

# **How to Sell Your Homemade Products Online**



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Resources. Free Quality Tools and Resources, Tools For Online Success, Investor Resources.

## **Introduction**

This book is based on my years of experience making a living supporting myself from making my own items and information products and selling them on the Internet, especially publishing my own material and books. I have also included some of the newest tools you can use to expand your market reach and boost your profits.

I'm always surprised that people want to "set and forget" their sales on their website. Although I've done this myself using e-books and mp3 downloads while I was overseas for a number of months, so I was able to live off the lower sales due the exchange rate, sales will decline if you don't reinvest in your site and update it with fresh content or information.

The truth is if you don't keep making new material for your viewers, your traffic and sales will slow down. A good rule of thumb mentioned earlier is to create new topics every 3 months with a 6 month break between October and February when traffic is highest.

Any continuing successful Internet venture always has multiple streams of income. When I did my motivational CD series, I sold my courses on EBay as well as through high search engine

rankings and in some cases listed my courses on other websites. I used a total of 12 courses in both mp3 format as well as e-books, which netted me a decent sum every month. The "decline" without any promotion on my part took about 1.5 years to get to about 5% in sales, compared to 90%. In other words I did no promotion, but let the sales naturally trickle down.

I learned that information courses needed to be refined as well as new ones built approximately every 3 months in order to keep up with the changing market dynamics and achieve a consistently high rate of sales, unless you are selling collectables, in which case the opposite is true.





## Chapter 1 - The Basics of Getting Started

### *How to Discover Your Niche*

To make a successful product, you need a service or product combined with your experience, examples of solving problems along with proof and testimonials or 3rd party reviews that your concept is valuable to the customer. Where possible, show before and after pictures of your concept.

A good method to create quality e-books is to copy the latest articles from e-zine than insert quality videos from YouTube in the e-book. This is a good idea if you want to establish yourself as an "information solution expert" and not an author, as the material won't be yours but is information your client is seeking.

It is best to insert between 40 to 80 E-zine articles with 12 videos when using this type of format. This provides a colorful interactive visual learning experience for your reader.

When you have finished your article submit them to: [www.Ezinearticles.com](http://www.Ezinearticles.com), [www.1starticles.com](http://www.1starticles.com), [www.Articlealley.com](http://www.Articlealley.com), [www.lsnare.com](http://www.lsnare.com), [www.Arriclesbase.com](http://www.Arriclesbase.com), [www.Goarticles.com](http://www.Goarticles.com), [www.Searchwarp.com](http://www.Searchwarp.com) , [www.Articledashboard.com](http://www.Articledashboard.com) and

[www.Articlesfactory.com](http://www.Articlesfactory.com).

Where possible expand your knowledge on relevant topics and learn all you can from experts in your field. Don't skimp out spending on valuable tools for your business, as their investment is returned to you multiple times over. Your weak points should be better delegated to an outsourcer, most of all keep doing what you enjoy the most and stick to doing what you are good at.

Another excellent strategy to get an idea of what is currently selling well is to locate magazines related to your niche market. Next ask them for a media kit and their recent back issues. Your main local library will also have the back issues available. Next identify the repeat ads that re-appear month after month. You may have already seen these like "small engine repair" and such. Now that you know the trend, can you offer better service with more features. Find ways to make yours better and exploit their weaknesses.

If you already are an experienced seller and want to launch a new campaign, try using this method: Offer free content leading to an opt-in list. This content should contain the product or service you are offering. In the next e-mail, if they did not buy, send another free offering, again

with an option to purchase your product. You can continue with follow ups such as your monthly newsletter.

Sometimes the price may be too low, so follow up with a similar product that is higher priced, but displays more quality. Next inform your readers you are holding a Teleseminar, and offer group coaching sessions after the seminar. Than for those that have been with you for a while, offer personal coaching. It is important to remember with this process you are engaging in a long-term relationship with your customer lasting over a period of many months or sometimes even years, therefore the more people you have on your mailing list, the more options you have to either hold a giant Teleseminar with everyone attending, or for newer Subscribers, don't invite them until they have read your 3rd newsletter, so you know who the serious buyers will be. You can also hold Teleseminars on different topics. Be sure to post reviews, testimonials, third party objective reviews and feedback on your pages displaying your product. This gives credibility to your service or product.

## *How to Build a Brand*

Just as reviews and feedback boost your sales, so too does building a powerful brand image add an even more powerful boost to your products credibility.

Be sure that your niche is unique and start to build a brand image which will draw people towards it. Any successful brand includes a salable personality behind it. The real strength of branding is projecting honesty about yourself. Let your audience see your expertise and experience working with your product or service.

If you are offering a service, be sure to have a clearly defined business statement. Here is what I use: "Scott is a wellness and lifestyle consultant based in Santa Monica, CA. His helps clients achieve health and fitness through proven methods. He is available for private coaching by calling ....."

Always have an FAQ page if you are selling nutritional supplements because some people will always ask the same question over and over, such as if they can take this food or that food with your product.

## *Setting The Right Price For Your Product or Service*

To gauge which is the best price range for your product or service, you can research what your competitor's are charging, or if you think your product might be better, then make 2 separate sales pages containing exactly the same copy of the same product with only one difference, adjust the price range between 10 and 50% difference. For example 100\$ and 150\$. The sales page that got the most sales, use that as your final price.

Another hot gem is if you know of a recently released tool, app or software that no one knows about, promote this in your online presence. You can use keyword searches and Alexa to see if there are currently a low number of people searching for that topic, if the search term starts to climb, than you have a topic that will probably take off in the coming months.

Throughout the cycle of Information seasons there are always topics that attract interest, some more during certain times of the year, so you can adjust your price according to the season. These topics include: Dieting and Weight Loss, Exercise and Nutrition, Better Relationships and Sex, Motivation and Goal Setting, Keeping Organized and Time Management, Sales and

## Negotiating Skills, Customized Goal Packages, Improving Confidence and Self-Esteem.

### *Automating leads*

When creating pages to capture leads, the e-mail form should always include a box to allow your reader to enter their first name. Many studies have proved that e-mails addressed to the reader using their first name are read and even opened much more than those that are not. A good way to capture e-mails is to offer a free article showing a proven solution to a problem.

Another method is to make a webpage with a video, and also put the video on YouTube with a link to the page. Have an-opt in auto responder form on the webpage. After sending them 1 e-mail via auto responder, offer your product or service on the 2nd e-mail.

The process of an e-mail capture form should include the following: Name, Phone (optional) - a method to know where the lead came from, or what webpage the user came from. You should than send a follow up e-mail promoting your product.

When you use an auto responder to perform this

process it automates it all for you. If the customer does not buy on the 2nd e-mail, than consider using software to automate the process. A great program called Infusionsoft tracks the customers moves and then responds accordingly. It is like a live robotic salesperson.

If you are delivering time or date sensitive material across multiple e-mail accounts, an auto responder will make sure each e-mail is sent on the right day or the right time.

### *How To Pull In Sales using Classified Ads*

People still read newspapers and magazines and there is still a lot of money to be made in classified ads. If you are starting from scratch, the best way is to start small, testing your market along the way. Here is a tested ad that gets responses. "Famous Author Reveals Simple Way to Make Unlimited Income From Home - 24 hr. message - Toll Free - 1-877-977-cash - [www.ez3dBiz.com](http://www.ez3dBiz.com)"

Now let's see the amount of work that went into producing this catchy ad. We are seeking an ad that is cheap to place in magazines and classifieds and draws a high rate of responses.

First you need to find the right audience for your product or service. Get a copy of the SRDS Directory or Gales Directory of Broadcast Media and locate the magazines related to your product or service.

Place your test ad(s) in a number of small publications that have a minimum of 15,000 readers. You can vary the text, wording and phrases. Offer them a free article just for responding, with nothing to buy.

Next locate which publication pulled the most responses. If you are using similar phrases in your ad, discover which phrases pulled the most responses.

The type of magazine that pulled the most responses, is the type of magazine you want to advertise in and the market you want to expand your reach into.

Next place a larger size ad in the magazines or newspapers that had the highest response rate during your test run advertising your product, or offer a freebie to generate leads. You now know which words and phrases to use, as well as which audience will respond to that "phrase", and you don't have to worry about wasting thousands on an untested ad in a magazine not suited to your market.



## *Writing and Publishing Your Own E-Book*

Publishing your own e-book is a great way to share your area of expertise with the world. Be sure to select an area of expertise that you have, then unleash your passion to put this information into a readable organized format. Click Bank is a great resource to launch new e-books. The 2 best e-book affiliate systems are Click Bank and Commission Junction. These are places where you place your e-book for people to place on their webpages and sell for you. They get a % of each sale and so does Click Bank, and you pocket the rest. With Click Bank you don't need to have a paypal or credit card merchant accept, and you don't even need a bank account. Your checks arrive by mail when a certain number of sales are reached. Once you are approved, you pay a one-time \$49.99 fee and you are good to go.

With the mountains of information and access to endless resources nowadays, you may feel the urge to release your product after it has been "perfected". The truth is customers want just the right amount of information at the right time, which is why the daily news is such a success. If you have an excess amount of information your

customer may not be ready for it. If you examine a large amount of information closely you will see that you can break it up into separate parts, which you can sell separately.

One of the ways to see if you are "perfecting" your product is to watch yourself for constant editing, "waiting", or "slowing down" in certain areas and at certain times. Again the truth is, change occurs so rapidly nowadays, that a perfect product is impossible. Make it complete once you have a "view" or landscape of the information being presented or when you get a "done" urge, than you know you have enough.

I won't cover SEO in this book as I believe SEO is "dead" for startup operators, with keyword bidding possibly to soon hit the million dollar mark. I mean who is going to invest millions in keywords, but the corporations.

When posting your videos to YouTube, test a series of different videos on different channels. The channel that draws the most viewers, use as your primary channel. YouTube won't let you post an exact replica of your video, either edit the time or record new ones. Other sites you can post your video: Blip.tv, Dailymotion, Googlevideo, Viddler, Veoh, Metacafe, Oneminuteu, Tubemogul

Watch the market dynamics, buying patterns, success stories and learn from the failures of others, which can save you making the same mistakes later on. Also visit trade shows, listen to industry experts, read the latest magazines related to your topic and keep an eye on hot ideas, styles and products emerging from markets overseas.

Another popular idea is to create your own courses and place them on click bank. See Chapter 6 for more details about how Click Bank works.

If you want to get started right away, here are some good sites you can start making money online today: ECrater, Zazzle, Oodle, CafePress, RedBubble, ImageKind.

Here is a quote from ECreator's Homepage: "eCRATER is both a free web store builder and an online marketplace. If you are a seller you can create your own free online store in minutes. If you are a buyer you can browse and search among millions of products". So you have many options to choose from today if you want to open your own Internet Store.

If your market is already saturated, as in the example Pet Friendly Natural Products, than seek a specialized niche such as Pit Bull Diamond

## Studded Collars.

To help identify a niche. Review recent magazines and read writers market. By observing which ads are always being repeated in the magazine you know what is currently hot. You can also use your local library to look at the last 3 months of back issues of magazines or call the magazine directly and request back issues. It is best to have a minimum readership of 15,000 readers or more.

If you want to sell information, than write e-books and convert them to Nook or Kindle Formats. A great free resource is ZinePal, as mentioned earlier - This great tool allows you to turn your text into .PDF files for e-books and will also convert your files to kindle or nook format, so you can self-publish quickly and easily.

When you reach the right audience your purchase rate from your customers is greatly enhanced. When targeting a specific market, make sure you know the type of format they use when purchasing a product or finding a solution. An excellent example is marketing your product to association leaders. If you decide to sell them a "how to package" out of a box, it won't work because association leaders prefer to acquire new information in a Webinar or Teleseminar format.

*Your articles should have a simple format containing the following:*

**Turn offline or storefront business into a profitable online business**

**Turn your hobbies into a moneymaking venture**

**Services and information that benefits a large audience**

**Services or products with a proven track record of Internet profits**

*Website Tools and Resources:*

Domain Parking: Domain Sponsor, DomainSpa

Basecamp - Company Project Management

Younoodle - A new online platform for startups with tools allowing website operators to gauge whether their service or product is going to be a success or not.

Red fish media is a tool that will send a viewer a text message when they enter a text number into their cell phone. It acts as a mobile marketing platform to give your customer a snapshot of your company's purpose or send them special offers. It works great trade shows

and live events where people can't access a computer.

## Chapter 2 - Creating Your Own Website And Media

Like there are billions of webpages and billions of people on earth, what makes each person stand out from each other? Their personal story and unique problem solving skills. Your website should reflect this clearly to make it stand out from the competition.

Your webpage should contain relevant and unique content that is updated at least every 2 weeks or less. Your pages' products should have a call to action to encourage your viewers to buy. The average Internet user will visit your website 5 times before they actually buy. A blog or new article is one way to get return visits. The first 2 paragraphs of your home page should contain highly searched for keywords and phrases. In the anchor tags of your hyperlinks insert a question or long phrase for the search engines to help your page rank higher. All your social networking sites should include a link to your homepage. If there already is a lot of use for a keyword phrase, use similar secondary phrases. An example would be instead of using "New Honda Cars" use "Pierce Reed Honda Of Los Angeles".

Different industries purchase information and learning skills in formats that are comfortable to

them. Find out what these currently are, than market your product or service in the right service or information format.

### *Keywords*

One of the most effective places to discover emerging keywords that are about to become popular is to review popular magazines like cosmopolitan and recent newspaper headlines. Many people who buy these magazines will research some of the article topics to learn more about it. If your website is the first to have those questions answered, you can generate huge amounts of traffic for almost no investment, especially if the keywords and phrases are very narrow, unique and focused.

### *Keyword Tool Generators:*

Keywordspy, Wordtracker, Google Keyword Tool

### *Keyword Tool Sites:*

Clickpath.com, Good Keywords, Google Keyword Tool, Omniture, Trellian, Wordtracker



## *How To Start And Run A Successful Membership Site*

This phase of Internet marketing requires a little more effort than the usual "slam dunk" single sale. Your members will expect a lot more from you when they join. A good start is to give your readers a \$1 for the first month's issue and then if they like your material, bill them the full price.

A great way to motivate your readers into membership is to use a "catch phrase". Here is one that has worked well "This offer is completely risk free. You pay only \$1 now for the first month. You can cancel anytime. Should you decide to cancel, you get to keep the 4 bonuses worth \$200 just for giving us a chance".

You should always have 3 months' worth of content ready ahead of time.

The best way to get members is to use a joint venture where your partner has built up a lifetime of e-mail lists that are relevant to your offer. That way you double your audience reach.

If you are creating "package deals" consider using these tools to give value to your monthly subscription: Monthly Newsletter, A members only section, Downloadable Goodies, Monthly

Interviews, Marketing Tips via Fax or e-mail, 2 or 3 live coaching calls monthly. If you are selling an upgraded package or offering a "gold package deal" consider creating the following:

Customized consultations, A mentor Program, Personal Phone Consultations, Access to Experts.

A monthly subscription package should contain these bare minimum requirements: A new video each month, a special report containing the latest information, a screen capture video, and an interview with an expert.

To start your offer create at least 4 bonus materials with at least a \$97 value that is freely given away at the \$1 sign up period.

These bonus articles should be solutions your viewers are seeking. You can get solutions quite easily by asking the questions on a social network site with a topic relevant to your product. Or downloading a free article or e-book.

You can also create a video sales letter to draw in members. One of the fastest ways to enroll members is through a Webinar, when the viewer is getting all his or her questions answered.

The subscription offer should be made at the end of the Webinar and if your selling products

during the Webinar, they should be offered 1/2 way through the Webinar. Be sure to use real life examples of how a problem was solved. Real stories create the most interest.

The monthly newsletter is also gradually being replaced by online monthly group coaching teleseminars or webinar seminars. Just as you can e-mail a newsletter to thousands, an online coaching session can also reach thousands, but unlike a newsletter which may be read later on, a coaching session requires instant viewer attention, thus boosting sales. You can also promote private consultations.

A monthly group coaching session should be between 30 minutes and up to 2 hours. You can also include industry insiders sharing their stories.

Another change in the marketplace is the monthly newsletter. Your customers nowadays expect more than a newsletter. So think of more ways to deliver quality to your reader. Another emerging trend is the "packaging" of different types of formats for customers. Business owners are no longer creating the packages themselves, instead the business owner gives this information to an outsourced company, which in turn creates the "package" according to the business owners instructions. One perfect example of this is the NutriSystem customized

weight loss plan, versus the Jenny Craig standard weight loss "program".

## Chapter 3 - The Revolution Of Social Networks

### *Promoting Your Expertise On Facebook, Twitter and LinkedIn*

Another good method is to establish a presence on Facebook, answering questions and posing solutions to various topics. You can start your own groups to become an expert and promote your products. When you start a group on Facebook you can use the "notifications" feature to forward activity about your group to your e-mail inbox. You must give more service and value than promotion. One method that works for me is 90% service and problem solving and the remaining 10% being product referral and recommendation. When you organize an event on Facebook, your followers are automatically notified of the event. You can announce a free Webinar where you promote your service or product halfway through it. Your Facebook pages should have recent, relevant and interesting information two to 4 times daily. You can use software programs to do this for you or have a virtual assistant do this for you. To promote your Facebook account, invite viewers to "like" your page and add "like us on Facebook" links on all your webpages or display at your place of business. If you have a website have a link to your fan page on your website.

You can recommend books by experts for solutions and use a referral hoplink to get a commission from each sale. At [www.Fiverr.com](http://www.Fiverr.com) you can get "gigs" for \$5.00 where people will get you multiple likes on your Facebook page.

*Some Facts About FaceBook:*

Women 55+ are the fastest growing demographic on Facebook.

All informative videos posted on Facebook are usually viewed on average between 3 and 5 minutes, unless you are teaching a course, of which a Webinar can allow your viewers to view for longer periods, as they prepare for this.

Your Facebook page updates are automatically shown to your fans or followers when you update the page.

Internet Marketing Facebook Groups are an excellent resource to connect with others making money online, plus many are "like friendly" so you can build your presence quickly.

Here are some Facebook Internet Marketing Groups: Internet Marketing School, Internet Marketing University on Facebook, Affiliate Marketing Opportunities

To boost your “like” rate on Facebook, offer free articles in exchange for “likes”.

Use a virtual assistant to manage multiple Facebook groups and accounts. Each Facebook account should address different topics that you are expert on. Other Social Network Marketing Ideas Include: Social media integrates personality and creativity through expression in a public forum. This allows you to engage with people of similar backgrounds and interests. Social media makes a great research tool on knowing what people are talking about and you can see the effectiveness of how good solutions were when people tried them. It is best to use separate e-mail addresses for your social network accounts so you know which ones to reply to and which have important data that you requested. You should have a picture of yourself on your page as well as any professional affiliations you belong to. If your page is business orientated than include your contact info, specialized area or product.

As a side note, after your account has been active for approximately 2 weeks, Facebook accounts require telephone verification of your identity.

## *Linked In.*

Linked in is more orientated for business to business networking. it is a resource used a lot by independent professionals. One of it's disadvantages is it does not allow the use of product display. You can place your professional history on LinkedIn and accumulate "likes" to gather popularity. One of the main features is to post answers to questions and ask questions to boost your credibility and expertise. One of the best parts about LinkedIn is it allows you to search by type of company or type of expert, giving you an individual that has high ranking and credibility in the community, especially if they have been active on LinkedIn for a number of years.

Be clear about your expertise and what you seek in your customers. You can also insert a link leading to an opt-in form page for more information. Be sure to share your experience in the forums.

## *Twitter*

One of the main advantages of Twitter is its flexibility and user tools to help research your market and create new networks. With Twitter you can provide live coverage of a seminar. An



excellent feature of Twitter is you can see how your competition interacts with their customers, so you can learn from their mistakes. You can also monitor for Tweets regarding specific problems or questions and you can see which videos have gone viral on the social networks.

Twitter has a maximum character length of 140. Twitter can be a resource to drive people to your blog. Good ways to attract interest is to pose questions on a currently popular subject, such as "Did Morgan Stanley Perform Illegal Insider Trading Before The Crash?" Questions such as these provoke huge emotional responses and you can hyperlink your question leading back to your website or blog. A good rule is to always offer 90% service in exchange for a 10% offering of your products and services when posting to blogs and social network sites.

Titter can be used to conduct surveys, get feedback, locate experts, share videos, locate joint article writers, share videos, get testimonials, announce new products, events and discounted services or products and to build a brand image.

Use Twitter and automate your "tweets" than post a free report every few tweets with Click Bank "hoplinks" in the report or your product or service.

Use Twitter's "follow" feature to follow similar interests as your account. As an example, if your twitter account is about rollerblading and you visit other Twitter users who have rollerblading pages, then when you select the follow feature, that person is notified that you are following their page. You must have a fully enabled Twitter account for this to work.

### *Twitter Apps and Tools:*

To automate your tweets try these services:  
[socialloomph.com](http://socialloomph.com), [twuffer.com](http://twuffer.com),  
[feedmytweeterpro.com](http://feedmytweeterpro.com), [twitterfeed.com](http://twitterfeed.com)

Tweetadder - Automatically Manages multiple accounts

Socialloomph - Automated tweet releases

Twellow - Looks for Experts on Twitter

Tweetspinner - Identifies trends by geographical area

Twitterlocal - Recent events happening locally

Twitrbackgrounds – 900 free backgrounds for Twitter users

Tweetburner - Traffic statistics, including link info

Tweetbeep - Similar to Google alert, alerts you to certain topics or notifies you when someone links to your Twitter page

Tweetmeme - Displays the most talked about topics

Hellotxt - Automated click and forget. Updates Facebook and other social media accounts with only 1 click.

Twitpic - Upload images to Twitter via cellphone

Twistori - Alerts you to emotionally related phrases such as "I love" or "I hate" and more

Tweetdeck - Current and Upcoming Events

Twitterfeed - Automated posts

Twitaholic - The top 100 Twitter followers

Twtpoll - Create polls and Feedback pages on your Twitter account

TwitPic - Upload images

Jott: Voice to Tweet. No typing required

PocketTweets: Update your contacts and account

Fring: Make FREE mobile calls, video calls & live chat to fringsters and other internet friends

TwitterTise: Schedule Tweets and track who clicked on your ads

Twtqpon: Create Coupons

Getglue: Post links to books and movies

TwittWants: Buy and Sell on Twitter

TweetMeUp: Organize events

Twinester: Create or Join a group

KeymanWeb: Tweet in over 200 languages

AutoPilotTweet: Automate your Tweets

TwitterFeed: Announce your blog on Twitter

Search.Tearn.com: View photos and videos and chat

TwitScoop: The hottest topics Incoming

Tweet: Search via phrase

TipTop: Problem solver

Tweetmixx: Hot trends

Tweeps.Info: Commonly Tweeted Words

TwitCam: Stream live video to your Twitter account

TwitterLocal: Local Trends

Twellow: Search by industry

Twiggit: Share and locate articles

TweetTube: Share videos

Ping.fm: Auto update over 40 social network sites instantly

JustSignal: Locates Tweets by keyword only

Tweepsearch: Customize your search parameters

Acamin: Share files

Trendrr: Popularity Tracker of Trends

Top Twitter users: Tony Robbins, Zappos, Woot

Use [www.socialloomph.com](http://www.socialloomph.com) or [www.tweetadder.com](http://www.tweetadder.com) to automate your posts.

Skype: Make internet calls for free with **Skype**

## *Blogs*

If you decide to use a blog to help boost your website ranking, the great about blogs is they naturally rank higher in search engines. This is because of their recent material. This new information is then delivered to news feeders allowing your posts to be read by news websites.

A blog should not be over published, but kept short to allow your readers time to "skim" your new posts. If you want to boost traffic to your blog, locate the blogs with the highest traffic and post comments during the highest traffic period, which is usually late afternoon to early evenings and on weekends and public holidays. The problem here is you will also see others posting their comments, but you can use software to automate your posts every few minutes, or outsource this for you if you don't have the time.

Most of all come from the view as an expert sharing your stories that gave solutions to the problems people are having with a particular subject. You can also see what other experts have said and learn from them.

It is best to orientate your posts towards detailed,

specific worded advice. You can also post relevant information about solutions to problems you may have read in the latest magazines and books written by experts.

If you don't want to make your own product there are plenty of opportunities online where you can make money. Blogging is one of the more popular ones. Sites Where You Can Make Money Blogging: ShoeMoney, JohnChow, ProBlogger, IncomeDiary, Performancing, BlogCatalog

### *Ad Networks*

Contextual ad networks work by giving you cash whenever a person clicks on the ads. Examples that run these networks include Adsense, Quigo, Adster and Text-Link-Ads.

Writing how to articles is another great way to pose solutions to answers. There are now software "widgets" that you can add to your blog allowing your viewers to instantly submit and share your blog articles with others.

Purchase the Paperback or Kindle/Nook Versions at your local book store, or order online at:

<http://www.ez3dbiz.com/craftsmanship.html>

Other Books by Scott include:

- **Solar Visualization Tools for Health and Prosperity**
- **Living Healthy Beyond 120, A Centurion's Plan for Longevity**
- **Solar Flares and Their Effects Upon Human Behavior and Health**
- **The Emerald Tablets: The Keys of Life and Death by Thoth the Atlantean**
- **How to Make and Sell Your Own Aromatherapy and Herbal Products**
- **How to Sell Your Homemade Products Online**

Order these titles through your local bookstore or line at:

<http://www.ez3dbiz.com/library.html>