STEALTH INTERNET MARKETING SECRETS

● Insider Secrets from the Experts
  Who Are Making Millions on the Internet Today!

Revised Edition
WWW.CASHMASTERS.COM

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INTRODUCTION

I'm really excited to have you here with me sharing in this information because I truly believe - without a doubt - that this "all meat and no fluff" e-course can literally change your financial future.

Having said that however, you need to understand that in order to change your future, you have to start by taking some sort of action.

That's why it's imperative that you realize right from the start that you can't just read this course... that won't do you any good.

You have to put the information I'm about to share with you into action.

Action produces results!

Are you willing to do that? Are you willing to learn some new skills over the next few days and then put those new skills into action?

You are?

Good... then let's get crackin' and start makin' some moolah!

So... what is this stealth marketing tactic that's guaranteed to bring more visitors and more profits in for your business?

Well, it's a closely guarded secret that very few marketers are willing to share.

It's the power of article promotion!

You see, one of the most effective ways you'll ever discover for bringing more traffic to your website is simply by writing highly targeted,
informative, entertaining articles that can be freely distributed throughout the Internet.

This e-course is going to take you step by step through the process and show you exactly what you need to do and how to do it efficiently and effectively to consistently build your traffic and ultimately increase your sales.

The truth is, I literally bring hundreds of new customers to my websites each and every day just from writing a few articles each week that specifically relate to various niches I'm involved in.

Best of all, once you've written an article, they become a viral marketing tool for years to come (as you'll soon see).

Plus... add to that the fact that each and every article you write can also be added to your website as content for the search engines, and you'll quickly begin to see just how powerful this stealth marketing tactic can become to quickly put more cash in your pocket.

In later lessons, we're also going to discuss how you can turn the articles you've written into ingenious "viral marketing tools" that will attract a lot more traffic, establish your credibility in your niche', and ultimately make a lot more sales.

Unfortunately, I can hear many of you now...

- "I can't write!"
- "I hate to write!"
- "I failed English class and I can't even spell!"

And I say... Boloney!

Everybody can write... And I'm here to help you on your journey...

In actuality...
• If you've ever written an email to a friend or family member -- you can write!
• If you've ever written a little apology to your spouse -- you can write!
• If you've ever written an essay for school -- you can write!
• If you've ever written a complaint about poor customer service, then you can write!
• If you've ever jotted down your "favorite recipe" and gave it to a family member or friend -- you can write!

The list goes on and on...

And just for the sake of argument, let's say you've never written one "semi-intelligent" letter or article in your entire life... Then it's time you started learning how to write.

It's that important!

Really! It's time you give it a little practice! It gets easier with practice.

Lesson #1 - the Internet is the "Information Highway". Folks are logging onto the Internet to look for information -- plain and simple.

It's your job to provide them with this information if you're going to have any success online. I just cannot stress enough the importance and the overall benefits you'll receive from being able to create some quality, entertaining articles (and content) on your own so... Just do it! You'll thank me down the road.

So, let's get started...

Right now, I'd like to offer you a condensed, brief crash course on article writing and quickly demonstrate to you how these little "viral goldmines" can instantly increase your traffic and sales.

First -- How To Write A Great Article:
Forget Everything You Were Taught In English Class. Writing Articles Is "Meatball Writing". You Want To Write In Your Own Style And At An 8th Grade Reader Level.

- Don't try to impress your readers with your sheer intelligence.
- Don't use big words when you can use much simpler, shorter words that have the same meaning.
- Don't bore your readers! Add some sizzle and spice.
- Be unique and show your personality! Don't be afraid to be yourself.

Each Article You Write Should Be Approximately 700-1000 Words

- Always keep your articles short, sweet, concise... and to the point.
- When adding articles (as content) to your website, you can make your article as long as you'd like, however when submitting these articles to article directories to promote your website (we'll discuss in a moment) you want to follow their strict guidelines which usually involve a specific maximum word count and format.
- Use bulleted points and break up lines of text with transitional effects like this... and this -- or use (parenthesis like this) to make it easier on your reader's eyes.

- A well written article should consist of short sentences and short paragraphs, bulleted points and sub-headings, each addressing a specific point of topic in your article.

Stay Focused On Your Topic And Provide Useful Information

- Quality is most important! Do your research and write your articles to educate your readers.
- Folks like it when you're specific... so give them specifics. Offer links to additional resources if needed.
- Use popular search engines like Google and Yahoo to read over similar articles and find websites focused on your subject to research your topic.
IMPORTANT: There's nothing illegal or unethical about using information you've discovered from another article or website to create an article of your very own. Just remember -- NEVER copy someone else's work word for word. This is copyright infringement. You can take notes from an informative article you've read and use that information to write your own article just as long as you put things into your own words.

- For example:

Let's say you wanted to write an article titled...

"How To Effortlessly Sweep Your Spouse Off Her Feet -- Wine Her And Dine Her - And Make Her Wonder Who The Great Imposter Is - All For Less Than $16."

What you should do is:

- List everything you already know about this subject in an easy to reference list.
- Next, go to Google and do a few searches on the topic. I'm sure you'll find several listings related to the subject. Yes, you might have to be clever in your search, but rest assured -- you'll find the info if you dig deep enough.
- Then, read over the best of those articles and websites you find and make yourself an ultra-resourceful list on your topic.
- Finally, take your notes and construct your own article in a simple, easy to read format.

That's all there is to it.

IMPORTANT TIP: You want to provide superior, quality information in
each and every article you write. Having said that, you also want to try to be somewhat clever in your approach.

The best articles I've written provide great content but also leave out some additional information that your reader would love to have in order to truly benefit completely from your knowledge and expertise.

Let's use our example from above once again:

"How To Effortlessly Sweep Your Spouse Off Her Feet -- Wine Her And Dine Her - And Make Her Wonder Who The Great Imposter Is - All For Less Than $16."

- You might write about properly preparing for the occasion in advance -- how to be sure you have a baby sitter lined up for the kids, no guests stopping by unexpectedly, your entire menu planned out, etc...
- You may write about how important it is to have her favorite fresh flowers and her favorite music playing when she arrives home... Setting The MOOD!
- You might discuss the benefits to including a "special" little present that you know she's mentioned wanting recently...
- You can include tips on how to dress for the occasion -- why putting on a shirt and tie would really impress her and show her how serious you are about the special occasion...
- You can mention how to properly set the table with candles and fresh fruit, what types of wines go best with what dishes, some delicious romantic "finger foods" you can prepare, and how to layout the table settings perfectly...
- And FINALLY, you can mention how important it is to prepare the perfect meal for the occasion...

And Here's The Sales Pitch: Every article you write can include a "resource box" at the end of the article. A resource box is basically a few lines of text that provides a little "snapshot" about the author of the
article. This resource box also allows you to include a subtle "PLUG" about you, your website, your newsletter, etc.

It's extremely important not to abuse your resource box with blatant plugs and sales pitches. It's also extremely important that you NOT try to sell anything directly from your article content. Just write a quality, informative article and that's it!

When preparing your resource box, you'll want to do so in the third person context. For example, if I were to write the article above, I would include a resource box at the end of the article something like this:

NOTE: links below are not functioning and are used for demonstration purposes only.

Do you see why that resource box is so powerful?

I just wrote an article about how to "WOW" your mate with a nice romantic evening, included dozens of helpful tips to accomplish the task, gave specific instructions (just like the title promised), and closed with a paragraph about the importance of cooking up a great meal to top off the evening.

Now... when someone reads my resource box, it explains how they can visit my website and find all sorts of delicious recipes. Because they were interested enough to read my article, they now understand how equally important the "perfectly prepared meal" is to the occasion.

Do you think they'll click through from one of the links in the resource box to our website?

Absolutely!!!

Plus... If they're already a "Master Chef" they also have the option to
easily (with just a blank email sent by clicking on the link) sign up for a FREE e-course.

Brilliant... No?

- Spend 50% of your efforts on the "TITLE" of your article. This is extremely important. If your title isn't full of benefits for it's readers, chances are the article won't even get read... so spend a lot of time on it!

  The above point is EXTREMELY important! The title of your article will decide it's success or failure -- plain and simple!

Here are two of my favorite ways to insure you create a killer title for your article:

- **Ask a question in the title. For example:**
  
  -- Do You Make These 4 Stupid Mistakes When Asking Someone Out On A First Date? This May Be The Reason You're Sitting Home Every Weekend!

  -- Are You Embarrassed To Smile? Try These "Secret" Home Whitening Remedies And Never Be Ashamed To Show Those "Pearly Whites" Again!

  -- Are You Tired Of Searching For Your Perfect Soul Mate? Take This Romance Quiz And Find Out Where You're Failing...And How To Correct It!

  -- Is Your Spouse Having An Affair? Discover These Three "Dead Giveaways" And You'll Immediately Know For Sure...

- **Offer "How To" advice. For example:**
-- How To Win Back Your Old Flame's Affection In Three Easy Steps
- Do This And You'll Quickly Mend Your Broken Heart!

-- How To Effortlessly Sweep Your Spouse Off Her Feet -- Wine Her And Dine Her -- And Make Her Wonder Who The Great Imposter Is -- All For Less Than $16.

-- How To Win The Heart Of That "Special Someone" Using These Five Simple Questions -- Best Of All... They'll Never Realize You've Cast Your Magic Spell!

Here are a few additional pointers when it comes to writing titles for your articles:

Be very specific:

-- Three Keys To A Successful....
-- Four "Ultra-Resourceful" Ways You Can....
-- Seven Crucial Steps To Take To...

Or...

... In Only 3 Days Or Less!
... In Just One Weekend!
... For Under $10
... Just Listening To Your CD Player While Driving Home From Work!

For example... Don't just say:

"Your Family Will Love My Famous Homemade Spaghetti And Meatballs Recipe -- Guaranteed!"

But instead say:
"Discover "Grandma Lucia's" Traditional Pasta Recipe... Spaghetti And Meatballs... Still Being Served Daily In Her Sicilian Pasta House -- Prepared In **Under 20 Minutes** For Less Than $4 Bucks A Serving -- Deliciouso!"

If you sell electronics on your website and plan to write an article on installing a home theatre system... Don't Say:

"Discover My Clever Little Secrets To Installing A Home Theatre System In Your Home"

**But instead say:**

"Learn How To Install Your Very Own Home Theatre System In Under Two Hours -- NO TOOLS REQUIRED -- For Less Than $50... Using Only The Equipment You Already Have In Your Home!"

You get the idea? Be very specific in your title and clearly state the benefits of reading the article in the title. Benefits... Benefits... Benefits...!

**Be specific! Don't say several ways you can learn how to do something:**

= say 5 ways  
= or 10 ways  
= or 3 ways.

**Don't just say quickly and easily:**

= say in less than two hours  
= in only a weekend  
= no tools required!

**Use the word "YOU" as often as possible in your title.** People want to know "what's in it for me if I read this?" By using the word "YOU", it's a psychological trigger that tells them that there is something in it for them.

Okay? Let's do one more...
Let's say you have a website selling pet products. You're capture page (homepage) is all setup to capture a customer's email address by offering a free report and free e-course about a topic related to pets.

Now, let's take things one step further and let's assume you want to write an article that you can submit to several article directories (FREE) to get a rush of traffic to your site. Here's the type of article you might write:

"Discover 3 Safe And Natural Remedies Guaranteed To Rid Your Home Of Fleas In 5 Days Or Less Using Only Five Basic Ingredients Found Right In Your Pantry -- Plus Save Over $200 A Year On Harmful Pesticides.

Or here's another...

Discover An Amazingly Simple Yet Effective Shortcut To Housebreak Your New Puppy In 7 Days or Less...Spending Only 10 Minutes A Day!

Be unique, entertaining -- and show off your personality!

In my opinion, this one element of writing to a targeted audience is critical. Think back for a moment to when you were in school. I'll bet you remember a favorite teacher or professor who you just absolutely loved learning from.

Why?

Usually, it's because of their personality -- one that seemed to shine through in their teaching. In it's simplest terms, learning is boring! Most folks hate the thought of learning something new. It's a painful experience. So it's your job to ease the pain and make the learning process fun and entertaining while still providing quality content.

Once you master this skill, you'll have a dedicated following of readers
who will look forward to each and every article (or email) you write.

Don't be afraid to be yourself and offer a little bit of humor once in a while. Show folks that you're a real person and not some robot hiding behind a computer screen.

Don't try to be someone or something you're not! Your readers will see right through you. Just be yourself and you'll be appreciated for it... guaranteed!

Okay then... Understand?

That about sums it up for my "crash course" on writing a good article.

Once you've created some informative and entertaining articles.... then it's time to "set them free" onto the Internet...

How To Submit Your Articles To Article Banks, Ezine Directories And Publishers To Grab Immediate Traffic To Your Website

Before you pitch your articles to anyone, you must read their guidelines carefully! Failing to follow the set guidelines for posting/submitting your article will usually end with straight out rejection.

Articles Banks And Directories

My first recommendation is to start by submitting your articles to article directories. Article directories are - by far - the very best FREE resource to gain quality links and traffic back to your website.

Now, instead of simply providing you with a list of hundreds of article directories, I'm going to offer you one ULTRA RESOURCESFUL "invaluable" resource in just a moment. This one resource will submit your article to many of the most popular directories on the web for you... FREE.
But first... I want you to truly understand how this will benefit you...

Here's how -- You create one article and then have it submitted to thousands of publishers and/or directories with only a few clicks of your mouse.

Sound profitable and easy? Well it is!

Once you've done this, you'll have thousands of links all across the Internet, each pointing back to your website... again FREE!

Submit two, three, five, ten articles and you'll start building back links to your website in no time.

I can only hope you're beginning to grasp the sheer power and viral effects of this type of marketing...

Best of all, you can also allow other webmasters to use your articles on their website for content -- including your "resource box" (you remember the resource box... don't you?) which will always remain in tact and unedited -- providing multiple links back to your website, newsletter subscription form or alternate opt-in offer.

In my humble opinion, this is by far the best way to grab hundreds of page visits to your website, plus build your opt-in list quickly and easily -- all on a zero budget!

NOTE: Not only can you write an article and have hundreds of webmasters from all across the Internet use your article for content on their website, but you can also use other author's articles on your own website as well.

Remember, search engines love content! So when you're just starting out building a new website, you'll need to have quick content. One of the best sources for quick, fresh, quality content for your website is by using other author’s articles on your site.
For example:

Let's assume we need some content for our website. We could start writing some articles that would pertain to our "niche" and add them to our website as we progress along.

But the problem is time! How many "QUALITY" articles can we write in a week? It takes some time and effort to produce a quality, informative and entertaining article. And time is something we're a bit short on when just setting up a new site. We want to get our website riddled with high quality content ASAP!

So what do we do?

We browse a few article banks and grab some free articles written by other authors and add those articles we find interesting to our website.

The important thing to remember is that we only want "Top Shelf" quality, laser-targeted articles that will fit perfectly into our niche' website.

The only requirement is that we include the author's resource box in the article.

No problemo! We'll gladly credit the author of the article for their work. They'll, in turn, receive some quality links from our website and we've just grabbed INSTANT Content for our site as well. Sounds like a lucrative trade... wouldn't you agree?

Extremely POWERFUL Stuff Here Kids!

And what's even more powerful is the fact that once we begin writing our own articles and submitting them out into the article banks and directories, we'll reap the same rewards from other webmasters looking to add content to their websites.

Perhaps they'll use a few of our articles...
It's a win-win situation for everyone involved!

From the webmasters point of view:

- They receive quality, informative content for their website
- Their website will increase in the search engine rankings (search engines love sites with a lot of fresh, updated content on a regular basis).
- Their site will be of greater benefit to its customers and visitors because of the quality of information it will provide.
- They'll receive more "repeat traffic" from the continuously updated, fresh, entertaining content they can add regularly.
- More and more webmasters will refer traffic to their website because it becomes a valuable resource on the web -- and more traffic ultimately leads to more sales.
- This will increase their "Link Popularity" and ultimately increase their search engine rankings and traffic as well.

From the author's point of view:

They receive hundreds (even thousands) of links from related websites through the articles being published on other websites with similar topics.

They'll gain credibility and recognition in their niche' as a respected author and expert in their field.

They'll likely open up new doors of opportunity -- such as ezine publishers and alike who may want to reprint their articles in one of their monthly ezines or similar websites who may want to trade links for increased traffic.

- More affiliate promotions and joint venture opportunities.
- More overall exposure for their website, products and services.
- Increased opportunity to build their mailing list, newsletter subscription or opt-in offers.
Etc., etc., etc...

And that's just a few of the countless opportunities that can arise from writing your own articles and content.

**Right now, let me explain more about this "stealth" marketing tactic by giving you just one quick example...**

Let's say I've written an article to promote traffic back to my website "Cooking On A Budget" and I'm planning to submit the article to dozens (maybe hundreds) of article directories. The title of my article might read something like this:

"Discover "Grandma Lucia's" Traditional Pasta Recipe... Spaghetti And Meatballs -- Still Being Served Daily In Her Sicilian Pasta House -- Prepared In Under 20 Minutes For Less Than $4 Bucks A Serving-- Deliciouso!"

Now, I've written a brilliant article full of benefits to the reader. At the closing of my article (as we discussed), I've left the reader wanting more information about the subject (REMEMBER - Informative but incomplete... leaving the reader wanting more).

And also... At the end of my "brilliant and entertaining" article, I've also added my resource box plugging my website and free e-course like the resource box below:

**Ezine Publishers:**

In addition to using Article Marketer, I would then locate several targeted ezines focused on my "Niche" (cooking) and send an email to the publisher of the ezine informing him or her that I have a great article that I feel would be of great benefit to their readers.
Ezine publishers are constantly looking for quality and entertaining content to add to their ezines and our article just might "wet their whistle" this time.

Don't get me wrong, it can be a difficult task (especially those ezines that are well established and have very large circulations) but it's not impossible -- and all it takes is an email to the publisher. The worst thing that can happen is they say no or simply don't respond back to us with any interest...

The best scenario...

Our article is accepted by an ezine publisher because of its quality, informative, entertaining content and we now have the potential for tens of thousands of visitors to our website -- FREE!

Then, all you want to do is **capture the email address** of each and every visitor who arrives at your website!

A simple, yet powerful way to generate additional sales!

Dear Lord! If that's not sheer and utter excitement than I'm afraid you're dead -- NO heartbeat -- and I suggest you visit your family doctor immediately!

Right now we've only just begun to implement our clever little marketing strategies so hang on! - We're going to shift into high gear and really discover how to explode our sales and profits with our articles...

**Contacting Ezine Publishers**

It's very important... when contacting ezine publishers that you act in a professional manner when submitting your articles to them for their review. Trust me when I tell ya... No ezine publisher with half a brain will want to use your article in their publication if you don't follow a few simple yet extremely important guidelines.
Remember -- They've worked long and hard - **years perhaps** - on building credibility with their loyal list of subscribers and they won't take any chances on messing things up! You should (at the least) respect them for that!

So again, remember these few guidelines when contacting them:

1. **Be Professional.**
2. Make the process of including your article in their ezine as **simple as possible.**
3. Make sure your article stands "head and shoulders" above any competition by providing **"top notch" information.**
4. **Format your article** and the email itself in a professional manner.
5. Before sending your email to the publisher with your request for inclusion of your article, **be sure you've read several back issues of their publication** so you can become familiar with the ezine (look through the archives on their website and subscribe to the publication as well).
6. Don't hesitate to tell the publisher how much you've enjoyed their ezine and offer **one or two specific examples** if possible (a little sucking up can go a long way as long as you don't overdo it ;-) )
7. **Include all the information the publisher will need** about you and your article in an easy to understand format.
8. Be sure to fully explain any "Affiliate Promotions" that they can earn **commissions from** and offer to sign them up for your affiliate program at their request.
9. Be sure to explain the affiliate structure and don't be afraid to offer a publisher **more commissions than you would normally offer other "standard affiliates" for the same sale.**
10. **Most importantly, be sure to include the article in the body of the email.** NEVER send the article as an attachment! With the risk of viruses and alike being sent out by the millions daily, everyone is now becoming more and more hesitant about opening up attachments in their email.
Here is an example of what your email to the publisher might look like...

Dear Mrs. Jones,

I've been an avid reader of your ezine for several months now and really enjoy the quality of information you continue to provide in each issue. I especially enjoyed the article from your November, 2005 issue titled:

"Seven Simple Ways To Save $300 A Month On Your Food Budget - Without Sacrificing Taste!"

I myself own and operate a website related to cooking and I'd welcome the opportunity to have my most recent article published in your ezine.

Knowing first hand that quality, informative content is the key ingredient in each and every issue you publish, I'm certain you'll not only appreciate the article, but also welcome the opportunity to share it with your subscribers.

Furthermore, because your ezine is one of the few that actually provides a unique section specifically designed to offer easy yet tasteful recipes that anyone can prepare, I think my article would make a perfect fit.

Most importantly, we do offer a 50% commission on all cookbook sales via our affiliate program and I'd be more than happy to extend a more lucrative offer your way. I think a 70% commission to you (instantly via PayPal) on all sales would surely be a very lucrative opportunity for you.

I'd also be eager and willing to have the article below coded with your affiliate links to save you the time and effort. Just let me know how you'd like to approach this, and again.. I'll be more
than happy to accommodate your needs.

You can also sign up for our affiliate program manually if you prefer at:

http://www.mywebsite/affiliates/

**NOTE:** All commissions are paid twice weekly via Paypal so you will receive your commissions quickly and easily online.

Thank you in advance for your consideration and I look forward to hearing from you soon. Keep up the great work!

I've copied and formatted the article below for your review.

David Nayavich
dave@mywebsite.com

------------- Begin Article -------------

"Discover "Grandma Lucia's" Traditional Pasta Recipe... Spaghetti And Meatballs -- Still Being Served Daily In Her Sicilian Pasta House -- Prepared In Under 20 Minutes For Less Than $4 Bucks A Serving-- Deliciouso!"

AUTHOR: David Nayavich
WORD COUNT: 727
WRAP: 65
URL: http://www.mywebsite.com/article120.htm
CATEGORY: Cooking
COPYRIGHT DATE: 2006

Formatted at 65 characters per line.
This article will pass safely through most email filters.

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Publishing Guidelines: You may publish this article free of charge in your ezine, web site, ebook or printed publication as long as the copyright notice and the resource paragraph (at the end of the article) are included.

You have authorization to re-format this article to your publishing requirements as long as no changes are made to the original text.

A courtesy copy of your publication or web address where this article is published would be appreciated -

dave@mywebsite.com

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------------------- FEATURE ARTICLE -------------------

"Discover "Grandma Lucia's" Traditional Pasta Recipe... Spaghetti And Meatballs -- Still Being Served Daily In Her Sicilian Pasta House -- Prepared In Under 20 Minutes For Less Than $4 Bucks A Serving-- Deliciouso!"

You would place your article text here....

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About The Author:
About The Author: David Nayavich is a cooking enthusiast and romantic. His website at http://www.mywebsite.com offers simple yet delicious recipes for creating the perfect candle light meal for that "special person" in your life. David's Free E-course "Candle-Lite Chronicles" is jam packed with tips and techniques guaranteed to "Spark" a hotter flame in any relationship. Subscribe by sending a blank email to: mailto:myemail@myautoresponder.com or at http://www.mywebsite.com

IMPORTANT: Feel free to substitute your affiliate links in place of any links in the resource box as well. Earn two-tier commissions from every sale you refer.

Now, let me ask you another question...

What do you think will happen to your "hit counter" if the publisher of a popular ezine decided to take you up on an offer and publish your article (complete with our resource box) in their ezine?

Yup... You guessed it! Your hit counter will spin out of control. Then, as I mentioned previously, your only job at that point would be to make sure each and every single visitor who clicks through to your website from the resource box opts into your list!

A simple recipe for huge profits!
Now understand, not everyone on these lists above will accept articles at this time, and not every ezine directory will tell you which ezines are -- or are not -- accepting articles, so it will be a bit of a process in finding out which ones do and don't. But the end result from your efforts will pay off in a big way!

And there you have it my friend...

Being able to write informatively online is imperative to your success. Just like learning how to drive a car, in my opinion, is necessary in the real world.

"Can you get around in the real world without knowing how to drive a car? YES -- you can!"

But you'll have to rely on a lot of others to get you where you want to go!

Good luck in all your ventures.
OTHER PRODUCTS WE OFFER:

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We wish you the best of luck in all your endeavors.