

Title:

The Newbie's Guide To Profiting Online Part 5

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Summary:

How To Sell

There are plenty of creative ways that you can start marketing your products to potential customers.

Keywords:

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Article Body:

There are plenty of creative ways that you can start marketing your products to potential customers.

Keep in mind, these methods I've outlined for you below are just basic descriptions and there are many more.

The Traffic Method

Using traffic exchange sites is a great way to begin sending floods of visitors to your online business.

An alternative is to pay for traffic if this is in your budget. Understand though that just because you pay for traffic doesn't mean you will automatically succeed.

The Forum Method

This is a pretty simple, but effective method. Forums have long been an incredible source for finding customers.

Everything isn't always about selling, even though this is your main goal. There are plenty of ways to help others.

You must be prepared to give something away, even if it's just your own experience, friendly advice, or a helpful link.

The Blogging Method

Starting your own blog is not only easy, it can also be very therapeutic. And in some cases you can even make money.

Or you could place banner advertisements on your blog and even charge others for placing their ads on yours.

The Affiliate Method

By far, this is the most inexpensive and easiest method to use. Every single day people just look for deals.

Otherwise, if you fail, they do too and no money is made for either end. A word of caution though, be sure you are promoting quality products.

The Auction Method

Another popular method for newbies and experienced sellers alike. Explosive sites like eBay have made this a very popular method.

To sell through an auction site all you need is an account through the site itself, which is not too difficult to set up.

The "Upsell" Method

Upselling is a tactic in where you offer a product to your customers, they purchase it, and then you offer them a more expensive product. Using the lite version of the product, you can give it away as a free gift and then those people will purchase the more expensive product.

#### The Back-End Method

This method is very popular in the ebook information industry. What it does is gives you the product for free. Imagine, if you will, having a product that you can not only resell over and over again, but you can also give it away for free. It's a very easy way to earn extra money after the first sale when you have a good product with a high profit margin.

#### The "FireSale" Method

I'm sure you have seen this or at least heard of it before. This is when a company or organization sells off their inventory at a very low price. Firesales have gained in popularity because of the sheer amount of profits being pulled in from the sale of the inventory. It's a very easy way to burn out, or run it's course.

There are some marketers that sell products online who dismiss these types of sales and never take advantage of them. In addition, you'll need to have your own domain and web space that allows you to upload and sell your products.

#### The Membership Method

Creating your own membership site is a very profitable business. It also creates a stable flow of income. Consider this, you could utilize a content management system such as PostNuke or Mambo and run a membership site. It's not a very difficult method to use, but it is quite time consuming. And there is a lot of competition.

#### The "Recycle" Method

Recycling old products for profit is not a new idea. People have been doing this with paper, clothing, and other items. When you offer a used physical product for sale, you offer it one time, get paid one time, and then you recycle it. In other words, they recycle them and are able to take something that's been on the market for a long time and sell it for a profit.

#### The Viral Method

Ever heard the saying, "You don't get something for nothing."? Well, this method power-blasts your product. You create your own unique product on whatever topic you decide on, add lots of good information, and then you let it go. So how the heck are you suppose to profit after the downloaders have changed all those links?

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