# Create a \$97 Video Info Product TODAY That Sells Like Gangbusters!

**Hosted By Christina Hills – Presented By Daniel Hall** 

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#### Introduction

# Create \$97 Video Info-Products TODAY That Sell Like Gangbusters!

Primer For Beginners (and Seasoned Pros As Well)



Create \$97 Info-Products That Sell Like Gangbusters ( Call Color)

It's great that you have decided to join in on this training, which has been brought to you by Real Fast Info Product <a href="http://realfastinfoproduct.com/christina">http://realfastinfoproduct.com/christina</a>
Something is going to be offered to you at the end of this training, but this offer won't be presented until the promise of substantial training has been delivered.

You should know that Real Fast Info Product shows you how to make infoproducts that sell quickly and easily. These are info-products that actually sell and that people actually want to buy. You'll learn more about this at the very end of this lesson. Before this happens, however, you're going to learn how to create fast info-products that you can sell outright as free-standing info-products, and/or use as lead magnets to build your list, or sell other products, both your own and affiliate products...

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Again, at the end of this presentation an offer will be extended to you. You don't need to invest in it though. That is, you don't need to invest in it UNLESS the promise of substantial training has been delivered on how to harness 5 minute video assets to make more money fast! If you do receive substantial training on how to make and use these 5-minute video assets to make money, then you should feel obligated to take advantage of our time limited special opportunity at the end of this lesson if its right for you. Sound fair?

This, among other things, shows that Daniel doesn't just preach this; he actually does this himself.

# Seldom Less Than \$100k Real Fast Book Grand Total 5,876 \$275.86 \$381961.00 Real Fast Webinars Grand Total 550 \$0.00 \$100555.32 Real Fast Pinterest Grand Total 989 \$519.50 \$112421.00

\$1497787.15 \$5007.50

\$1806.72

\$1490972.93

About \$1.5M total info-product sales... in just one of my carts!

21539

**Grand Total** 

#### Create \$97 Info-Products That Sell Like Gangbusters

At the beginning of this year, Daniel took a really hard look at his own business. He realized that, out of all the revenue that was coming in from different sources, the majority of it came from the sale of info-products. He then started to look more closely at how much he was actually making from his products. Some of these products made less than \$100,000 in sales, and some of them made just barely more than that. One of his shopping carts immediately caught his eye

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because he found that it had brought in nearly \$1.5 million by itself. This has likely caught your attention too. So, what's the story behind this?

When Daniel attends things like summits and conferences, he privately tells people to create info-products. He recently realized two things though. First, he discovered that he did not have an info-product on making info-products. In other words, out of all of the trainings and other products he has produced, he had not released on thing about what he actually does day to day. Secondly, he realized that there was no easy way to tell you how to do what he does short of creating a full-fledged product. Well, at least not until he had a sudden epiphany.

Daniel thought to himself "What if I could show how to create quick, down and dirty video info-products..." These would have to be products that:

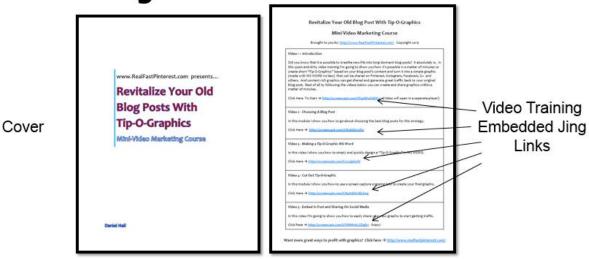
- Didn't require you to buy screen cap software
- Didn't require a video hosting account like Amazon S3
- Didn't require you to have a website or auto-responder
- Didn't require a lot in the way of technical knowledge
- Didn't require any paid resources, only free ones

Daniel also realized that he had been staring at this solution for a long time because it was right on his computer screen. It was the Jing Sun. With Jing, you can record, upload, past and profit. Furthermore, Jing is a completely free piece of software. In no time, you could actually use this software to build out high-quality information products. You could also use Jing to create other things, such as talking sales pages. This is where you create multi-media PDF's to help sell and explain your Kindle books, info-products, and/or services. Also, you could do product reviews and walkthrough for affiliate products.

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Daniel says that this is the secret sauce behind how he is able to do a lot of really great affiliate sales. It's even how he wins lots of the affiliate contests that he participates in. He does this simply by creating bonuses, many times with video. That's essentially what you're going to learn how to do in this training. He calls these talking sales pages, and you can sell pretty much anything with them.

# They Look Like This...



#### Create \$97 Info-Products That Sell Like Gangbusters

Another thing that Daniel loves about this system is that it can help you to build an email list. Daniel is always preaching to people about how they need to be building their own email lists. One of the biggest obstacles people face when they're trying to do this is getting people to opt-in. A great way to do that is to offer a "Video Mini-Course". This works beautifully for getting people to opt-in because video generally has a very high perceived value associated with it. All you really need to put together for this is a two-page document like the one shown above and embed links to your Jing videos.

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# **Here Are The Steps**

- 1. Decide on a short training
- 2. Break down into steps
- 3. Create 3 to 4 PowerPoint/Keynote slides per step or plan short demo for each step
- Fire up Jing and talk your way thru each step (Limit each step to 5 minutes or less – Jing limit is 5 minutes)
- 5. Upload videos & paste into MS Word document
- Do short narrative descriptions for each vid
- 7. Save as a PDF



Real Fast Info Product Presents...

5-Minute Video Assets

The steps that you need to take in order to create your video training course are listed below. You are going to be walked through each one. You'll find that this is an easy system that you can start leveraging today. Here are the steps:

- 1. Decide on a short training
- 2. Break down into steps
- 3. Create 3 to 4 PowerPoint/Keynote slides per step or plan a short demo for each step
- Fire up Jing and talk your way thru each step
   (Limit each step to 5 minutes or less Jing's limit is 5 minutes)
- 5. Upload videos & paste into MS Word document

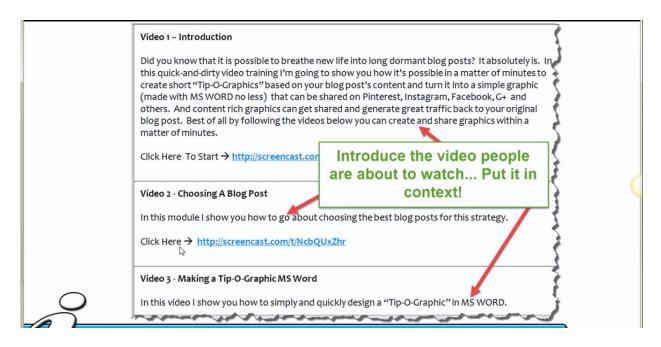
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- 6. Do short narrative descriptions for each video inside the document
- 7. Save as a PDF

As you can probably tell, this is a very simple process. To do this, however, you will need Jing. That's a free program that you can get online (<a href="http://www.Techsmith.com">http://www.Techsmith.com</a>). If you've never tried Jing before, it's very easy to use. As you can see in the picture above, you are given a crosshair that you can stretch across your screen to encase whatever you want to capture. Most people use this just for screenshots, but when you enclose an area like this, a number of different options come up, including a button that you can use for capturing video.

Jing isn't primarily made for making videos, but they do give you the option of making videos that are five minute long or less. So, as long as the lessons in your mini course are no longer than five minutes, you can use Jing to create all the video lessons you want for free! When you're done with your recording, you can push the 'Stop' button, and the video will appear on your screen.

The program will allow you to name it at this point. Afterwards, you'll want to click on the 'Share' button to have it uploaded to Screencast.com. As soon as you do, you'll be given the link to your video. Simply copy this link and paste it into your document as shown below. Do you see how effortless that is? You don't have to worry about uploading a video or finding a website to post it on. All you have to do, essentially, is deliver a PDF to those who opt-in to your list.



The first step listed above is to decide on a short training to offer your potential customers. To begin, you'll need to identify the purpose of your video course, or the video asset that you're creating. Are you going to create an info-product that you charge \$27, \$37, \$47, or even more for? Are you going to create a talking sales page? Or, are you going to create something that you can use as a lead magnet? In other words, are you going to create a mini video course that people will leave their name and email address in exchange for?

The next thing you'll need to do is ask yourself "What's selling?" You want to choose something that you already know is selling. What Daniel does is look at the Kindle market place to see what's selling there. Whatever type of content you find that selling well for other people has the potential to sell for you as well. Another thing that you want to consider is your particular area of business. What part of your business do you seem to be doing a lot of? What are things that people have no problems paying you to do? Look at ways of distilling that knowledge and talking people through a process in the slides for your mini course.

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After you've decided what you're going to teach about, you're going to break the process you're teaching people down in short, simple steps. Think about how long it takes you to accomplish a certain task when you know how to do it. A task that takes about five or ten minutes to finis would be just about right for one of these video mini-trainings. Once you have that, you're going to write out the steps as bullet points.

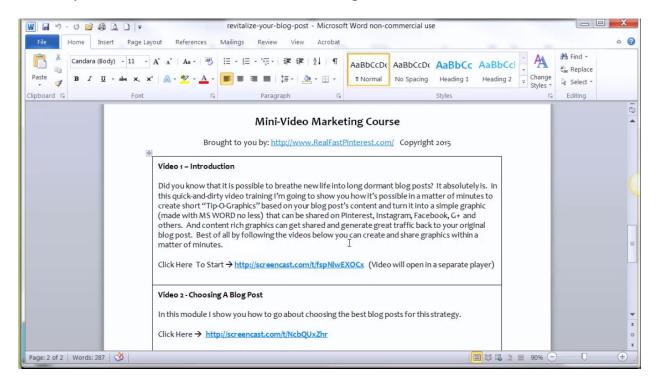
# Write Steps As Bullet Points 1. Ilike to put all my steps in PowerPoint And break each step up into 3 or 4 slides that you narrate through with Jing Since Jing has a 5 minute per video limit you need to keep each step as brief as possible

Daniel prefers just to write them all out in PowerPoint and break each step up into 3 or 4 slides. The slide shown above is a good example. The title "Write Steps as Bullet Points" is a step in this process, and then underneath, he goes into detail about that step in a series of 3 or 4 bullet points. You should follow the same format in your slides. Again, since Jing allows five minutes per video, you need to keep each step in your slide as brief as possible. By the way, people like brief portions of information. They just want enough information to get their problem solve in as timely a manner as possible.

Once you have created the slides that you need to create your first five-minute presentation, you're going fire up Jing, select the portion of your screen that contains your slides, and begin recording. As it's recording, you're going to

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narrate your video as you move through your slides. Each module that you record this way should be three to five minutes long.



After you finish each video, you're going to upload it to Screencast.com. Jing will give you a link to that video immediately, which you can then past into a MS Word document. Then you're going to repeat that for each task in your training. After you are done with your videos, you are going to organize your document like the one shown in the screenshot above. As you can see, the name of the course is the main title of the document, and then the copyright information is shown.

Each section below that pertains to a particular module. First you have the video title, then a short description of what the video is about, and finally the link to that video. Don't forget to tell the person to click the link with a call to action. For instance, in Daniel's document it says 'Click Here' and has an arrow pointing to the link. Yes, clicking on the link should be something people automatically do, but to be more professional, you do need to direct your reader.

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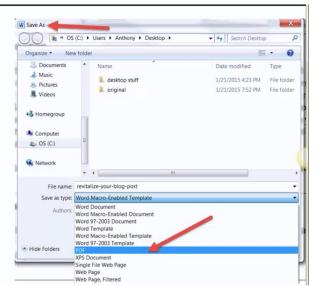
Again, be sure to include a textual narrative above each link in your document. Every module should include one of these narratives, describing what each video is going to cover. This detail is going to make your course seem more professional, as will adding a nice cover and a copyright notice. You can just model after Daniel's when you create your own. Click To Download the Example <a href="http://bit.ly/viralkindle">http://bit.ly/viralkindle</a>.

The point of the narrative being put into each of the sections of your document is to orient people to each portion of the course. As you can see in the screenshot above, the first description is a little longer than the rest because it's introducing people into the course as well as letting them know what the first video is about. Even then, this description needs to be brief. Daniel recommends having it less than 150 or 200 words. The descriptions written for the remaining modules are only about a sentence long.

After you have written this out and formatted it, you will need to save it as a PDF. The screenshot below demonstrates how to do this, supposing that you'll be working in Word. The process is pretty much the same in other word processing programs too though. You simply name your document and then you click on the 'Save as Type' dropdown menu to see a list of different types of documents. From this list, you're going to choose 'PDF'.

#### Save As A PDF

- In either WORD or Pages you can save your document as a PDF
- Do that and then you're done with your video minicourse



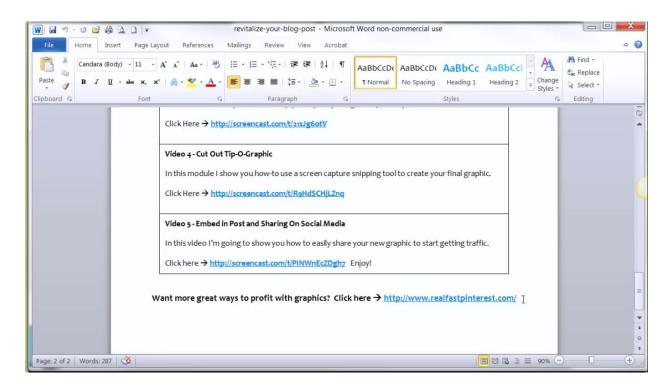
When you are done with all of this, you will have a mini video course that you can share with the world in any way that you wish. This is something that people will want to have and you will probably be able to sell pretty easily. It's definitely something that you will want to make some sort of asset out of in some way.

Daniel created his video mini-course document in about 45 minutes. So, it doesn't take very long at all to put these out. Keep in mind, also, that this document is going to have a higher perceived value than just a normal Kindle book would have because it includes videos. In other words, if Daniel were to have written all the information that he taught in the videos out, he might have gotten five dollars for each sale of his eBook. Since he made it into a PDF containing videos instead, he could easily sell it for \$27, \$47, or even \$97.

This would also be excellent to give away in exchange for leads. You could even just give this away as a means of getting people on your website by simply having a call to action and a link to it at the end of the document. In that case, this would actually become a talking sales page for you. You can see in the screenshot below it says "Want more great ways to profit with graphics? Click here." Then, a link is provided. Here's an example of what Daniel is talking about...

http://bit.ly/viralkindle

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There are so many different things that you can do with something like this. That's why Daniel is so excited to teach people this. You can not only start using this strategy, but you can start pumping out tons of these if you wanted to, and it costs nothing at all to create these aside from your time and energy. Again, you could sell these if you wanted to. You might want to sell them from your own site, or you might choose to sell them through sites like Fiverr, eBay, Craigslist, or Hubpages. You could even post them for free traffic using services like Scribd, SlideShare, and Hashdoc. Plus, you could use them as incentives to get people to join your list.

# Why Info-Products?

- Most importantly when done right people buy them!
- Usually because it is less expensive and a more convenient way to solve the problem(s) that your product was designed to solve

Why does Daniel feel so strongly about info-products? It's because when they're done right, people actually buy them. In addition to that, most of the time, because they are less expensive and a more convenient way to solve the problems that they are designed to solve, you can incorporate these into other similar solutions. That's great for you because this turns these documents into profit multipliers.

You see, in the work-a-day world, you trade your ability to solve problems in real time for money. It doesn't matter who you are. This is true for dentists, salesmen, chiropractors, ditch diggers, or anyone else out there that works for their money. Everyone has to show up to work to get paid, but the problem is that they are limited by the number of hours they have in a day. You can only sell 24 of them at max, and once those hours are over, you're done.

If you can bake up a solution that people will pay for into an info-product, you can sell an unlimited number of these within that 24 hour period of time. This makes it a win-win situation because you can help many more people by and thru your

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product at a much cheaper price than if you were helping them one-on-one. Also, you have the potential to make much more money by doing so. Furthermore, you are able to offer your expertise to people that really can't afford your services otherwise.

Daniel is a big believer in publishing to Kindle, but if you compared selling Kindle books to selling other types of info-products, you'll quickly see that Kindle books bring in much smaller amounts of profits per sale. In other words, you have to sell a bunch of Kindle books to really make any real money. If you're selling info-profits, on the other hand, you can sell the same or substantially similar information, but make much, much more. On top of that, you can do so without investing a lot of your own time.

With all of this being said, how would you like to be able to create more infoproducts faster and for greater profits? You have a choice to make at this point. You can either take what you have learned today and try to go out and use it on your own, or you can learn how to put what you have learned today into action in the easiest, most effective, simplest ways possible. You can do this by taking advantage of a program called Real Fast Info-Product.

This is an info product that's all about creating info products. How avant-garde, right? The point is that Daniel knows that you need this, and he knows that you'll profit from it. Real Fast Info-Product is designed from the ground up to help people who either have tried to make and market info products but were unhappy with the results or people who have never made an info-product before.

## Focus #1

 We show you how to create info-products that people actually want to buy!

 So many of the folks I've talked to who have tried info-product creation put all this work in it only to have it flop! Not you!

Value of Focus #1 \$197

#### 

The top focus of this training is for you to learn how to create an info-product that people actually want to buy. The fact of the matter is, if no one wants the product that you are creating, then why should you waste your time? Daniel has seen people try to do this and put all kinds of time and energy into it, only to have it flop. He doesn't want to see this happen to you. Investing in Real Fast Info Product will drastically increase your chances of finding success with your info-products. Daniel wants to see you create an info-product that does well. He wants to see you make one that sustains you and make you lots of money, not only today, but into the future as well.

The second focus of this course is for you to learn how to generate info-products, such as what you have been shown, fast and with minimal effort. You're also going to learn to do this with inexpensive tools and still have your products look very professional and reflect well on you and your business. You're going to be proud of the products you create because you are going to learn how to do them thoroughly and competently as a result of going through this program.

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The third major focus of this training will be on how to write and post a high-converting sales page that will bring money in consistently, even when you sleep. This is the same formulaic sales process that millionaire marketers that Daniel knows, himself included, use to convert prospects to buyers on a regular basis.

The fourth focus is to show you how to set up your product in a major marketplace so you can get the all important "Buy" button on your sales page. None of this is going to help you at all unless you have that button on your page. You need a way for people to hand over their cash to you. That's a step, believe it or not, that some people never reach, even if they have worthy products to sell. So, this is going to be taught to you as well.

This training is meant for people who have never created info-products before, or maybe they have tried to make money online but failed. It's also for people that have succeeded, but really had to struggle to do so, and therefore, they walked away feeling like it wasn't worth their time, effort, or energy. It's easy to get these info-products up, get these squeeze pages up, and get that "Buy" button on your page. You just have to know the tricks of the trade when it comes to doing this.

### Focus #5



Building a community around you and your product... this important step will help to build long term wealth and keep your customers coming back to you for more!

Value of Focus #5 - \$297

#### 

The fifth focus of this training is to show you super-effective "beginner-friendly" marketing strategies that are so powerful Daniel uses them all himself. Don't let the term "beginner-friendly" make you think that these are strategies that don't work or barely work. These will work well and are easy to implement.

The sixth focus of this training may be the most important. You're going to learn how to build profit centers in your info-products. This is will make the difference between making \$100 on an info-product purchase and making \$300. Then seventh focus is also crucial. You'll learn how you can build a community around you and your product. This is an important step that will help you to construct a system for long-term wealth by keeping your customers coming back to you for more. You're going to love this profit.

On top of all of this, Daniel makes this easy. All of the training videos in Real Fast Info-Products are short. They are around five minutes long, just like the videos you're going to be learning how to make. Some of them are even less than five

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minutes long because Daniel doesn't want to waste your time with a bunch of fluff. He's going to be giving you the meat of what you need to know.

There are some bonuses that you're going to be receiving when you sign up for this training as well. First of all, you are going to have access to a live implementation webinar that Daniel is holding. This is meant to help you take action on what you have learned. This is really, really important because a lot of people never make a dime online because they don't take action on the things you have learned. Sometimes that's because they get lost in the jumble of things and give up. It's recommended that you write down any questions that come up for you during this training, and that way, you'll have a list of things that you want to ask about by the time the webinar is held. That way, you'll have everything you'll need to get started.

The second bonus that Daniel has added is a Facebook group that has been set up exclusively for you. As good as the training in Real Fast Info-Product is, no program is perfect. You're going to have additional questions, and this is going to give you continual access to Daniel and his staff.

# **Bonus #3 (\$297 Value)**

## Real Fast Info Empire

"Your Step-By-Step Plan For Building A Publishing Mini-Empire... Even If You Don't Have Your First Product Yet!"

#### Create \$97 Info-Products That Sell Like Gangbusters (

Bonus #3 is called Real Fast Info Empire. This is your step-by-step plan for building a publishing mini-empire, and the great part is that you can do this even if you don't have your first product out yet. You see, eventually Daniel learned that he could help much more students and many more people in his community if he brought in and published other experts. Real Fast Info Empire is all about that. This program carries a value of \$297 by itself.

At this point, you're probably wondering what it costs to join. Well, regularly Real Fast Info-Product costs \$497. If you look at some of the trainings out there that are like this, the ones that include access to the expert like this allows for, you'll find that they are normally priced much higher than this product is. So, even at that price, this is a really good deal. However, for a limited time only, you can receive access to this, and all of the extra bonuses provided, for only \$297.

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#### Again Here's Everything You'll Get Today:

$\longrightarrow$	Creating info-products that sell	Value - \$197	
	Pro product design	Value - \$127	
	Sales pages that convert	Value - \$297	
	Marketplace set-up training	Value - \$97	
	Beginner-Friendly marketing	Value - \$197	
	Profit-center training	Value - \$147	
	Community building training	Value - \$197	
	http://realfastinfoproduct.com/christina		
	Live Implementation Webinars	Value - \$197	
	RFIP Members Only FB Group	Value - \$197	
	Real Fast Info Empire	Value - \$297	
	Real Fast JV's	Value - \$297	
	Super Simple Memberships	Value - \$20	
	Real Fast Email Marketing	Value - \$197	

**Total Value:** \$2,464.00

#### Create \$97 Info-Products That Sell Like Gangbusters

This offer also comes with a guarantee. You don't have to decide anything right away. Take advantage of the triple guarantee that comes with this offer. Just sign up for Real Fast Info-Products for 30-days, and if you're not cranking out hot-selling info products in your niche fast...OR don't like our radical enthusiasm...OR are unhappy for any reason – no worries! We'll refund every penny you have invested right away...No questions asked, no hassles, and no hard feelings. Sign up by visiting <a href="http://realfastinfoproduct.com/christina">http://realfastinfoproduct.com/christina</a>.

Daniel obviously can't promise you that you'll become a millionaire as a result of selling info-products like he has, but if you follow the program, there should be no reason for you not to be able to make more online. This is a system that absolutely works. Proof that this is true is shown in the screenshot above. Real Fast Webinars' promotional sales, for example, added up to be more than \$100,000, and Real Fast Public Domain's promotional sales ended up generating

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more than \$103,000. Then finally, Real Fast Pinterest collaborative promotional sales were \$112,240 in just a few short months.

This is what Daniel does himself, and he has done this for years. Nothing is held back; he shares it all. To help you with your decision, if you're still on the fence, Daniel has even added more bonuses. To begin with, he has scheduled another special live training that shows you how to create magnificent-looking sales page with the copy that you are shown how to write in the training. If you can't attend this live training for some reason, it's going to be added to the member's area.

On top of all of this, it's important that you know that Daniel is going to continue delivering for you. He feels like he is on this journey with you. Daniel has been in business for over 10 years now, and his business has an A+ rating with the Better Business Bureau. Part of the reason why he has been able to do so well is because, early on, he realized that his success was directly related to that of his students and the friends that he assists. That's why he is so hyper-focused on helping you. He cares about you and your results, unlike many other people that have the same type of business. That's unfortunate, but it's part of the reason why Daniel wants you to know that he cares in a big, big way. You are not alone because Daniel is going to be with you every step of the way.

Again, you can join today and take advantage of this limited-time offer by visiting <a href="http://realfastinfoproduct.com/christina">http://realfastinfoproduct.com/christina</a>. Act now because this offer is on a time-limited page. After that, this offer is going to go back up to \$497. If you miss the boat, the training is still well-worth \$497, but you shouldn't pay more for it than you have to. Just go ahead and sign up because, if you remember, this is backed by a 30-day money-back guarantee.

Daniel put a lot of time and effort into making this system really easy to implement. You just follow the steps, and at the end, you will have an infoproduct that you can sell for \$47, \$97, \$197, \$497, or more for that matter. There

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are info products out there in the marketplace right now that people are selling for \$1,500, \$2,000, and even \$5,000. Mostly they consist of training courses that are video-based, connected to a community that surrounds their products, just like you're going to learn how to create. What you can charge really just comes down to the value that you put into your products and how well it solves people's problems and saves them time. The more value you deliver, the more people are willing to pay.

Thank you so much for your time and attention. If you don't sign up today, Daniel hopes that you will at least take what you have learned and create some mini video courses of your own. Try it out. The software is free, and you never know what can happen. Remember, the more you publish, the more you will profit. The more you publish, the more you're going to help others as well. If you have signed up, then congratulations! You're going to learn tips and tricks that will allow you to really take things to the next level! Just follow the training and you should do great! So, get in and get started right away. See you there!

http://realfastinfoproduct.com/christina

#### **Questions & Answers**

#### Will I have access to this training long-term?

Yes. Most of this training is pre-recorded and already in the member's area. So, you're going to get instant access as soon as you sign up.

# How can you use Jing for this when you only have five minutes of video that you can record?

You can make as many videos as you wish; it's just that they can only be up to five minutes long.

#### Can I upload my Jing videos to YouTube?

You can, but it's not easy. Daniel recommends that you keep things simple and follow the steps of the training. Once you find success with this system, then you can branch out into others if you like. This is one of the fastest and easiest ways to make info-products that sell, so there's no reason to try anything else until you start making money with this and implement it in as many ways as you can.

# If I have to miss the implementation webinar, will you post this too so that I can watch it?

Yes, and Daniel is even going to give you the opportunity to post questions in the members-only group beforehand so that you have the chance to get your questions answered even if you're not in attendance. Afterwards, you can just listen to the answers on the replay.

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# You're Getting Real Fast Info Product Only At The Special Link For A Very Limited-Time → <a href="http://realfastinfoproduct.com/christina">http://realfastinfoproduct.com/christina</a>



I invested in Real Fast Info Product because it is a product that will enable me to give my message to multitudes and to make good money in the process. I love it! And I can't wait to begin to learn! I have a future with this product. Thrilled!

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Helen Ryle ▶ Daniel Hall Webinars
February 5 at 7:33pm · 🊱

I invested in Real Fast Info Product because I'm just starting to take my business online, and am a newbie at product creation. Daniel's course looks like a step-by-step guide which anyone can follow - and at a great price too. Daniel always over delivers 9

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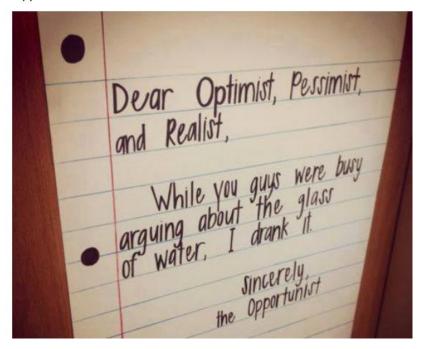


Daniel's products really work and have for years. That's why I keep investing in his products for years. He's on top of Internet Marketing and all the changes and nuances and focuses on how to help us navigate the maze & make money. Buy. Follow. Apply It! --Rinse & Repeat!

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I invested in Real Fast Info Products because as a compliance CPA, the one thing my clients understand is that Time is Money! That is particularly true for each of us as the knowledge expert. Also, truly valuable opportunity is generally fleeting....don't miss it! Be the Opportunist!!!!



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#### Ali Bierman ▶ Daniel Hall Webinars

February 5 at 7:33pm · 🚱

I invested in Daniel Halls Real Fast Info Products because 100% of the products I buy from him are outstanding, top quality, easy to implement and they flat out work. They only work when you apply them, of course. And you cannot beat the value. Daniel and his staff hier integrity

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J Bruce Jones ▶ Daniel Hall Webinars

February 5 at 7:32pm ⋅ 🚱

I invested in the Real Fast Info Products, I invested because daniel teaches very clearly, give great info and you can take action almost immediately

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Gabriella DArko ▶ Daniel Hall Webinars

February 5 at 7:54pm · 🚱

I love Love LOVE Daniel's products .Easy to follow and they really work. And with this price is a no brainer...

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