

CHEAT SHEET FOLLOW-ALONG GUIDE to:

“The Internet Breakthrough Strategies” On-Demand-Training

LOCATION: www.internetprofitworkshop.com/webcast/

Please print this cheat sheet so you can follow along.

Follow along with this Cheat Sheet as your guide, and be sure to fill in the blanks so you can take this valuable information with you when it's over.

You will want this page printed off BEFORE you begin listening to the training. You'll also want to have this page opened up during the webcast for better understanding.

The Internet Breakthrough Strategies Webcast

The first step towards true success is to _____
_____.

Life is not about _____.

Life is all about _____
you want.

Average Life Expectancy – 77.5 years

My Age – _____

Years I have left – _____ (Subtract your age from 77.5)

Consider enjoying the _____
Lifestyle

The _____ Lifestyle allows you to:

1. _____

2. _____

3. _____

4. _____

The key characteristics I choose for my dream lifestyle are:

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

7. _____

After I determine my lifestyle, the next step is to _____
_____.

My objective is now to get in sync with the _____
_____ and so I can live the
_____.

Then, I can make plans and, most importantly, _____
_____!

The Most Important Skill I Need:

If I want to eliminate money worries forever and guarantee that I can always
make money, I should become good at _____.

_____ will deliver sizzling sales.

_____ will kill the finest of
products.

What not to do:

What to do: _____

_____ is
designed to create an immediate response.

What do I need to do in order to make the sale to a prospect? _____
_____.

Primarily, we – as human beings – are _____!

We all listen to the same internal radio station - _____ (_____
_____)

If I really want to succeed in reaching my prospects, I must

_____.

Using _____
_____, I can test ads inexpensively and
measure the results.

If the ad does not work, I _____.

If the ad does work (makes money), I _____
_____.

Typical Business Model:

1. _____

2. _____

3. _____

Why does that model fail? Just because I want to sell something...

Formula For Success:

8. _____

9. _____

10. _____

For which types of products or services does this market work?

A Target Market is

_____.

A Niche is

A Hot Target Market has 9 specific characteristics:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____

Success Story No. 1: Mining Gold On the Internet

Why it works

Success Story No. 2: Vacation Home Rentals

Why it works

Success Story No. 3: Beanie Babies

Why it works

Success Story No. 4: Travel Certificates

Why it works

Success Story No. 5: Internet Spy Videos

Why it works

Failure Story No. 1: Internet Law Compliance System

Why it failed

The Basic Requirements For My Business:

1. _____
2. _____
3. _____
4. _____
5. _____

What is my “secret” to guarantee my success?

_____.

What Should I Sell?

My options are:

1. _____
2. _____
3. _____
4. _____
5. _____

People don't buy _____ .

People do buy _____ .

To precisely target a Hot Target Market, I should consider selling _____ if I don't already have a hot selling product.

Characteristics of a strong product on which to build a highly profitable business:

1. _____
2. _____
3. _____
4. _____
5. _____

Lifetime Customer Value:

How much is my average customer worth to my business? _____

The purpose of my business should not be to _____, but to _____.

If your business ends with your first sale, then you are missing the majority of your potential profits – and most of the easy money.

It is vitally important for me to _____.

Leverage = Easy Profits

Leverage means _____.

2 specific ways for me to use leverage in my business are _____ and _____
_____.

Automation means my business works 24/7, but I don't have to!

Joint Ventures:

Joint Venture means _____.

2 types of joint ventures apply to my business:

1. _____
2. _____

Both types of joint ventures allow me to leverage my efforts for easy profits.

This is *almost* too good to be true...

When you take action now, **you will be one of only 100 people to:**

- get all of the nitty-gritty details and mapped out game plan that **turns you into a kick-ass entrepreneur with the skills to rake in outrageous profits time and time again**
- discover how you can live the "*Work-At-Home Millionaire Lifestyle*"
- **get Shawn's brand new complete home study course with all 5 videos, workbook and special webcast bonuses mailed to your doorstep.**

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