

Michael: When the customer goes home, the next day he receives a beautiful thank you card handwritten by your wife or by one of your employees thanking them. And then the next day, they get a form asking for referrals of some of their friends that may like to come in for a free massage just so they can experience the atmosphere.

[MUSIC]

Michael: Your wife is opening a...

Caller: It will be a salon day spa.

Michael: A salon day spa. Is it a retail location?

Caller: Yes, it's like a strip center.

Michael: A day spa would be someone could come and do what?

Caller: Get their haircut, they have massages and facials, I don't know exactly what.

Michael: All that stuff.

Caller: All lady stuff.

Michael: Has she ever been in business before?

Caller: Well, I'm in business and she's worked for me, but no.

Michael: What do you do?

Caller: I own a building maintenance company.

Michael: So, this is a new venture for her?

Caller: Right.

Michael: Does she cut hair herself?

Caller: Yes, and she has a following and she has some stylists that are going to come over with her that have a following. But, it's a pretty big—it's not a little Mom and Pop kind of shop that we're coming into because this is what the developer wants there. And he's given us an incentive to come over. It's a pretty nice sized salon and spa.

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- Michael: So, she's going to fill it up with services and stuff. This is a start up business; you're not buying it?
- Caller: Right. It's a start up. It's a brand new location and we'll design the interior, the whole works.
- Michael: What's that going to cost you?
- Caller: The developer has kicked in some money. He's also agreed to loan me some money at a very good interest rate. I'm thinking probably close to \$100,000.
- Michael: So, you're ready to drop \$100,000 into a business that she's got no experience in.
- Caller: No, she has experience. She's got 30 years of experience.
- Michael: And she's got a good clientele that she's going to bring along with her?
- Caller: Right and three other stylists are going to come with her.
- Michael: Are they going to rent space?
- Caller: No, it's a commissioned structure.
- Michael: So, she thinks she can make her mortgage and everything?
- Caller: Yes, I'm pretty sure. My goal here from a marketing standpoint, number one, the fastest way to grow the business is to get stylists that are already in the area with a following and get them to come to work for me. And what I have to offer is an A+ location and a growing area, good demographics.
- Michael: Let me ask you this. I'm a stylist. What would you tell me if you were going to convince me to come over and work for you? I'm a stylist. I'm working here at Betsy's hair cut center here and I've got a great following. I've been cutting hair and styling hair for a long time. I do good work. What are you going to tell me? Why should I come over to you?
- Caller: The few things that I can think of, number one is my location.
- Michael: Tell me about your location there.
- Caller: It's at two major crossroads.

Michael: Which ones?
Caller: 291 and highway 40.

Michael: 291 and highway 40?
Caller: Right.

Michael: Are those big intersections there?
Caller: Yes they are. Lot of traffic comes up and down.

Michael: Is traffic important for a location?
Caller: Well, you get a lot of exposure. I think helps, yes.

Michael: So, you could have a lot more walk-in stuff.
Caller: Right. You can get new people coming by there.

Michael: So, without any effort really.
Caller: Right.

Michael: So, you've got a good location with high traffic.
Caller: Right. They have a brand new center. They're building an office complex right across the street called Eastland.

Michael: When is it going to be done?
Caller: They have already started. There will be a Lowe's and several things in there, but it's a pretty huge project.

Michael: What else is in there?
Caller: There's Lowe's, Cosco, CompUSA.

Michael: You're got a Cosco right there?
Caller: Right.

Michael: What else?

Caller: There's a CompUSA, there's some banks and jewelry stores.

Michael: And this is right across the street from you?

Caller: Yes.

Michael: And you're in a strip mall?

Caller: Right.

Michael: How many shops in your strip mall?

Caller: It isn't even built yet. There's going to be probably 20 shops in there, I'd say.

Michael: Do you know what else is going in there?

Caller: There's a tanning salon, some restaurants.

Michael: What's right next door to you?

Caller: Really right now there's nothing. He said something about a restaurant.

Michael: So, you have a restaurant going in there. And when's everything going to be done?

Caller: January of next year.

Michael: What other instances can you give me to come over and work with you?

Caller: On the commission structure, I can probably pay you a little bit—my wife knows that.

Michael: Give me an idea.

Caller: The commission structure will be favorable, probably 60% once you bring in over "X" amount of dollars. I think that's maybe a little more than what some of them at getting.

Michael: So, you're going to pay me more money.

Caller: A little bit more, I think. I'm not 100% on that. My wife knows that. Unfortunately, she's not here right now.

Michael: How much room do you have for stylists in there? How many do you want to bring in?

Caller: There's 4,000 square feet in the whole place. The bulk of the business is going to be for stylists.

Michael: So, you want to bring stylists with their own customers and fill it up fast and give them a better commission and better reasons why they want to work with you. Well, that should be a no brainer. Once that's filled up, then—is that your main concern right now?

Caller: Yes. I'd like to get the stylists over then. And then, of course, I'd like to get people in there. I want new faces and new people as far as customers, I want to keep them coming in. And there are other services; we'll have a retail space. There's really good margins in the retail. When people get their hair done they buy shampoo.

Michael: Absolutely, that's all your backend stuff. When you ask a person who sells shoes, a shoe salesman, what does he sell?

Caller: Right off the top you would say he sells shoes, but he sells services.

Michael: He sells everything else, everything but the shoes.

Caller: Right.

Michael: Well, that's the same with you. You get the customers in there and that's where you're going to make most of your money. People have to get their hair cut, especially the ladies. You bring them in. You could pay your stylists 80% commission and if you do the marketing right, you could still make a fortune on the backend because all you want is the customers coming in there. Now, the stylists aren't going to make money on the shampoo. They're not going to make money on the pedicures. You have to have services that you make all the money on. You get those stylists to bring in their customers and then you sell the hell out of those customers. You sell them shampoo. You sell them pedicure that you make all the money on. Those are some people you can hire by the hour. You sell them on all kinds of stuff. Do you know what I'm saying? Massages, whatever, and that backend money is where the money is going to be. One very important thing is you make sure you get the name, mailing address, and phone number of every single one of those customers that walk through the door, whether you put them in a drawing for a year's worth of free massages and hairdos, you get their name. Capture their name, their mailing address, their phone number, their fax number, their email address

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and you get somebody and pay somebody to enter every one of those names into a computer.

Caller: The whole this is automated. The system she has is going to have all stuff and when they come in, we'll have that all in there.

Michael: Then it's marketing, keeping in touch with your customers and giving them reasons why they want to come into the salon. Do you see what I'm saying?

Caller: Yes, I see.

Michael: I have materials that can show you how do to this.

Caller: That's why I called you because I figured you had something I could read and learn. I'm totally new. My business is totally different. In fact, in my business, there's plenty of business out there. It's just the labor end of it.

Michael: How do you like to learn? Who will be studying it, you or your wife?

Caller: We'll be working together.

Michael: You do have time to listen to audiotapes, are you a reader?

Caller: Yes, both.

Michael: I have one course and it's digital. It maybe right up your alley. It was designed for gym memberships on how to get more customers in a month than you would normally get all year. The whole course is about building new customers for a gym membership. It's all the same. You want to build customers for your salon. This course is on how to build customers for your gym membership, but the techniques are all interchangeable. Does that make sense? I have that entire course. Have you ever studied any Jay Abraham stuff?

Caller: I did get some pieces from him because I also trade commodities. I got some information from one of the commodity guys on him. But I never studied any of his stuff.

Michael: It will blow you away. You'll be so excited. Once your eyes are opened to the money that can be made in this new venture you're having and once you understand how to approach and how to work the backend and all the different methods that you can bilk money out of that business, you won't be able sleep. If you study this stuff, it will open your mind. It will blow

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you away. It really will. Your competition won't stand a chance because marketing is everything. First of all, you have to have a good product. You have a good location. You can bring those stylists in simply by approaching them with a letter. Sit down and write a letter with 20 reasons why you may want to consider coming over to my salon. Write all 20 reasons and get those letters to stylists. You can get a mailing list.

Caller: I can get a list from the state. They're all licensed.

Michael: They're all licensed. You could do a mailing in your geographical area and mail a letter for 37-cents. You will get them. You will get them knocking on your door. So, I don't think you're going to have a problem filling it up. You want to be choosy who you take.

Caller: Exactly because it's a nice area.

Michael: Well, you pre-qualify them. You can write that letter and say to schedule an interview, call. Or you could have a list of criteria written in the letter. Don't even call unless you are this, this, this; courteous, smile, you have at least 100 clients, you've been styling hair for ten years, that you license is up to date, that you have a friendly personality, that you like working with others, that you don't have a lot of personal problem. You're the boss. You tell them what you want because if you get a good group of girls in there, a good group of stylists, that's all synergistic and you can say look, if there's ever a problem and someone doesn't like you or you're causing trouble, you're out of here. You just pre-qualify everything from the beginning.

Caller: Okay.

Michael: There are so many things that you could do. It's really exciting. There's a story Jay Abraham talks about. It's about a dentist in Australia. His name is Paddy Lund. Do you know what he does? All his customers pay up front; they pay all their fees up front. It's by referral only. The door to the dental place is locked. You can't walk in off the street. It's by referral only. You cannot be a client of his unless you have been personally referred. You come in there and sit this atmosphere; this beautiful atmosphere and they serve you tea and muffins. You can smell the muffins in the area. He does little things that are so special that make is such an exclusive dental program. He only works three days a week and he probably bills three to four times as much as any dentist in the area. And that's because he set it up that way. He said how do I want my business to look? If I close my eyes and I could dream of a way that this business would run, how would it run? I'd work three days a week. It will be all

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referrals. I wouldn't take walk-ins off the street. See, having something that exclusive is like when people line up at a bar in New York City and you can't come in unless you're chosen. You see? It's like people want what they can't have.

Caller: That's true.

Michael: And once the word gets out that it's by invitation only—and let me tell you, your prices better be higher than any other price in the area because you're an exclusive salon. You in a different class than all these other hair cut places. You see? But you have to give those customers reasons why you're so exclusive. And those little things like the muffins, like when the customer goes home, the next day he receives a beautiful thank you card handwritten by your or by one of your employees thanking them. Then the next day they get a form asking for referrals of some of their friends that may like to come in for a free massage just so they can experience the atmosphere. You can do personal invitation to get them in there. Once they're in there, they're blown away. They won't want to go anywhere else. But these are things you can do. You can make it a lot fun and you could design the business the way you want. It sounds exciting.

Caller: Yes, I am. Is there anything in particular? I can get back on your website and look.

Michael: What I would recommend and you will let me; I will customize a package for you. Would you be willing to invest \$500?

Caller: Yes.

Michael: Let me put a \$500 package together for you of reading material. Then I'm going to find some specific stuff related to your industry. If I can, I'll try and match it up the best I can. I definitely want to include this course, the gym membership course because it's right in line with what you're doing. I'll put together a combination of reading material by Jay Abraham and audiotape material by Jay Abraham on marketing that I think will arm you with enough marketing information that you should do well as long as you follow it through.

Caller: Okay.

Michael: Does that sound fair?

Caller: That sounds good.

Michael: Have you ever paid by PayPal by any chance?

Caller: My wife does all that.

Michael: If you just email me again and give me your PayPal email address, I'll send you an invoice and an itemized list of exactly what I'm sending, we can take care of it that way. I'll probably be able to get it out to you on Monday. Is that fair?

Caller: That's fine. She does that eBay and PayPal. I've never done it, but she knows how to do all that. Once she gets in, I'll talk to her.

Michael: I'll put together a killer package of material.

Caller: Okay.

Michael: Sound good?

Caller: Sounds good.

Michael: I'll wait for your email.

Caller: Thanks Mike.

Michael: I want to thank you for listening. This is Michael Senoff with www.hardtfindseminars.com. If you want to get in touch with any of the people we interview, please email me at Michael at www.hardtfindseminars.com. That's Michael@MichaelSenoff.com.

“How To Turn Your \$28 Book Into A \$3,900 Information Product...”

Keep reading if you'd like a completely FREE 30 day trial of my system for turning your simple book or even just a concept in your mind into an information product you can sell for \$97, \$197, \$495 even as much as \$3,900 or MORE...

**Michael Senoff's Information
Product Creation System
From the desk of Michael Senoff**

Hi I'm Michael Senoff,

I'm a leading marketing consultant and CEO of [hardtfindseminars.com](http://www.hardtfindseminars.com) - the world's leading free resource of marketing audio, hard to find ads and information for marketing consultants.

I've recorded hundreds of hours of interviews with the world's leading business experts and information marketers including Jay Conrad Levinson, Vic Conant, Carl Galetti, Joe Vitale, Herschell Gordon Lewis, Brian Keith Voiles and more...

And for the first time I'm going to reveal how I turn a simple book or concept into a powerful, easy to sell information product.

Some of my information products sell for more than \$3,900 and I make a very good living selling these products...

**Could You Be Selling Your Information Product
For \$3,900 or more...?**

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Here's a **quick** and **easy** way you can get into the marketing consulting business. Work part time from home. Help businesses make more money. Listen to hours of free interviews, case studies and how to consultant training at <http://www.hardtfindseminars.com/AudioclipsH.htm>

Month in and month out I sell my HMA marketing consultants system online.

In the year 2005, I made over \$100,000 in sales from this HMA system alone.

What makes the HMA system for marketing consultants so special?

What allows me to sell an information product for more than \$3,900 when other systems are selling for a tenth of that price?

The difference is the hours of audio I make available - both to prospects, so they can see the value of the product before they buy, and as an hugely valuable added resource to buyers.

How much more could you be charging for your information product by adding audio?

Recently I've used audio...

To sell over \$100,000 worth of a high end consulting seminar in less than 6 months. This training system was sold originally at \$5000, then at \$10,000, then the price went up to \$15,000. I stopped selling it after it jumped to \$20,000, and went on to create my own audio information product on consulting called the HMA system.

I've also used audio to sell over 200 copies of the Art Hamel business buying system ranging in prices from \$299, \$497, \$597 and higher.

The value of this business buying system and the price I could charge has gone UP three times. Each and every time after I've added new audio.

This is the power of audio..."the more you talk the more you make!" You can literally Talk Yourself Rich! I've also used my audio recordings...

To make over \$100,000 in sales for 2005 and 2006 of my HMA marketing consultant system. Sales for 2007 are expected to be even higher.

To increase the sales and value of dozens of other products, both new and used, you can find at [hardtfindseminars.com](http://www.hardtfindseminars.com) a wide range of topics from online marketing, barter, copywriting to joint ventures and much, much more...

Now you might not sell your information product for \$5000, \$10,000, \$15,000 or even \$3,900, but if you follow the simple step by step directions in my system...

**“I Will Personally GUARANTEE
You'll Create An Information Product Worth
From \$97 to \$497
That's Designed To Sell Like Hotcakes...”**

And to PROVE to you this is not an empty promise, if you act right now I'll GIVE you all the audio recordings, guides and reports in my information product creation system on a completely FREE 30 day trial.

In a few weeks, even a few days, you could have your own information product that you can sell at \$100 to \$500 a pop.

And you don't even have to be an expert.

Many of the information products I sell are a combination of other people's manuals and my own audio interviews with leading experts.

I'm selling my own information product packages every week on subjects where I have little or no expertise.

And you can do the same!

Now I know what you're thinking...

If my product creation system is so good, why would I reveal my secrets to you?

Two reasons...

The first...

“There Are Literally Tens Of THOUSANDS

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Here's a **quick** and **easy** way you can get into the marketing consulting business. Work part time from home. Help businesses make more money. Listen to hours of free interviews, case studies and how to consultant training at <http://www.hardtfindseminars.com/AudioclipsH.htm>

**Of Profitable Niches Out There
With NO Competition...**

**“Filled With Prospects
Just DYING For A High Quality
Information Product...”**

I could never get to all those niches in a hundred lifetimes.

They're just waiting for you to CASH in!

Second as an additional service to my product creation system, I'm providing an audio recording service where my specialized team and I help you one-on-one to create your audio information product from start to finish.

I know that a good percentage of the people who buy my product creation system will want to create their audio program and transcripts the easiest fastest way possible and they'll hire me to help them.

That's why I'm willing to give you a completely FREE 30 day trial of my product creation system.

I know there's a good chance you could be one of the very special, carefully selected clients who use my back-end audio recording service.

So I'm taking all the risk literally giving you open access to my information product creation secrets FREE for 30 days.

Secrets PACKED into 5 reports and 4 audio recordings including...

**1. How To Turn A \$28 Book Into A \$3,900 Information
Package – full audio and report...**

You don't even need your own book to follow this system. Any good idea will do. I'll show you...

The astonishing secret of why it can be EASIER to sell a \$97 or \$197 information product than it is to sell a \$20 or \$30 book...

How your information product can free up your time and attract a flood of new, high quality pre-educated clients...

The biggest secret of every truly successful business and how you can use this secret to make your product many times more valuable...

How using this simple secret will help you SLASH refunds and massively increase sales...

And we're just getting started. I'll reveal...

What you must do if you want prospects to line up literally begging to buy your information products at a premium price...

If you don't know this, your chances of making real cash out of your products is very slim indeed...

The 5 simple components you can add to your information product and how to design them from the start so your prospects will be desperate to buy your package...

The fastest way on earth to get your information product made - if you do this right it can take you as little as 7 days to create a product you can sell!...

And these information products will be HOT! Read what Michael Morales wrote about one of my audio products...

Your Clients Won't Believe Your Generosity When You Overdeliver With Audio...

Hello Michael,

First of all, I cannot believe the generosity and professionalism that you have put into your CD and web site. At first I printed the transcripts and read them at my leisure (reading them 1-2 hours per day). Then I listened to the interviews, while reading the accompanying transcripts. They're incredible because the person you interview gives you their best stuff, much

of it not even in the products they sell. You bring out some of their secrets and they're glad to do it.

Now I find myself playing some of the interviews while doing business work of mine. I have it playing in the background so that it really soaks in. Some of it I listen to repeatedly, like Luis Arauz, Joe Vitale and Gary Halbert, and more recently John Carlton.

I have bought some material and plan to buy even more. At times I feel so guilty that I have gotten so much benefit and you're not trying to sell it to me. It increases my trust level in you and I find that I want to buy things so that I learn, and to support your success because I don't want you to stop.

The time and effort that you have made to make all of this material available is unbelievable. You're surely going to heaven and you're educating many people in a good way.

Well, it's after 2 am, so I guess it's time to go to sleep. Often I have found myself changing my sleep schedule because I can't put down the information you provide.
THANKS!!

Michael Morales

And you'll get more...

With your FREE 30 day trial I'll give you...

2. Seven Fatal Mistakes That Will KILL The Creation Of Your Audio Program Stone DEAD - full audio and report...

This report will save you countless hours and help you avoid the product creation graveyard where most projects end up. I'll reveal...

The biggest trap of ALL when you create any information product that will literally stop your progress completely and the simple, almost brain-dead way of bypassing this trap completely...

An amazing mistake even most leading product creators are making that can SLASH the perceived value of your audio recordings...

How avoiding this mistake can reduce your costs and the work you do while increasing the prices you can charge...

The one deadly mistake you MUST avoid. If you make this mistake, your time, effort and any money you put into your project will be completely wasted...

What you must do when you create your information products if you want long term, ongoing income...

And there's still more including...

3. Front Line Secrets From The Trenches – Breakthrough Audio Creation Report...

If you're creating any kind of audio information product designed to help your listeners get more clients or work with clients more effectively you'll be astonished at the amazing technique revealed in this report...

In just two pages, this report will show you how to add HOURS of high value audio to a program with the minimum of effort - literally by asking the same series of simple questions over and over again.

Your prospects will crawl over broken glass with their hair on fire to listen to this kind of audio.

And there's more in this unique program. I'm going to give you this must have, tell-all report...

4. Seventeen Roadblocks That Can STOP You Making Your Information Product And How To Get Around Them FAST!...

This report is packed with the most commonly asked questions and problems that could stop you from getting your information recorded.

I'll give you FAST solutions so your product will be ready to sell in weeks or even just days from today.

And what's even more important, you'll have a Top-Of-The-Line product your customers will RAVE over like my client Millard Grubb...

Michael,

I just listened to the FIRST HOUR of the four hour series on special research tools on the internet. To say that this material should not be sold because of its power is an understatement. I am completely blown away by the rock-solid, down-to-earth, honest-to-goodness depth of this material.

If you cannot get one piece of information that will make or save you time, money, or effort...then you are BLIND! The power this information gives a marketer is of so much value, that almost any price is too low. Thank you Michael for hitting it out of the park. You've outdone yourself this time.

With appreciation,
Millard W. Grubb

And to help you get started right NOW I'll give you immediate access to...

5. The Fastrack Audio Creation Guide - 17 Insider Secrets To Planning And Creating Your High Value Audio Program In The Fastest Time Possible...

This report and audio are packed with the secret audio creation tips and techniques only a tiny handful of pros have even heard of to SLASH your planning time and get you to where you have a finished audio program in a fraction of the time.

You'll discover...

The little known, simple technique that turns on the creative side of your brain like a flood gate - giving you idea after idea to put into your audio program...

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Here's a **quick** and **easy** way you can get into the marketing consulting business. Work part time from home. Help businesses make more money. Listen to hours of free interviews, case studies and how to consultant training at <http://www.hardtofindseminars.com/AudioclipsH.htm>

A series of simple questions that will help you create content for your audio that your prospects and clients will drool over...

The secret technique all great speakers use that makes your audio many times more powerful AND far easier to deliver...

And that's just the beginning...

How a simple action you perform over and over every day could be PERFECT to create high quality content to go into your audio program...

How watching TV or going to the movies can help you create a more powerful, engaging audio program...

Why Cinderella, Snow White and the Seven Dwarfs could all be hiding one of the biggest secrets to creating an audio program your buyers will never forget...

And the insider secrets packed in this program keep coming...

A closely guarded secret technique only a few of the most successful media and publicity pros use that can make your audio as sexy as hell to your listeners and help drive your points home...

The simple way to use the ideas you throw away to turn a \$97 or \$197 information product into a \$497 product your clients will love and eagerly pay you real cash for...

An astonishing method that makes creating your audio program a breeze. This method will help you get your program finished in the fastest time possible in a process you'll find so much fun it will amaze you!...

Finally as a special, limited time bonus gift, I'll give you...

6. A Half Hour One-On-One Audio Information Product Consultation...

If you qualify I'll give you a half hour of my valuable time explaining to you how to turn your book or concept into a valuable, high priced audio information product you can be selling in just weeks - even days!...

I'll ask you the key questions you **MUST** answer to be sure your information product will make money for you **AND** be of high value to your clients...

I'll help you get around the most common roadblocks most people encounter and explain to you your simplest, fastest options for getting your information product recorded and ready to sell in the minimum time possible.

You can ask me your most pressing questions and get advice from someone who makes and sells information products for a living.

And over the last year, I have done many live audio consultations with students who have ordered my system. I have recorded every word for your benefit. That's why I'm offering you....

7. 15 hours of My Best Recorded Audio Consultations With Students Who Have Ordered This System

You'll hear me consult with others like you. These are my prized consultations. They are too good to offer for free on other areas of my site.

You'll hear real people as they start to turn their ideas and e-books into high value information products. You'll gain ideas and inspiration from these recordings that can't match going it alone. You'll have the typed transcripts, mp3 download to play over and over again.

Let me summarize every fantastic resource you can download right now with your completely **FREE** 30 day trial...

Your Information Product Creation System Includes...

- 1.) How To Turn A \$28 Book Into A \$3,900 Information Package - you'll get immediate downloads of the report and audio...**
- 2.) Seven Fatal Mistakes That Will KILL The Creation Of Your Audio Program Stone DEAD - full report and audio download...**
- 3.) Front Line Secrets From The Trenches Breakthrough Audio Creation Report - 2 page report...**

- 4.) **Seventeen Roadblocks That Can Stop You Making Your Information Product And How To Get Around Them FAST! - full report and audio...**
- 5.) **The Fastrack Audio Creation Guide - 17 insider secrets to planning your audio in the fastest time possible - full report and audio...**
- 6.) **Your Half Hour One-on-One Audio Information Product Consultation...**
- 7.) **15 hour Audio Of Consultations - Hear me consult others about how to take their ideas to the next level using audio marketing secrets...**

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To order, go to:

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If you're not completely happy with the quality of information in this package, your credit card will never be charged.

But I know after 30 days you'll be thrilled with the information and well on the way to creating your high powered, high priced, high value information product.

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Don't worry you won't be charged any money until your 30 day trial ends.

You can cancel your credit card payment at any time in those thirty days - you'll never be charged one single, solitary cent!

When I got into the information products business everyone told me I was crazy. They said it wouldn't work.

They told me to stop dreaming. They said "Michael, get a real job."

Despite all the negativity, the expensive mistakes and the fear, I knew I had it in me to do this.

I knew that if I was willing to fail that I would learn how it's done.

Look, if you weren't really interested in this, you wouldn't be reading right now.

I care about people. I care about you. I want you to succeed.

You can do this thing. It's not hard. It'll take some time. But not much. If I can do it, you can do it.

All you need is some direction and some confidence in your self.

I'll do my very best to give you what I know and I'll be your number one fan to cheer you on. I'll be one person in your life saying... you can do it... because I believe in you.

To get started, go to:

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Yours sincerely,



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Published by:

Michael Senoff
JS&M Sales & Marketing Inc.
4735 Claremont Sq. #361
San Diego, CA 92117
858-234-7851 Office
858-274-2579 Fax
Michael@michaelsenoff.com
<http://www.hardtofindseminars.com/MarketingConsulting.html>

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