

"How to Turn a Book or Information Product Into a Six Figure Recurring Income With Just One Post a Day on Facebook"

NOTES

Ron Douglas is a New York times best-selling author/millionaire who specializes in monetizing through Facebook. He estimates that 1 in a 100 people owns a book with his face on the back cover.

Here is Ron's training on how to use Facebook to turn a book or information product into a recurring income best seller.



Ron Douglas

Build a Huge Following

My 12-year-old daughter, Nia, is getting me a massive number of visitors from Facebook using the 'One Post a Day' system (OPAD). It's simple enough for a 12-year-old to do it, so you can definitely do it, and in this training class, we're going to talk about **how to generate a full-time**,

dependable income from a simple book or information product, even if you don't write it yourself.

Make recurring income by helping your following reach their goals, which is a great feeling. And you do it one post a day.

Three Key Takeaways

If you don't remember anything else from this, there are three key takeaways I want you to get from this class today:

- 1. Always build up anticipation and desire before releasing any book or product (secret to an instant best seller)
- 2. Free plus shipping offers make it easy to get new customers
- 3. You only need 3 things to earn a full time dependable income online:
 - A steady source of webpage visitors (Facebook)
 - A proven sales process that produces ongoing income (OPAD funnel)
 - An effective follow-up (your email list) This is really the secret to any best seller.

Don't just put it out. Have people looking forward to it. Build an audience of people ready to buy. Amazon, ClickBank, JVZoo – pretty much all these affiliate networks – have an algorithm that ranks you based on sales within the past day or week. So, to get that surge of immediate sales, you want to build up anticipation ahead of time rather than releasing the book or product with nobody knowing about it.

I'm sure you've heard that saying, "The money is in the list". It's not just in the list, because you can have a list: It's in the **audience**.

The difference is, an audience consists of people who really want to hear your message. They are true followers. They're captive; they're paying attention to you. If nobody is opening your emails, just having a list doesn't matter. The money is in having an audience of interested followers, because you **help people achieve their goals**.

When you have an audience, you know what those people are interested in, based on what they signed up for, and you know what you can offer them. And you can get traffic whenever you want just by pressing the 'Send' button to that audience.

How Things Have Changed

From 2003-2007, I only had one focus, which was to build up RecipeSecrets.net. This was a site that focused on restaurant recipes. Copy-cat restaurant recipes: That was the micro-niche the site was in. I built up that page to 110,000 people and I built my email list to 253,000, as you can see.

In 2003 my big breakthrough was Google AdWords.With Google AdWords, you could get traffic for 5-10 cents a click. I had a ton of affiliates who were driving traffic to my sites on a commission basis. They were getting compensated, and I was also investing a lot of money

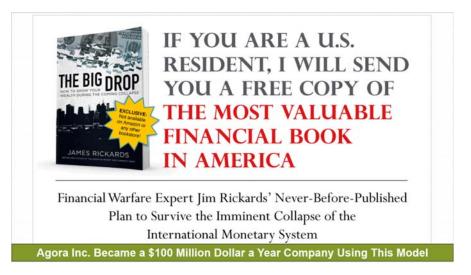
back into Google AdWords myself, to keep building up my email list and my following in that market.

Google AdWords is much, much more expensive these days, but today, the opportunity is still Facebook, which I'll show you.

I Began Studying Automated Systems

I began looking at what people were doing with their books. These are the models that worked:

1. Lost Leader

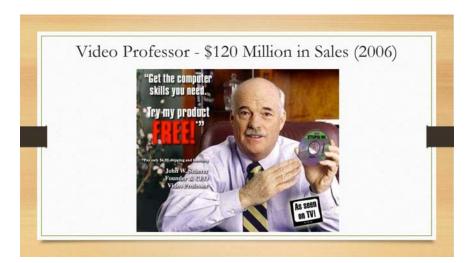


Agora Inc. used this particular book as their front-end product. They...

- Give away a free book
- Get people into their site
- Get people into their sales process

This book is what you call a 'lost leader'.

2. Shippable Media



Same thing with the Video Professor. This guy used to give away these instructional CDs.

How much do you think it costs to produce a CD? I can tell you: Less than a dollar.

He would make money off the shipping and handling. He'd charge \$7.95 for the shipping and handling. The CD cost about a dollar, and the shipping might be two or three dollars, so he would actually:

- Make a profit off the front end
- Get people into his membership

This is what you call a **shippable media** front end product.

3. Shippable Product



Here's another model: Survival Life. Ryan Deiss (Digital Marketer) has this product, which is not shippable media but a **shippable product**. It's less than a dollar to create these credit card knives but this earns a million dollars a month.

The Key Points

What these three examples do is use the front-end product as a lead magnet, to attract and capture an interested audience willing to buy. The key points in these examples:

- Use a free shippable media product to get people into the sales process.
- Give away something related to your book or main product to build a list of people interested in that topic

It's just like being in line at Target or WalMart or the supermarket. They put items right near the front of the check-out line. Items like mints and chocolates and things like that. They put that there because once they're in line, once they're in a buying state of mind – once you're in the sales process – they're likely to add on other things they like.

When you're in line, paying for that shippable product, most people will add on, so keep that in mind.

Remember What I Told You Earlier...

Build anticipation and desire ahead of time before you release any book or product.

It doesn't have to be your book. It doesn't have to be your main product. You can give away:

• Something that you bought the rights to (a Resell Rights or Private Label Rights product)

It can be any type of **lead magnet** – as long as it ties in with something you're trying to sell.

If You Want to be an Instant Best-Seller

All you have to do is get people to buy your lead magnet, and later on, at the same time, buy your book or your main product. It's going to rank really well—especially on Amazon, where all you have to do, to be a best-seller, is have a surge of sales in any sub-category on Amazon. And automatically, it will rank as a best-seller; for an hour, for two hours, for a day. **Take a screenshot** and tell people that you're a best-selling author.

Remember: You can use any type of shippable media to build an email list ahead of time, knowing that you're going to use that email list to make your book a best-seller.

My Automated Recurring Income Biz Model

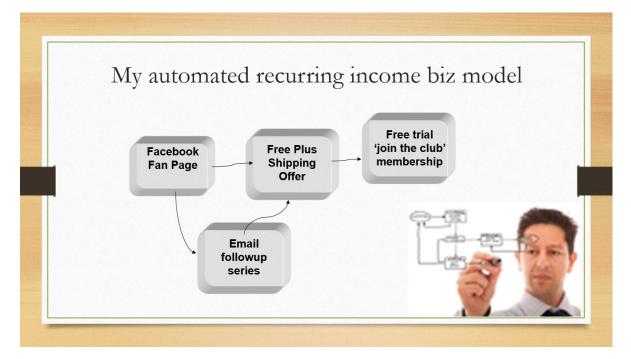
So this is how you turn that book, that shippable media product, that product, into recurring income:

• Create a Facebook Fan Page

- Send people to your free-plus-shipping offer
- Get them on your email list
- Offer a free Trial Membership

Whether accept your front-end offer or the free Trial Membership or not, get them on your email list so you can follow up. Some people don't pay the shipping right away. Some people take their time, **but get them on your email list so you can sell them other things**.

Here's a look at my automated recurring income business model in graphic form...



Your free trial membership is an **add-on product** on the back end.

If they have already accepted your front-end shippable media offer, just like the people in the Target check-out line, they're more inclined to buy your add-on.



This is a self-published book that I sell, and on this page – recipesecrets.net/special – I just made a quick **video** offering the cookbook for free.

In your video, mention that you'll be sharing a membership trial offer with them too.

And one more thing you absolutely must include...

Always Give a Reason <u>Why</u> the Product Is Free

Whenever you tell people something is free, they're like, "Okay, what's the catch?" But if you give them a reason, they're going to feel relieved and say, "Okay, makes sense to me. I'm just going to go ahead and get it."

This business model converts like crazy: About forty per cent of the people who view it end up clicking this.

Let me walk you through the steps...

Step 1. Your Offer

I reinforce the offer by including the following:

• The headline, "Claim Your Free Cookbook During Our Limited-Time National Promotion" (call to action)

Here's an Example of How I'm Doing This

Claim Your Free Cookbook During Our Limited-Time National Promotion...

• A Facebook widget showing how many 'Likes' (social proof)



The #1 Restaurant Recipe Community Since 2003

• Proof of value (also call to action)



• Big red button (final call to action)



When they click on your button, it opens up the sign up form to capture their information for your list...

Recipe Secteds.net	
Chim Your Free Cookbook Purine Our Limited-Time National Promotion () Chim Sector Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr Curr	n
Click Here to Get Your Free Cookbook Shipped	

Note that this form repeats what to do, "Get The America's Restaurant Recipes Free Cookbook". Again, it tells them what to do. When they fill it in and click the button to continue:

• Send them out a confirmation

Step 2. Automatically Redirect Them to Pay for The Shipping

We said there's a Step 1. Keep things clear for them by letting them know they're taking Step 2 – paying for the shipping.

	RecipeSec	let.S.net
Step 2: Co	mplete Your Shipping Order Below And Cor	ntinue 0 0 9 35 DAYS HOURS MINUTES SECONDS
	S E C U R E SATISFACTION CHECKOUT	
Contact	information:	RESTAURANT
Your first n	Your last name	FREE
Your email	address	You Only Pay \$7.95 for Shipping and Handling.
United Sta	tes 🗘 Alabama	\$
Your street	taddress	Today's payment: America's Restaurant \$7.95 Recipes Cookbook (Shipping
	710	& Handling Fee)

• Include a countdown clock

This provides further incentive to go ahead and complete that purchase.

Again, you're telling them exactly what to do. You're making it easy for them.

"Where Do I Get the Product Created?"

There's a service called <u>Kunaki.com</u> that will ship stuff for you:

• Shippable media (DVDs, CDs)

You can put any type of report, ebook or video training on a CD, DVD or flash drive and a fulfilment company like Kunaki will ship it out for you.

Add an Upsell

So after they fill in the shipping information, before they leave your page, you can offer them **something else related** as an upsell, to add to the value:



You can include a Resell Rights product and put that on a CD, and add it for less than a dollar cost to you.

So that's the middle of the page.

At the end of the page finish off with your \$1 Trial membership offer.



Add Your Back-End Recurring Income Trial Offer

• Be transparent.

Tell them exactly what to expect, what's going to happen - all the details.

About twenty per cent will add this on, and at the end of fourteen days, if they like your membership, they'll end up paying you \$20 a month (or whatever you want to charge).

And that is an easy way to monetize and add **recurring income** for you to their order.

Tools You Need to Make This Happen

We've talked about the sales process. On the next page, you'll find a list of the tools you need to make it happen.

Creating a Facebook Fan Page is ridiculously easy, Facebook will walk you through it.

You can create your website with WordPress, which is an open-source, page builder tool. And with that you need themes and designs, and something to build out the actual pages. With the tools and resources recommended here all this stuff comes standard, where you can easily add your stuff to existing themes and templates.

You need a payment processer – and if you're adding recurring payments and upsells, Shopping Cart software. Note that Clickfunnels works both as a page builder and as a shopping cart system, and you can get your free trial through Elite Writers Lab.

With your Autoresponder, again you use templates to create forms, and it's just a piece of code you copy and paste, to display anywhere on your site.

For sales pages, you can customize PLR sales templates from DFY Templates, and you can get sales copy help and feedback from fellow members in Elite Writers Lab.

Things you need for the sales process

- 1. Facebook Fan Page
- 2. Page-builder tool
 - www.EliteWritersLab.com/clickfunnels (free trial)
 - www.EliteWritersLab.com/instabuilder
- 3. Payment processor Stripe, Paypal, Authorize, Clickbank
- 4. Shopping cart software (for recurring payment and upsells)
 - www.EliteWritersLab.com/clickfunnels
 - www.Zaxxaa.com



Alice also runs a service called ListMagnets. You can become a member there or buy any one of the packages for your free offer to give away.

And finally, you need membership site software, so you can create secure, protected passwords and logins, so your members can access your content in secure pages not available to anyone except members.

Good membership software and plugins allows you to drip-feed content and also integrates with the payment systems and processors you choose.

It also handles complex behind-the-scenes operations like cancellations, so that people don't keep on getting your stuff for free after they cancel.

Secrets for Making this Work on Facebook

Facebook is like this energy source connecting everybody, just like that movie, "The Matrix".

Facebook has...

- 1.7 billion users
- Smart, intuitive algorithms

You don't need to game the system with Facebook. Go with it and it will let you get as many of the right followers as you need. Those people are looking for your book; looking for your message; looking for what you have to offer. Let me show you an actual example of what can happen if you interact with Facebook the right way:

Amount Spent ()	Reach 🕜	Clicks 🕜	Cost Per Click (CPC) 🕜	Click-Through Rate (CTR) 🕜	People Taking Actio	on Ø
\$1,097.98 Total Spent	297,153 People	19,909 Total	\$0.06 Per Click	6.2 Per Impre	235%	16,6	56 ople
ost Details	reopie	Total	Per Glick			e delayed from what appea	
	s.net Restaurant	Secret	Like Page	531,456 Peopl	e Reach	ed	
Sponsored · @			III LINE Page	4,652 Likes, Co	mments &	Shares	
Olive Garden(tm) Stuf So Yummy! Get The F				2,163 Likes	1,38 On P		hares
http://recipesecrets.ne	t//olive-garden-	stuffed-chicke	en-ma/	178 Comments	51 On P	host 0n S	hares
100			AMERICA'S RESTAURANT	2,311 Shares	2,31 On P		hares
14 - 1 M	1 - sti		Recipes	23,861 Post Cli			
	and the		FREE	0 Photo Views	22,7 Link		r Clicks
a			RON DOUGLAS	NEGATIVE FEEDBA	СК	1 Hide All Posts	

Secret # 1: Facebook Wants Content That Gets Engagement and Action

It's all about the User Experience. The more actions you get on any post, the more they use that data to bring you people who will engage with you. You do this by using the Facebook Pixel.

facebook business			Q Search	Resources Suppo
Marketing on Facebook	Success Stories	News	Create an a	Ad Create a Page
	The F	acebook pixel can be attached to ad	Is to perform two function	IS:
		Conversion optimization: It can be conversions (ex: It'll tell Facebook to most likely to reach the checkout pag	deliver your ad to people	
	0.22495	Conversion tracking: It can show yo reporting on conversion events (ex: r website which happened as a direct r info in your reports.	registrations, checkouts)	on your

The more engagement you get with that pixel, the more Facebook will optimize your posts and your ads for you – if you just give them what they want.

Facebook will tell you what posts people like.

They'll tell you which posts are getting the most engagement. Facebook will then make suggestions like, "Boost this post for \$5.00 to reach 1,100 more people". So, pay attention to what Facebook is suggesting.

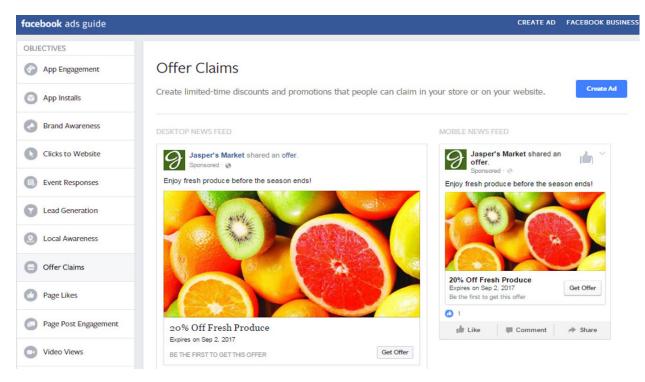
My Question to You

How much are you willing to spend? If you could make a \$1.50, would you spend a dollar to make that?

Then reinvest that money to make even more money. You don't have to invest a whole lot of money. It's just a case of finding the ads that work for you, and testing them out on a small scale.

Secret # 2: Facebook Offer Ads

This is an advertising program Facebook wants you to use, so they show you a lot of interest if you place a Facebook Offer ad.



"Create limited-time discounts and promotions that people can claim in your store or on your website." On the left side, you see the different objectives you can choose.

Secret # 3: Birthday Targeting

You can target people on Facebook who have an upcoming birthday, and offer them your free CD. ("All people who have a birthday this month, we'd like to give you this free birthday gift.")

Detailed Targeting ()	INCLUDE people who match at least ONE of the	following 🔘		Audience Definition	
	Demographics > Life Events > Birthday			40,480,092 people	dience n is fairly
	Upcoming birthday		×	Demographics > Life Events > Birthday > Upcoming birthday	
	Add demographics, interests or behaviors	Suggestions	Browse		
	Exclude People or Narrow Audience				e urrently ich may
	Expand interests when it may increase conv conversion. (1)	versions at a lower c	ost per	Report this as inappropriate	igher
Connections ()	Add a connection type 👻			Estimated Daily Reach	cebook
	Save This Audience			0 890 - 2,300 people on Ins	of 3,200,000 🛈 tagram
				0	of 980,000 🕚
				This is only an estimate. Numb based on the average perform targeted to your selected audie	ance of ads

Secret # 4: Optimize for Average Conversion Value

Under Budget & Schedule, define:

- How much you'd like to spend
- When you'd like your ad to appear
- Set a conversion type (e.g. sale)
- Set your bid to Manual
- Select Average
- Set your target to Cost Per Result

Bid Amount @	0	Automatic - L most results a			elps you get the
	۲	Manual - Set y			Use Average to set an ideal average cost across all results. Use Maximum if
		Average -	\$15.00	per result	you want to set an ideal maximum for each result.
		Suggested bid:	\$30.00 USD (\$	24.51-\$38.42)	Learn more.

The more data you feed Facebook about your site, and the more frequently you make posts and run ads, the better Facebook is at **sending you people who want to buy**.

Now I'm going to talk about...



Your 'One Post a Day' Traffic & Monetization Plan

Your 'One Post a Day' traffic & monetization plan (in just 30 mins/day)

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Do the following consistently for thirty minutes a day to monetize your Facebook Page and create responsive traffic.



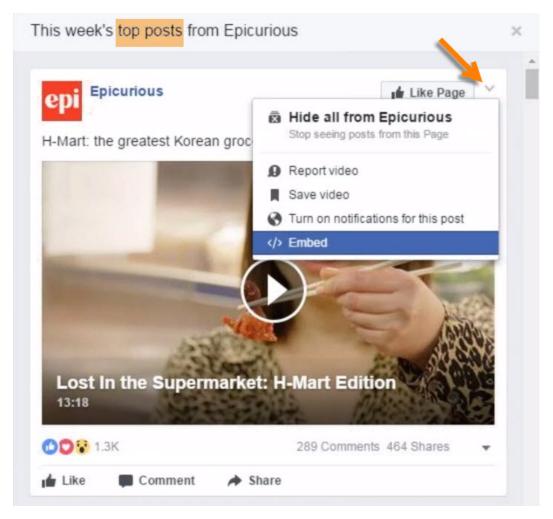
This will make more sense when I show you an example.

f Recipesecrets.	net Restaurant S	ecret Recipes Q		🚺 Ron	Home 🐰	000	
Page Notification	S 99 Insigh	ts Publishing Tools Pages	Feed			Settings Help •	Candace Marie Posey added a new photo. "Nor that Everyone wants to
Overview	Add	Pages			Reaction	ons, Comments & Shares	move here these are the shenanigans"
Promotions Likes	Page		Total Page Likes	From Last Week	Posts This Week	Engagement This Week	Michel Fortin "I scored 9.7/10 where 2/10 is average male and 8/10 i
Reach	1 🦸	Food Network	17.5m	▲ 1.5%	72	1.8m	average autistic male."
Page Views Actions on Page	2	Forbes	4.6m	▲0.5%	183	171.1K	Kalpesh Patel's post in everlesson.
Posts	_	L					Khalilzadeh's photo.
Events Videos	3 107	ISHEF Top Chef	1.9m	0%	49	13.6K	YOUR PAGES SEE
People Messages	4 e	pi Epicurious	1.1m	▲0.3%	139	32.8K	Warrior Live Networking
	5	Simply Recipes	1m	▲0.1%	20	6.2K	Elite Writer's Lab
	YOU Rec	sipe cerets .net Recipesecrets.net Restau	110.2K	▲ 0.1%	10	333	CONTACTS Q Search

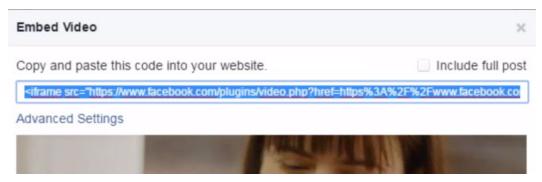
• If you go to your Facebook Insights, it will show you pages to watch.

When you click on a competing Page, it will show you that Page's top post of the week.

• Click on that post's little Down Arrow.



• Click on the Embed option to get the Embed code



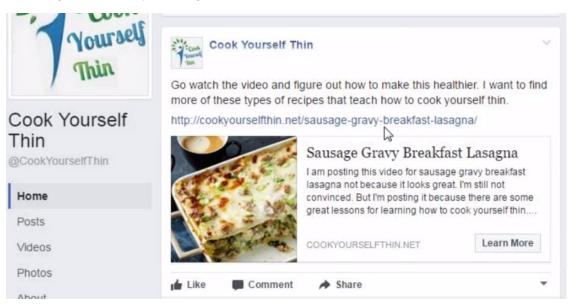
• Copy and paste the code onto your blog and use it as content.

Facebook wants you to syndicate that site on your blog. They give you permission to use that content and put the same viral video on your Page.

• At the bottom of your curated post, display your offer.



 Make this blog post, then grab its URL and make a short post on your Facebook page, including the URL to your blog post.



What you're doing is using that post to get people off Facebook and onto **your** blog. A percentage of those visitors will get your free offer just from visiting that post.

Then You Kick It Up a Notch

This is an effective strategy on its own, but then what you do in addition to boost your post even further is boost the Facebook post you just made.

• Just click the blue Boost button

_ab Belitewriterslabpage	Boost Post		x Tony Grebineier No Britiney Isles Livingst photo
Home	Total budget @	Elite Writer's Lab	Willie Crawford like School Speaker's po
About	\$5.00 💌	Sponsored - 49 Are you missing something INSIDE your Kindle books?	Lechon Kirb Wes C
Photos Likes	Estimated People Reached 0	A TATATA	Barb Ling Bes Hea
ldeos	1,100 - 3,000 people of 13.000.000		Andy Hussong He
rents	Refine your audience or add budget to reach more of the people that matter to you.		Sarmiento's photo
otes	Duration @		Ezra Firestone iks Silver's video.
Email Signup	1 day 7 days 14 days		Dennis Crosby or
Posts	Run this ad until () Immitid/yyyy		YOUR PAGES
Services	The set of a large state with the set of the		Werrior Live Netwo
Shop	PAYMENT	How to Market Inside Your Kindle Book - Ehr, Writer's	Ron Dougtas
		Lab by Ron Douglas and Alice Seba	the second s

You can boost it for as little as \$5.00 for one day. You can boost it for one day, seven days however long you want. It will tell you **how many people it can reach** for the amount you've selected.

If Each Member is Paying You \$20 a Month, How Many People do You Need?

If 30,000 people are seeing this, and 30 of those people click on your free offer and some end up trying your Membership trial, is that \$5.00 you spend worth it? Will it have made money for you?

- Next step: Go to your Insights Tab and find the posts getting the most engagement
- Invest a little bit more money into those posts

		Rea	ach: Organic /	Paid 🔻 📑 Post Click	ks 📕 Reactions, Con	nments & Shares 💌
Published	Post	Туре	Targeting	Reach *	Engagement	Promote
	Our students often ask us what's the easiest way to earn some ext	8	0	15K	426 81	View Results Boosted: \$25.0
	Great news for you! Each month we do a new case study intervie	6	0	751	12	Boost Post

As I told you before, if you're making \$1.50 for every \$1.00 you invest, it makes sense to go back to those posts and spend a little bit more.

The logic is simple: The more visitors you get, the more people will get your Free Offer and become paying customers.

Consistently Doing Revenue-Generating Activities=SUCCESS

That's the formula we use to get results like this:

	Recipe Secret S.net. Secret Recipe Cookbook Club										
(]	thrivecart			■ 🛷 🔺	e 🕐						
	Account-wide snapshot			Previous 3	0 days 🔻						
	797 Total transactions	\$7,239 .92 Gross revenue		33.21							

Ask yourself this: "I am I consistently focused on one plan, and doing it every day?"

It doesn't matter whether or not you spend 30 minutes, or even 10 minutes a day, as long as you do it consistently. And the more you do it, **the easier it gets**—especially when you see those results!

But what if you haven't got a membership site to send them to ... yet?

Would You Like to Have a Membership Program to Pay for Your Lifestyle?

Remember, you can use Resell Rights content or customize PLR for your weekly membership content, and earlier, I showed you how to set up this type of membership site with my cooking site. I just load purchased Resell Rights content into my Autoresponder and it's automatically delivered to members every week. And with Elite Writers Lab, we have a guest interview every month and we have a community where people can interact with us.

If you're a writer you should have no trouble creating content for your members, but you can purchase it or outsource content creation, if you want.

When I made my first million, I thought that balloons would fall from the sky, but of course, nothing happened. I found I was just as happy with a million as I was with 5k a month, because

all my monthly bills were consistently paid off—and what that does is give you the freedom, having your monthly obligations taken care of.

I remember when I was working nights, leaving when it was dark, coming home at night... All that crazy stuff you do to pay the bills, **you don't have to do it**.

You can have your monthly Nut paid off just by doing some of the things I've showed you today. Just by...

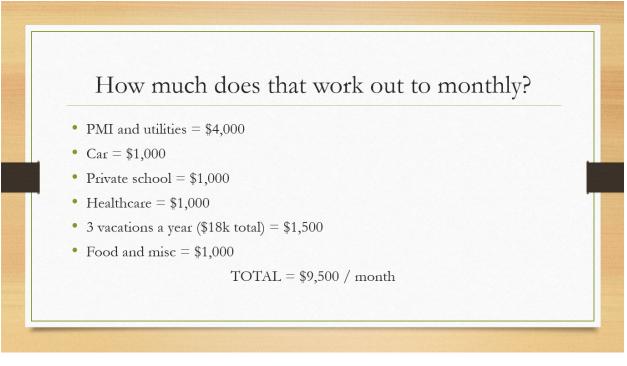
- Believing you can do it
- Taking the action to do it

And that equals **freedom**. So, let me ask you:

At Just \$20 A Month, How Many Members Does Your Lifestyle Require?

If you have a program that gets you members who pay \$20,000 a month, how many members do you need to create your ideal lifestyle?

Here's what I need to maintain my freedom lifestyle:



That includes a nice house in Marietta, Georgia...



Private school for my kids...



We like to take three relaxing vacations a year...



So, for me, that takes 475 members a month. So, let me ask you:

Do You Think You Can Extract Less Than 500 Members from Facebook's 1.7 Billion Active Users?

You get what you focus on; and if that was your focus and you just kept consistently doing your one post a day for 30 minutes or less a day, in actuality, with 5 new members a day, you can have that in 3 months.



We create a site for, just like I showed you earlier (the client's site), using our resources. You build the list from the members you attract.

You can use our content or you can use your own. If you have a book you want to promote, you can build your list in advance, like I showed you.

It goes in your autoresponder account, and it's yours.

That free-plus-shipping offer that we're going to put together for you. My team will handle the shipping, product fulfillment and customer service.

All You Have to Do After It's Set Up is that One Post a Day Strategy That We Teach You

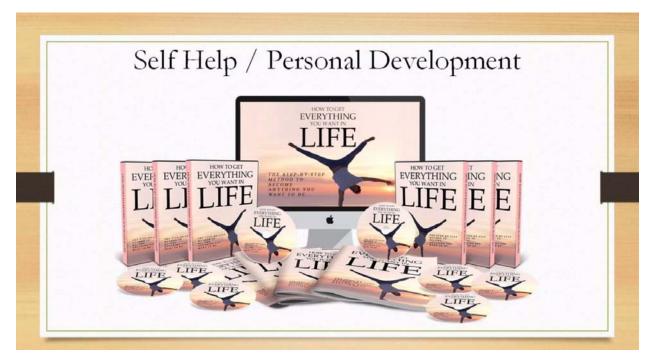
The five niches include:

- Healthy eating / diet
- Writer s/ Bloggers
- Self Help / Personal Development
- Social Media Marketing
- Fitness / Body Sculpting

Or any other related niches.

Or we can show you how to create a custom offer outside of these niches.

Here's an example from just one of these niches. Remember, this is product fulfillment. This is a book with CDs.



You can include videos or audiobooks. (People love audiobooks!) You can also **do this for your clients as well**, once you learn how to run Facebook ads.

In addition, we will also provide:

- The 'One Post Per Day' (OPAD) 6-Week Training Course and Support Group
- A live case study showing me personally implementing the strategy
- Access to our complete 'FiveDollarPosts' training (FB ads novice to advanced)
- All the software and tools for setting everything up (shopping cart, membership software, plugins, themes, etc.)

And NEW to this:

• Your own built in affiliate program so affiliates can promote your offer

And you get custom coding to ensure the payments go directly to your PayPal account.

What We Typically Require from Partners in This Program

- We receive a 35% royalty on all sales
- You pay a \$297 a month maintenance, fulfillment, and customer support fee.
- The upfront fee is \$2,497

If you want to take that leap (and it's not really a leap because we do all that for you):

For just 10 people today (maximum we can accommodate)

- We will waive the 35% royalty so that you keep 100% of the profit
- We will waive the \$297 a month maintenance charge
- And you can join my partner program today for:

Just 1 Payment of: \$997

(Daniel Hall special - you save \$1,500)

Go to: <u>www.RonDouglas.com/daniel</u>

My email: ron@rondouglas.com My direct phone: 1 (516) 669-0039

Remember, to have your monthly needs taken care of every month on a regular, recurring basis – to have that freedom – and to have people willing to pay you every month, those are some of the best customers you can ever have.