

# EXPERIENCE IS KNOWLEDGE

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Research shows that all the renowned Internet personalities started their career on selling InfoProducts or promoting free eBooks describing their products or services.

They are millionaires now. How do they manage to make such an amount of money ??

Yes, they all are like you and me !! They got experienced and their experience earned them money. — "EXPERIENCE IS KNOWLEDGE" - The little may be , I'm experienced in the field of Online Marketing and I want to share my knowledge with anyone who is interested.

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Got an idea ? How do you convert it into a MoneyMachine ?  
You make money when you make a sale. That's the way business is.  
You have the quality in you.

There is a saying :  
'Everything changes except change'.  
I would appreciate any feedback you provide to modify this eBook.

## REPLACE THIS PAGE WITH YOUR PERSONALISED ADVERTISEMENT

Twenty-four hours a day, seven days a week, there continues to be an incredible demand for information throughout the world.

There is an astronomical demand for information-packed books, manuals, reports and newsletters of almost every imaginable kind.

People love products with Instant Access - Products that can be downloaded immediately.

As everyone probably knows, the Internet is all about information and automation. On Internet, people want information and they want an instant access to that. Perhaps this is the reason ebooks are considered to be the "perfect online products". They provide the Online Users with the information they desire and can be instantly downloaded.

You should publish your own ebook describing your products or services as early as possible to exist in the Online Market. This eBook "Experience is Knowledge" is based on the experience of the author of "Self Supported New Ebook Tool", the highly appreciated eBook on the Online Market. SSNET is available at : <http://ssnets.netfirms.com>

Information marketing is not only one of the biggest selling categories on the Internet, but also by far, the most profitable !

Your eBooks are your round the clock salesperson making money round the clock for you !

Write an eBook describing your product, service or on any item you like and give it away as a FREE GIFT to your visitors and see how it spreads over the Internet within a few days.

This eBook "Experience Is Knowledge" is a perfect product for this purpose when you personalise it with your AD, Url and email address !! Personalise this page now.

Network Marketing is an exciting adventure.

It gives hope to the hopeless; it gives promise to the promising; it rewards individuals in proportion to their risk and efforts.

Your integrity is what people believe in when you recruit them or sell your products to them; it is what they rely on; it is what they remember most when they succeed or get benefited.

That is what they will criticize first when they make no money. Your integrity is critical to your growth and long-term success.

#### HERE ARE SOME PRINCIPLES YOU PREACH AND PRACTICE

- i) Promise what you can deliver.
- ii) Do not give false hopes.
- iii) Stick to the truth.
- iv) Master your product.
- v) Understand the compensation plan or benefits before you explain to others.
- vi) If you do not know the answer to the question, tell them you will find it. Then make sure you find it and advise your recruit or customers.

- vii) Do not spend money on advertising without consulting your up line or advisers. In all probability they know what usually works and what does not.
- viii) Make sure you follow what you preach.
- ix) Talk to at least 5 people a day about your business or products.
- x) Understand the power of exponential growth.
- xi) Don't let friends steal your dreams! Let them copy your dreams!
- xii) Yes. You will hear more "NO"s than "YES". Always remember that every time you hear a "no" you are getting closer to a "yes". Cultivate a sense of humor and the ability to laugh at you.
- xiii) Empty the recycle bin: You cannot change the past. Don't start recycle your past.
- xiv) Tune in for success and tune out "failures".
- xv) Learn from previous failures. A baby trying to walk & falling does not remember falling. The baby keeps on trying. Will the baby ever walk if it keeps thinking about falling? Forget the fall, Smell the Success!



## WHY DO PEOPLE SUCCEED IN NETWORK MARKETING?

### Preparation:

10% of those who enter network marketing spend enough time leaning the material and therefore are well prepared to recruit or sell their products. They tend to get their doubts and misgivings answered and this improves their confidence level in recruiting or selling.

### Planning:

They do plan their work and work the plan correctly and consistently.

### Presentation:

With adequate preparation and planning, their presentation is powerful.

### Persuasion:

Even assuming you have the first three Ps, the ability to persuade others comes from personality.

### Persistence:

Persistence leads to success. In network marketing, you will get more "no"s, more jokes and negative comments than in traditional business. You must be able to handle rejection. The only way I know how to do it is to have enough people to talk to everyday. As soon as you get a "no", retreat politely and go to the next person. Always leave the door open. It is usual for people who say "no" today. To say "yes" when you succeed and help others succeed.

### The moral is:

Do not pressure anyone who says "NO" first. Move on. Go back to them with a track record after a few months.

In order for you to get these characteristics as second nature you need to study books and develop a close professional relationship with successful network marketers.

## THE POWER OF NETWORK AND E-MARKETING

The power of network marketing is derived from duplication of systems and derivation of income at an exponential rate. In traditional industry, duplication takes place only for the benefit of the few. In a sense, network marketing is one-on-one marketing and it is word of mouth marketing. Even traditional business recognizes word of mouth marketing. But it does not reward it. Network Marketing does. Once duplicated, network marketers make money 24/7.

**-: INTERNET NEVER SLEEPS :-**

E marketing takes network marketing further. The time dimension is compressed by the incredible speed of Internet technology. Besides, the size of the market adds another dimension, which guarantees success to those who persist.

Getting all the traffic on your website isn't going to help you if you don't make sales. People make a mistake that they believe the hype that it is easy to make money online... signing up for several affiliate programs... putting up a page...and then placing free classified ads. This is not the way. It does not work. And will not...

**Every successful online businessman does something a little unique. If you want to be successful, find someone who is already successful and model him or her.**

Don't necessarily always do what they do and say. Know what they are doing and find out your unique way!

## HANDLING OBJECTIONS

You and I know that **There is NO business in the world that can exist without selling.** We live in a society where selling is not even respected as a profession. It is a JOB. You know sales are one profession that never goes on strike. Just imagine a one-day strike by sales people all over the world. I do not want to even imagine!

I have been a teacher and I thought I could not sell. In my view teachers are the best salespeople now. Day in day out, they sell "ideas" to students. Students buy it because they have a carrot at the end of the stick: grades. Similarly, when you market Info Products you are selling the idea that people do not have to be broke and there is exponential power in networking, is the "CARROT".

Now, the question is not "Can you sell?" It is, "Do you want financial independence?" If your answer is "Yes, it is in my interest to prepare you for it because the secret in network marketing is the better you do, the better I do in terms of income. Now there is no guarantee of success from me. The guarantee comes from your motivation for financial independence. Once I see the sparkle in your eyes, I am willing to support you 100% in your efforts. I cannot afford to let you not succeed"

**SURPRISINGLY, THE PRODUCT SELLS ITSELF.**

Wait for your time to laugh! He who laughs last laughs the most !!