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Thank you so much for investing in this WSO of mine! I know that you are going to succeed with this WSO because of how many strategies I'm going to reveal to you. No, I am not going to reveal random ideas that are not tested, but actual techniques that are proven and have already made me mobile site sales.

Mobile sites are very in demand today. There are thousands of business owners who currently DO NOT feel the need to get a mobile version of their site. Business owners are struggling to get advertisement, and it definitely is common for the majority

of business owners to feel clueless as to what to do with their online presence.

To cut the story short, I just want to let you know that this WSO isn't going to give you any empty promises. I will reveal 3 powerful strategies and methods that only the elite offline marketers actually know.

I'll take an old method and showcase to you how it can be changed to become easier to accomplish. I'll take another common method and show how it can be done without cold calling. I'll take my third method and give you my email templates of what I do to deliver quality content.

## My Story

I always like to tell some sort of story in the WSO that I am making. Here's my story:

I'm only 18 years old and have already made a whole lot from the offline market. I've achieved so much over the past few months offering all kinds of services, but mobile was the first service I ever offered. Mobile sites may be a common service to sell, and it was the first thing I ever tried to sell offline clients. I soon realized that it wasn't the service you were supposed to sell, but actually how you showcased how

you were going to help the business. I tried out a few techniques, which I will reveal in a few minutes from now, and simply show you how I do it all from home and what I do to make it seem effortless. Mobile sites are in-demand, and some clients will buy them from you as long as you showcase them in the most effective way possible.

Are you ready for my 3 special techniques? Are you ready for the tactics you can use to get mobile clients starting today? These techniques may make you **EXTREMELY RICH** when used properly, so please use if you are ready to make cash from offline clients.

## How To Find Offline Clients

Before ever going deep into how to gain the clients, I believe in the importance of finding the right offline clients from the right places. It is vital that you know how to find the right clients to email. I use all forms of prospecting via email, and the techniques that I use in this course are not only powerful enough to use, but only requires emailing as your form of prospecting.

The way I find offline clients is simple, fast, and quicker than what most people in today's generation actually do. It is simple

and fast enough to do, so pay attention and listen closely.

The biggest problem I ever encountered was deciding what kind of business owner to sell mobile sites to. This is why you need to consider using the power of knowing a list of different business niches.

On the Warrior Forum, there was a list of business niches that were harvested off of Superpages. Some aren't exactly business niches, but this definitely is very helpful. [Click here](#) to visit the thread of the list of niches.

Or, you can just copy and paste this link here:

<http://www.warriorforum.com/offline-marketing-discussions/514109-you-having-trouble-looking-market-target-look-no-further.html>

Choose a niche that you would like to target. Out of all those niches, I'd suggest that you try targeting those business owners who are within the following categories:

Construction & Contractors



## Business & Professional Services

### Automotive

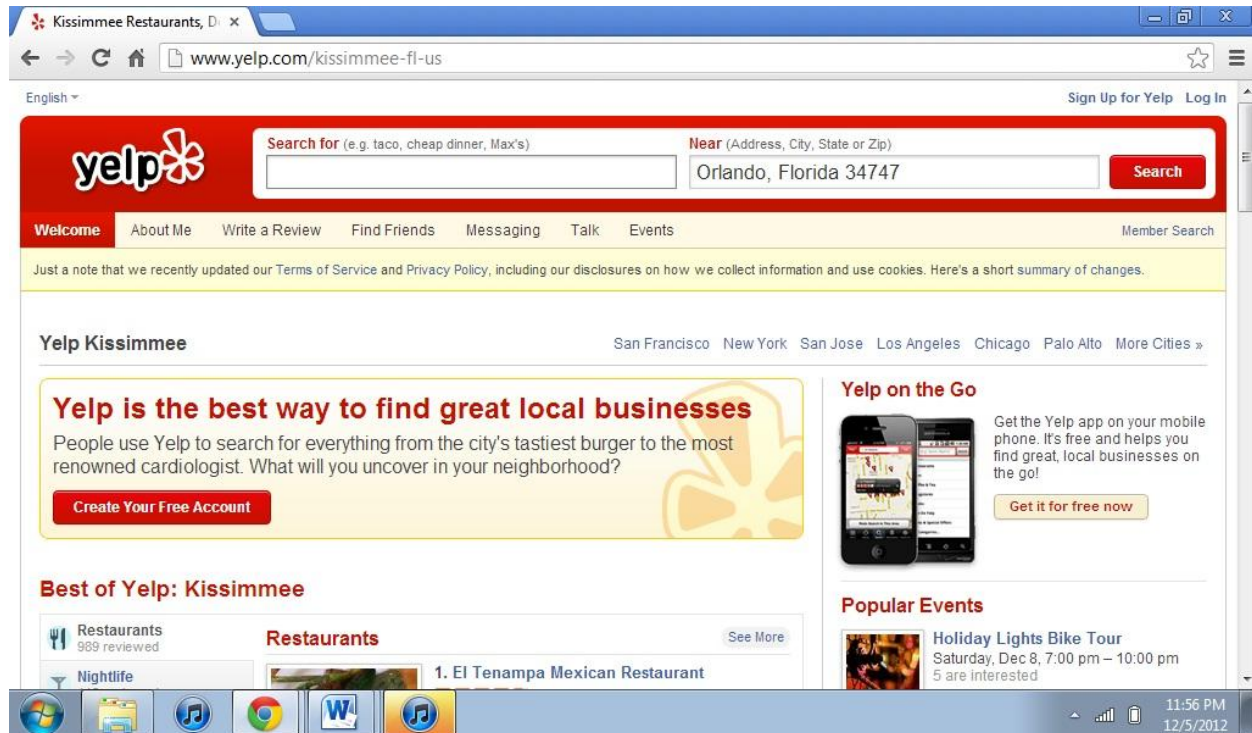
Those 3 categories are a huge goldmine. If you do the right things and you approach them that I always approach them, then you can be sure to sell more mobile sites.

Restaurants are also worth targeting, but only if they are family businesses. If they are a big company, it is very rare for the decision maker to actually answer local emails received online. That list should help you realize the list of business niches there really are in this world. Let's now go deep into how we should go about finding the right business owners.

## **Visit Yelp.com**

When you visit Yelp, you should actually first type in the area on the left of the page. You should focus on one city and state first before going on in the future to try and target more people.

## Mobile Cash Code



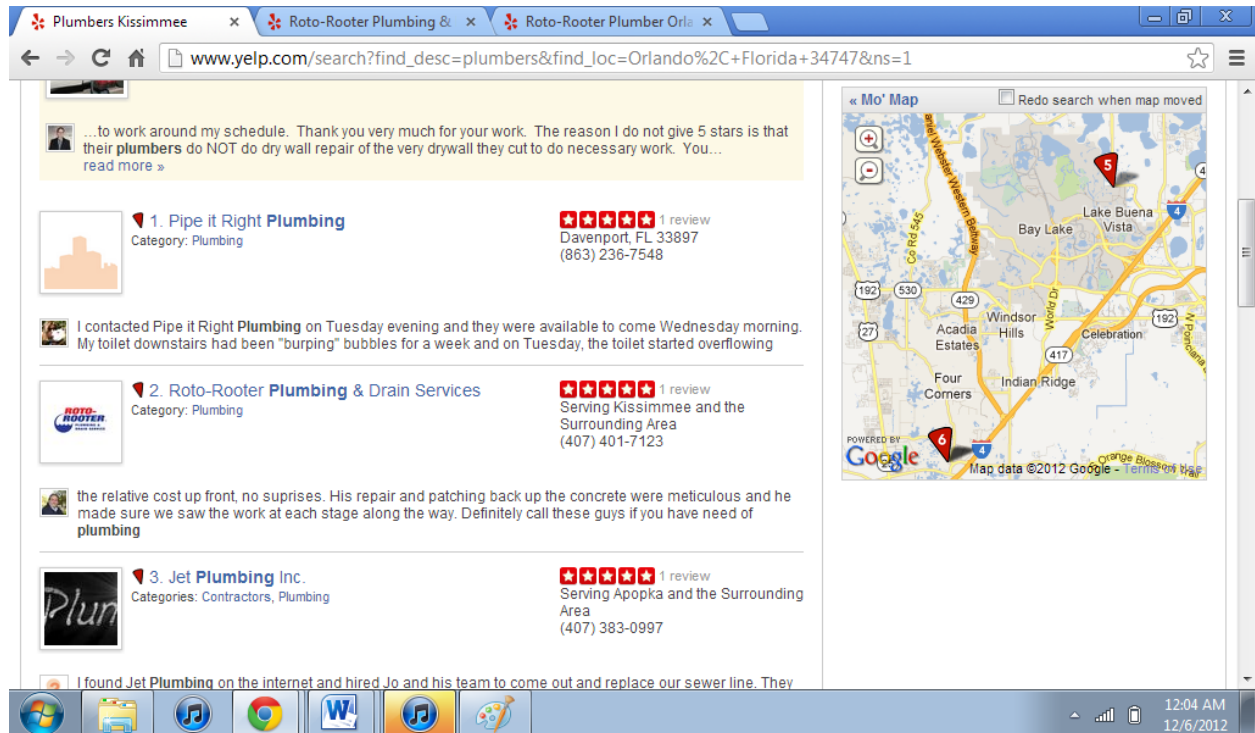
Type in the kind of business you would like to target on the left search box with the state and city on the right search box.

You will then be able to see different kinds of business owners. The way to find out if you can contact the business owner without having to cold call them. Cold calling is

definitely the most fastest way to get clients, but the truth is, I can't call offline businessmen. I can never actually get in touch with them through phone since I am from the Philippines. This is why you really need to consider using my strategies because they do not require cold calling, but they only need for you to send out emails to the people.

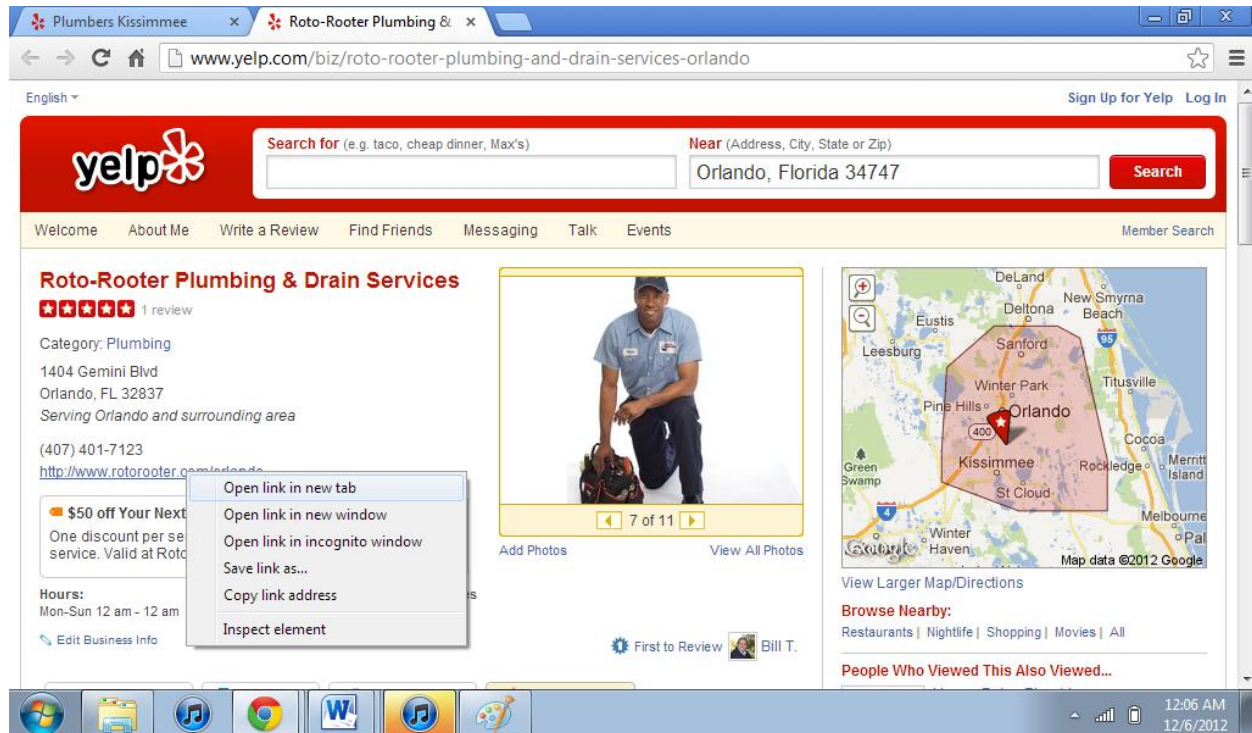
This is how I find the emails of each business on Yelp.

# Mobile Cash Code



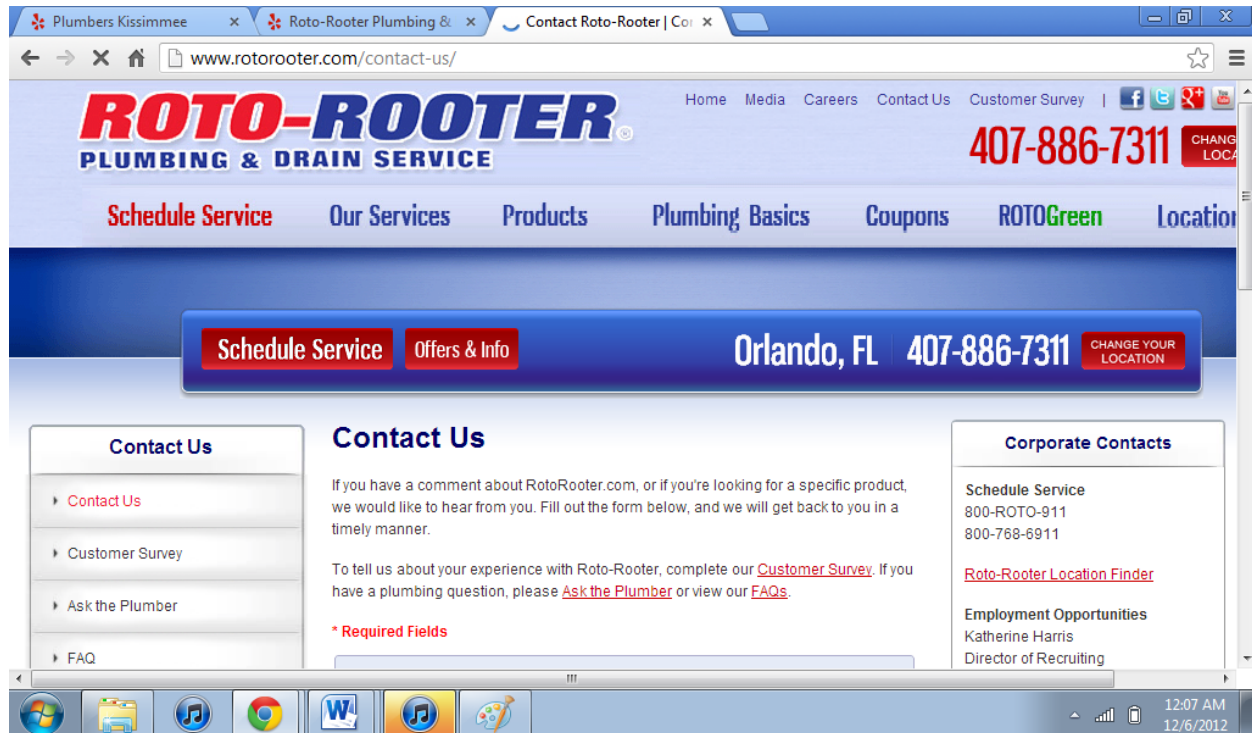
I first click on the link of their website on their Yelp page.

## Mobile Cash Code



I usually click on Open Link In New Tab. However, if there is no website, I just go back or exit the page and go back to the listings. Once I visit their website, I simply look for their email. I first look for their email in their Contact Us page.

## Mobile Cash Code



Once I find this page, usually there is going to be a 90% chance their email is going to be a part of this specific page. If it isn't, then you need to consider looking on their Services page or their About Us Page. Usually it will always be shown. The majority of websites do have emails shown,

so you can be sure that it is easy to find emails of business owners.

Try not to spend too much time finding a business's email if you just can't find it. If you don't see it, just move on.

Now let's get onto the kind of techniques I personally use everyday to get offline clients constantly without ever talking to business owners on the phone the way others have to all the time.

## **Method 1 – The Portfolio Email**



This email is extremely powerful. The email is simple to use and makes the business owners feel as though they want to help you. This is the strategy that makes business owners want to give you money, pay you cash, and receive the service that you had promised. This email can be sent to 10 different business owners , and you can get one or two proven buyers. I do this all the time, and I send out this special email whenever I want to make an extra \$170 or \$180. While that isn't a whole lot, it is the perfect price to use for this email.

Here is the email:

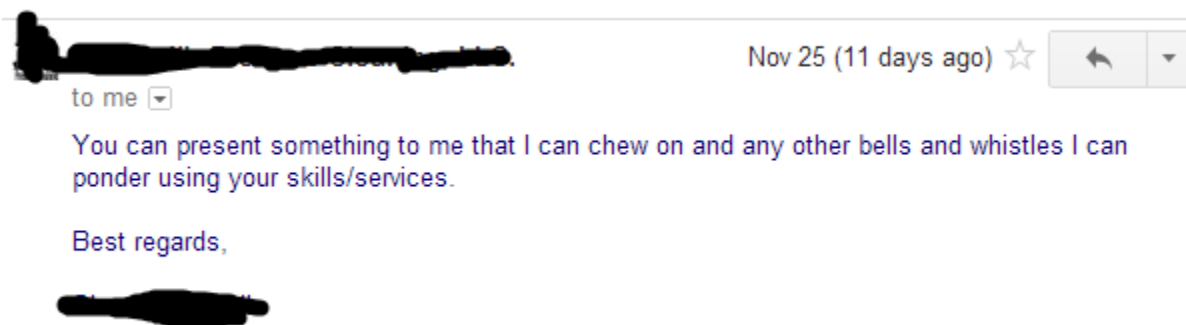
I saw your (niche) business's website on my iPhone and noticed that you guys don't have a mobile site. I am a beginning mobile site designer and I'm planning to make this a business of mine.

Would you like me to offer you a mobile site for a lower price to help me build up my portfolio? This can be great for me to build my resume while offering you a cheaper price. 😊

What is so wonderful about this great idea is the fact that it grabs their attention, makes business owners want to help you, and you DO NOT have to fake that you are

full of authority. Having authority is important, but with this technique, you can show that you are just beginning with this business, so there is no need to try and feel super confident and look as if you are the best in the business.

Here is one of the many messages I have received after using this email:



I closed that client after two nights of emailing. I sold the mobile site for \$180. Considering the value I offered his business, I knew that I was making him pay lower than normal, but this is how the email works. While it would have been faster to cold call, I still closed it through emailing. Calling is still important, but that is not something I can do, so this is where things get easy for me.

Whenever I need an extra set of cash to fall into my pocket, I just send out this simple email template and I wait for several hours, and next thing you know, I get emails from different business owners asking me about

prices and what I am expecting from them, along with my current work.

How much are they willing to pay if you are just a beginning newbie mobile site designer?

I always tell the business owners after they first officially reply that I am planning on charging around \$497 for future designs because it can take me hours and even days for me to complete a site. (Make it sound as if the work you do is tough and hard)

I tell them that I am only charging you \$175, \$180, or \$197. If you want to charge around

\$297, then tell them that you plan on selling mobile sites for around \$597 in the future.

This simple tactic is great, easy, and can get you results right away and faster than what most people think. If you want to get yourself another client within the next day or so, this simple email template can help increase your chances of getting some big and fat cash. It can be a way to deliver quality service since they will agree quicker to paying and buying your mobile site.

While this method does lessen your chances of getting paid above \$250 or anything of that price, but it can truly help out with your brand and name, not to mention earn some instant cash.

Want to know another great technique for getting those big clients?

Portfolio Method may be one great technique, and you are still going to achieve results. Believe it or not, this WSO isn't just going to give you ideas or techniques, but simple tactics with COMPLETE techniques. I give you all of the step by step instructions. The problem with other WSOs is that they showcase to you the idea without ever actually giving you the step by step instructions on how to complete it. I hope you didn't get bored with my first method. The simple email is very powerful, and

make sure that you don't underestimate its power. Just try it right now.

**Stop at this very moment and send out 20 emails! I DARE YOU!**

STOP! Do not continue reading until you have sent out 10 emails.

## **Tips For Getting The Fastest Response With This Email Portfolio Technique**

Since I am a professional on using the power of email, there are certain things which I know that can help you get faster



responses from the customers whom you send this specific email to.

- Discover The Timezone

If you plan on targeting a certain city, find out the time difference. If you are going to try and target business owners from your city, then this technique shouldn't be tough to follow. The basic aspect of this technique is to simply email business owners before 8:00 am. I realized that when you email them before this time in their area, they will reply much faster and quicker. It is best and most powerful to email them during this time. It will increase conversion rates of getting more emails read and getting faster

replies. Expect more conversions and read emails with this single technique. Just make sure that you understand the timezone differences if you are out of the country or you plan on emailing business owners from places like New York or Florida when you're actually in California.

## **Method 2 – Interview Method**

This method has been shaken up, changed, and rehashed tons of times. Every single person whom I am a fan of have somewhat talked and described this kind of technique. The Interview Method, which I call the IM strategy (IM= Interview Method), is quite

powerful. It develops trust and professionalism. If you are looking for a strategy of which you can follow but wait for about two to five days to see results, this method is highly recommended aside from the first one. You will gain credibility and professionalism, not to mention have them want to get more of your help. One of the single most powerful offline strategies is using the simplicity of interviewing business owners. However, if you're like me and DO NOT want to meet up or call business owners, then my SPECIAL strategy can be just what you need to enhance your chances of getting attention, building trust, and having business owners decide to join in on your interview.

The key is to send out a certain kind of email. This email could be anything, but there is a special email I use to prospect for clients. I use the technique above for finding the business owners and their emails, and after that, I send out the following message:

Subject Line: Can I feature your business for my blog?

Email:

Can I feature your business on my blog? I am currently looking for business owners to interview for my blog and was wondering if your (niche – burger restaurant etc.) was interested.

I can just send you my interview questions here in my next email and have you answer them. Are you interested?

Regards,

NAME

BLOG Address”

Once they have agreed to do the interview, the few questions that you could use to send them to answer are:

- 1) What kind of food/service do you guys mainly offer?
- 2) Do you guys enjoy welcoming tourists from around the globe?
- 3) Are there any discounts that people can use when visiting your website?
- 4) Why should my readers consider checking out your (Niche – restaurant, office, attraction...etc)

Those 4 simple questions will already be good enough for you to use. It is not too

long and not too short. It is short and to the point. They will also be able to reply faster and quicker. Once they send back to you their answers, you want to let them know that you had posted it already.

The trick here is to email them the link to the post with the following email:

“Here is the link to our interview with you guys: LINK

I hope you guys enjoyed it. Do you guys mind if I use your logo/image on my website?”

They have nothing else to do but for them to reply since you are asking them a question.

After you get their reply, you should tell them that you are very thankful for what they did for your blog.

After you receive their reply, wait for 1-4 days MAX . Between any date, you should send them the following email:

“Hey NAME,



This is me NAME and just wanted to drop by and say hi!

I know you are busy and all, but I was wondering if you were interested in making your current website a mobile website? I am actually a mobile site designer, and if you want, I would be glad to make your website easier to use on your mobile phone. How does that sound?

Regards,

NAME”

This email has spontaniety, ease, and professionalism. It is definitely simple, and the best part of this is that it works and

grabs attention. It catches them off guard thinking that you were just an ordinary person online with a blog. However, the email doesn't showcase you as some random salesman but simply a trusted advisor because you already have interviewed them and given them FREE advertisement on your blog.

This email and the questions are quite professional. It is very easy to use and send out, but I'm sure you are thinking, "NO, I don't want to invest in a website." A website when you're just getting started is powdered expense. While I do have one now, and I highly recommend that you do get one when you are able to, I'd highly

suggest that you use a completely FREE website creator like Blogger.

Once you are interested in completing this technique, then you need to create a blog using a professional template.

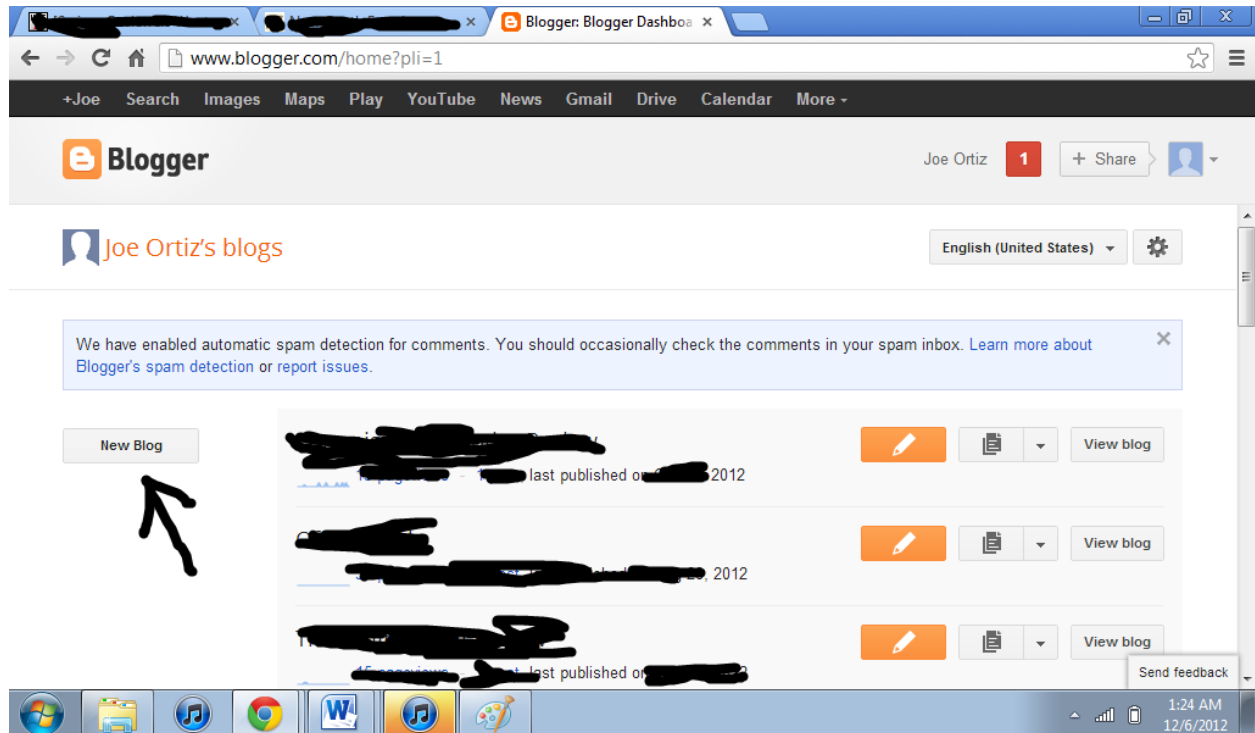
There are plenty of Blogger templates which you could use which can be extremely powerful for adding in a nice extra touch to the interviewing of your clients and make them more interested in actually being a part of your blog. However, creating an ordinary kind of Blogger blog with a simple template is already a good idea.

Here is a website that you can visit which can give you a few nice looking Blogger templates:

<http://www.atulperx.com/blogger-templates/50-free-blog-templates-for-blogspot/>

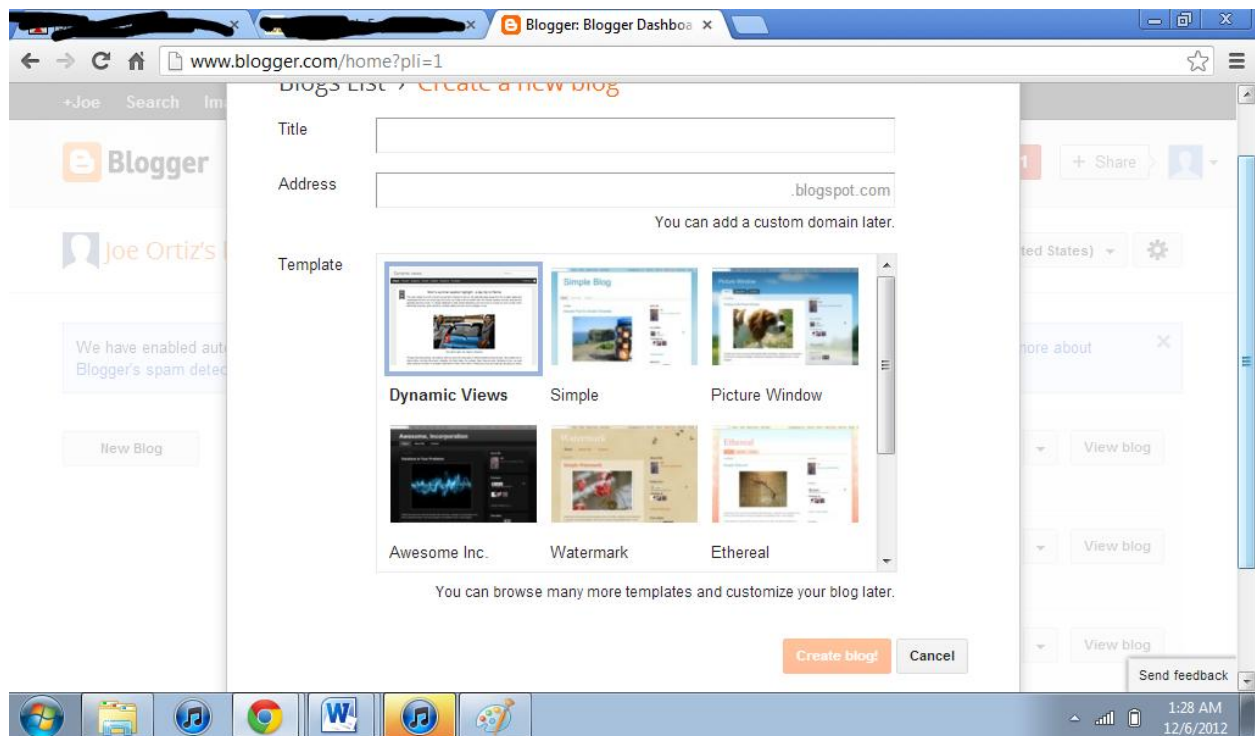
Sign into your Google account on Blogger, since you automatically get a Blogger account right away after you sign into your Google account.

## Mobile Cash Code



Create a blog with a really good looking URL. To create it, click on New Blog.

After that, your goal should be to create a Title. I would highly recommend that you use something like “City + Niche + Interviews”. An example would be Kissimmee Restaurant Interviews OR Best San Diego Restaurants.



After clicking on New Blog, you should actually be able to post.

Now you know how to make a post on Blogger.

Let's take a look at what you need to do to complete this method:

- 1) Create a blog with Blogger
- 2) Add in a template from the site above
- 3) Send out the first email template that I give you
- 4) And then continue sending out the other emails

Tips for making the interview method a success

- Create a compelling post first

On your blog, your goal should be to write down two to three posts on tips relating to what travelers and locals should visit in the city you are targeting. If you were targeting California, you would create a blog post with the title “Best Attractions To Experience The Best Theme Parks In California” OR “Tips when visiting California”.

The reason why you want to do this is to showcase to business owners that you care for them and you actually have a professional web presence

## **Method 3 – Google Plus Group Message**



Google Plus is an online presence which you can use that almost everybody is using nowadays. Everybody who has a Gmail have found G+ to be the new cool social network. Most people consider it the mixture of both LinkedIn and Facebook since both ordinary people and even business owners are using it to connect with each other.

This is where the magic happens!

What's so wonderful is that with G+, you can get the chance to join Circles. Circles are basically what people can join to connect with others, but the ultimate best

part is that those who are a part of the group can easily make a post and have all of those in the group see the post.

The technique to this simple method is to create your own special Circle targeting a specific kind of business owners. You could target lawyers, plumbers, and any kind of business owners. However, you should always try to target professional business owners that are mainly individuals since they are easier to contact. For example, other people would target contractors or home builders. These are the kinds of people that you want to target for this specific business.

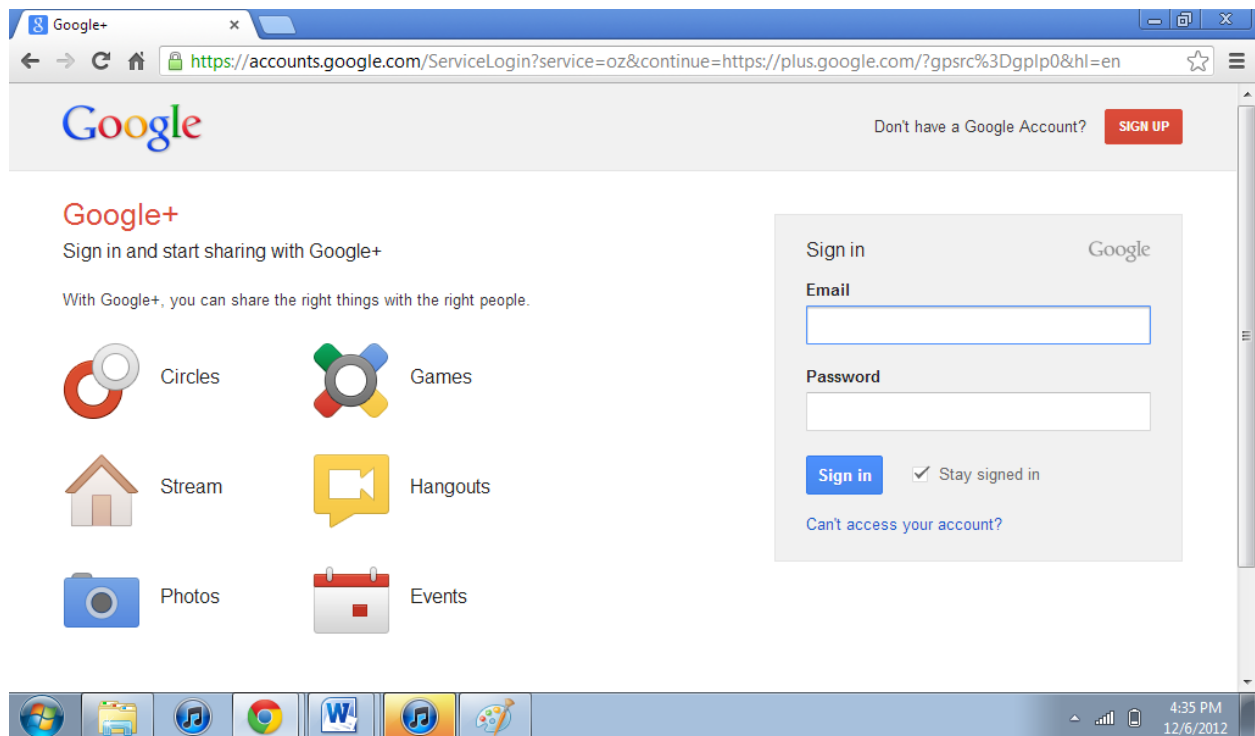
## **How to implement Method 3**

The way to do this method is to simply create a brand new Gmail account.

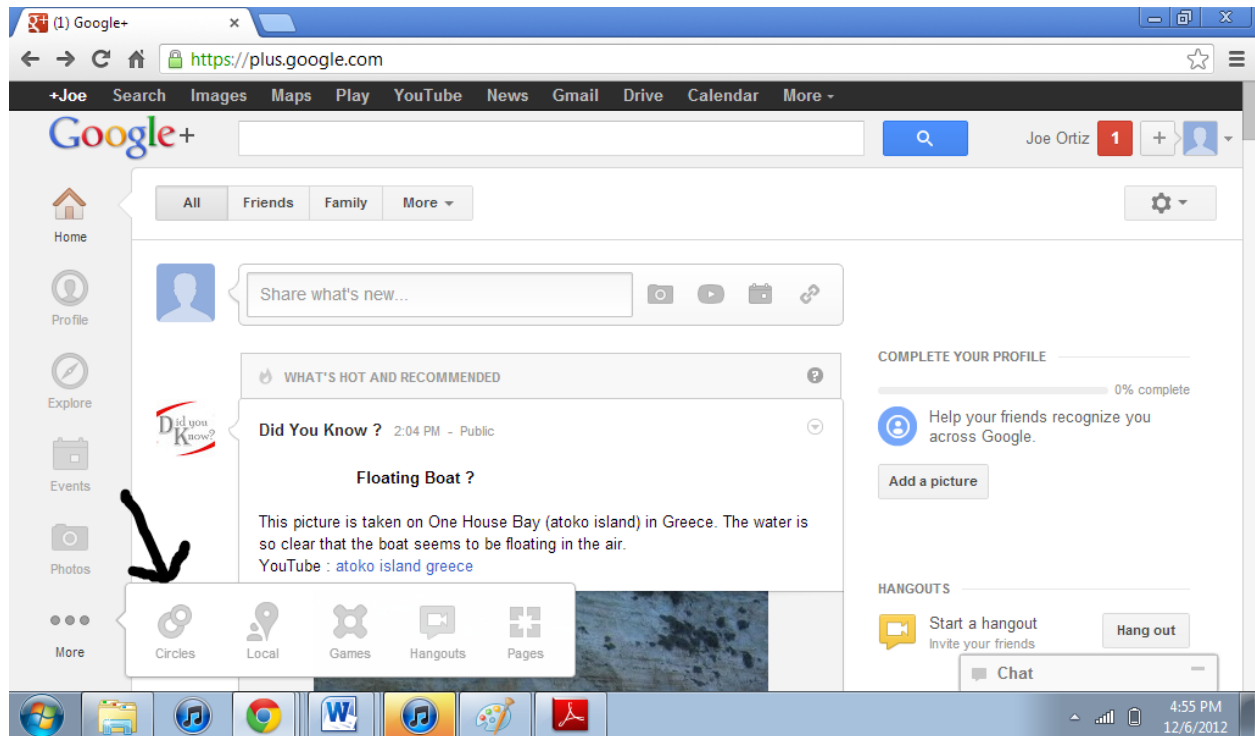
However, you can use your own if you really want.

In this part, you want to come up with a business niche and city or state that you would love to target.

For example, I like to go and try group titles like “Plumbers in Colorado”. Just be as creative as you possibly can.

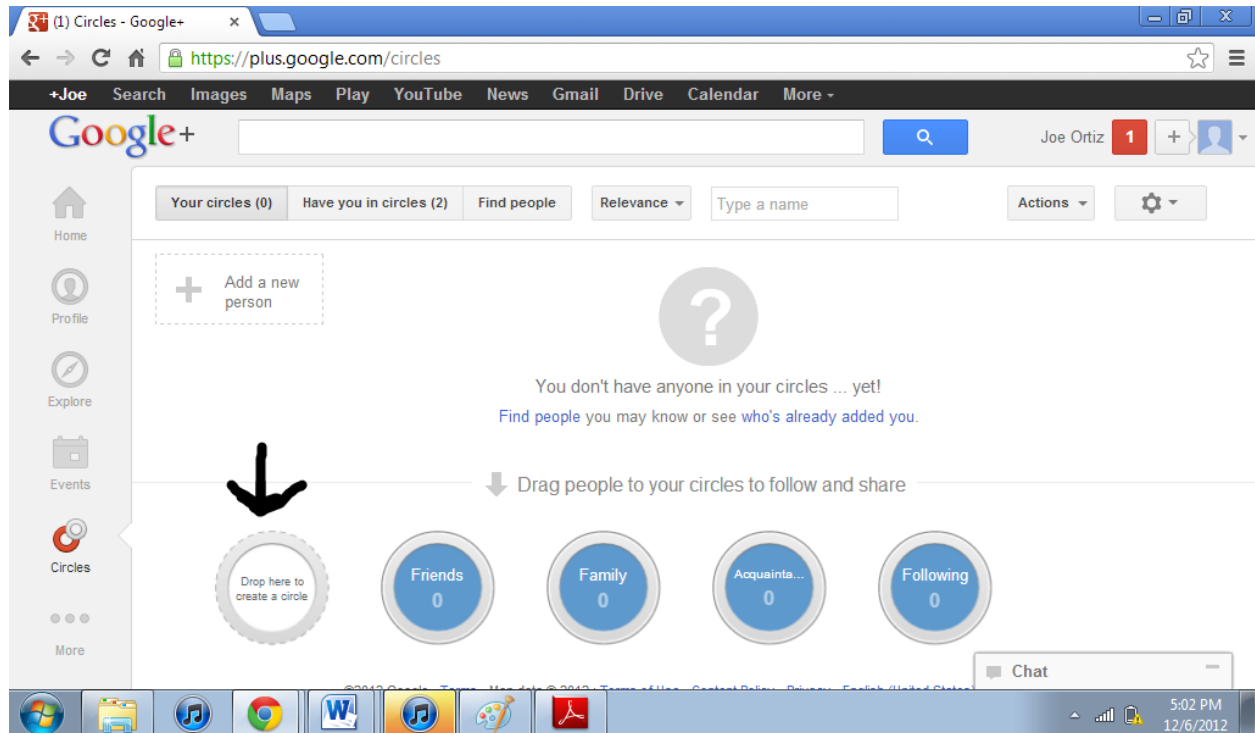


Just visit [plus.google.com](https://plus.google.com) to visit the page above.



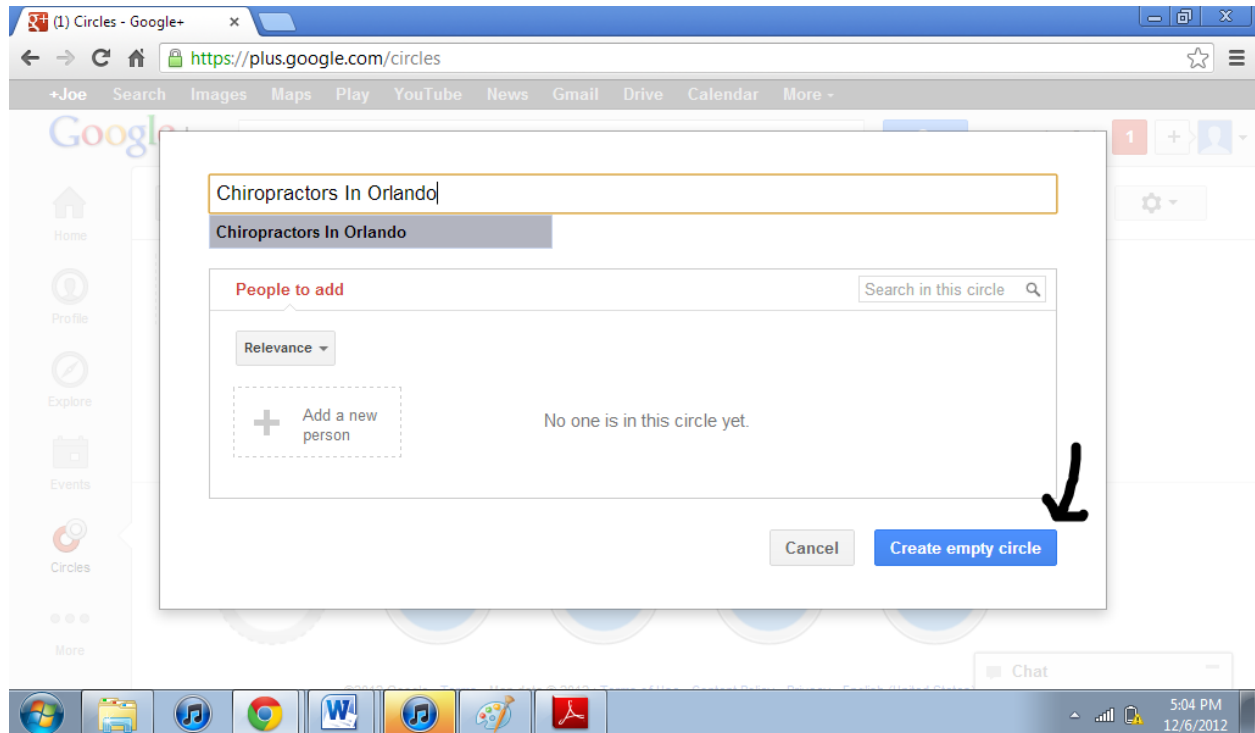
When you place your mouse on the MORE sign on the left hand side, you should be able to see the Circles pop out. You should then click on that and you should be brought to this page below:

## Mobile Cash Code



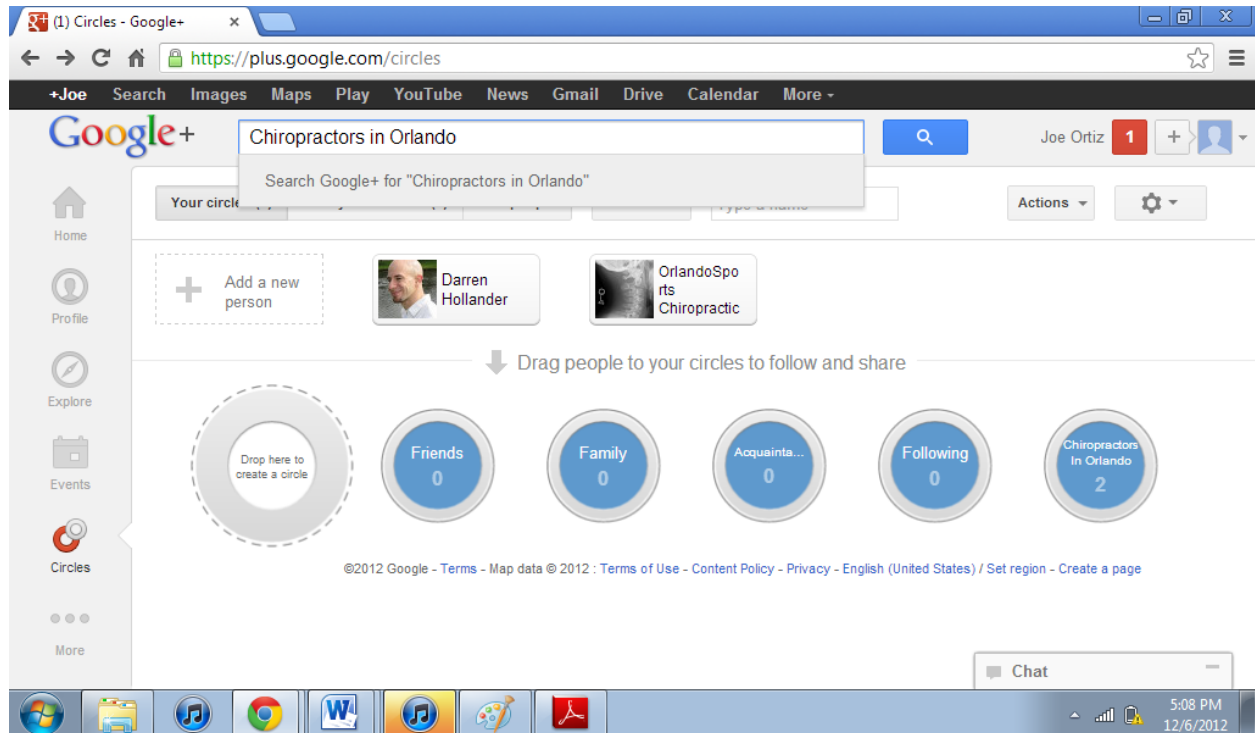
When you bring your mouse to the “Drop here to create a circle” section, it will change and say “Create a Circle”. You should then create the circle.

## Mobile Cash Code



You should then create the empty circle.

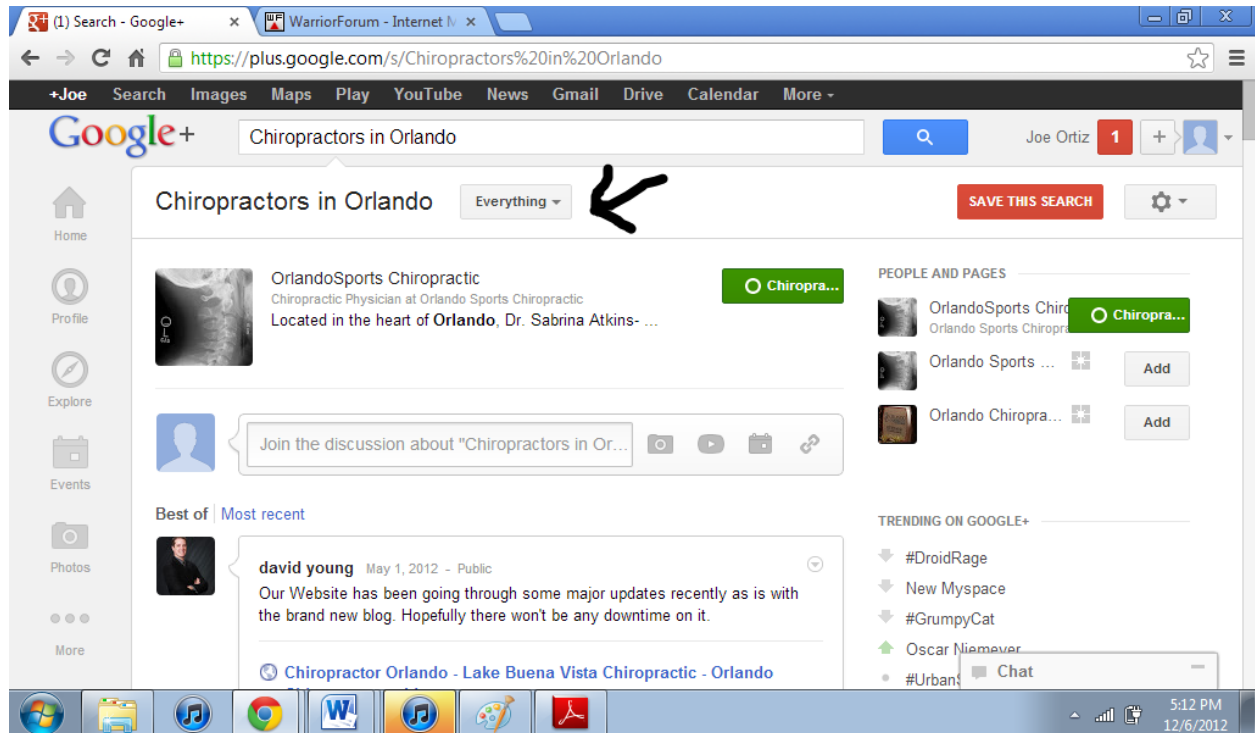
## Mobile Cash Code



Then click on Enter to search for the chiropractors.

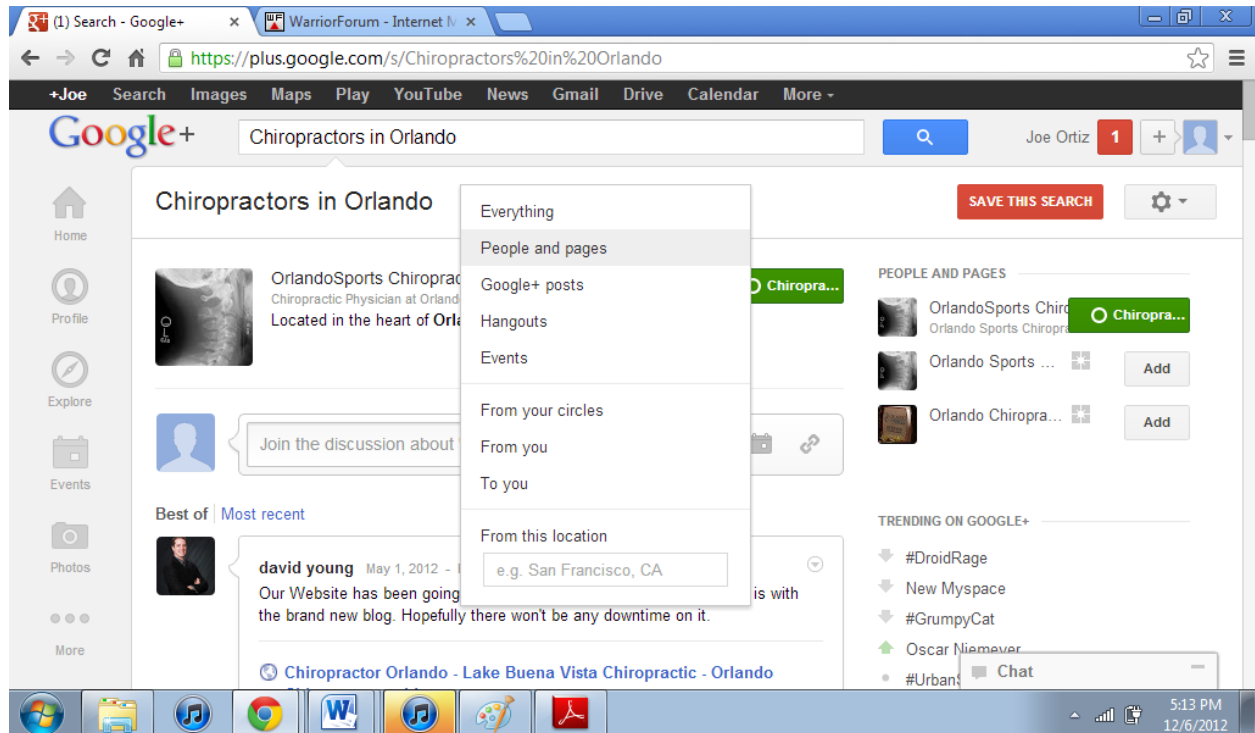


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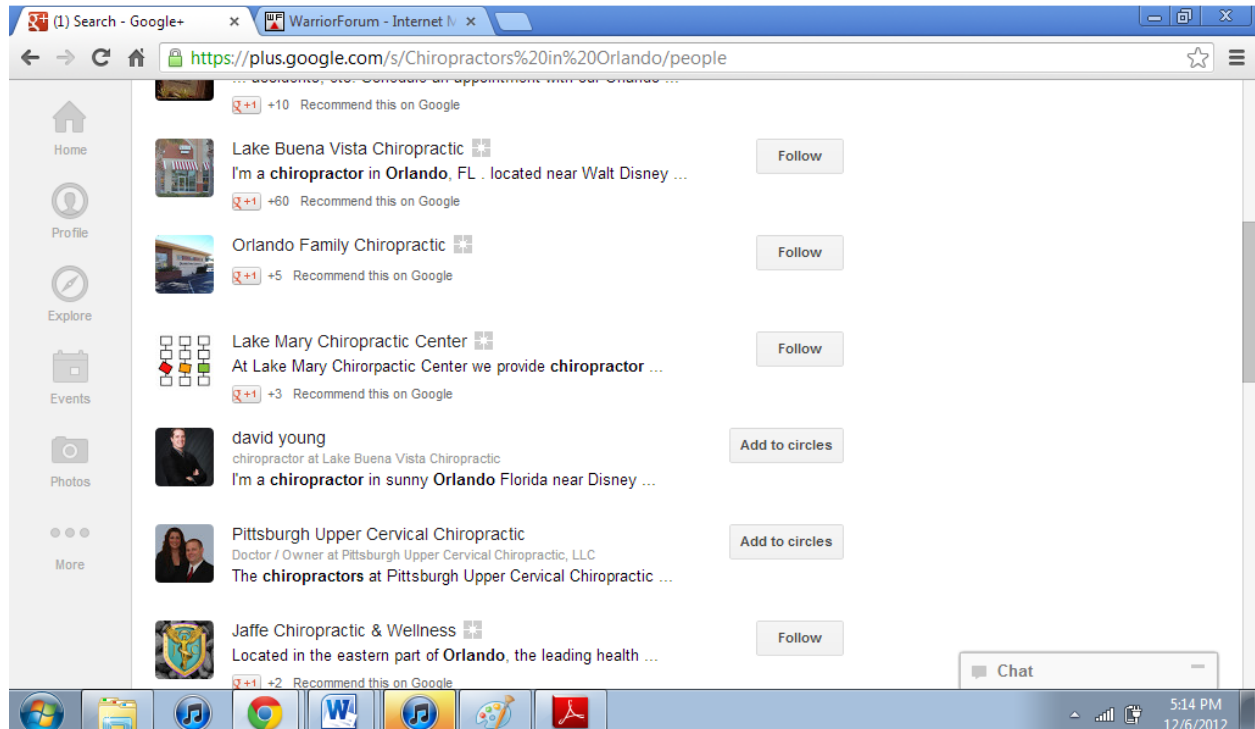
Click on Everything and click on “People and Pages”

# Mobile Cash Code



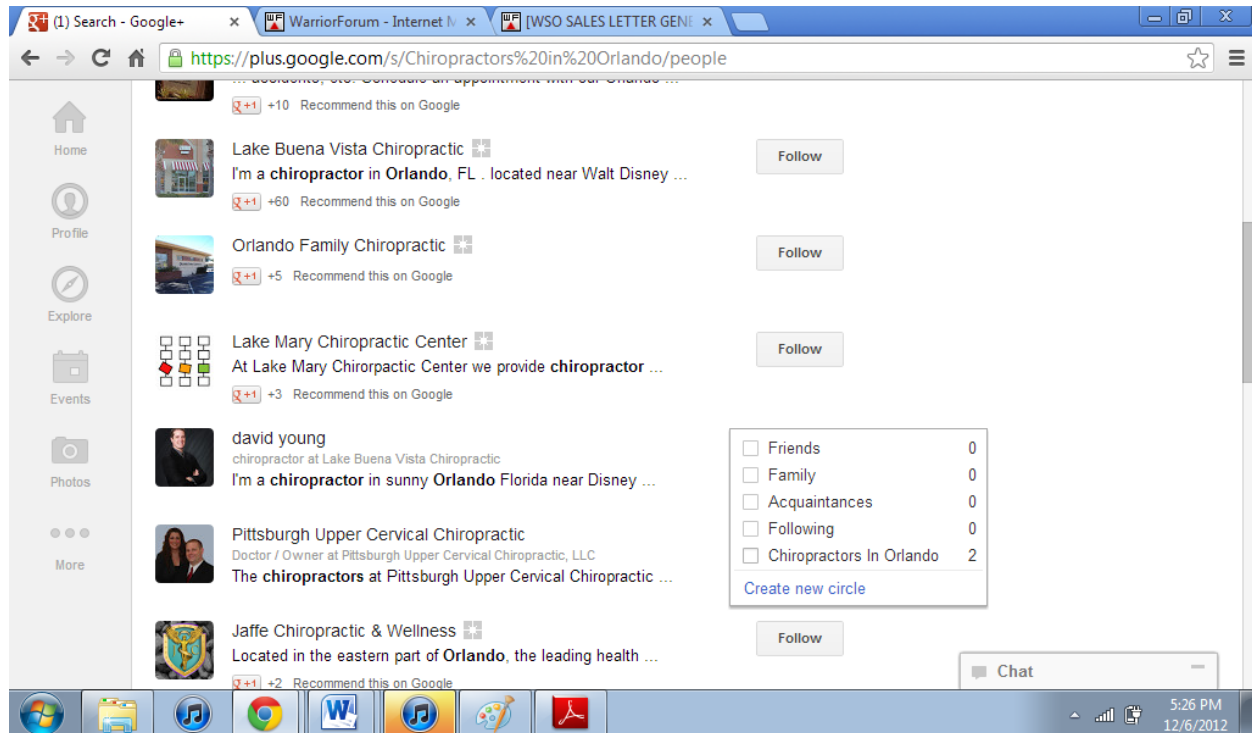
Click on People and Pages.

## Mobile Cash Code



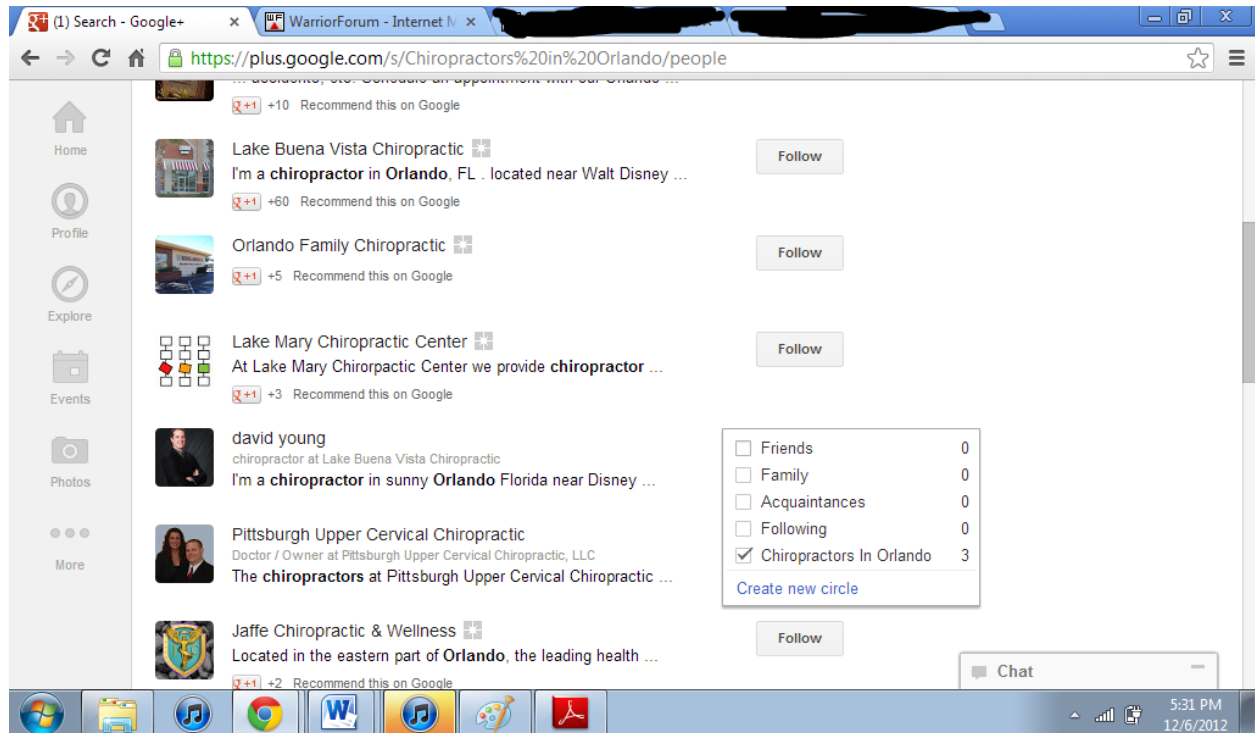
Do not Follow anybody. Instead, just click on Add To Circles, and then you'll see the following:

# Mobile Cash Code



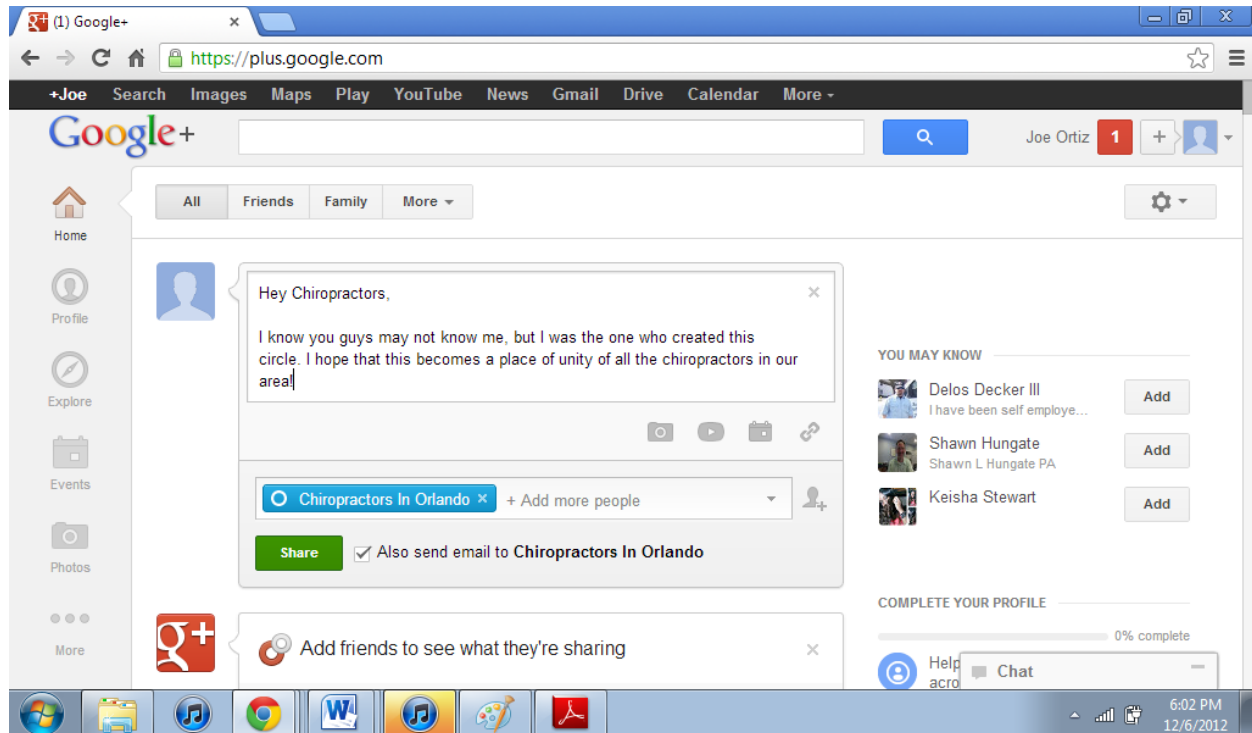
Simply Check the kind of circle that you are going to be targeting.

## Mobile Cash Code



Your goal should then be to go to your home dashboard on G+.

You should be able to create a post, and then send it out only to those in your Circle.



Make sure that you type in the group in the +Add More People Section. Only send this out to the group only. Click on the check to make sure that it gets sent out to their email addresses as well.

Wait for about 150 people to be in your circle before sending out your first message.

The first message that you ever send out to the business owners should be something welcoming. Try not to become very salesy at the beginning. Introduce yourself. Look at the image above and pay attention to how well I am able to present myself as just an ordinary person.

The following message you send out should be a day or two saying this,

“I just wanted to let you guys all know that I am actually a mobile site designer. If your site is not yet mobile site optimized, the

customers who visit your website on their mobile phones may leave because of the inability to see your phone number and have an easy time navigating throughout your site.

Just send me an email at EMAIL and I will let you know of pricing details!”

This simple message brought out 10 replies and 6 clients in a single day with only 98 people in my circles. It wasn't to this specific Circle to the chiropractors, but this strategy works. After that, I just play the rest by ear to get their attention.



Just do this over and over with different emails and targeting different niches.

## **How to receive Payment from Clients**

No matter which method you decide to use above, the only way I'd suggest to get their money is to make them pay you in full upfront through a PayPal invoice.

Just ask them for their email, send them a PayPal invoice with the price you want them to pay, and give them the mobile site they paid for.

## How to get referrals

This is the simple strategy I use to get referrals.

I send out an email to business owners saying this after they buy from me:

“Thank you again for buying a mobile site from me. If you have any business friends that could use a mobile site, just refer them to me. I would be glad to give them one as well. If you refer one or two to me, I will give you a free SEO consultation to help you

learn how to get better rankings on Google for your business's site.

Regards,

NAME"

Do not make this more complicated than it sounds. It is extremely easy to get them to give you more customers since you will be offering something for free in exchange.

Even if you don't know what SEO is, you can just change it to another free service you can offer them. I give away free SEO tips so that they can end up hiring me to do SEO for them in the end.

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The 3 methods above are extremely powerful. These are the methods which I have used that are wonderful and can help give you the chance to make thousands of dollars from mobile marketing. The truth is that you aren't getting one or just two different methods, but actually three methods that I have been using over the past few months that have helped me earn not only \$197 on a daily basis, but also a couple of \$297 and \$497 payments almost on a daily basis.

I hope that you put these methods to good use.

Other WSOs would give you one technique, but I give you three techniques that you could use right now. I'd suggest that you use my first technique right now, but to use the second and third method as well. I don't want you to leave this WSO on your hard drive, as this is quite scary, and the last thing that I want to see you do is end up having to end up buying more and more WSOs.

This WSO is responsible for thousands of mobile site sales. If you use these methods completely, you will surely succeed and make more mobile site sales.

I hope you succeed and achieve more mobile site sales soon. Just use my methods and you will soon see more sales coming in.

Again, thank you so much for everything and for buying this WSO. If you were a part of the lucky first 25 people, please send me an email to [joelswohelpdesk@gmail.com](mailto:joelswohelpdesk@gmail.com) with your receipt and email asking me for my new Skype address and I will check if you are eligible for FREE one on one coaching!

Regards and thank you again!

This WSO is something that I have worked weeks on to deliver. Please feel free to leave a review on the official thread if you'd like. That would be a great way to let others know that this WSO really does give away good advice.

Thank you, and let's see some mobile sales come in!