what your ideal jobs or careers are. What have you enjoyed doing in the past? What did you enjoy a lot as a kid? What are the things that really make you come alive? Add everything to the list. Don't worry about how you're going to make money doing those things yet. Just put together as thorough a list as you can.

See...you want to do what you enjoy, what you love.

Pick the kind of lifestyle you want *first* - then build the business *around* that!

Only after your list is done, should you think of turning those hobbies/interests/passions into a business. Pick the top 5 choices out of your list and think of how you can help others by doing them. For example, if you really enjoy cooking and that was one of your top 5 choices, you can now start thinking of ways to turn that into a business.

You could, for example, share your recipes with others, teach them to cook like you, or you could even cook *for* them. Personally, I love selling information. So, I would probably decide to sell an *informational product*, say a book of recipes, a 'learn-to-cook' type of manual, or something along those lines.

*My belief is that when you do something you really enjoy doing and you find a way to help others while doing it, making money is just a natural end result.*

However, if you are not yet as confident of the above beliefs as I am, you can always check to see if there's a demand for the subject you chose before you go any further.

Just go to [www.yahoo.com](http://www.yahoo.com) and do a search for whatever it is you've decided to do. Let's say that we decided to sell recipes and cookbooks. In which case, we would run a search for words such as: recipes, recipe book, cookbook, cooking, etc. If you don't find any sites dealing with recipes

and cooking and you'd rather not take a chance pursuing that, you can move on to the next choice on your list. If you do find many sites about them, you have established that people are in fact interested in recipes and cookbooks.

The reason I picked Yahoo to search on is this: getting a good listing on Yahoo is not easy. It can also get very expensive. That means, if there are companies who have gone through the trouble of getting good listings on Yahoo, they have probably done so for very good reasons. In other words, there is money to be made with recipes and cookbooks.

You can also run a search on [www.amazon.com](http://www.amazon.com) for recipe books and/or even step into your local Barnes & Noble bookstore to check out their front shelves.

While we're on the subject of 'doing what you love,' let me take this opportunity to share something else of importance.

Most new marketers tend to start by selling marketing products. And while there is still money to be made in marketing products, it's not like it used to be. These days, the competition in the marketing field is fierce and I don't see it letting up anytime soon.

You will have a much easier time succeeding with non-marketing products. In other words, "niche marketing" - doing what you love, what you enjoy, what you have a passion for.

I will be creating a very informative special report on the subject of niche marketing within the next couple of weeks that will really help anyone pick the right niche and become highly successful at it. You can be one of the first to get your hands on this powerful report. Be sure to [reserve your free copy here](#).

I myself have also started to move away from creating marketing products. I've been doing it for a few years, and I'm finding that there are many other areas I'm interested in. My **Secret Collection** site, at <http://www.about-secrets.com> was born as a result of one of these interests, and I'm planning on getting back to this site and really beefing it up.

Let me also point out that I've made more money with this site than with all of my other marketing products **combined!** And I have quite a few marketing products out there. I hope that gives you some idea of the importance of pursuing a market that you have a love or passion for, instead of going after something that seems to be making other people money.

If you absolutely love marketing and showing others how to market, then by all means sell marketing products. Otherwise, stick with what you enjoy and love, and become the king (or queen) of that niche!

## **Find The Right Product**

**Day 3:** Next, I would find or create my product(s). Creating your own products is not difficult. However, it does take a little time to get it done, create a sales letter for it, work on the site, test it out, etc.

Since I'm short on time (and money), I would probably start by looking for **existing** products that I could acquire resell rights to or become an affiliate of.

You can go to [www.clickbank.com](http://www.clickbank.com) and browse through their Marketplace for a product you can affiliate with. I like clickbank because they automatically (and instantly) transfer your commissions into your account. You don't have to depend on the product owner's schedule to receive timely commissions. And, you can become an affiliate of all of their products at *no charge*.

You could also go to [www.google.com](http://www.google.com) (or even Yahoo) and search for sites selling recipes, recipe books, cookbooks, etc. and look for sites you could affiliate with. It would be to your advantage to work with sites/products that offer a generous commission (at least 50%.)

Tip: As you look through these sites, pay attention to how professional the sites look, how convincing the sales letter is, and also how soon after the sale they send out commissions. If you personally feel good about the site, see some great testimonials, and feel that you would want to do business with that company, you've probably found a good business to affiliate with.

(Let me also point out here that if you do have some experience with creating your own products, feel free to do so. It doesn't have to contain 100 pages. It can be only a few pages, as long as you provide solid, valuable information.)

### **Find (Or Create) Some Killer Reports**

**Day 4:** Next, I would (keeping the time factor in mind) look for *existing articles* that I can get reprint rights too. There are many great articles on the Internet on just about any subject you can think of. Find some good ones and ask the authors if you can get permission to share them with others.

Of course, if you do have previous writing experience, and can whip out something good fairly quickly, you could write some articles of your own.

It's a good idea to tie the report into the product you're planning on selling. So, if you're selling recipes, you could use an article that shares a great recipe. No rocket science there.

If you would like to write your own articles but don't know how, just find some good articles/reports and study them. Look at how they're written, layed out, etc. Go to the library and pick up a book on writing if you need to. It's really not that difficult at all. You could easily whip out an article a day.

**Day 5:** Now, we want to create a signature line (i.e. ad) for the report that would promote our product to the readers. Go through the sales letter of the product you chose and pick out a strong benefit that you can use to create a small ad. The headline of the sales letter usually works well for this.

(This is another reason why I would find an *existing* product to sell first. The sales letter is already written and has probably been tested for effectiveness. And...you don't even need to get your own site to start selling.)

So, if the headline of the sales letter reads "Get 25 Delicious And Easy To Prepare Recipes For Every Occasion", your ad can simply say...

*Get 25 Delicious And Easy To Prepare Recipes For Every Occasion!*

*Visit: <http://www.greatrecipessite.yum> ( <--- insert your affiliate link for this product here)*

Add this short ad to the end of your report. Now your report's ready to go!

**Day 6:** Next, you need to find an autoresponder. Go back to google.com and search for 'free autoresponder' and sign up for one.

Load up your article into the autoresponder and test the system out (by sending email to it and timing it's response rate, etc.)

If you're satisfied with the AR (autoresponder) you picked, add a few more lines to your AR message...

At the very top, add the words...

*"Thank you for requesting your free \_\_\_\_\_ recipe! Enjoy, and feel free to forward this email to your friends and family."*

At the end of the AR message (before your ad for the affiliate product), add these words...

*"We will send you more great recipes, tips, and resources soon! If you do not wish to receive these from us, please let us know."*

**Day 7:** Go back to google.com and search for "recipe forums" and/or "cooking forums." Go through the forums and either make a list of all the good ones into a Notepad/Wordpad document, or simply save the links into the Favorites folder of your web browser. (You could create a sub-folder to store all your pages in, for this project.)

Browse through the forums. Get a feel for what the environment is like on each forum. Read through the posting rules and FAQ's if they have any available.

Note: The reason I'm focusing on recipe and cooking forums instead of general interest forums with larger audiences is simple. I want to get as targeted an audience as I can get. This is very important.

Moreover, the less money/time you have, the more targeted you need to get. Because you don't have time/money to waste on untargeted/unresponsive people.

It's better to go to a forum of only 100 members that are highly targeted than to go to a general interest forum that has a thousand members.

### **Expose Your Report (And Ad) To *Existing* Traffic Pools**

**Day 8 - 11:** Next, create a signature file for your forum postings, that would offer your free report to others. So, if your report was offering a free chicken recipe, you could use something like this:

*Here's The BEST Fried Chicken Recipe I've Ever Come Across!*

*Get Your FREE Copy From Here:* (your autoresponder email address goes here)

Now you're ready to start participating in the forums. You can ask questions as well as help others with their questions. Each post you make will carry your signature line (at the end of the post) promoting your free chicken recipe.

Anyone interested in the recipe can send an email to your autoresponder and get the recipe within minutes. They also get to see your ad for the product you're selling at the end of the recipe.

**You're also building your mailing list as you go along.  
A definite bonus!**

*(Note: When you start getting responses, there may be a few people who will ask you not to send them any additional recipes or tips. Remove those emails from your list right away.)*

**Make It Viral Immediately!**

To get maximum exposure for your report (and the affiliate product), offer your readers free reprint rights to your report/recipe (as long as they publish it with your signature file.) This can get your report to spread like wildfire.

I have used a slightly different variation of the above strategy to get over **1000 subscribers** in a single week! You can read the free report I wrote explaining exactly how I did this. Just use the link below...

<http://www.about-secrets.com/1000subscribers.htm>

My "1000 Subscribers" strategy has one huge benefit over the "forum signature file" strategy, in that you get to add every reader to your subscriber list. However, be careful not to abuse this strategy or you'll regret it later. (In other words, don't spam the forums with your reports. Use good judgment.)

It also requires you to have your own site. At this point, you may just want to get a free site for this. Just go to

google.com and search for 'free web site' or 'free web space.'

So far, you've been able to offer something of value to others (your free recipe,) build your list, and probably pull in a few orders. Without having your own product or even a web site. Not too bad, eh? ;-)

**Day 12:** Here's another way to get your reports (and affiliate product) more exposure. If you're writing your own reports and/or recipes, start submitting them to other publishers (of ezines or websites) so they can offer it to their prospects / customers.

You could either look for these sites/publishers on google.com or simply ask on the forums to see if anyone is interested in free content for their publications or web sites. There are usually quite a few people looking for content.

Submit your report/recipe to as many publishers/webmasters as you can. Not everyone will agree to post it, but that's OK. Get as many as you can.

Make a list of all the publishers/webmasters that did agree to publish your report. You can contact them later for your other reports, products, and/or joint venture deals.

Note: You can continue to use the above strategy for as long as it works. When your results start to diminish, get another great free report, change the signature file for your posts to

match and repeat the process. Also, submit the new reports to the other ezines and sites.

**Day 13:** At this point, I've got some money coming in. I will probably get my own domain name and a cheap hosting service to set it up on. Again, just doing a search on google.com will give me many options to choose from. (As low as \$4.00 per month for hosting!)

By the way, I use [www.000domains.com](http://www.000domains.com) to register my web sites. They're affordable (\$13 per year), have a great system and offer great service.

Now that I've got some money coming in, and have my own site set up, I can start working on putting my own products together. The great thing about your own products is that you get to keep 100% of the profits, and you have full control over it. That means, you can offer resell rights to others, start an affiliate program, etc. More on this later.

## **Create Your First Product**

**Day 14 - 17:** Let's say you decide to create a "how-to" type product that teaches people to cook. You can surely go to the library or bookstore and get some ideas on layout, table of contents, etc.

You already know how to write reports and articles. A how-to manual is just a bunch of reports/articles put together in a logical sequence. Do your research, look at other books

and reports, and start putting your reports together. As I mentioned earlier, it doesn't have to be hundreds of pages to make you money. If the reader finds it useful, he/she will be willing to pay you for it.

The great thing about short informational products (delivered via the Internet) is that you can make a profit even if you sell it for a few bucks. (Most of my products are less than 20 pages in length, and sell for anywhere from \$9.95 to \$39.95.)

After your product is done, head on down to [www.adobe.com](http://www.adobe.com) and use their trial system to turn your document into *Adobe Acrobat* format. This is the most commonly used format on the Internet and caters for both PC and Mac users.

**Day 18:** If you haven't already done so, go to clickbank and set up a paid account so you can start selling your own products. The reason I like clickbank is because they also offer an easy way to set up your affiliate program (which is a great way to grow your business fast.)

If you can't afford a clickbank account yet, head on to [www.paypal.com](http://www.paypal.com) and set up a free account with them. Be sure to set it up for bank transfers right away so that you can move money from your paypal account into your bank account quickly.

**Day 19 - 21:** Get a sales letter (and download page, etc.) ready for your new product. If you have decided to offer resell rights to your book, add the information (and order link) for resell rights towards the end of the sales page as well.

Keep in mind that while you're working on your product and sales letter, your free articles are being spread around with the help of the viral technique we used and your list continues to grow. This also means that you probably have a few sales trickling in for your affiliate product. (This is why I started with an existing product, to get things moving fast and the cash flow coming in.)

**Day 22 - 23:** Send another free report or two out to your list.

Along with the second one, include some information about your new book that you just released! Outline the juiciest benefits of your new product and direct them to your sales page. (Do **not** try to sell from within the email. Let the sales page do that.)

You can offer your list members a *special discount price* that no one else is going to get. Make them feel special.

If you already have a paid clickbank account and have decided not to offer resell rights to your book, you can offer each customer who buys your book a chance to become

your affiliate. (You can have this information on your thankyou/download page as well.)

If you don't yet have a paid clickbank account, you can offer your affiliate program to them at a later date (after you get the clickbank account set up.)

### **Form Alliances With Other Marketers (i.e. Joint Venture)**

**Day 24 - 28:** Start by contacting those publishers and webmasters who agreed to post your report/recipe to their lists/sites.

Offer them a good percentage of the profits if they help you get the word out about your product. i.e. if they endorse your product to their database of prospects and customers.

Next, contact other webmasters and ezine publishers in your field and offer to join forces with them as well. (You can find these either at the forums or our handy google.com search engine.)

The more enticing, beneficial, and unique your offer is, the more joint venture successes you will create. If they happen to have a phone number on their site, pick up the phone and give them a call. If not, send them an email (or even a postal mail) about your JV offer.

Note: Offer each JV prospect you contact a free copy of your product so they can review it before they decide to joint venture with you.

Important: Each successful joint venture deal can jolt your subscriber rate *and your profits* significantly! Don't be surprised to see a lot of orders pouring in through joint ventures alone.

**Day 29:** Oh heck, I don't know, respond to any emails that came in, watch more orders coming in and...**take the rest of the day off!**

You've worked your butt off for the past 28 days and you're starting to see some really great results. It has really paid off.

Take a moment to smile and be thankful for all the great things that are beginning to happen. Coz, believe me, this IS just the beginning.

Between the viral reports, the affiliate program, and now the joint ventures, things should start rolling pretty well.

**Month 2 and Beyond:** From here on, I only need to focus on a few things...

- Building my mailing list consistently, using the techniques outlined above,

- Building a strong relationship with my list members by offering them great value through free reports, articles, and tips, AND...
- Offering them great products and services on a consistent basis!

Don't be afraid to **sell** to your list. Those who are only there to get free stuff will probably drop out eventually. And that's what you want! Those who appreciate the value you provide for them will stick around for a long time.

Continue to joint venture and make deals with other publishers / webmasters to build your list as well as generate profit.

Survey your list and find out what type of products they would want in the future. Find out what their main wants, concerns, and problems are. Then, either find the appropriate products or create them yourself, and offer it to them.

Another powerful concept you can introduce into your business is to **add residual income streams**. These are usually businesses (your own or others) that continue to pay you a *monthly* income per each customer that you bring in. You bring in a customer one time and continue getting paid for that customer for as long as he/she is with the company. A great example I've come across, that has made a lot of

people a lot of money over the years, is Warrior Pro also known as Host4Profit. The reason this service is so popular is because it takes a great hosting package, combines that with a ton of really powerful marketing products, and it gives you the opportunity to create a residual income stream that can continue to generate income for you indefinitely. Not a bad deal.

In closing, I'd like to say that...the strategies I've offered above may sound simple but they **work**! If you put in the time and effort, you will see amazing results.

Keep it as simple as you can and continue to improve on the basics.

Finally, keep in mind that in this business (or any other business for that matter), you will get to hear some "no's" along the way. Don't take it personally. Learn from them, move on, approach others and *keep moving forward*. Action and persistence are really the keys to the castle.

Success is at hand! I wish you the best...

Sincerely.

P.S. Many of the powerful strategies and concepts I use in my business are really borrowed from someone else ;-)

I have learned them from a marketer who has influenced my way of thinking and marketing more than anyone else I've

encountered. I'm talking of course, about **Allen Says**, the genius behind Internet Marketing Warriors and Host4Profit. I recently got to interview this crazy genius marketer. What I learned really blew me away and left me speechless. To take a peek inside this guy's head, you should really check out this [interview](#). I'm confident that you'll be very pleasantly surprised. :-)

You can read more about the interview here:  
<http://www.about-secrets.com/moneypower/>

## **A Personal Message by Joe Kumar**

Hello Friend,

This is Joe Kumar and you were just exposed to a tiny sample of "30 Days To Internet Marketing Success".

Bryan Kumar's is just 1 of the 30 answers we have in Volume 1, plus a further 30 more in Volume 2.

If you were impressed with Bryan's answer, then the [whole package](#) is going to totally blow you away!

This is less than 1% of all the power there is in "30 Days To Internet Marketing Success". It's just the tip of the iceberg.

If you're still skeptical and not sure of how great our product is, then simply read the testimonials from all the top-dogs on our [homepage](#).

I'm sure you know that these guys wouldn't be silly to put their reputations on the line endorsing crap...

I'll also give you a Full Year's Worth Of Unlimited Email Consulting with me. I'll take you by the hand and help you achieve **Internet Marketing Success** with my network and resources.

Plus, until June 1st, I'm paying out an insane 75% per sale to affiliates. Affiliation is of course a members-only privilege.

No one pays out 75% (\$72.75) on a \$97 product. I've totally lost my Indian marbles. Bet on it! ☺

Click [HERE](#) to view our homepage (and the testimonials).

If you realize that "30 Days To Internet Marketing Success" is something your NEED, to take your internet marketing efforts to the next level, and you've decided to order now (smart move!), then just click [HERE](#), scroll down and click the 'order now' link.

Have a great day! ☺

To Your Internet Marketing Success (in 30 Days),

Joe Kumar  
(65) 6449-4579

[joe@joekumar.com](mailto:joe@joekumar.com)  
<http://www.joekumar.com>

**The End**