



FREE REPORT

10 STEPS TO ENTREPRENEUR SUCCESS

1. Organize your marketing and advertising into a plan. Create a list of daily, weekly, monthly and all other future promotional plans. Try to follow your plan step-by-step every day. This will free up your time by being more systematic and organized. If the plan isn't working, don't be afraid to tweak it some.
2. Buy Internet business books, e-books, join industry memberships, etc. Study and learn all the marketing and web site promotional ideas you can. For example, take notes either while you're reading an e-book, or afterwards. Write down a list of tips you could apply or use for your own business.
3. Stop procrastinating and start finishing all your business tasks. Do one at a time. Don't get caught up thinking that you can never get them all done. Make a list. Do the easiest or most crucial one first and move down the list. Cross off each task as you complete it.
4. Analyze all your promotional efforts. Concentrate on the ones that work and drop the ones that don't. Don't waste your valuable time. For example, if you have an affiliate program that hasn't made a sale for two months, drop it or test a different ad. You want all of the 'real estate' space on your web site making some kind of profit for your business.
5. Outsource part of your workload to save time and money. You can spend more of your time and money promoting your business. You'll save money on employee

costs, space costs, training costs, etc. Keep the work you enjoy doing to keep you motivated and ship out the work you don't like.

6. Join clubs related to your area of business. You could trade leads with other businesses. Learn new ways to run your business and sell your products. You could also create your own online business club. You could provide private chat rooms, message boards, articles, etc.

7. Let people know anything about your business history. They'll feel more comfortable if they know who they are really buying from. You could tell them when you started your business, why you started your business, what kind of training you've had, how many employees you have ,etc.

8. Develop a relationship with all your web site visitors and direct sale customers. Tell them how much you appreciate them visiting your web site or buying your product. Invite them to online and offline events like free chat room classes, parties, dinner gatherings, business events, etc.

9. Improve your customer service on a regular basis. Try out new technologies that make it easier to communicate with your customers over the net. For example, you could communicate with your customers or visitors by phone, instant message, web site messages, chat rooms, message boards, video conferencing, fax, e-mail, etc.

10. Hire a business coach to help improve you and your business. That could help increase your sales, motivate you, balance your workload, etc. It would be like renting an extra brain. You would have double the thinking power.