

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm>)

## **Computer Espionage Exposed**

**Glance transform every move on your computer screen to thousands of computer screens simultaneously without breaking the law.**

Have you ever wanted to show someone something on your computer but didn't want to go through the hassle of saving a file, sending it through email, waiting for a reply, making the changes, sending it back.....and so on? This is interview with Rich Baker the CEO of Glance Networks. Rich explains a new technology that is affordable and extremely useful for people who want to demonstrate software, review documents, make presentations, or go over spreadsheets. This powerful tool allows you to show your computer screen through the internet as easily as if you were sitting side-by-side. Just imagine if you could do a sales presentation sitting at your computer from the comfort of your own home. Being able to show your potential clients your computer screen, you now have the ability to produce a live presentation that's highly interactive and extremely affordable. This is Very cool stuff. Online presentations is just one use for this technology. Rich reveals how people world-wide are using this software to expand their business, improve their efficiency and all while at the same time saving hundreds and thousands of dollars. For more information e-mail [glance@hardtfindseminars.com](mailto:glance@hardtfindseminars.com)

This is Stu McClarin reporting for Michael Senoff's [www.Hardtfindseminars.com](http://www.Hardtfindseminars.com) where I'll be bringing you exclusive audio interviews with the hottest, most sought after Internet service providers that can make your business explode.

Stu: Good morning, Stu McClarin.

Rich: Hi Stu, it's Rich Baker.

Stu: Hi Rich, how are you doing?

Rich: Good, my colleague was stuck on the phone.

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm>)

Stu: Oh, don't worry, don't worry – no worries at all. So, are you ready to get going here?

Rich: Yeah, sure.

Stu: I want to welcome Rich Baker from Glance Networks, and this is Stu McClarin reporting from Michael Senoff's [www.Hardtfindseminars.com](http://www.Hardtfindseminars.com), we're interview Rich Baker about his new company called Glance Networks. Rich what is Glance and what does it do?

Rich: Thanks, Stu for the chance to be able to be on your program. Glance is a service provider. We provide a very simple way for our customers to be able to show their live PC screen over the Internet to virtually anyone they're talking to on the phone.

Stu: Why would that be an advantage for somebody?

Rich: It's particularly interesting to folks in sales where they not only like to have the customer's ear but also to have their eye at the same time. With Glance, you have the cold call coming in and a matter of seconds, they can be showing the person they're talking to a sales pitch or demonstration of their product.

Stu: How did the idea of Glance come about and where did you guys come from?

Rich: My partner Taylor Que and I both came out of PictureTel. I was the CTO there, and he was head of the customer research side of the company. PictureTel is a mid-sized company in the video conferencing areas. So, we lived in that world for nearly decade all during the 90s trying to create the technology needed to be able to deliver very high quality video for corporate meetings and events worldwide.

Stu: Did you have problems before?

Rich: Well, that was why we got together and where we learned about just the basic problem of people wanting to be able to see something visual at a distance, and spent a lot of time trying to solve that problem, trying to come up with simple ways for folks to be able to see what other people see, but we realized that that whole industry really had missed the boat in terms of helping their customers be able to see what it was they were talking about.

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **“BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know.”** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtofindseminars.com/consulting.htm>)

The whole focus of video conferencing was really on talking heads being able to see the people. It did a poor job solving the problem of seeing what it was they were talking about.

So, when we got together and found Glance, we didn't really know what the company would be other than we wanted to solve that fundamental problem of helping people see what they wanted to talk about.

Stu: Was this a need that many folks had been talking to you about?

Rich: We just knew that our industry solved it extremely poorly, and there really wasn't any other alternative out there at the time, and so to try to figure out where and when this would occur we went through a series of customer interviews – 50 or 60 customer interviews – over the course of a number of months with big companies and small companies, with the fundamental question being, “When you wish that somebody could see what you could see, where are you and what are you doing and how do you cope with that today?”

Stu: Is it software?

Rich: It's software, but the business model is the subscription of a service so, it's actually delivered as a service over the Internet.

Stu: So, it's a service that allows somebody from say, Boston, Massachusetts to demonstrate their product or service to someone in Ontario, Canada.

Rich: Or South Africa or Australia or anywhere around the world.

Stu: Do they have to have Internet access?

Rich: That's correct and a phone call. The other thing we realized is one of the big messages that came to us through those interviews especially for sales folks, they have to have something that's bulletproof. If it doesn't work, they're not interested. So, it's got to be as reliable as their phone. It's got to be as reliable as email. Our model is that we assume the person's already talking over the phone because it always works, and what we've created is a very simple way with just a click, and the emphasis is on simplicity, just a click to be able to show the person they're talking to or several people they're talking to exactly what they see and then make that happen within just a few seconds.

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtofindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtofindseminars.com/consulting.htm>)

Stu: Stu, tell me if I am write. What you've combined here with Glance is the convenience of having a phone call and not having to do all the travel, but also the power of doing a visual demonstration that they can see first hand.

Rich: With the emphasis on simplicity and speed of connection. There are a lot of web conferencing companies out there, big and small, but we feel they've kind of gone down the wrong path for most people's needs. They deliver very powerful tools, but because of their complexity, they can be difficult to learn how to use, and even more importantly, if it's a sales situation, they require the person viewing to go through a couple of minutes of download install which kind of kills the whole sales call. Our goal was literally just to browse and your in, in a couple of seconds, and we achieve that by only delivering the very simplest of things which is everything I see on my screen you can see, and you on your side not knowing about Glance or not ever seeing it, are able to connect in a couple of seconds without ever manually downloading or installing anything.

Stu: Can you take us through the process here? If I'm interested in using Glance, and my customer is on the other side of the world, and we want them to see my screen – how would I go about it?

Rich: For you to be able to show your screen, you need to have Glance, but the people you want to show it to only need a way to access the web. So, you would come to our website, sign up for a free trial or just become a subscriber. You do a one-time install of Glance software. That takes all of maybe a minute or two, and then you're immediately ready to show your screen. What would happen then is you would call or if someone calls you on the phone, let's say you want to show your screen to me. You say, "Hey, Rich I want to show you something, could you go to my web page at [stu.glance.net](http://stu.glance.net)." So, I enter that into my browser. I go to that page. Meanwhile on your desktop you simply double click a little icon next to your clock.

Stu: That allows them to get hooked-up in?

Rich: That makes your screen available for someone to view it. It also generates a little four-digit pass code, and when I get to that webpage you sent me too, I have to get that pass code. You just tell it to me over the phone. I type it in. A window opens on my screen, and within about five to ten seconds I see your live screen. Everything you see, I see, but I cannot touch or control anything on your screen. So, if you don't want me to see something, you just don't open it. It's just like I'm sitting next to you, and there's nothing

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtofindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, "**BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know.**" (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm>

else to learn. That's it. From there on out, you just drive your PC. You've done all there is to do with Glance. There's nothing else to learn.

Stu: So, the person whose screen we're looking at, they have total control over who sees it and who doesn't.

Rich: Right, because you're just driving your PC. What you have done is make it possible for me or other folks on the phone call at the same time to see what you see. They cannot touch your controller.

Stu: That's awesome. So, from a person controlling it, as soon as I'm finished showing them my screen, I can just click out?

Rich: Yes, and if you had to get into something that you did not want me to see and still keep the session up and going, with a click you can hide your screen from us, and then when you're ready to show it again, just click again and show again.

Stu: I'm just thinking here, from a marketing perspective and a sales perspective, this service is absolutely powerful because for a small guy like say a one person show, an entrepreneur, this allows them the opportunity to give sales presentations that are high quality visual audio everything, from the comfort of their own home.

Rich: Yes, and to anyone in the world.

Stu: That's just great. How is this priced? How is Glance priced?

Rich: Very economically. The other thing that we felt was if we could deliver a service that was extremely simple and reliable, the amount of support required to deliver this service is minimal, and so we can price it low, and that's what's happened. Pricing for this is just \$19.95 a month to be able to show your screen to one other person unlimited use. If you want to show it to multiple people say for a customer training session or for group meetings, it's \$39.95 a month.

Stu: So, this is more than just one on one. I can show this to say ten people at a time.

Rich: Ten, twenty, sure.

Stu: Wow, that's awesome. So, how easy is it for me to basically get used to Glance and understand how to use the system? Is it pretty

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtofindseminars.com/consulting.htm>

simple? I know you talked about simplicity quite often here. Has that been an underlying backbone to building Glance Networks?

Rich: That was the whole key. It's our belief that most of the conferencing service providers, really, really are trying to boil the ocean and delivered far too much functionality for what most people want. It's our belief that the mainstream customer simply wants an extremely simple way to show what they see to other people, and that's it. So, we managed to make Glance work with literally just one button, and all you do it double click it, and that's it. It takes about two minutes to learn how to use Glance.

Stu: So, how big is Glance? How big are you guys?

Rich: We're ten people. We're located just outside of Boston, and growing quick.

Stu: I mentioned talking to you earlier in another call; you say you had to get up early to make some calls to Europe. Do you have a lot of customers all over the world?

Rich: It was surprising to me. My partner and I had a disagreement over this. He said, "Oh, we're going to be global day one." And, I said, "No, it's going to take a while. You've got to get things going." We were global day one. We've been around for about three years. We came out with the service in earnest last summer. So, it's been about a year. We're already up to well over 750 companies in 31 countries using the service.

Stu: What kinds of companies are using this? Are these big companies? Small?

Rich: The vast majority are small, mid-sized, and a typical customer profile is about half of our customers are software companies. Virtually all of them use this for doing demos. A lot of them use this for doing customer training. Another 25% of our customers are some sorts of Technology Company and they serve the balance of everyone and anyone.

Stu: You said a lot of this was software demonstrations or sales presentations. Do you have examples of success stories of how this is being used by other people?

Rich: Well, let's take one place. They're in the HIPAA area. They're providing software for HIPAA which is a new requirement here in the United States over privacy issues for medical care. They've got

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtofindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm>

a big software program that they use to sell to hospitals and then go through training. In their case, virtually all of their sales are prequalified with a Glance demo of a live salesperson talking to the customer prospect. They use Glance to be able to demo what their software product that they deliver. Then those who buy get settled into a training process, which is held once or twice a day. Typically ten people in the class will show up for another Glance session to be able to have a one-hour or so live training session from one of the trainers. They use Glance both at the front-end to qualify and to sell, and then at the back-end to train their customers and still one farther on the support side to be able to help customers to do call ins with support questions. They can just say, "Well, you do this and you do this, and this is what it looks like."

Stu: I think for me that is one of the most powerful things about Glance is just that a lot of times when you're selling a product, the customer is buying it blind a lot of times. They've basically have taken a leap a faith in saying, "Okay, I understand what it's supposed to do, but I can't see how it works. I can't see what it does except for the pictures on the back of a box." This is how I was introduced to Glance, and it was just so powerful to be able to actually physically see how to use the program, a software, or demonstrate like if you're working on a document. That's was another thing, too. If you had people use that kind of service to use Glance for that kind of thing as well?

Rich: A very typical use pattern also is people that just need approval on some creative piece of work. A very typical application is just someone running over a budget. I got run my budget by you so, I say, "Hey, if you'd just glance at my screen here." I open up a spreadsheet and I start walking through the numbers and we start doing some "what ifs?", and Glance allows us to have the same type of interactions that we would have had if you were in my office here because typically I'm sitting at my computer running a spreadsheet, asking you questions, and you bark at me. It's rather that you actually push me aside and actually grab my machine. That's the way that Glance works. Basically, if you don't like something, you tell me and I try it out and say, "What do you think of this?" And, we're done and when we're done I then send you the email.

Stu: It's pretty powerful for people working on projects together in distant lands. They can work on these projects together and kind of badger back and forth over the phone and by making changes on the fly.

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm>

Rich: Yes, because it feels like you're sitting right next to them even though you're separated by the phone call distance.

Stu: That's powerful for people that are even working on information products together like books or ebooks or anything like that because if you're doing joint venture partnerships with these kind of people you're able to see their screen or vice versa and you're able to work on these projects on the fly. It just speeds the whole process up.

Rich: Yes, anyone on the creative side, the marketing side, the marcom side. You can call up to say, "Well, do you like the new design of the brochure?" "No." "Do you like the logo up there?" "Yes, I like it up there." Instead of the typical pattern which is people sending word files or pdf files back and forth, mark it up, do it again, do it again. If you can just get the person on the phone and get into a quick Glance session, you can cut all those extra steps out and simply get to the quick final proof version which can then be sent as an email attachment and done.

Stu: And, that was going to be my next question, asking you how it's commonly done right now, and that's basically through email which is such a slow process especially if you're working on a document that's in process, and you're trying to update it and keep going. It's just a real pain in the butt to keep throwing those emails back and forth with what corrections you made and where they are.

Rich: Yes, and it's hard to keep track of it and it's just clumsy.

Stu: Who are you targeting with this service? Who's your target market?

Rich: The hottest target market right now is sales and folks that do need to be able to demos and do customer training. Right behind that is anybody in this collaborative space that needs to work at a distance.

Stu: How have you gone about trying to get to these people to sign up for the Glance Networks?

Rich: The really cool thing about Glance is it is incredibly viral because anytime I'm using Glance with someone else who does not have Glance, I'm affectively demoing the service to them. So, anywhere from north of a third of our sales currently just come from folks who heard about this because they were in a Glance session with some other customer. It may not even be a customer. It may just be somebody who's doing a trial and trying it out with their friends.

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm>)

Stu: That's how I found it too, and I told you yesterday. I was somebody viewing somebody else's screen and I was just blown away at the possibility to the service could open up for people especially one person entrepreneurs or small companies because it just gives you a huge opportunity to get an expand to a wide audience.

Rich: A lot of them come that way. The next most popular acquisition process for us is ads on Google. We found that to be incredibly powerful and quick and well-suited to us because we're Internet delivered service, and so putting some very well-targeted ads on Google or through Overture syndicating to other web portal search engines, the whole goal is to get folks to come to our site and do a free trial. Once they're in a free trial, we immediately that up with a direct phone call to the customer to help answer any questions. It's a consultative type of a sales process.

Stu: Why don't you talk about that free trial? If I want to sign up for that, what do I get?

Rich: You get Glance for a day, and it takes you all of a couple of minutes to sign up and you're good for a day, and you'll get a call from us very soon thereafter that says, "Gee, is there a particular need this might match? Do you have any questions?" And, invariably the customer number one loves to get a phone call, absolutely loves to get a phone call because they're often just starting to fumble through something and it's wonderful to have a voice of a real person on the other side saying, "How can I help you? Can I answer any questions?" There's always some questions, and typically customers close within two or three days.

Stu: Nice, let me ask you this – are there any downfalls to using Glance? Are there any things that are holding you guys back?

Rich: Well, we're certainly not doing everything that other folks in the web conferencing business service providers are doing. We are slavishly focused on simplicity and minimalism, but it is our firm belief that the vast majority of the market, that's all they really need and that's what they prefer because it's so simple and so fast and quick. Because of that also, I should also add that by keeping it simple and minimalist it also makes it extremely reliable.

Stu: Right.

Rich: So, we think we have a very nice segment of this market carved out. There are a lot of service providers in web conferencing Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm>

space, but we do find that most of our customers are coming to us because they say, "We don't need all those other features and we certainly don't want to pay for them."

Stu: So, what you've done is basically cut back all the bells and whistles of some of those other providers, cut down the price, made it real simple, made it real easy for the person who wants other people to see their screen and the people seeing their screen.

Rich: Yes, exactly. We have a saying up on the board, a quote from Josh Quickner from Time Magazine who was writing an article in this case for Time Magazine about Apple but it's equally applicable to this space that we're in. The quote goes like this, "The secret is knowing what to leave out, understanding that in the complex world of computers, less is way more." And, in this space of collaboration, that's our firm believe that for most people they just want something incredibly simple and very reliable, and in that case, that's worth a lot more than all the bells and whistles. So far, we have certainly proven it out.

Stu: I'm just thinking here with the two services, one where it's one to one and the other one is one to many. What happens if I'm doing one to many? Does everybody connect to it at the same speed? Is everybody seeing the screen at the same speed?

Rich: Well, the current version will update everyone's view as fast as the slowest person to connect. The advantage there is that nobody's ever left behind. If you use some of the big services, you will be amazed to find out that if you connect it at dial-up rate with some other folks that are broadband, the dial-up person can literally get minutes behind where everyone else is. So, we try for now to make it to make sure everybody stays on the same page at the same time, and we got some interested stuff downstream that will actually make it so that everybody gets the absolutely best possible performance they could have given. That's stuff for next year.

Stu: Let's talk into that. Where is Glance now going?

Rich: The whole focus will always be extreme simplicity. If we had some features and there will be some coming, they will only be optional features that people choose to add so we don't increase any complexity beyond what the person wants to have.

Stu: What would some of those be?

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, "**BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know.**" (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtofindseminars.com/consulting.htm>)

Rich: Just adding simple ways to annotate and control things, maybe not show a few applications that they would prefer not ever having shown, maybe showing only a portion of your screen – a few things like that. The really focus is always going to be on reliability and making the fastest possible update experience, so minimizing latency and always making sure it's bulletproof, reliable.

Stu: That's just awesome. I can not express enough how possible this is and I think a lot of people are going to be really excited about it. Just out of curiosity, if you can reiterate one more time, if I'm a marketing professional or a sales professional, how can Glance Networks, how can this service benefit me to make more money, to increase sales or to make the customers happier?

Rich: In both jobs, there's always the frustration of having to have a richer conversation than just a telephone affords, and if the alternative is telephone or travel, it's huge difference in cost of just getting there and the time required to get in front of the customer to have a face-to-face presentation.

Stu: Actually, I just want to cut in here, on your website you had an example of somebody who had saved a ton of money because of Glance, right, because of the travel?

Rich: I'm not sure exactly which one you're talking about there, but it's inevitable that if you talk about something that costs less than parking for a day in Boston, and you can use it for a month unlimited, the ROI is a no-brainer. What Glance makes possible is to make any phone call feel like you're sitting next to the person and to be able to make that happen literally in just a couple of seconds. I think the ROI is obvious.

Stu: You're just increasing the personal touch of the Internet.

Rich: Yes.

Stu: That's powerful. I want to thank you very much Rich. This has been awesome and I can't say enough about what a big fan I am of Glance. It's been an eye-opener for me as an entrepreneur, and it allows me to service a lot more people on a lot higher level, and I really thank you for time.

Rich: Thank you for your interest, and I wish you all the best. Take care.

Stu: Take care, Rich, bye.

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtofindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm>

I want to thank you for listening. This is Michael Senoff with [www.hardtfindseminars.com](http://www.hardtfindseminars.com) . If you want to get in touch with any of the people we interview please email me at [Michael@hardtfindseminars.com](mailto:Michael@hardtfindseminars.com).

**Site :** <http://www.hardtfindseminars.com>

**Title :** How to buy pre-owned Jay Abraham & Gary Halbert marketing books, seminars, audio tapes, videos for pennies on the dollar?

**Description:** If you've ever wanted to buy Jay Abraham and other marketing materials but thought they were too expensive, then here's a way you can buy them at huge discounts off their original retail cost. Also on the site is 117 hour of free audio marketing advice from expert marketing masters . Here's the story. I buy and resell very hard-to-find marketing seminars. I mainly buy from a well-known seminar promoter named Jay Abraham. People who attend his seminars pay between \$5,000, and \$30,000 a seat. Each person who attends one of his seminars takes home recordings of the event on audiotape, video, CD. They also get many other bonus items. The way I started this site was I wanted to go to a \$20,000 seminar, but did not have the money. I wasn't about to pay this kind of money for audiotapes of any seminar. So I did some research and found somebody who had a set of these tapes that I wanted and I got them for \$50. After I studied them, I sold them on auction on eBay for \$1700. My business was born. I now buy and resell these rare hard to find seminars to folks who don't have the money to go to the live events. There is a ton of free marketing and advertising content, download and internet tools on this site from marketing experts like Gary Halbert, Jay Conrad Levinson, John Carlton, Brian Keith Voiles, Martin Howey, Bill Myers, Carl Galletti, Ted Nicholas, Joe Vitale, The PR Doctor, Millionaire Mr. X, Taylor Trump, Herschell Gordon Lewis, Mr. Arthur Hamel, and many other marketing experts. This content is from some of the greatest marketing experts in the world. For more details go to the link <http://www.hardtfindseminars.com/AudioclipRights.htm>

---

**Site:** <http://www.executiveaudioinstitute.com>

**Title:** <http://www.ExecutiveAudioInstitute.com> offers you free rights to over 117 hours of downloadable audio interviews, marketing lessons and transcripts by Gary Halbert, Jay Conrad Levinson, John Carlton, Brian Keith Voiles, Martin Howey, Bill Myers, Carl Galletti, Ted Nicholas, Joe Vitale, The PR Doctor, Millionaire Mr. X, Taylor Trump, Herschell Gordon Lewis, Mr. Arthur Hamel, and many other marketing experts

**Description:** Street-smart marketing advice from marketing pros and business people who clawed their way to the top. Warning, not for the wishy-washy person who is looking for ways to make a few hundred dollars extra a week. This is an institute of learning and a shrine for serious marketing and business students only to learn how to dominate their marketplace using direct marketing and result getting advertising. It's a site accessible to any business who wants to train their Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm> salesmen, wife, employees or customers how to get more from their business. Web and marketing rights to this huge collection (117 hours of audio content, mp3 downloads, and transcripts) is available for the asking. This includes the rights to give away for free over 117 hours of downloadable audio interviews, marketing lessons and transcripts by Gary Halbert, Jay Conrad Levinson, John Carlton, Brian Keith Voiles, Martin Howey, Bill Myers, Carl Galletti, Ted Nicholas, Joe Vitale, The PR Doctor, Millionaire Mr. X, Taylor Trump, Herschell Gordon Lewis, Mr. Arthur Hamel, and many other marketing experts. This content is from some of the greatest marketing advice in the world. Details go to <http://www.hardtfindseminars.com/AudioclipRights.htm>

---

**Site:** <http://www.hardtfindads.com>

**Title:** Hard to Find Ads

**Description:** <http://www.hardtfindads.com> is the site to create compelling advertising copy that will shatter traditions and sales records from the world's largest editorial style advertising swipe file. This is **NOT** a course on copywriting... It's not theory ... not a transcript of philosophical debates about which words you should include in your headline ... or not even the explanation of benefits VS features. What's here are the **ACTUAL ADS** from the early 1910s, 20s, 30s, 40, 50s 60s and today and today (most over 50 years ago) by: On <http://www.hardtfindads.com>, you can get free access or 700 classic hard-to-find ads. Many of them are from the early 1900s. Other ads go up to the 1950s and '60s. A majority of the ads were found from one of the largest publications during the time. And most of the ads are in an editorial style format. An editorial-style ad can out pull an image-type ad 5-1, just because it's editorial People are used to reading editorial content like a newspaper article or a magazines story. So, I've deemed it editorial-type advertising because it's so powerful. It's an idea generator. If you want to create an advertisement for your business you can go look at the ads and get great headline ideas, get great openings for your first paragraph of your letters and great example to use for your advertising. It's the largest digital swipe file of its kind in the world. You can zoom in on the ads super-close and read every word. It's another great free resource from Michael Senoff.

---

**Site:** <http://www.idpen.com>

**Title:** \$500 to \$1000 a week part time from home making and selling police id pens. Free report how below.

**Description:** <http://www.idpen.com> Learn how I have made a very good part-time income each year for the last ten years by manufacturing and selling pens. For detailed information on how I got in to the pen business go to

<http://www.hardtfindseminars.com/aboutme.htm> . One pen I offer for resale is filled with invisible ink. This pen is used to effectively and safely write an owner's identifying and contact information in case of theft. The market is huge. Crime is

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtofindseminars.com/consulting.htm> skyrocketing each year and the stolen property departments of police departments are filled with valuable property that cannot be returned to their owners because the owners cannot be identified or located. You can help fill this huge gap in the market by assembling this unique pen at home and selling it to all types of outlets, such as police departments and other government entities, convenience stores and department stores, etc. The work is very easy and your hours are flexible. Log on at <http://www.idpen.com> for your free report, "How to earn \$10,000 a year from home with my unique crime-fighting pen." Go to <http://www.idpen.com> to listening to how you too can profit in my pen business. Hear actual recordings of customers calling to place orders for my police id pens and hear free marketing lessons on how to sell them.

---

**Site:** <http://www.ClaudeHopkinsAdvertising.com>

**Title:** Claude Hopkins Rare Ad Collection See & study 57 actual print ads

**Description:** Claude Hopkins Rare Ad Collection See & study 57 actual print ads. Claude Hopkins is known as the greatest copywriter of all times. He had a career back from the early 1900s all the way to the 1950s. There are several books out on the market by Hopkins. One is called "My Life in Advertising" and the other is called "Scientific Advertising." These are two of the greatest books on the subject of advertising and marketing ever written. I would recommend them to anyone who wants to get a great fundamental education on marketing and copywriting. Claude Hopkin's books talk about all his life experiences that he went through and his most successful advertising campaigns. Up until now his ads have never been found. I went out and researched with the help of a research historian and located 60 of his lost original print ads from the early 1900s. These are the same ads he talks about in his two books. These ads were extremely hard to find. It's the world's largest collection of Claude Hopkins' print actual ads. I decided to share this collection with the world, so we built an entire course around this rare Claude Hopkins Ad collection. These ads are for serious copywriting students only. <http://www.ClaudeHopkinsAdvertising.com>

---

**Site:** <http://www.BigDUniversity.com>

**Title:** Big D University is all about creating a fun, exciting atmosphere for kids who have a strong desire to ask questions about business and money.

**Description:** Big D University takes questions from kids all over the world and submits them to the world's leading experts for answers. These experts (Big Daddy Professors) volunteer their time, experience, and knowledge by recording their answers on to a toll free hotline. Then, this expert advice is transferred to the Big D University web site and is made available through streaming audio to all the kids who come to learn about business and money. Big D university is the only University that enrolls kids based on what they don't know. Go now to to <http://www.bigduniversity.com>

---

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtofindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, "**BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know.**" (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtfindseminars.com/consulting.htm>)

**Site:** <http://www.monicoproducts.com>

**Title:** Monico Products Your source for (UV) Black Lights, Pen & Marker Inks, Pen Parts, Short Run Pen Assembly, Pen Imprinting,

**Description:** If You're Looking For (UV) Black Lights, Pen & Marker Inks, Pen Parts, Short Run Pen Assembly, Pen Imprinting, Special Ink Formulations or Anything Related to Making, Packaging, Selling or Marketing Pens, You Are at The Right Web Site! Monico Products is the original name of my pen manufacturing business site. On the site I list all my pen products and pen manufacturing related services. Products can be purchased at the site. I also sell a line of Ultra Violet lights. I manufacture one pen that marks valuables with invisible ink. For example, you can mark your driver's license number and your identity on your valuable property in case it's stolen. This pen replaces the need for those vibrating engravers. UV lights are a natural complementary product to sell with the id pens because you need the UV lights to see the markings. The site also offers valuable free tips and reports on how to identify counterfeit currency, credit cards and how to spot bad checks.

---

**Site:** <http://www.fingerprintpen.com>

**Title:** Instant finger print pen takes child finger prints anywhere and on any paper Guaranteed to Work...Without Messy Inks

**Description:** New and easy way to obtain FBI quality fingerprints anytime, anyplace, on anyone, using any paper, without messy inks or stickers, totally non-toxic and requires no messy inks. It can be used to take up to 200 fingerprints and comes with a 5-year guarantee. Here is one of my web site used to promote and sell my amazing new finger print pens..."Introducing a quick and easy way to get FBI quality fingerprints anytime, using any paper, without messy inks" Guaranteed or triple your money back..." My Fingerprint Pen is everything you need to start obtaining perfect FBI quality fingerprints anytime, any place, on anyone, using any paper without messy inks, stickers or contraptions and it's...backed by my triple your money back Guaranteed". See how it works at <http://www.fingerprintpen.com>

---

**Site:** <http://www.senoff.com>

**Title :** How to buy pre-owned Jay Abraham & Gary Halbert marketing books, seminars, audio tapes, videos for pennies on the dollar?

**Description:** If you've ever wanted to buy Jay Abraham and other marketing materials but thought they were too expensive, then here's a way you can buy them at huge discounts off their original retail cost. Also on the site is 117 hour of free audio marketing advice from expert marketing masters . Here's the story. I buy and resell very hard-to-find marketing seminars. I mainly buy from a well-known seminar promoter named Jay Abraham. People who attend his seminars pay between \$5,000, and \$30,000 a seat. Each person who attends one of his Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtfindseminars.com/consulting.htm>

**FREE GIFT:** A copy of our newest blockbuster, **"BEHIND CLOSED DOORS: 21 Insider Consulting Secrets You're NOT Supposed To Know."** (86 pages the most revealing, proprietary secrets on the subject of business consulting that exists anywhere at <http://www.hardtofindseminars.com/consulting.htm> seminars takes home recordings of the event on audiotape, video, CD. They also get many other bonus items. The way I started this site was I wanted to go to a \$20,000 seminar, but did not have the money. I wasn't about to pay this kind of money for audiotapes of any seminar. So I did some research and found somebody who had a set of these tapes that I wanted and I got them for \$50. After I studied them, I sold the on auction on eBay for \$1700. My business was born. I now buy and resell these rare hard to find seminars to folks who don't have the money to go to the live events. There is a ton of free marketing and advertising content, download and internet tools on this site from marketing experts like Gary Halbert, Jay Conrad Levinson, John Carlton, Brian Keith Voiles, Martin Howey, Bill Myers, Carl Galletti, Ted Nicholas, Joe Vitale, The PR Doctor, Millionaire Mr. X, Taylor Trump, Herschell Gordon Lewis, Mr. Arthur Hamel, and many other marketing experts. This content is from some of the greatest marketing experts in the world. For more details go to the link <http://www.hardtofindseminars.com/AudioclipRights.htm>

---

**Site:** <http://www.michaelsenoff.com>

**Title :** How to buy pre-owned Jay Abraham & Gary Halbert marketing books, seminars, audio tapes, videos for pennies on the dollar?

**Description:** If you've ever wanted to buy Jay Abraham and other marketing materials but thought they were too expensive, then here's a way you can buy them at huge discounts off their original retail cost. Also on the site is 117 hour of free audio marketing advice from expert marketing masters . Here's the story. I buy and resell very hard-to-find marketing seminars. I mainly buy from a well-known seminar promoter named Jay Abraham. People who attend his seminars pay between \$5,000, and \$30,000 a seat. Each person who attends one of his seminars takes home recordings of the event on audiotape, video, CD. They also get many other bonus items. The way I started this site was I wanted to go to a \$20,000 seminar, but did not have the money. I wasn't about to pay this kind of money for audiotapes of any seminar. So I did some research and found somebody who had a set of these tapes that I wanted and I got them for \$50. After I studied them, I sold the on auction on eBay for \$1700. My business was born. I now buy and resell these rare hard to find seminars to folks who don't have the money to go to the live events. There is a ton of free marketing and advertising content, download and internet tools on this site from marketing experts like Gary Halbert, Jay Conrad Levinson, John Carlton, Brian Keith Voiles, Martin Howey, Bill Myers, Carl Galletti, Ted Nicholas, Joe Vitale, The PR Doctor, Millionaire Mr. X, Taylor Trump, Herschell Gordon Lewis, Mr. Arthur Hamel, and many other marketing experts. This content is from some of the greatest marketing experts in the world. For more details go to the link <http://www.hardtofindseminars.com/AudioclipRights.htm>

**Notes:**

Here's a **quick and easy** way you can get into the business consulting field, work from home and make big money. Listen to interviews, case studies and actual how to consultant training at <http://www.hardtofindseminars.com/consulting.htm>