

FROM ZERO TO  
**\$756,557**  
**in 7 Months**  
(WITH ONE WEBSITE)

THE **7** STEP  
SYSTEM

**REVEALED**

By Aidan Booth and Steven Clayton

# How We Generated \$756,557 In 7 Months With ONE Simple Website Using A Simple 7-Step Formula

Hi, and THANKS for signing up to get this case study!

Before reading one more line of this report, register to JOIN US on the FINAL LIVE Training Workshop where we walk you through this breakthrough system from start to finish and **SHOW YOU a 10-day old website that's already earning HUNDREDS per day (this is something ANYONE can replicate and scale)!**

**Register here (This is the FINAL workshop, don't miss this):**

**<http://www.100kfactoryvip.com/training>**

*Note: The webinar software we use limits us to just 1,000 workshop attendees. Each training call WILL be full to capacity, so make sure you log on to the call 20 minutes early to avoid being locked out!*

I hope you've signed up, we're only running four of these live workshops, you will NOT want to miss out!

Let's now get down to business!

# A Quantum Leap Forward...

As you may already know, our 100k Factory system (the focus of this case study) was first released to the public back in 2015. It focused on our unique method for tapping into incredibly targeted Facebook traffic, and how to leverage this to monetize websites and sell all kinds of products online.

A year later, in April 2016, we released the second iteration, 100k Factory Ultra Edition. It redefined the world of 'no money down' eCommerce (sell and get paid before you buy inventory) and helped thousands of people build successful online businesses.

*Since April last year, we've made a **quantum leap forward** in how we build and run our 100k Factory stores.*

We've made several significant breakthroughs that have had major impacts on the predictability and profitability our eCommerce business, and the results, as you'll soon see, have been mind-blowing.

**What we're doing today is different to anything we've ever done before. It's a quantum leap forward and will redefine how thousands of people run their eCommerce businesses.**

These breakthroughs have inspired us to rethink our approach, and rebuild from the ground up.

We've re-tooled, and made some fundamental changes to the blueprint the system is built on. Throughout this case study, you'll learn about the blueprint we use today, and I think you'll be amazed at how powerful this has become.

Let's begin!

## \$47,240.29 in Month #1 (in Phase #1)

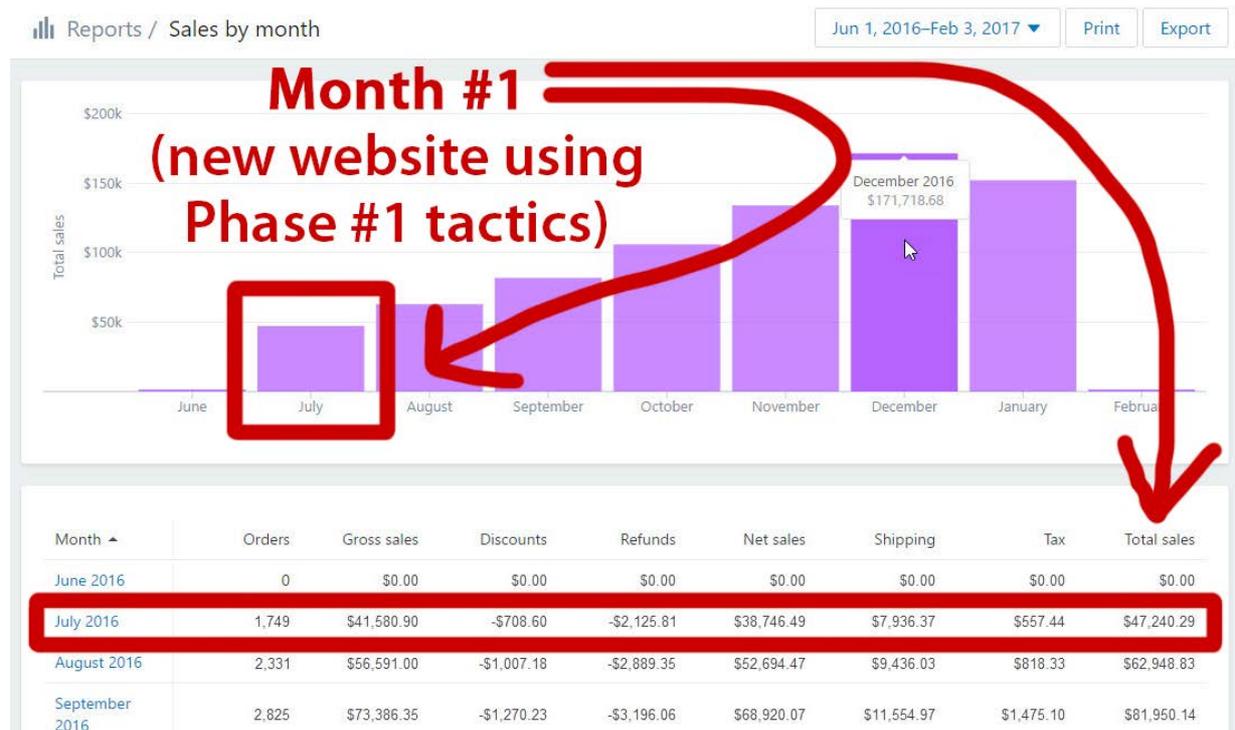
**To ensure we don't overwhelm you, in this case study we'll focus exclusively on Phase #1 of our unique selling system. But don't worry... Phase #1 is exciting enough!**

Our websites, and the websites of our students, have generated up to \$47,240.29 in sales in MONTH ONE just by applying Phase #1 tactics... so rest assured, you're about to receive some power-packed information.

We'll dive in to Phase #2 and Phase #3 on the FINAL live training workshop.

[Click here to register for one of the live workshops](#)

To whet your appetite, here's an example of what's possible in Phase #1:



The above screenshot shows how a brand new website generated \$47,240.29 in it's first month online.

We'll dive into the details of Phase #1 soon, but first, let me give you some background...

## The Story Begins In 2003...

If you don't know us already, I'm Aidan Booth, and my business partner is Steven Clayton.

Steven has been an online marketer since leaving his corporate job back in 2003.

Steve quickly saw success using Google PPC as an affiliate marketer and decided right away that he wanted to grow his online business into something much bigger, to take it from a 'hobby' to a business that would support his family as well as the lifestyle he wanted to live.



By 2006, Steven had built an incredibly successful 6 figure affiliate businesses, and had also expanded (in a big way) to eCommerce, specifically drop-shipping using USA based manufacturers.



For me (Aidan), I had the same dream as Steve, but for different reasons.

I started with the idea of building a "small income stream" that'd allow me to be geographically free, totally location independent.

I met my wife on a ski trip in Lake Tahoe back in 2003. We were both 20 years old at the time, working the winter season at Squaw Valley, California. When winter ended, I went back to New Zealand where I was part-way through University, and Carolina returned to her home in Buenos Aires, Argentina.

It became crystal clear to me that I'd never be able to be completely free if I was tied down to a day job in New Zealand, so I set about finding another way to make money so that I could shift to Argentina to be with Carolina.

After a couple of years of struggling online, I finally got to the point where I could quit my day-job in New Zealand, and I got a one-way ticket to Argentina. I had an online income and was officially free to live anywhere in the world.

Over the past decade our businesses have grown tremendously. Steve and I met in 2010, and became official business partners four years ago, in 2013. We now have a team of over 40 employees who are based in the USA, the UK, Canada, Pakistan, Argentina, Venezuela and China.

**By reading this case study from start to finish, you'll get the nuts and bolts of the most lucrative part of our business, we call it our '100k Factory' system.**

What we'll be explaining today, is without doubt the most exciting opportunity we've ever seen online, and today you're getting an inside look at the system...

How hundreds of regular people from all walks of life, and all corners of the globe, many with no prior online marketing experience, have been able to build six-figure and even seven-figure incomes in the space of a few months.

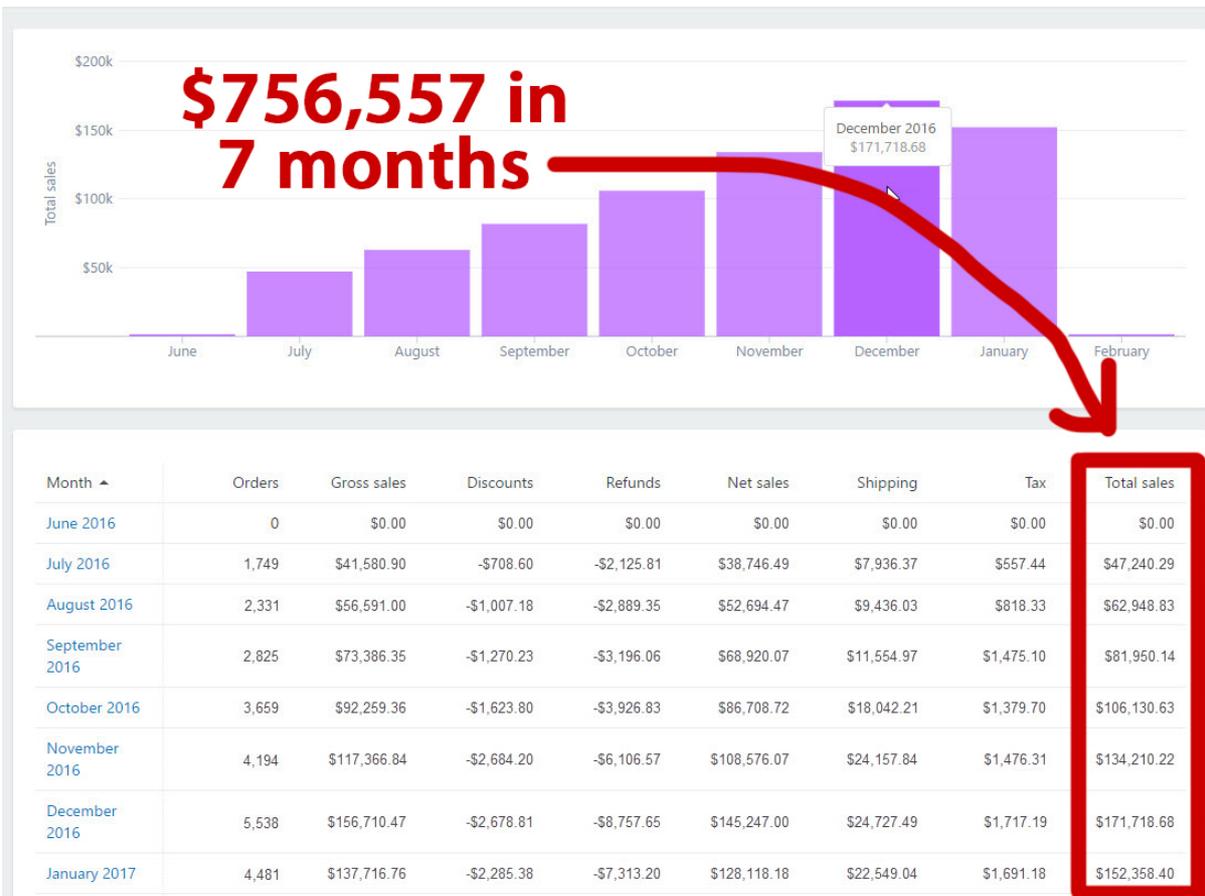
## Astronomical Earning Potential

Let's get started by taking a look at what's possible financially, such as simple websites with sales surges of \$756,557.19 in 7 months, and how students are earning at rates of \$16,733.20 per day (that's a run-rate of \$6.1 MILLION over the course of a year)...

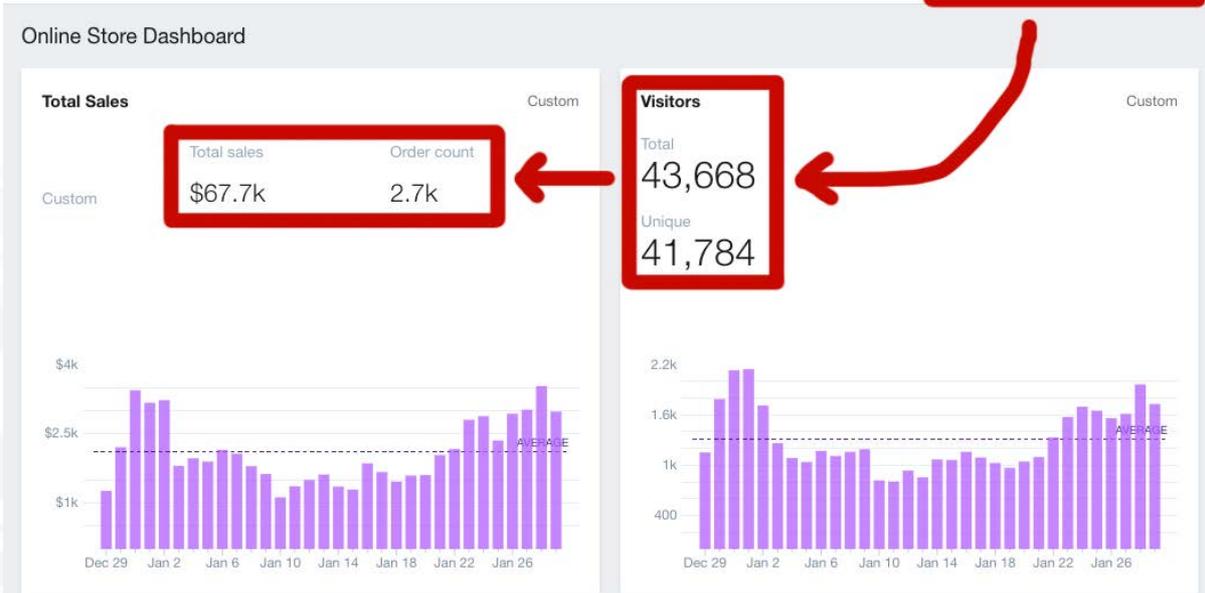
Here's a screenshot showing the first 7 months of a new website:

Month ▲	Orders	Gross sales	Discounts	Refunds	Net sales	Shipping	Tax	Total sales
June 2016	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
July 2016	1,749	\$41,580.90	-\$708.60	-\$2,125.81	\$38,746.49	\$7,936.37	\$557.44	\$47,240.29
August 2016	2,331	\$56,591.00	-\$1,007.18	-\$2,889.35	\$52,694.47	\$9,436.03	\$818.33	\$62,948.83
September 2016	2,825	\$73,386.35	-\$1,270.23	-\$3,196.06	\$68,920.07	\$11,554.97	\$1,475.10	\$81,950.14
October 2016	3,659	\$92,259.36	-\$1,623.80	-\$3,926.83	\$86,708.72	\$18,042.21	\$1,379.70	\$106,130.63
November 2016	4,194	\$117,366.84	-\$2,684.20	-\$6,106.57	\$108,576.07	\$24,157.84	\$1,476.31	\$134,210.22
December 2016	5,538	\$156,710.47	-\$2,678.81	-\$8,757.65	\$145,247.00	\$24,727.49	\$1,717.19	\$171,718.68
January 2017	4,481	\$137,716.76	-\$2,285.38	-\$7,313.20	\$128,118.18	\$22,549.04	\$1,691.18	\$152,358.40

On the next page you can see the a chart showing how earnings grew, month after month after month...



The screenshot above shows the rapid growth of a new website income over the space of 7 months. If you add up the orders column, you'll see there are 24,787 orders between July 2016 and January 2017 and over \$750,000 in sales revenue.



The screenshot above (this is a students screenshot) shows how optimized stores earn over \$1 for every single visitor... 43,668 total visitors, and over \$67,000 in sales (at a conversion rate of over 6%... 6 out of every 100 visitors BUY).

New York Commercial Bank Member FDIC

The Family of B

Money Transfer Administration Stop Payment Balance Reporting Help Welcome

Previous Day Summary Intra-day Summary Transaction Summary/Search Previous Day Reports

As Of: 11/23/2016 22:26:00

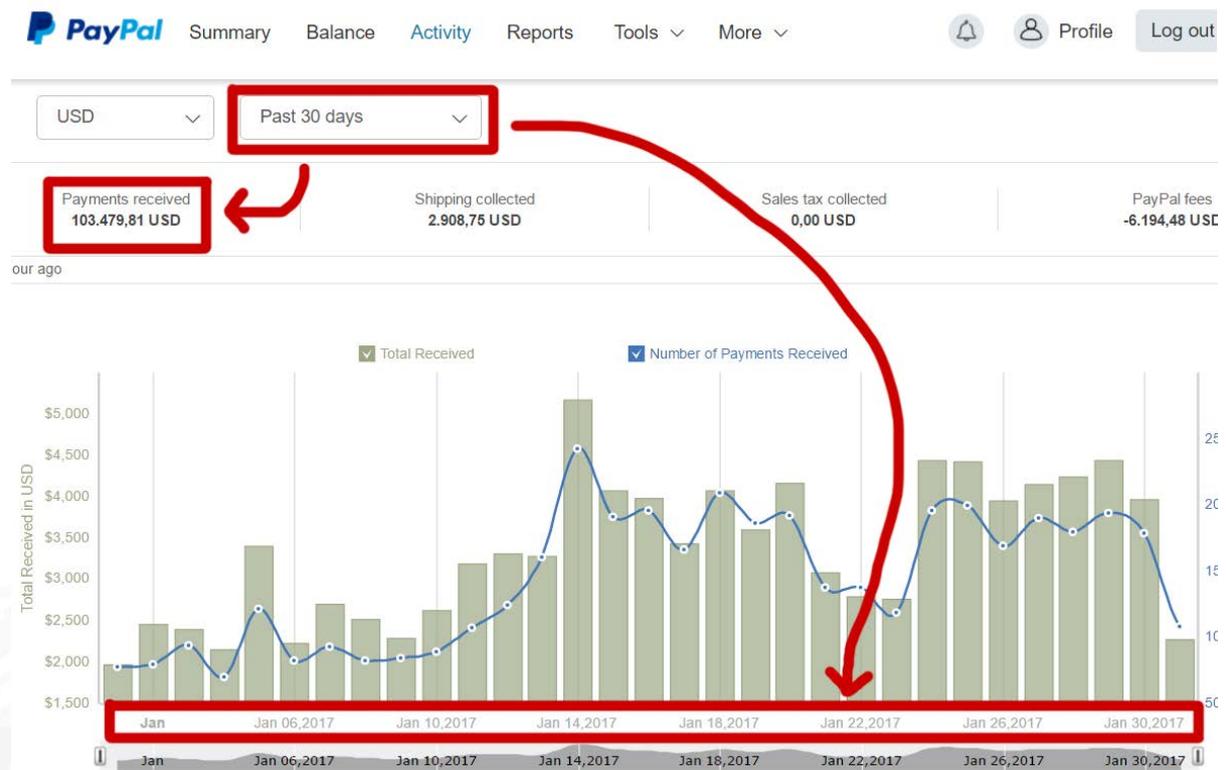
Trans Date	Financial Institution	Credit	Previous day/Intraday	Text Field
11/07/2016 22:52:00	New York Commercial Bank	829.28	Previous Day	Shopify TRANSFER
11/08/2016 22:27:00	New York Commercial Bank	692.54	Previous Day	Shopify TRANSFER
11/09/2016 22:28:00	New York Commercial Bank	766.16	Previous Day	Shopify TRANSFER
11/10/2016 22:26:00	New York Commercial Bank	1,181.96	Previous Day	Shopify TRANSFER
11/10/2016 22:26:00	New York Commercial Bank	1,105.62	Previous Day	Shopify TRANSFER
11/10/2016 22:26:00	New York Commercial Bank	62.20	Previous Day	Shopify TRANSFER
11/10/2016 22:26:00	New York Commercial Bank	54.63	Previous Day	Shopify TRANSFER
11/14/2016 22:28:00	New York Commercial Bank	58.17	Previous Day	Shopify TRANSFER
11/14/2016 22:28:00	New York Commercial Bank	2,036.07	Previous Day	Shopify TRANSFER
11/14/2016 22:28:00	New York Commercial Bank	2,064.51	Previous Day	Shopify TRANSFER
11/14/2016 22:28:00	New York Commercial Bank	50.67	Previous Day	Shopify TRANSFER
11/14/2016 22:28:00	New York Commercial Bank	60.13	Previous Day	Shopify TRANSFER
11/14/2016 22:28:00	New York Commercial Bank	1,919.89	Previous Day	Shopify TRANSFER
11/15/2016 22:27:00	New York Commercial Bank	1,160.60	Previous Day	Shopify TRANSFER
11/15/2016 22:27:00	New York Commercial Bank	83.67	Previous Day	Shopify TRANSFER
11/16/2016 22:26:00	New York Commercial Bank	1,703.29	Previous Day	Shopify TRANSFER
11/16/2016 22:26:00	New York Commercial Bank	92.48	Previous Day	Shopify TRANSFER
11/17/2016 22:26:00	New York Commercial Bank	1,732.83	Previous Day	Shopify TRANSFER
11/17/2016 22:26:00	New York Commercial Bank	232.40	Previous Day	Shopify TRANSFER
11/18/2016 22:26:00	New York Commercial Bank	91.96	Previous Day	Shopify TRANSFER
11/18/2016 22:26:00	New York Commercial Bank	168.49	Previous Day	Shopify TRANSFER
11/18/2016 22:26:00	New York Commercial Bank	1,447.66	Previous Day	Shopify TRANSFER
11/18/2016 22:26:00	New York Commercial Bank	1,848.99	Previous Day	Shopify TRANSFER
11/21/2016 22:27:00	New York Commercial Bank	848.15	Previous Day	Shopify TRANSFER
11/21/2016 22:27:00	New York Commercial Bank	1,247.23	Previous Day	Shopify TRANSFER

Above you can see a bank account screenshot (from another successful student). Hundreds or thousands being transferred every day or so... this business can get exciting very quickly, and become very addictive!

Here's another example of a bank account receiving income almost every single day (literally THOUSANDS of dollars every single day):

WELLS FARGO			Transfer and Pay	More	Sign Off
Account Summary	Switch Account		Print		
11/10/16	Shopify TRANSFER Shopify X	\$6,001.06			
11/09/16	Shopify TRANSFER Shopify X	\$6,500.68			
11/08/16	Shopify TRANSFER Shopify X	\$6,449.75			
11/07/16	Shopify TRANSFER Shopify X	\$8,705.44			
11/07/16	Shopify TRANSFER Shopify X	\$6,746.30			
11/04/16	Shopify TRANSFER Shopify X	\$6,678.37			
11/04/16	Shopify TRANSFER Shopify X	\$4,420.97			
11/03/16	Shopify TRANSFER Shopify X	\$5,530.26			
11/02/16	Shopify TRANSFER Shopify X	\$5,936.57			
11/01/16	Shopify TRANSFER Shopify X	\$5,470.77			
<b>Totals</b>		<b>\$79,160.19</b>			

Here's an example of income rolling in, day after day, to PayPal:



The money people are making using this system is jaw-dropping, but the money is just the end result of the system that comes before it, the carefully crafted websites and the traffic poured in to them.

**IMPORTANT:** We're not showing you these screenshots to brag or boast, in fact, the past 4 screenshots are all from our students. We just want you to see what's possible here... to understand what is at stake, and to make sure you're motivated to read all of this case study...

**And please don't be intimidated! Everyone starts off with small campaigns that might just be earning \$10/day profit, they then scale them into giant businesses and incredibly lucrative income streams.**

Before talking about the traffic, let me explain one of the major breakthroughs we've seen over the past 12 months...

## Hybrid 'Super-Funnels'

I mentioned earlier in this report how we've been able to take already good results to the next level.

One of the ways we do this is by combining what we did last year in the 100k Factory Ultra Edition program (I'll explain in more detail shortly), with sophisticated funnels.

These funnels are probably not what you're imagining...

We're not just talking about upsells and downsells, and run-of-the-mill cookie cutter landing pages. It's much more than that...

***Our hybrid 'super-funnels' have allowed us to double, and sometimes TRIPLE our conversion rates.***

Check out the image below...



Here you can see conversion data for hundreds of orders. We've got two tests running, one converts at 17%, the other just over 18%... **converting at this rate makes it almost impossible to NOT make money!**

*Imagine, 18 out of every 100 people that come to your site buy something from you, it's AMAZING (yet so many people don't know how to do this, and they leave money on the table as a result)!*

A few of the things our Super-Funnels help us do include:

- **Reduce cart abandonment by 71%.**
- Increase perceived value and **get your customers spending 54% more** on each order.
- Increase perceived scarcity by displaying dynamic countdown timers, and strategically placed banners.
- Boost social proof by **showcasing raving fans and happy customers.**
- Raise credibility by offering live 'on-demand' customer support.
- Increase repeat visitors by leveraging **special promotions and building reward programs.**
- **Increase number of items sold per order** by dynamically serving up discounted 'set' purchases, and offering tried-and-tested upsells.
- **Ship to customers faster** by leveraging local warehouses that are completely integrated with the Super-Funnels (this also boosts customer satisfaction through the roof).
- **And MUCH more...**

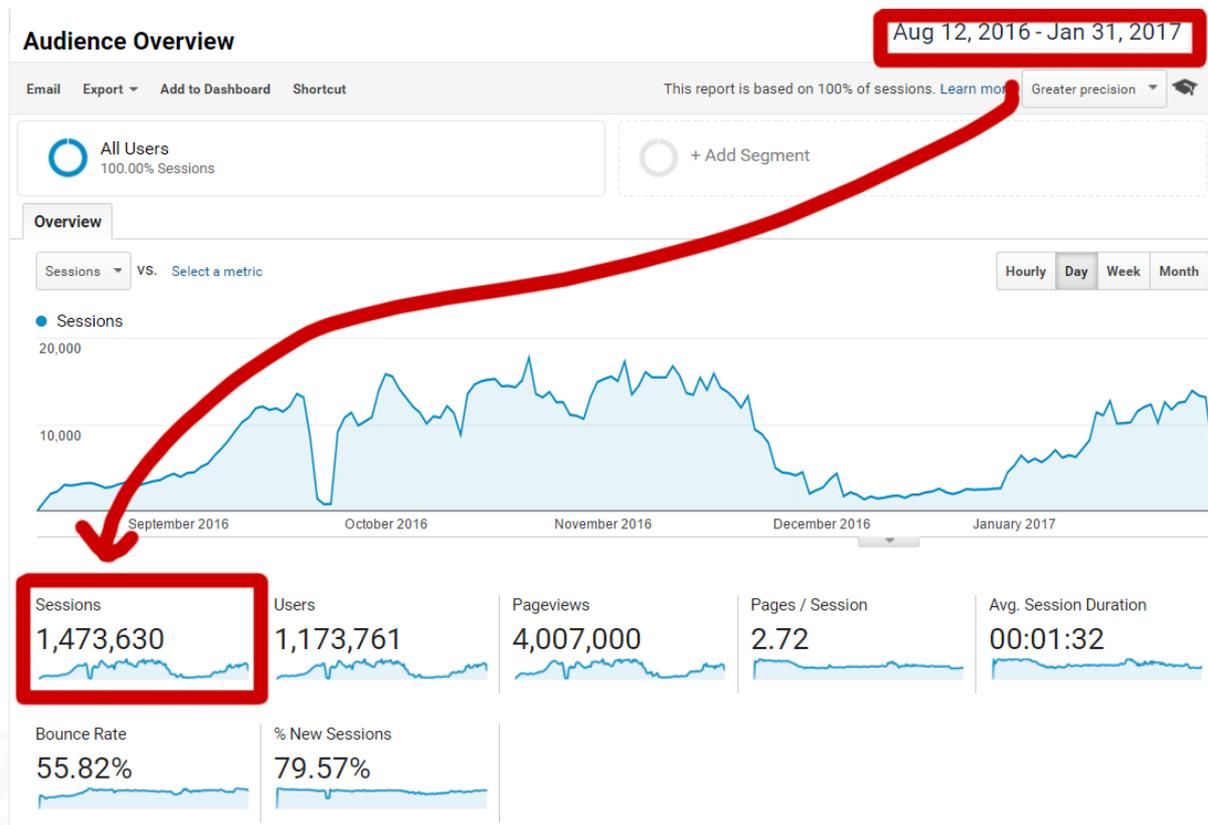
Even small incremental gains of just 0.5% on each of the initiatives above combine to make a BIG difference on your bottom line.

An optimized well-oiled machine is the first piece of the puzzle. The next ingredient to add in is traffic, lets talk about that now, and how we get dirt-cheap visitors...

## Cheap Easy-To-Get Traffic

### One of the magic ingredients is... TRAFFIC!

In the Google Analytics screenshot below you can see 1,473,630 visitors in the space of 6 months. With this kind of traffic, it's impossible NOT to make money... making money is a certainty!



### **Where does the traffic come from?**

Most of it comes through incredibly targeted Facebook ads.

Here's an example of what we aim to achieve on all of our campaigns:

Search Filters Last 7 days

Breakdown Export

Delivery	Results	Reach	CT...	View Con...	Add to C...	Purchase...	Cost p...	Amount S...	Purchase ...
	Purchases								
Active	— Purchase	36,462	0.10%	79	3	—	—	\$34.67	\$0.00
Active	610 Link Clicks	197,545	0.24%	828	44	11	\$39.09	\$429.96	\$1,032.45
Active	1 Purchase	3,669	0.29%	16	4	1	\$55.76	\$55.76	\$129.95
Active	605 Link Clicks	168,234	0.25%	823	52	9	\$69.63	\$626.68	\$1,016.55
Active	1,470 Purchases	1,064,930	2.42%	43,234	17,705	1,470	\$4.99	\$7,331.54	\$29,486.38
Active	112 Purchases	725,659	0.68%	10,159	985	112	\$27.26	\$3,052.79	\$8,905.56
Active	135 Purchases	264,569	0.85%	3,421	1,512	135	\$12.43	\$1,677.83	\$2,552.29
	—	2,531,931 People	1.36% Per Imp...	68,910 Total	24,205 Total	2,005 Total	\$8.31 Per Action	\$16,653.48 Total Spent	\$49,743.48 Total

Here, we've spent \$16,653.48 on advertising, and generated \$49,743.48 in sales across a set of 7 different ads.

That \$16,653.48 ad spend resulted in about 34,400 visitors (you can work this out by multiplying the reach shown in the 3<sup>rd</sup> column (2,531,931), by the click through rate as in the 4<sup>th</sup> column (1.36%).

**34,400 visitors have earned \$49,743.** That's about \$1.44 earned for EVERY person that comes to the website.

At this rate, even if you could get just 50 visitors to your website each you're earning \$72... that quickly adds up!

**But let's not get ahead of ourselves, this process starts on a micro-scale, with micro-budgets of just a few dollars per day. Only once we've found our 'winners' do we ever scale our budgets up.**

The beauty of leveraging a traffic source like Facebook, is that it's something you can turn on and off at the push of a button. You can also ramp it up or down just as easily (a good analogy is a car stereo... you push one button to turn it on, and twist another knob to raise or lower the volume).

This business model has NO limit... check out the ad spend and income shown in the image below:

Search Filters **May 1, 2016 – Jan 30, 2017**

Breakdown Export

Purchase...	Cost p...	Amount S...	Purcha...
5,666	\$7.11	\$40,291.92	\$85,001.55
4,935	\$9.73	\$48,030.12	\$84,453.84
2,476	\$15.70	\$38,869.80	\$83,537.46
4,497	\$6.46	\$29,037.15	\$77,507.79
3,930	\$10.19	\$40,056.00	\$72,386.60
2,935	\$4.65	\$13,645.01	\$58,541.58
2,975	\$8.80	\$26,190.48	\$56,854.88
2,907	\$9.40	\$27,322.14	\$50,525.21
<b>58,512</b> Total	<b>\$10.42</b> Per Action	<b>\$609,693.19</b> Total Spent	<b>\$1,228,580.62</b> Total

The image above is another one of our students' screenshots, \$609,000 spent and \$1.2 MILLION made between May 2016 and January 2017. That represents a VERY healthy profit.

**IMPORTANT: Paid Facebook ads are ONE strategy we use to ignite the system. While it's not an absolute requirement, micro-budgets of just \$1 - \$4/day can be a great way to rapidly *fuel the fire* and set the wheels in motion.**

# The Traffic Problem... SOLVED.

For years now we've been able to drive crazy volumes of traffic to our websites by harnessing the power of Facebook, *here's an example showing insane traffic between May 2014 – May 2015:*

Pages May 24, 2014 - May 24, 2015

Email Export Add to Dashboard Shortcut

All Sessions 100.00% + Add Segment

Primary Dimension: Page Page Title Other

Plot Rows Secondary dimension Sort Type: Default advanced

Page	Pageviews	Unique Pageviews	Avg. Time on Page	Entrances	% Exit	Page Value
	4,229,312 <small>% of Total: 100.00% (4,229,312)</small>	3,307,587 <small>% of Total: 100.00% (3,307,587)</small>	00:01:10 <small>Avg for View: 00:01:10 (0.00%)</small>	2,721,605 <small>% of Total: 100.00% (2,721,605)</small>	64.35% <small>Avg for View: 64.35% (0.00%)</small>	\$0.00 <small>% of Total: 0.00% (\$0.00)</small>
1.	1,800,864 (42.58%)	1,256,773 (38.00%)	00:01:24	1,255,533 (46.13%)	69.02%	\$0.00 (0.00%)
2.	286,962 (6.79%)	236,913 (7.18%)	00:01:14	236,296 (8.68%)	70.95%	\$0.00 (0.00%)
3.	254,978 (6.03%)	222,635 (6.73%)	00:01:27	222,427 (8.17%)	76.92%	\$0.00 (0.00%)
4.	135,301 (3.20%)	105,002 (3.17%)	00:00:48	104,752 (3.85%)	58.97%	\$0.00 (0.00%)

The problem we've had, which many of our students have also faced, is managing that traffic when you're scaling. And specifically, optimizing traffic campaigns.

In 2016 we released a logical process map to guide people on how to advance with Facebook traffic campaigns. To guide people on when to scale an ad campaign, when to kill it, and when to let it run a little longer.

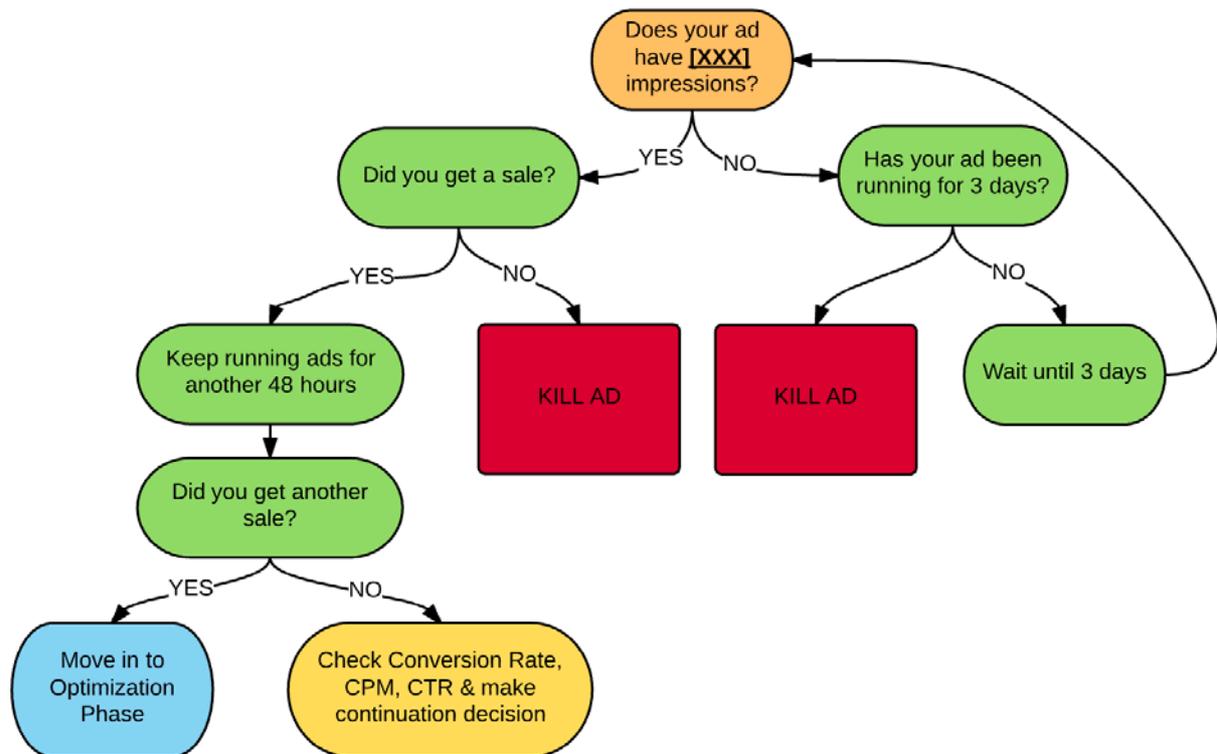
Some of the key things we looked at included:

- Number of impressions
- Time the ad has been running
- Number of sales
- ROI
- Conversion Rate
- Cost Per Thousand Impressions (CPM)
- Click Through Rate (CTR)
- And a raft of other advertising metrics as well

Below is a simplified version of that process map.

IMPORTANT: The diagram below does **NOT** include every decision point, and some data, like decision metrics, such as the number of impressions needed in Step 1

have been eliminated, as this measurement doesn't make sense if used without taking other campaign data into consideration.



Even in its simplified form, the process chart above is still pretty solid, and still gets the job done. But when working with EVERYTHING, crunching all the numbers, and looking at data from (eventually) hundreds of campaigns, it can become time consuming, very easy to make a mistake, and gets more difficult as you grow out more and more campaigns.

This started become an issue for us, so we built a 'robot' to do it for us.

We call this technology 'Vulcan'...

## VULCAN: The Super-Computer That Runs Our Campaigns

Vulcan is like a super computer with just one job, to crunch data and tell you exactly what you need to do to each campaign you're running.

Instead of spending hours arduously crunching numbers to try to work out what needs to be done next, we now have our directives given to us in a fail-proof manner in a matter of seconds (at the push of a button).

**What this means is we NEVER get it wrong when making decisions about how to run our campaigns, and gives us real time updates about the viability of our ads.**

Vulcan is one of the secret weapons that has allowed us to up our game to a whole new level, find 'winners' (profitable products that make money) faster and with less testing, and scale our business to new heights.

We'll have a lot more information about Vulcan in our live training workshops, if you haven't done so already, click the link below to register for one of the training sessions:

Register to JOIN US on THE FINAL LIVE Training Workshop. You'll see FIRST HAND how the system works, and we'll **SHOW YOU a 10-day old website that's already earning HUNDREDS per day (this is something ANYONE can replicate)!**

Register here:

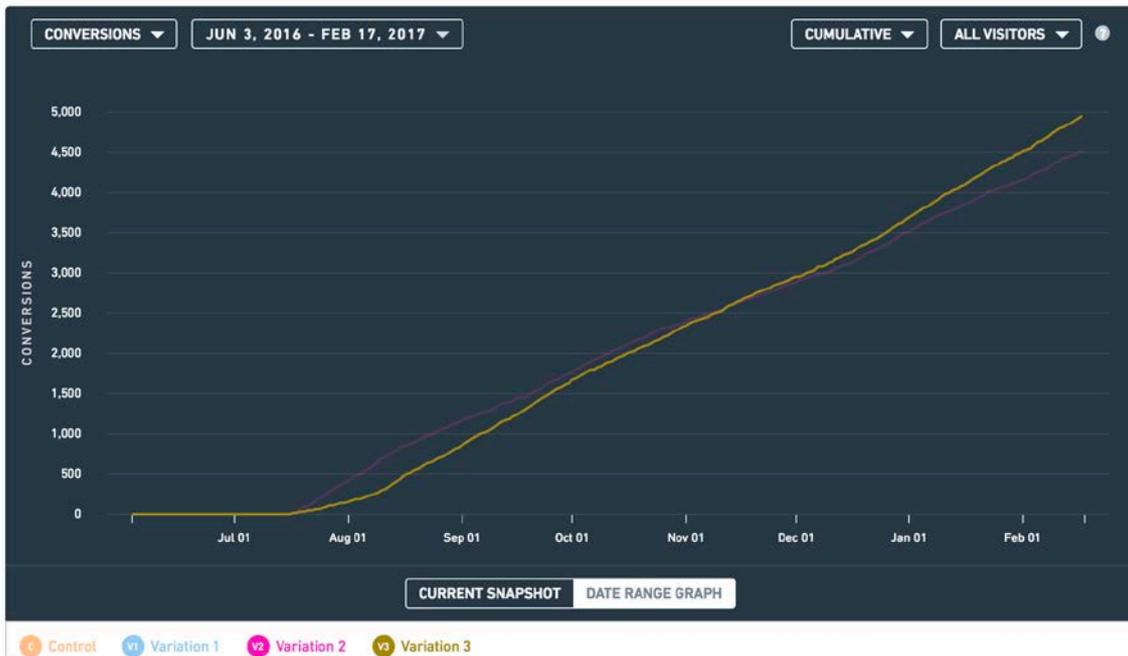
**<http://www.100kfactoryvip.com/training>**

*Note: The webinar software we use limits us to just 1,000 workshop attendees. Each training call WILL be full to capacity, so make sure you log on to the call 20 minutes early to avoid being locked out!*

## Tracking & Optimization

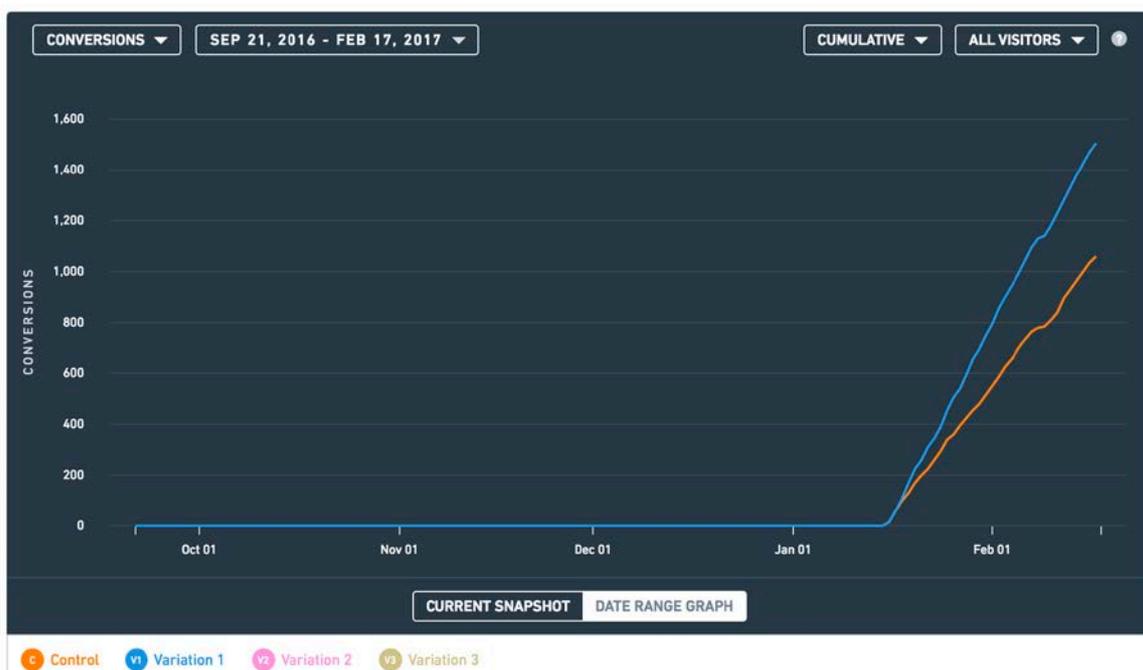
Whether you've got a winning campaign, or are just starting out, it's VITAL that you track your metrics and understand how you can optimize your campaigns.

We use specialized software to do this (Vulcan is a MAJOR part of it), here you can see the kind of conversion data we get, and how over a long period of time, and thousands of orders, you can see a HUGE difference:



This screenshot doesn't show the conversion rate, but it DOES show the number of cumulative conversions... here you're seeing cumulative data for over 9,000 orders, and how 'Variation 2' (the brown line) ended up beating out 'Variation 1' (the pink line), even though Variation 1 started out a lot better.

Here's another example of a new test we started in January:



This shows two options battling it out. Variation 1 (blue line) is beating the 'Control' (the orange line, which is the original setup), and we can see over 2,400 orders in this test.

The point we're trying to make here is that you MUST test... testing will always make you more money, and it can be the difference between a mediocre (or failing) campaign, and a winning one.

## What Makes Our '100K Factory' System So Powerful?

1. **It allows you to enjoy the best aspects of multiple online business models, without any of the downsides.** For example, you can enjoy the hands-off nature of affiliate marketing and info-products WITHOUT the unpredictability. You can enjoy the benefits of an eCommerce business WITHOUT buying inventory or needing capital up front (more on this shortly).
2. **You can see results in under 24 hours.** As incredible as this may sound, it's an absolute fact. Turn on the traffic machine, and you can begin to cash-in literally overnight.
3. **You can start this 'on the side' without giving up anything in your life.** You can continue to work your day-job and stick to your current daily routine if you want to, because this is a business model that requires very little time to start, and very little ongoing maintenance. As you scale your business, you could have all the time freedom, geographic freedom, and financial freedom you want.
4. **You can scale at lightning fast speeds.** Since you don't need cash up front for inventory or to be investing hours and hours into your business each day, you can scale the system unlike ever before. This is the fastest online business model we've ever used.
5. **It's 100% systematic and predictable.** Every part of the system can be analyzed. What this means is that you can pinpoint issues, and fix them. Similarly though, you can pinpoint the most lucrative areas of your business and build them to new heights.
6. **It makes saturation and competition 100% irrelevant.** There are a limitless number of ways to use the incredible traffic that we're tapping in to, so market saturation and competition are simply "non-issues" in the foreseeable future.

7. **It's something that will continue to work for many years to come.** This isn't some fancy new loophole... this is an evergreen formula that you can use once, then sit back and enjoy the month-to-month cashflow for YEARS to come.
8. **It's something you can feel good about.** You'll be creating simple but high-quality websites with real audiences of thousands of passionate fans. You can be proud to show this to your friends and family (but if you want to keep this business a secret, that's also fine!).

I hope you're getting excited!

Before we take a look at an overview of Phase 1 of the system, make sure you've taken a moment to register for one of our live training workshops:

Register to JOIN US on the FINAL LIVE workshop where we walk you through this breakthrough system from start to finish. On the live training call **you'll EVEN see the site which is only 10 days old, and already earning HUNDREDS per day!**

**Register here:**

**<http://www.100kfactoryvip.com/training>**

If you're intrigued and impressed by the results we've shown you so far, you'll LOVE what we have in store for you in the live training!

*Note: The webinar software we use limits us to just 1,000 attendees. Each workshop WILL be full to capacity, so make sure you log on to the call 20 minutes early to avoid being locked out!*

# Phase #1 Overview...

Here's a visual representation of Phase #1 of the system:



**IMPORTANT:** Keep in mind that the diagram above is JUST Phase #1... in Phase #2 and Phase #3 we unleash a number of advanced initiatives designed to take your business to the next level through **AUTOMATION** and **REPLICATION**.

Let me expand a little more on each of the steps shown in the above diagram...



## Step 1. Hand-Pick A Product

The product you choose to sell can make or break the success of your business. **It's absolutely KEY.**

While it's true that you CAN sell almost anything online, some things are simply easier to sell than others.

Some of the key product characteristics to consider are:

### Already Selling Well Online

There's no need to get too creative and reinvent the wheel. All you need to do is stick to what works. So look at products that are already selling online.

Anytime you see a sponsored ad on Facebook that has thousands of likes and lots of shares and comments, it's a strong indicator that it's a proven product.

The image on the right of this page shows a product (an Android Flash Drive) being sold. The ad has over 2,200 likes, 266 comments, over 299,000 views, and 1,397 shares.

This is clearly an ad that been running for some time (a solid indicator that it's a product which sells well). If the ad wasn't making money for its creator, it would have stopped running a long time ago.

A screenshot of a Facebook advertisement for an Android Flash Drive. The ad features a photo of a hand holding a smartphone displaying a file manager with folders for "Photos" and "LOST DIR". The text of the ad includes "Holiday Season Clearance - The #1 Selling Android Flash Drive in the World - Click Here to Save Over 87% - On Sale - Get it Now - Available in Assorted Colors and Sizes - Limited Time Offer!" and "\*\*\*\*\* Blowout Sale - Save Over 87% \*\*\*\*\*". The ad shows 299K views, 2.2K likes, 1,397 shares, and 268 comments.

Amazon.com and eBay.com are another couple of websites which can be used to gauge how hot products are, we'll dive into these in more detail on the live training.

## Facebook Friendly

Certain items are not allowed to be sold on Facebook, such as weapons, drugs and health supplements.

There are also certain types of products which lend themselves more to the social nature of Facebook than others. For example, what do you think will get more shares, likes, comments, and clicks... a collar for a cute poodle, or a hemorrhoid cream?

No-one is going to share, like, or comment on an ad about hemorrhoid cream. A poodle lover WILL share, comment, tag friends, and like a cute poodle collar though.

## Good Margins

You need to be able to make a decent profit margin on each unit you sell.

A clear warning sign that the product will NOT work is if you're buying it for \$10 and can only sell it for \$11. We like to get a profit margin of 100% on our products. So if we buy it for \$4, we need to sell it for \$8 (we often sell our products for four times what we pay to buy them).

## Hungry Audience

Products that people are passionate about sell best.

All products have people looking to buy them, even hemorrhoid creams... but some passionate buyers are easier to find than others. We'll talk more about this in a few pages time, in Step 3 of the system.

## Product Price

We've had great success with our blueprint selling at all kinds of price points, right up into the thousands of dollars. However, impulse purchases (when not much thinking or justification is needed) are the easiest sales to make, so you should start with these.

## ***What's considered to be an impulse purchase?***

It different for everyone.

Billionaires won't flinch at spending thousands of dollars, whereas \$10 can be a significant amount of money for someone else (especially in countries with developing economies or weaker currencies).

**As a general rule, when targeting the USA marketplace, we recommend selling products for less than \$20 to begin with, and ideally under \$10.**

Once you've found a 'winner', experiment with higher priced products. Some of our best performing products have sold for upwards of \$50, it just depends what the product is. You'll see examples of products in the next few pages which could easily be sold for \$50 or more.

If you're going to sell a product for \$10, you should aim to purchase it from your supplier for \$5 or less (and as mentioned above, we sometimes mark our products up 4x!).

Now that you've got an idea of some of the characteristics of good products, let's talk about when you can go for ideas!

## **Product Idea Starters**

Here are a few places you can go to get product ideas:

- <http://www.wanelo.com> - Wanelo stands for 'Want', 'Need', Love'. It's a product curation website where you can see popular products people are searching for.
- <http://www.watchcount.com> - Watchcount gives you information about the most watched products on eBay. This is a great resource for uncovering trending products.
- <http://www.pinterest.com> - Niche searches in Pinterest can uncover some very cool products. Use 'pin counts' to gauge popularity.

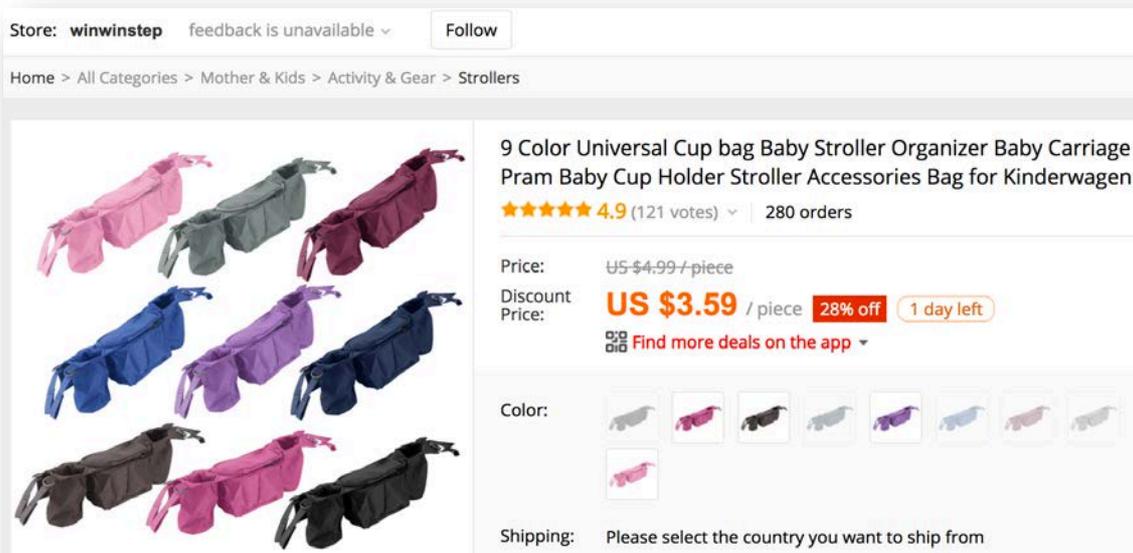
## **Secret Product Database**

Join us on our live workshop to see the ultimate resource that we use for finding proven products that sell, every time.

# <http://www.100kfactoryvip.com/training>

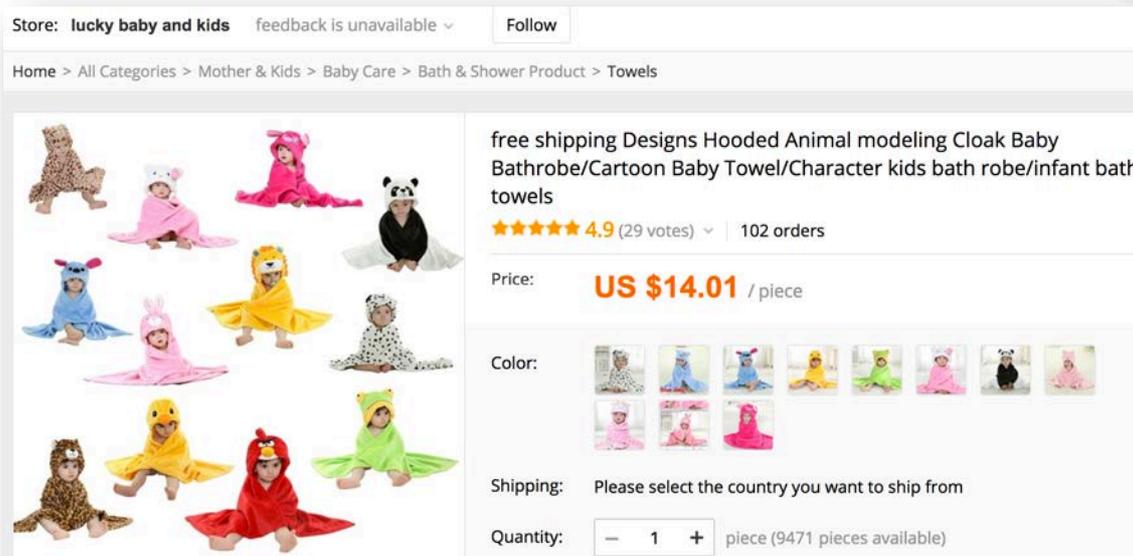
Let's now take a look at some examples of actual products that we've sold on our websites...

## Example #1: Baby Stroller Organizer



Here we have a baby stroller organizer. Similar products sell for upwards of \$20 on places like Amazon.com and eBay.com, so \$3.59 is an excellent purchase price.

## Example #2: Baby Cloak / Towel



What makes this product attractive?

If something that millions of parents would have a use for, so the audience targeting would be quite simple: Moms and Dads who have babies or toddlers.

The photos shown in this listing are high quality, another thing we've found to be critically important.

While this seller is currently listing the price as \$14.01, other suppliers would likely sell it for less.

## Example #3: Shaving Razor

Store: Titanrazor Product Store 2174   98.6% Positive feedback

Home > All Categories > Beauty & Health > Shaving & Hair Removal > Razor



safety razor ,double edge safety razor classic safety razor barber razor Titan

★★★★★ 4.889 (20 votes) | 28 orders

Price: **US \$25.90** / piece

Shipping: **Free Shipping to Argentina via China Post Air Parcel**   
Estimated Delivery Time: 43-60 days 

Quantity:  1  piece (432 pieces available)

Total Price: **US \$25.90**

With 4,889 reviews, and a 5-star rating, this is a product that has a proven track record. The photos on this listing are GREAT, and it could easily be positioned as a high-end razor and sold for \$50 or more.

*NOTE: **We hold ZERO inventory** for all the products we sell, and we don't need to put any money down up front. We're using physical products as an example here, but the system works equally well when selling digital or info products as well. It makes no difference if you're selling as an affiliate or selling your own products... what determines your success is more about the characteristics of the product, and your ability to laser target a buying audience.*

## Example #4: Portable Power Pack / Charger

Store: **ROMOSS Accessories Retailer store** feedback is unavailable ▾ Follow

Home > All Categories > Phones & Telecommunications > Mobile Phone Accessories > Power Bank



**10400mAh ROMOSS Sense 4 For Xiaomi mi4 Portable Charger External Battery Pack Power Bank Fast Charging For iPhone Samsung**

★★★★★ 4.9 (767 votes) ▾ | 1040 orders

---

Price: US \$21.65 / piece

Discount Price: **US \$14.07** / piece 35% off 1 day left

Find more deals on the app ▾

---

Shipping: Please select the country you want to ship from

Quantity:  piece (18 pieces available)

Total Price:

For whatever reason, sellers seem to flock towards electronic gadgets and gizmos... that's not a bad thing, it just means you need to be sure that the photos are great, and the value is easily recognizable.

This portable charger has great metrics (average of 4.9 stars over 767 votes), is well priced at only \$14.07, and it looks good.

## Example #5: Bracelet / Necklace Charm

Store: **WOSTU Official Store** 58028 98.6% Positive feedback ▾ Follow

Home > All Categories > Jewelry & Accessories > Beads & Jewelry Making > Beads



**2016 Hot Sale 925 Sterling Silver Radiant Bee Charm Bead Fit Original Pandora Bracelet Necklace Authentic Fashion DIY Jewelry**

★★★★★ 4.944 (277 votes) ▾ | 358 orders

---

Price: US \$9.59 / piece

Discount Price: **US \$7.96** / piece 17% off 3 days left

Find more deals on the app ▾ | Bulk Price ▾

---

Shipping: **Free Shipping to Argentina** via AliExpress Standard Shipping ▾  
Estimated Delivery Time: 46-60 days

Quantity:  piece (995 pieces available)

Total Price: **US \$7.96**

Good jewelry can sell like gang-busters using our 100k Factory system. The key is that the products look really good, and that the buyer-base know what the product is.

What we have here is a Pandora style bracelet or necklace charm. At \$7.96 it's a steal, and could easily be sold for \$30 or more!

## Example #6: Kids Room Decals / Stickers



This is a practical product, and a great deal at only \$6.78 (you could sell this for \$20 or more). It's very clear what the product is, and an easy way for parents to brighten up a child's room.

Much like example #2, parents of young children are who you'd need to be targeting to sell this product.

## Example #7: Girls Room Decals



Just like the last example, here we have another wall decal.

It's very well priced (meaning you have plenty of room for margin), the pictures are good, and there's a hungry audience ready to buy this.

**TIP:** *When checking that a product is already selling well online, you don't need to see the exact same product already selling well, you just need to see that there is demand for the type of product you're selling. For example, if you want to sell a cheese grater, then a positive indicator would be that other people are selling similar cheese graters.*

## Example #8: Finger Guard



The screenshot shows an Amazon product listing for a 'Free shipping Kitchen Cooking Tools Stainless Steel Finger Hand Protector Guard Personalized Design Chop Safe Slice Knife'. The product is priced at US \$0.78 per piece, has 4,833 reviews (1953 votes), and 4,367 orders. The listing includes a 'Buy Now' button and an 'Add to Cart' button. The product image shows a hand wearing the guard while chopping a green pepper with a knife.

Kitchen gadgets can be big sellers, but it's vital that you get them at the right price. At \$0.78, and with a whopping 4,833 reviews, this is a very attractive product.

**Because this is so cheap, it could be sold using the 'Free + Shipping' pricing method, and is the kind of thing that could EXPLODE with the right ad and right audience.**

## Example #9: Sewing Scissors

Store: **Himen sewing parts retail shopping...** feedback is unavailable ▾ Follow

Home > All Categories > Home & Garden > Arts,Crafts & Sewing > Needle Arts & Crafts > Sewing Tools & Accessory



Sewing accessories thread cutter S-701 (BBB) scissors  
★★★★★ 4.9 (131 votes) ▾ 247 orders

Price: **US \$1.80** / piece

Shipping: Please select the country you want to ship from

Quantity:  piece (642 pieces available)

Total Price:

[Buy Now](#) [Add to Cart](#)

These simple sewing scissors are dirt cheap, and come in a range of colors. What we'd do here is first test the product with just one of the colors, once it's selling and making a profit, we'd split test all the different colors against one another to see which is the best performer.

## Example #10: Remote Control Stunt Car

Store: **CE Technology CO.,LTD** 37156 🌐 97.9% Positive feedback ▾ Follow

Home > All Categories > Toys & Hobbies > Remote Control Toys > RC Cars



MKB 5588 - 610  
27MHz 4CH RC Stunt Car  
Versatile Like No Other

27MHz 4CH Double-sided 180° Spin All Terrain Tires LED Lights

Amazing RC Stunt Car Transformation Rock Crawlers 360 Degree Rotation Fall Resistance LED Light Remote Control Toys Christmas  
★★★★★ 4.8 (5 votes) ▾ 18 orders

Price: **US \$26.59** / piece

Color: 

Shipping: **US \$145.60 to Argentina via DHL** ▾  
Estimated Delivery Time: 15-34 days 📅

Quantity:  piece (979 pieces available)

Total Price: Depends on the product properties you select

Here's an example of a product that looks really cool and it has a range of good quality photos (not shown in the image above). It could be sold for at least \$50.

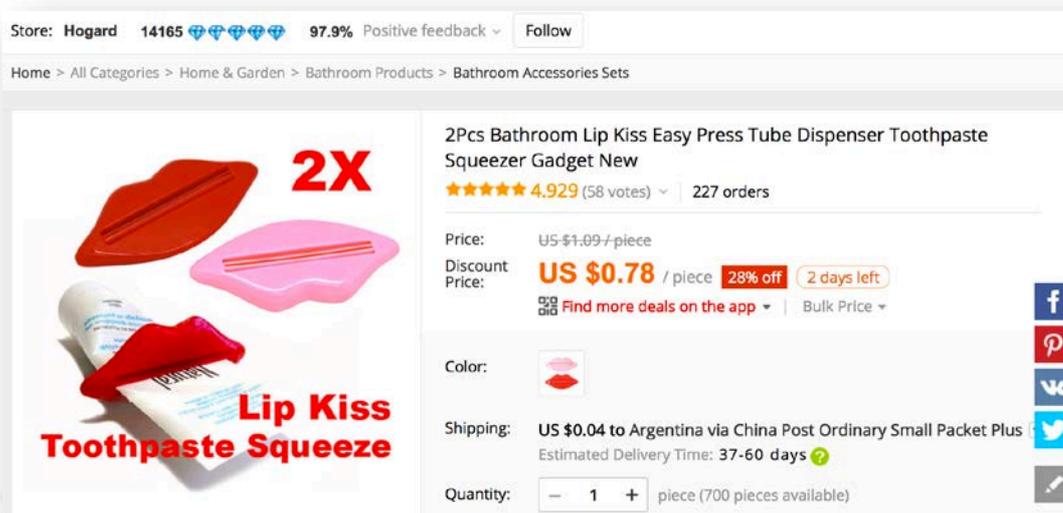
***WE WILL DO IT ALL FOR YOU:*** Getting the right product in the right niche is absolutely KEY to your success. Members of 100k Factory in 2017 will get given unlimited access to our special product/niche vault, packed with 1000's of pre-researched ideas. We're literally going to DO the heavy lifting FOR YOU.

## Products You MUST Avoid

You've seen examples of 10 products that have the characteristics of becoming great sellers, but what about products that you need to avoid?

Here are a few examples...

### Example #1: Toothpaste Squeezer



This is just horrible, and doesn't look like it's very high quality at all. Even though this product has a great review rating, it's not the kind of thing we normally sell on our websites.

*NOTE: We'll go into more detail about product selection criteria and specifically why we avoid some products on our FINAL live training workshop. Register here:*

<http://www.100kfactoryvip.com/training>

## Example #2: Beer Mug USB Thumb Drive

Store: **JASTER electron Store** feedback is unavailable ▾ Follow

Home > All Categories > Computer & Office > Storage Devices > USB Flash Drives



Fashion special beer mug model usb flash drive beer glass pendrive 8gb 16gb 32gb memory stick pen drive USB 2.0 thumb drive  
★★★★★ 4.7 (128 votes) ▾ | 61 orders

Price: **US \$4.88 - 10.35** / piece

Capacity:

Shipping: Please select the country you want to ship from

Quantity:    piece (39551 pieces available)

Total Price: Depends on the product properties you select

Like the toothpaste squeezing lips in the last example, this beer mug USB thumb drive just looks tacky. **Poor quality is the fastest way to kill sales.**

To make matters worse, if you're buying this for \$4.88, you'd really need to be selling it for about \$10, and I'm not sure anyone would want to pay \$10 for this, when they can get other higher-quality looking USB thumb drives for much less.

## Example #3: Plastic Jewelry Storage Container

Store: **Suzy's HomeArt** feedback is unavailable ▾ Follow

Home > All Categories > Home & Garden > Housekeeping & Organization > Home Storage & Organization > Storage Boxes & Bins



10 Compartments Plastic Box Jewelry Bead Storage Container Craft Organizer  
★★★★★ 5.0 (649 votes) ▾ | 660 orders

Price: ~~US \$0.70~~ / piece  
Discount Price: **US \$0.67** / piece **5% off** 14h:55m:08s  
 Find more deals on the app ▾

Color:

Shipping: Please select the country you want to ship from

Quantity:    piece (1294 pieces available)

Total Price: Depends on the product properties you select



This is the kind of thing you can get in any department store or supermarket for a couple of bucks. Because of this, it'd be much harder to sell on your own eCommerce store.

It really has no novelty at all, and is not the type of thing we normally sell.

Hopefully now you're starting to imagine the types of things that can sell well, and the type of products you should avoid. We'll be diving in to this in MUCH more details during the final live workshop, if you're not registered yet, click the link below:

<http://www.100kfactoryvip.com/training>

Let's now move on to Step 2, installing your store.



## Step 2. Install Your Store

A year ago when we released the last version of our 100k Factory system, we introduced a unique testing methodology based around what we call “test beds”.

Test beds are websites that are set up with one simple objective... to test products and find winners.

Test beds are a good way to quickly test products in a wide

range of niches in a very short space of time. Once you’ve found a winner, you can set up a dedicated website in that niche, and expand from there.

*One of the most common questions we get asked is:*

**“Should I build a broad store that sells a wide range of unrelated products, or a niche specific store?”**

There’s not one ‘right’ answer to this, as it depends entirely on your objectives.

If you want to earn \$1,000,000/year profit from just one website, then a broad ‘generic’ site will usually be best.

However... if you want to quickly get to an earning rate of \$100,000/year profit, then a niche specific specialized store is better every single time.

Why?

Because **specialized stores get higher conversion rates**, can charge more (because they’re seen as specialists), and result in more additional products being purchased with each order (because almost all the products in a store are relevant to the visitor).

They also allow you to build a much more focused email list of buyers who are interested in one specific niche. An email list of buyers interested in the same niche is 100x more valuable than a random assortment of buyers who have bought completely unrelated items on your store (as is the case in generic stores).

**So our advice, assuming you just want to get to \$100,000/year profit as fast as you can, is to transition to a specialized store as soon as your testing is complete.**

In the previous page we explained how we've used 'test beds' to find our winning products and guide us towards a winning niche. Test Beds are great, but they are one more step in the process.

*Using our 100k Factory Revolution system you'll be able to bypass test beds and start with a specialized store on day 1.*

How?

**Because we've already done the niche and product research for you.**

We've already validated over 500 niches and over 1,000 products, and have this data waiting for you inside our 'Ignition Packs', which all members get instant access to.

Thanks to our brand new state-of-the-art Command Center (more about this on the live training call) our stores are 100% optimized the moment they're installed, and the installation takes just a few seconds.

Register to JOIN US on a THE FINAL LIVE training call where we walk you through this breakthrough system from start to finish. During the live workshops **you'll EVEN see a BRAND NEW website (10 days old) that's already earning \$100's per day!**

**Register here:**

**<http://www.100kfactoryvip.com/training>**

If you're intrigued and impressed by the results we've shown you so far, you'll LOVE what we have in store for you in the live training sessions!

*Note: The webinar software we use limits us to just 1,000 training attendees. Each workshop WILL be full to capacity, so make sure you log on to the call 20 minutes early to avoid being locked out!*



## Step 3. Identify Your Buyers

Tap into a passionate audience, and you can sell almost anything online.

*But how do you find your passionate audience of buyers?*

Our 'audience selection framework' revolves around an **Audience Matrix**, coupled with demographic data.

To begin with, for any product we want to sell, or any niche we get in to, we build an Audience Matrix consisting of the following six categories:

1. Celebrities in the niche
2. Brands in the niche
3. Shows/Magazines in the niche
4. Niche specific websites
5. Where do the people in the niche shop
6. Who buys

Let me give you an example using one of my favorite fitness activities, swimming.

I'd start building out my 'Matrix' by listing out ideas for each of the categories above:

### Swimming Celebrities

- Michael Phelps
- Katie Ledecky
- Missy Franklin
- Natalie Coughlin

### Swimming Brands

- Arena
- Speedo
- Tyr

- Kiefer

### **Swimming Shows and Magazines**

- Swimming World Magazine

### **Swimming Websites**

- USMS.org (U.S. Masters Swimming)
- USASwimming.org (USA Swimming Foundation)
- SpeedoUSA.com

### **Where Do Swimmers Buy?**

- Dicks Sporting Goods (in the USA)
- Swim Outlet

### **Who Buys?**

- Athletes
- Fitness Enthusiasts
- Lifeguards
- School Kids (parents)
- Triathletes

The brainstorming process above takes care of preparation for setting up and running ads in Facebook. Once you understand your target demographic, you can strategically 'overlap' audiences, and laser focus in on your buyers.

For example, when running a Facebook ad, you can select that you want the ad to be shown to people who 'Like' Speedo, Michael Phelps, and Swimming World Magazine.

Below you can see a screenshot showing the targeting in action:

The screenshot displays the Facebook Audience Definition interface. On the left, targeting criteria are set: Location is 'United States', Age is '18 - 65+', Gender is 'All', and Languages is 'Enter a language...'. Under 'Detailed Targeting', it includes 'Katie Ledecky' and 'michael phelps' under 'Additional Interests', and 'USA Swimming' under 'Must Also Match'. On the right, the 'Audience Definition' section shows a gauge indicating 'Your audience selection is fairly broad.' Below this, 'Audience Details' lists: Location (United States), Age (18 - 65+), People Who Match (Interests: michael phelps or Katie Ledecky), and Must Also Match (Interests: USA Swimming, Placements: Facebook Feeds, Facebook Instant Articles, Facebook Right Column, Instagram Feed and Audience Network). At the bottom right, 'Potential Reach: 200,000 people' is shown, along with 'Estimated Daily Reach' for Facebook (840 - 2,200 people) and Instagram (2,200 - 5,800 people).

The simple example above shows how an audience of 200,000 people can be reached, just by combining a few simple interests.

### ***How big should your audience be?***

When starting out, we recommend targeting a relatively small audience of up to a maximum of 2,000,000 people (but much lower than this, like shown in the example image above, is fine). This may sound like a lot, but it's tiny in terms of the number of people you can reach on Facebook.

We've simplified the process of audience exploration and developing your Audience Matrix by developing a research tool that does most of the heavy lifting for you. You simply insert a seed keyword, such as 'swimming', and the tool comes back with 50 related audience groups (interests) in about two seconds flat.



## Step 4. Initiate Traffic Machine

**Facebook is our primary source of traffic, and when you understand the right way to use it, it's brilliant.**

Our traffic process start with running simple ads, sending traffic to a website, **with micro-budgets.**

Every time we test a product, we do it with a tiny budget of just

\$3/day or less. We never ever spend more than this during the testing phase.

*A 'winning' product is something that gives you a positive ROI from the moment you start testing it. If it's not profitable, you kill it. If it is profitable, you begin to scale.*

Here's an example of how a winner might evolve into a 'home run' product...

### ***Phase 1: Testing begins***

Let's assume you buy your product for \$10, and sell it for \$30. During your testing you'll start running an ad with a budget of \$3/day. After a couple of days you might have made 1 sale, and your financials would look like this:

**Ad spend:** -\$6 (for two days of running ads)

**Number of sales:** 1

**Product cost:** -\$10 (because you've made 1 sale)

**Product income:** \$30

**Net Profit:** \$14 (\$30 sale income - \$6 ad cost - \$10 product cost = \$14)

*NOTE #1: Remember, you ONLY ever incur the product cost after you've made a sale, so this expense is ALWAYS 100% covered by the income from the product(s) you've sold.*

*NOTE #2: To make the example easier to understand, we've ignored any additional income you would generate from shipping and order processing. We normally charge \$0.95 or more for 'shipping and processing', and since your shipping costs can be covered by the supplier, this is more profit for your bottom line.*

**As you can see, during the test of this product, you would have made a nice little profit of \$14.**

This kind of scenario gives you the green light to keep your ad running, and eventually begin to optimize your conversions and scale.

Let's assume for a moment you keep the ad running for a week, your numbers might now look something like this:

**Ad spend:** -\$21 (for seven days of running your \$3/day ads)

**Number of sales:** 4

**Product cost:** -\$40 (because you've made 4 sales)

**Product income:** \$120

**Net Profit:** \$59 (\$120 sale income - \$21 ad cost - \$40 product cost = \$59)

After you've watched sales continue for a week, you might then want to scale. There are a range of different ways that we scale our sales, and we'll discuss those more in the live workshops.

Right now though, consider the following metrics for a product that's been scaled (or simply left to run for a long time on the \$3/day budget):

**Ad spend:** -\$5,000

**Number of sales:** 1,000

**Product cost:** -\$10,000 (because you've made 1 sale)

**Product income:** \$30,000

**Net Profit:** \$15,000 (\$30,000 sale income - \$5,000 ad cost - \$10,000 product cost)

This is what can happen.

We've seen it happen over and over again... and because we're using the Facebook traffic system, it can happen VERY quickly!

With the right product, you can find a winner the day you start your testing, and can then quickly scale that into a home run.

## Unleashing Vulcan...

Earlier in this case study we mentioned Vulcan, our top-secret number-crunching advertising super-computer.

The moment you start sending traffic using the 100k Factory Revolution method, Vulcan swoops in and is on hand to guide you through the minefield, ensuring that you're making the right marketing decisions throughout the entire testing and scaling process. If you've ever struggled with getting Facebook ads 'right' before, Vulcan is here to help.

In the [live Training Calls on Monday](#), we'll show you examples of the results from 'home runs' just like the example detailed above...

You'll see one example of \$756,557 in a 7 month period on just one store, and how our 100k Factory students have made up to \$1,000,000 in their first 6 months using the system... as you can imagine, you don't need many of these sites, in fact, just ONE will probably be enough for most people!

Register to JOIN US on THE FINAL LIVE training call where we walk you through this breakthrough system from start to finish:

<http://www.100kfactoryvip.com/training>



## Step 5. Optimize Conversions

In step 4 we provided an example of what scaling can look like, you saw representative numbers showing the kinds of profits you can get when you start to grow your business.

Conversion optimization is a BIG part of that.

**Here are some of the tactics we use to optimize conversions:**

- Test different pricing models
- Test different shipping models
- Pinpoint your winning buyer demographic
- Create different types of ads using a range of different kinds of media
- Expand into different international marketplaces (not just the USA)
- Leverage retargeting and look-alike audiences
- Optimize cart abandonment recovery
- Leverage the buyer email list
- Test website design tweaks
- Activate advanced conversion tools and plugins
- Leverage different traffic channels
- Expand to different selling platforms
- And MUCH more

*The things mentioned above are just a sample of what we do to optimize and grow conversions.*

For each initiative there's a range of different tactics that can be used. For example, point number 1 about is "test different pricing models".

Let's assume you're selling a product for \$5, and it costs you just \$0.50. A few of the options you can try here are:

- Sell for \$5 plus \$0.95 shipping
- Sell for \$7 with free shipping

- Sell for \$0 (free) and charge \$4.95 for shipping
- Sell for \$0.95 and charge \$3.95 for shipping

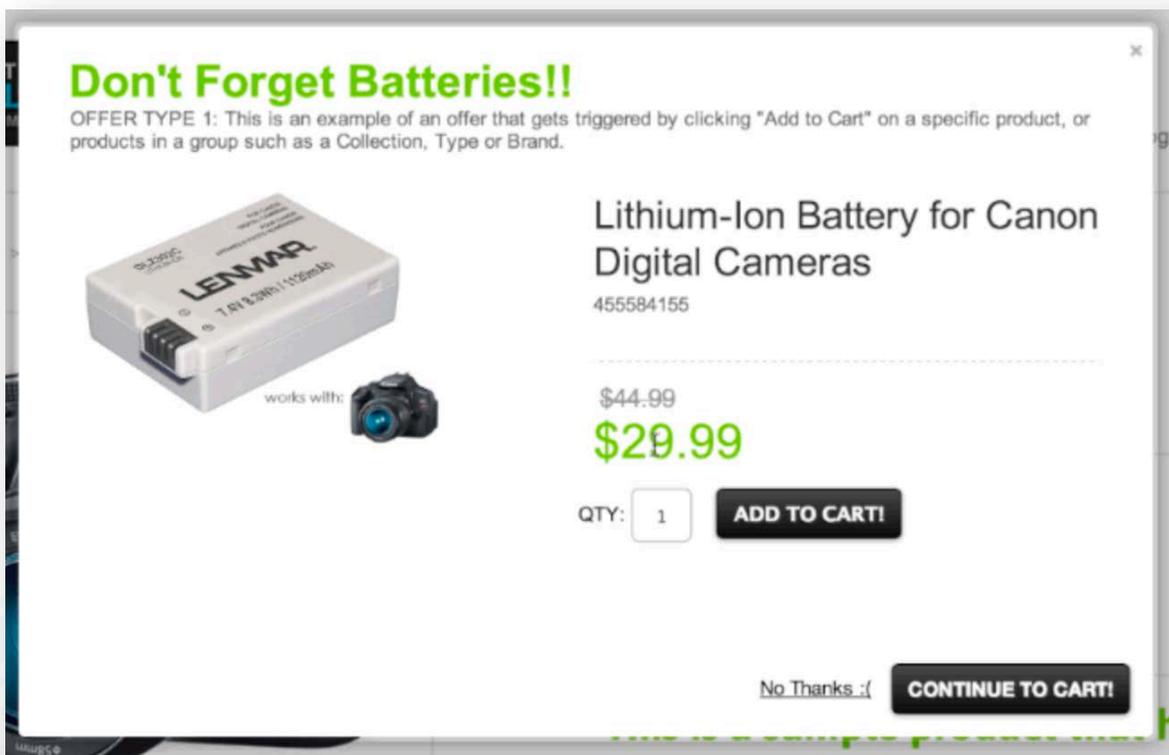
Each product you sell will be different, and each needs to be optimized in a slightly different way. The pricing tactics we've mentioned above are not an exhaustive list of every type of pricing model, it's just a sample of 4 different pricing models, there are more options to test, and each will have a different impact on your conversion rate and campaign profitability.

Let's take a closer look at another example from the list above, to "activate advanced conversion tools and plugins".

**A few of the conversion tools we often add to our websites are:**

- A tool that offers people other products during the cart checkout process (this often boosts revenue by 40% or more!)

Here's an image showing how this works:



This tool can be used in a range of different ways.

The image above is a popup that we show to present the customer with another offer prior to checking out. It can be customized in lots of different ways, and set to be displayed at different times.

- Live feed showing visitors when other people buy an item in your store.

Here's an image showing what this looks like:

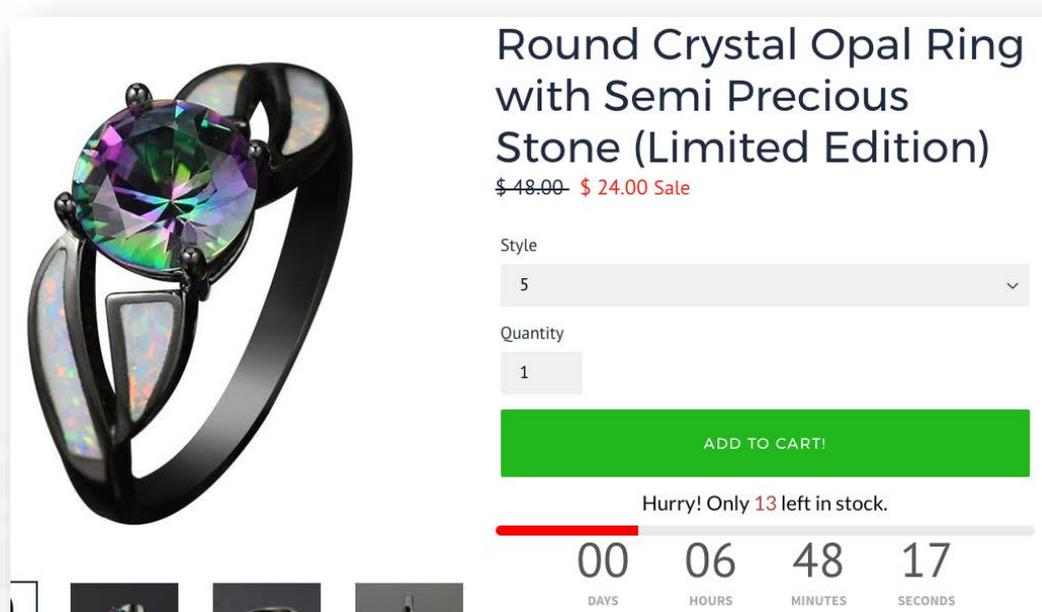


This is powerful because it shows social proof, and it's ALL real! **The beauty of this tool is you can set it up once, then it just runs on auto-pilot behind the scenes making you more money by boosting your conversions.**

If you're a user of big hotel reservation websites, like booking.com and hotels.com, you've probably seen this tactic in action before (*there's a reason why billion dollar businesses use this tactic!*).

- A countdown timer, counting down until the end of a sale.

Here's an image showing what this looks like:



This is pretty self-explanatory. Countdown timers increase urgency. We recommend you use this tool in an ethical way. Countdown timers that just repeat day after day are not a good option in the long run, people will wise up!

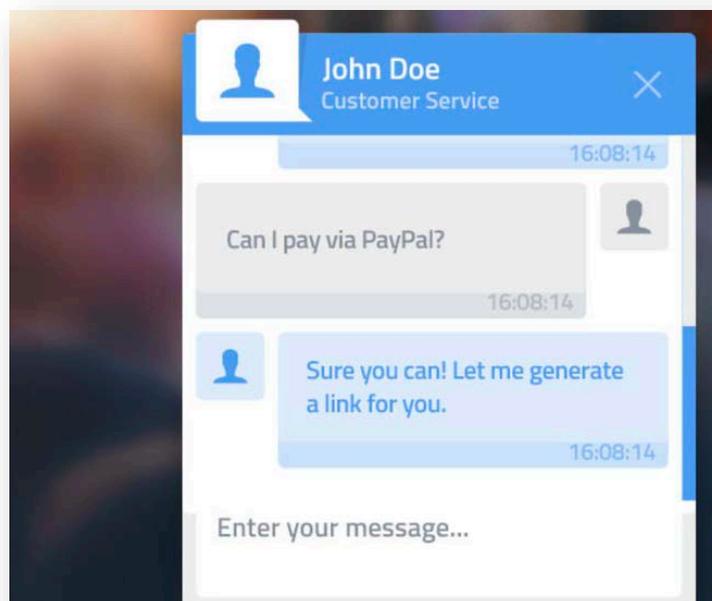
- An announcement bar highlighting an important sale.

Here's an image showing what this looks like:



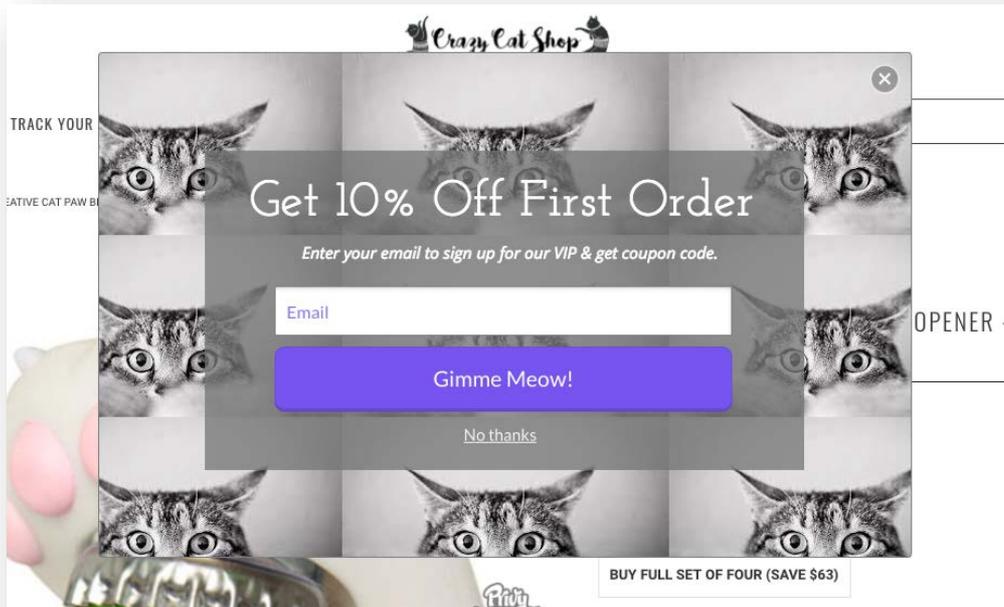
These can also be combined with countdown timers, so have a sale announcement, and include the timer IN the announcement bar.

- A live-chat agent, on call and ready to help with any questions your customer may have.



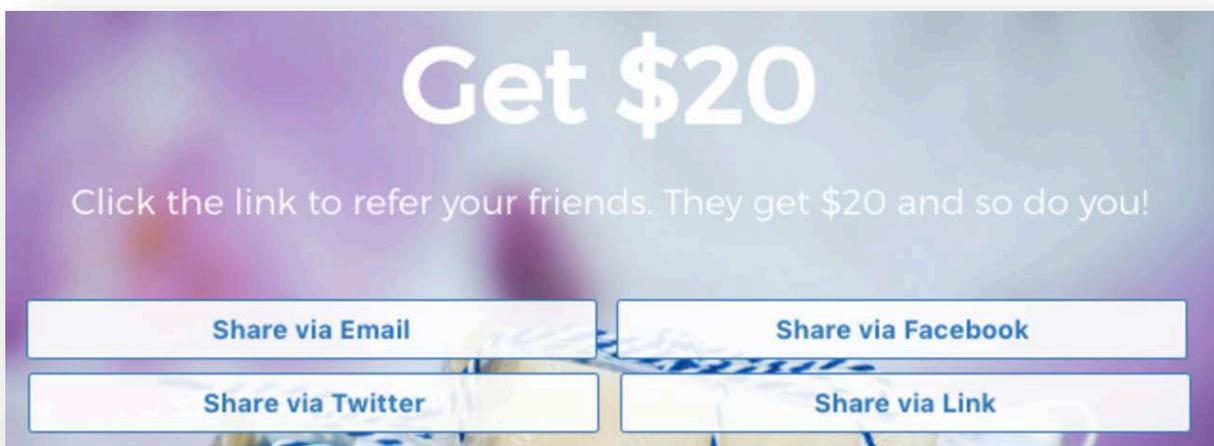
These can be manned by humans or simply display default messaging, driving people to contact you through your support desk. Either way, they work really well to increase sales!

- A popup that appears after a certain number of pages have been visited.



Facebook doesn't like pop-ups appearing on the pages you send paid traffic to, but it's fine to show them on other pages, and they can have a significant impact on your conversions.

- A coupon referral system.



These can work well to help get referral sales. One way to use them is to offer a discount to anyone your customer refers, as well as a kickback (commission) to the person who has shared the product.

**The above are just 7 different conversion optimization tactics.**

*We have DOZENS of these little tricks up our sleeves, all combine to take 'okay' converting websites (or poor performers), and turn them into highly polished sales machines.*

Once you've got winning products pulling in money every single day, and once you've optimized your website conversions, you'll be ready to unleash 'Super Funnels, and earn even more money from your website.

Register to JOIN US on the FINAL LIVE training call where we walk you through this breakthrough system from start to finish.

**Go here for details:**

**<http://www.100kfactoryvip.com/training>**

*NOTE: These live calls WILL be full to capacity, so be sure to logon early to avoid being locked out.*



## Step 6. Launch Your Super-Funnel

### What's a Super Funnel?

It's the name we give to a special sequence of pages that are designed to present special offers to your buyers.

These are ADVANCED and are normally only implemented on already profitable campaigns, normally

running at \$500/day profit (or more).

*You can implement Super Funnels on less profitable stores as well, but we tend to wait to unleash them on more established campaigns.*

We use Super Funnels in several ways, including:

- **Driving traffic to generate leads**, which can be sold products after they've given you their email address.
- Offering existing buyers a range of ways to add more products to their order, this **increasing the average value per visitor**, a key metric we track from the very beginning (and always a key performance metric on established websites).
- **Advanced testing of new products** that are added to established stores (we use this to more easily find winners).
- **Improving conversion rates on already successful "winners"** by offering a more polished, distraction-free buying experience.

We've tried to develop our Super-Funnels using a range of different third party tools in the past, and we've always struggled to get them just right.

We've now developed our own software which allows us to pump out 100% optimized sales at the push of a button, we'll have more information about this software, and how Super Funnels work on the final live training workshop.

**Register here:** <http://www.100kfactoryvip.com/training>



## Step 7. Rinse and Repeat

The 100k Factory methodology began 2 years ago, in 2015.

Since then, we've systematically built dozens of websites using the same principles, and **we've seen our students build multi-million dollar income streams.**

Our method embraces an understanding of probability. If you test enough products, you will

find a winner. And if you follow all of our criteria to the letter, you'll stack the odds enormously in your favor and you'll get results FASTER.

***We've seen this play out hundreds of times... over and over again.***

We don't have a flawless method. Not every single product we test becomes a winner. But we know that if we work the system, the system will work for us. Our most dedicated students earn upwards of \$350,000 per month... and we have hundreds of members who have built profitable businesses and literally transformed their lives.

The earning potential here is gigantic. What we propose however is that you aim low. **Start with an initial goal of \$8,000 per month.** One website can easily achieve this.

If you reverse engineer the numbers, you'll see it's really not that difficult...

If you have just 18 orders per day, with an average profit of \$16, you get to \$288/day, which is \$8,640/month. **That's \$105,120 per year in PROFIT.** It's VERY doable!

And once you know how the system works, there's no limit to how many times you can 'rinse and repeat'. **It's VERY scalable and very predictable.**

Whether you're looking to build a side income to supplement your day job or build a multi-million dollar empire, this can get you there. You just need to master the system by following our tried-and-tested process, then rinse and repeat.

# Problems You Might Face In The 7-Steps Of Phase #1 Of The System...

We've boiled the 7-steps of Phase #1 down to the bare basics.

We've tried hard to explain it in the simplest way possible and provide you with dozens of examples, but there are still a few things that could trip you up, especially if you don't have much experience leveraging Facebook and building these types of websites.

## #1. It might take you longer than you think...

We've got this system well and truly dialed in. We know what works, and we know the most common mistakes people make.

We've tried to eliminate the most common 'pain points' by building enormous archives of data and inventing cutting edge tools and technology.

We've undoubtedly got an advantage over someone starting from scratch. If you're just getting started with an online business, if you're new to this business model, or if you've hit the 'reset button' and are start from scratch, it might take you longer to implement this method by yourself.

## #2. You might struggle to find the right product...

This is something that comes with experience.

We've given you a few tips here today and a list of example products, but even if you use the guidelines outlined in this report, there's still a chance you could 'miss the goal' and promote a product that causes a disconnect with your audience.

If you promote the wrong product to your audience, it will not resonate with them, and results will be poor. This is a place we often see 'newbies' fall over online.

## #3. Your ads might flop...

Creating good ads is a process that takes time to perfect. Even experienced online marketers often struggle to walk the fine line between creating an ad that works, and one that flops.

Each ad has 5-6 components that determine if it'll become a winner or not, but each of these components is more of an 'art' than a science... good ads are hard to create all on your own (and even harder when you have no ad creation tools to use).

#### **#4. You will need some technical skills...**

Building a website from scratch and customizing it to fit the optimized layout will require some technical skills. Even if you have the best instruction in the world, if you're doing it yourself, you should still expect a few hiccups.

And it's not just setting up the website either, it's also buying a domain name, integrating important plugins and apps, and so on.

For someone with experience, it may take just 2 minutes to change nameservers and a few hours for servers to propagate, but these types of little obstacles can turn into insurmountable road-blocks (and psychological barriers) if you don't have a perfect grasp of the technical side of things, or someone or something to help you blast past them.

#### **#5. It's hard to look trustworthy...**

Nobody will visit your website or Like your Facebook page if you look amateur, and if they do land on your site, they'll leave in a heartbeat. They just won't want to risk wasting their time when there are so many other places they can go online.

And if you're looking to build an email list (which you should), then 'looking the part' is even more crucial. If you don't have the right tools, templates, and design skills, then this can be a real challenge.

#### **#6. You need a proven business plan...**

You can start making a little money online by leveraging a proven blueprint, but to turn that into a sustainable long term life-changing business that you and your family can rely on for many years to come takes skillful planning which comes from years of experience. Also, there's a big difference between earning a little money online, and building a business that earns at a rate of \$100,000 profit per year or more.

Most people start online businesses without a structured business plan – this is a recipe for disaster. Even if you only want internet marketing to give you a 'side income', you still need a professional plan to guide you to the finish line. The lack of

a solid plan based on years of experience is another thing that leads to the downfall of way too many online businesses.

## #7. It's just hard doing it alone...

Whether it's staying motivated, or having support on call when you need it, if you're alone in business, it's tough. It's also extremely easy to lose sight of why you want to build an online business in the first place.

Remember what you're working for here:

- **Financial Freedom** – You can be completely financially free by building one simple website as we've explained in this case study. But you don't have to stop there... unlike a regular rat-race day job, you do NOT have a glass ceiling and can build this business as big as you want to... in Phase #2 and #3 we show you how to build an online empire (to grow to a 7-figure yearly income or more).
- **Time Freedom** – You can build true 'lifestyle' business and live the REAL 4 hour work-week if you want to. After you've done some initial groundwork, these websites practically run themselves which means you'll have all the time you want to pursue the things you've always dreamed about doing. Perhaps it's more time with your family, more time on the golf course, or maybe you just want to wake up each day without an alarm clock. In 2016 my first child was born, and I (Aidan) gained a completely new insight into the value of time freedom...I'm able to be at home with my son, and be part of all the special moments. Time freedom means different things to everyone, but a successful online business can give you whatever kind of time freedom you need.
- **Geographic Freedom** – You get to choose where you are in the world. With a successful online business, you're able to live wherever you want to. You don't need to limit yourself to a 2-week vacation in order to get back to the office; you can simply take your office with you. For me, I shifted from New Zealand to Argentina way back in 2006. In 2013 we travelled through South-East Asia for a few months. In 2014 we chose to live in Paris for 6 months, Barcelona for 3 months, New York for a month, and the French Alps for a month. In 2015 I spent over 6 months travelling with my wife through Europe, Australasia, and the Americas. In 2016 again we were able to travel the world and take our business with us each step of the way. In 2017 we're planning another 6-month adventure in Europe... Everyone has their own goals and objectives, the point is, when you own your own business, you have the freedom to choose where you want to be, and to play by your rules.

As long as you keep these three big life-changing realities at the front of your mind as you're working through the system, you'll find a way to push through.



## Or you could take a BIG shortcut.

Steve and I have over 27 years of combined online business experience. We've got a track record of success, not only with our own projects, but also with thousands of our students.

Building lucrative online businesses and teaching our customers how to get similar results is second nature to us now.

It could take you months or even years of trial and error until you get your lucky break, but for us it only takes a few hours of strategic planning to set the wheels in motion. We have the staff, the experience, and the resources to make it happen.

I'm sorry if this sounds like I'm rubbing salt in the wound, but we do have a solution for you...

### **Would you let us give you expert guidance, do ALL the heavy lifting for you and lead you by the hand to the finish line?**

Would you let us use our experience, our staff, our resources, our technical team, and our special tools and software to help you build your business in a fraction of the time at a fraction of the cost of doing it by yourself?

*What would it be worth for you to take a huge shortcut, jumping all the hurdles we mentioned a moment ago and leaping directly to the finish line?*

If that sounds like a dream come true, then you're going to LOVE what we've put together for you.

**Register for the final live workshop right now** to get MORE information about this breakthrough system, and to find out how we can do all the heavy lifting for you, and catapult you to the finish line: <http://www.100kfactoryvip.com/training>

Remember, this is a strictly limited opportunity to get on a call with us, to learn more about the 100k Factory Revolution the system, and to get ALL your questions answered.

# Who Will Get The Most Out Of 100k Factory Revolution?



## Newbies

If you've never built a website before, then this is a simple push-button solution that will allow you to get your own online business making money without making all the rookie mistakes.

**If you want to get it right first time and see fast results, you need 100k Factory Revolution.**

## Intermediate & Advanced Marketers

If you're an intermediate or advanced marketing, you'll find the 100k Factory Revolution training and tools valuable because you already know the time it takes to perfect an online marketing system, and the value of expert guidance.

You're going to be astounded at the effectiveness of our methods and you're going to LOVE how you can apply them to existing businesses you may already have.



**100k Factory Revolution can give your business stability and a significant injection of cash, all WITHOUT the downsides that most online businesses face.**



## You've Tried & Failed In The Past

If you've tried in the past but never managed to make any real breakthrough, then you'll love the detailed training, hand-holding, and done-for-you components we're going to provide you with.

Best of all, you can see results FAST.

**We'll hold your hand and guide you to the finish line.**

# You've Still Got Time To Make 2017 YOUR Breakthrough Year...

**2017 is well and truly under way** ... regardless of where you're at in your business, you still have plenty of time to make this your best year yet.

*The thing you need to do right now is to block some time out of your schedule and attend one of our exclusive training workshops.*

In our live training sessions you'll get ALL your questions answered.

- **You get more details** about the process we've discussed in this report.
- You'll **find out more about Phase 2 and Phase 3** of the system
- And you'll **find out exactly what 100k Factory Revolution is all about**
- **You'll see incredible student results**, how many students have been able to build \$1,000,000 incomes in their first 6 months
- And **how ANYONE can get started and build a lucrative side-income in a matter of weeks...**

We'd LOVE to speak to you on a live call, so register using the special link below.

**Click the link below to register for the final live workshop:**

**<http://www.100kfactoryvip.com/training>**

*Remember, spaces are very limited, register now and turn up early!*

Thanks for reading, we wish you all the best!

Aidan Booth and Steven Clayton