



## **Getting Started On The Internet 21 Steps To Building A Profitable Online Business**

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I am Connie Ragen Green and I help people to build an online business and use the technology necessary to be successful on the internet. I decided to change my life dramatically in 2005 and went full-time on the internet in 2006.

If you had Googled me - gone to Google and entered my name - on January 1, 2006, you would have only seen 2 or 3 sites that mentioned my name. These would have been related to my work in real estate at that time. If you do that today, there will be more than 30,000 returns. How did I rise so quickly on the internet? I figured out what to do and how to do it. It took much longer than I thought it would and cost me more money than I like to admit, all because I had to figure out the steps on my own. You will be able to achieve online profits and success much faster if you are willing to follow these 21 steps in the order I am listing them here in this special report.

Here I will share exactly what I have done so that you can do the same thing and build a profitable online business. Your business will be one based on your

interests, experiences, and passion. When I realized what I was good at and wanted to do every day in my business, I began to have the mindset needed to be successful. I will share with you how you can do the same thing.

You will also get there more quickly because I had no one to take me through the steps necessary to achieve success. This system works for anyone who is willing to take action and put their systems in place.

The foundation of my business is based on focusing in four major areas. These areas are the cornerstones of my marketing plan and include:

- Article writing and marketing
- Blogging
- Social networking
- Teleseminars

By spending time every week in each of these areas you will be able to gain visibility and increase your credibility on the internet. Let me explain exactly how to get started in building a successful mindset about making money online.

These are the exact steps that everyone must take to create a profitable internet business. You may have seen this information presented in a different order or including other elements, but this has taken me from making nothing at all online during 2005 to now making more than 10K each month. This system works!

1. Decide what your business will look like – my business involves writing articles and posting to my blog in the morning, checking email, and then taking a few hours off to do the things I want and need to do in my personal life, including spending time with my family and volunteering with the Rotary Club and several other charitable organizations here in Santa Clarita, located about 30 miles north of Los Angeles. During the afternoons on Tuesdays, Wednesdays, and Thursdays I typically hold a teleseminar. In the early evening hours I am active on the social

networking sites, such as Twitter and Facebook. This is how I pictured my internet business when I first began two years ago. You will want to picture how your business will look so that you can set it up to suit your lifestyle.

2. Choose a niche – your particular area of expertise is referred to as your niche when you work on the internet. Many people get stuck in this part of the process. Go ahead and choose a niche, based on your life experiences, your previous career, your interests, hobbies, or passions. Stick with it for at least six months so that you can make some money and see how the entire process works.
3. What will you offer the people who will find you online? What is your message that you want to share with the world? You must offer others something of value that will benefit their life so they will be willing to pay money for what you are selling. Think of yourself as a problem solver and you will be very successful.
4. Begin your keyword research – you will need to know what words and phrases people use when they are looking for someone to help them with their specific problem. These words are called your keywords, and you must do regular research to find as many of them as possible. You will be using them in your article titles, blog post titles, and for everything else you write. I still do keyword research once or twice each week. When I find a new word or phrase that people are using to search for my topic in Google and the other search engines, I add it to the list I keep next to my computer. This helps me to write titles for my articles and blog posts, and to know what people are thinking when they are trying to find an answer and solution that I can solve for them. Keywords are the most important words you will use in your online business.
5. Start a blog on your niche topic – Blogging is one of the four major areas, so it is extremely important in your overall marketing and online business plan. I post to my blog, [www.EbookWritingandMarketingSecrets.com](http://www.EbookWritingandMarketingSecrets.com), about five times a week, and use it instead of a website to attract new

prospects and clients. I recommend using Typepad or hosted WordPress as your blogging platforms because you will own your blog this way. Blogger, or blogspot, is owned by Google and may be taken down any time without your knowledge. The free version of WordPress is the same way. You do not want to lose your hard work and writing, so be willing to spend about \$100 a year for your blog. You can download a free report on business blogging by going to [www.Blogspirations.com](http://www.Blogspirations.com).

6. Sign up for your shopping cart – Go through my affiliate link, <http://www.WildWestCart.com> and receive free shopping cart training from me every month. Your shopping cart will allow you to create a database of names and emails, set up autoresponder message sequences, send broadcast email to separate segments of your list, set up an affiliate program, and deliver digital products in one step.
7. Write a series of 10 autoresponder messages. This may sound like a daunting task if you are just starting out, but once you begin to write out your messages it will all make sense. These messages will go out to people who sign up on your list without you having to do anything. I only promote a product or service in about 3 of the first 10 messages. In the others I offer my people great tips, information, and links to my articles and blog posts. The idea is to keep in touch with them so they do not forget who you are.
8. Add an opt-in box to your blog – This is something that can be easily created in your shopping cart. I give training on this every month, so you can set up your opt-in box and place it prominently on your blog or website so that people can join your list. I can remember when the first few people opted in to my list back in 2006. It was at this point that I realized I was truly building a business on the internet. Your list is your gold, and you must always treat them with great respect. Making an emotional connection with these people who are trusting you to advise and guide them is the best way to take this responsibility seriously and achieve great success online.

9. Create your free giveaway – This can be a short report, checklist, eBook, audio recording, phone consultation, or anything that will motivate people to sign up by opting in to your list. Make this free gift something that is worthy of being sold. When you give away something of value, people have even more reason to want to do business with you later on.
10. Join Facebook and Twitter – These are the two social networking sites where you absolutely must have a presence. I was able to triple my list within a three month period by spending about two to three hours each week in these sites. Now I spend much less time because I have set it up to work more automatically.
11. Begin writing and submitting articles ( I use EzineArticles and [www.ArticleMarketerFree.com](http://www.ArticleMarketerFree.com)) to gain visibility and credibility on the internet. Once I started submitting articles my list began to grow, my writing improved, and people were able to find me more easily online. At the present time I have 788 published articles, but take a look at my page on EzineArticles to see where I am when you read this report by going to [www.ArticlesByConnie.com](http://www.ArticlesByConnie.com).
12. Sign up at Clickbank – <http://www.PromoteClickbankProducts.com> – This site has more than 50,000 digital products available for sale. They will send you a check twice a month when you promote other people's products and make sales. Their system for finding the products you want to promote is not very helpful, so the next step becomes extremely important.
13. Register at <http://www.ClickbankProSearch.com> – Here is where you can search by keyword to find exactly what you are looking for. They have a low fee for a one year membership, but you will only need it for one year.
14. Purchase domain names (not hosting) at <http://www.GoDaddy.com> – I currently own 184 domain names because I am so active online. Be sure to get your own name (I have connieragengreen.com, but someone else has conniegreen.com and wants to sell it to me – no thanks) and remember that .com is the most popular extension. They offer a discount if

- you will be purchasing more than about 30 domain names during the next 12 months. I only purchase domains here – you do not need any of the extras they will offer you.
15. Sign up for your own internet radio show at <http://www.BlogTalkRadio.com>  
This is one of the best kept secrets on the internet. I have been doing a thirty minute weekly show here for the past three months. It is completely free, you can turn your shows into podcasts, and more people will find you based on your topic and your keywords.
  16. Create a one-page website – I use FrontPage 2003 for this, but you can use any program that enables you to quickly set up simple websites and add pages to existing sites.
  17. Get a hosting account at <http://www.BlueHostSolutions.com> – Great customer service and unlimited domains can be hosted through your one account – there are videos to explain everything in detail – and step by step info. The cost for this service is less than \$10 USD per month, and they offer a toll free 24/7 customer service number and also a live chat service if you have questions that need to be answered quickly.
  18. Create your first product – This can be an eBook, short report, audio recording, workbook, teleseminar series, physical product, or most anything that your target audience wants to receive from you. Once you create an info product, it will become easier and easier to keep creating new products on a regular basis.
  19. Plan your first teleseminar – <http://www.TeleseminarStrategies.com>  
Teleseminars changed my business completely. I started holding calls off and on during the spring of 2007, but when I began doing a free weekly call in December of 2007 I doubled my income within a month. People got used to calling in or listening through the webcast on the same day and at the same time every week. When people can hear your voice and connect with you during a teleseminar, they are more like to become clients and feel comfortable doing with you online.

20. Attend a live event – I enjoy staying home and working on my computer, but once I started attending a few live events each year my business again increased dramatically. When people meet you in person they are much more interested in doing business with you, including joint ventures. Every seminar or conference I attend ends up making me several times as much money as it costs to register, drive or fly to the event, and stay in a hotel. What I originally saw as an expense has now become an investment into my business.

21. Continue learning from others who are already successful on the internet. Continuing education is a must. The internet changes so quickly and you must keep up to continue building your business. I invest regularly in other people's courses so that I have the latest information and tools. I probably spend at least 10% of my net profits each month in this area of my business and this has served me well.

BONUS TIP – Start your own email membership site and build it up over time. You can set it up right away by going to [www.MonthlyIncomeResults.com](http://www.MonthlyIncomeResults.com) and set it up one month at a time.

The marketing mindset is also crucial to your online success. Set goals for yourself and write them down. Read books and listen to audio recordings that put you in a positive frame of mind. Refuse to be around negative people, turn off the television, and get started on your way to a new life.

Marketing yourself and your business is an integral part of success. You should be spending more than half of your time each day in this area. I spend about 60% of my day marketing, 20% writing, researching, creating new products and courses, 10% speaking directly with my students, and the remaining 10% on administrative tasks such as email, bookkeeping, and organizing my computer files. Here are some ways you can market yourself and your business every day.

## 21 Ways To Market Yourself Every Day

I also spend some time every single day to market myself, either online or offline. Here are just a few of the ways you can market yourself and your business each day, even if you only have a few minutes:

- Give someone you meet one of your business cards
- Visit an online forum and leave a comment
- Attend a networking meeting
- Send a broadcast email to your list, giving them a tip or a link to a blog post you found helpful
- Send a handwritten note to someone you have met in person or have connected with online
- Visit a civic organization, such as Rotary, and tell the members what you do
- Post a comment on someone else's blog
- Post to you own blog
- Add a few more friends on Facebook
- Join a group on Facebook
- Import your blog's RSS feed on Facebook
- Start your own group on Facebook
- Follow someone new on twitter
- Set up your Twitter account to send out a message when someone follows you, and include a link to your blog or to a free report they can download
- Write and submit an article on your niche topic
- Write a checklist of important points and give it to your list
- Search for some new keywords
- Hold or plan a teleseminar
- Sign up for someone else's teleseminar
- Send an email to someone online you would like to connect with
- Attend a live internet event



## Tools You Will Need To Put Your Systems Into Place

To run your online business you will need some specific tools. These tools allow you to set up the systems that will automate your business and give you the freedom to spend your time as you please. While I am writing this report people are reading my articles and blog posts, listening to replays of my teleseminars, and ordering my products and services, as well as those I am an affiliate for. All I need to do is check my email to see how much money I have earned. You can do the exact same thing, no matter what niche you are in.

Kick Start Cart – This is the version of 1 Shopping Cart I use to build my list, send out my broadcast emails and autoresponder messages, create products to sell, and to do my billing. I also have an affiliate program that runs entirely through this shopping cart. When you sign up through my link, [www.WildWestCart.com](http://www.WildWestCart.com), you are automatically enrolled in my monthly training program at no additional charge.

Teleseminar recording service – [www.TeleseminarStrategies.com](http://www.TeleseminarStrategies.com) – I have used every free and paid teleseminar service over the past two and a half years and this one is the best by far. You can get a 21 day trial for \$1.

Clickbank – [www.PromoteClickbankProducts.com](http://www.PromoteClickbankProducts.com) This is where you sign up so that you can be paid every two weeks (they may be changing that to every week) for the affiliate products you are promoting. There is no charge to sign up here.

Clickbank Search Engine – [www.ClickbankProSearch.com](http://www.ClickbankProSearch.com) - This is where you will be able to find the exact products you want to promote. You pay a small fee for a one year membership and then search by keywords to find what you need. This site also includes the statistics, graphs, and charts to help you choose the best products for your niche so you can begin to make money right away.

Make passive income with Clickbank – [www.PassiveIncomeWithClickbank.com](http://www.PassiveIncomeWithClickbank.com)  
I recently started using this product to increase my income dramatically. There are videos and other information so you can exponentially build your passive income stream using Clickbank.

EzineArticles account – [www.EzineArticles.com](http://www.EzineArticles.com) – this is a free account that enables you to submit your articles directly to them so that people around the world can find you more easily. Check out my page at [www.ArticlesByConnie.com](http://www.ArticlesByConnie.com).

Article Marketer Free Account – [www.ArticleMarketerFree.com](http://www.ArticleMarketerFree.com) – this site has a free version that you can use forever, but when you reach 50 articles or more you will want to consider using their paid version for a 3 month period

List and Traffic – [www.ListandTrafficProfits.com](http://www.ListandTrafficProfits.com) – This site is \$10 per month and provides short reports that you can give away to your list. Best of all, you can rebrand each report with your affiliate link and make money on a regular basis.

Monthly income from your own membership site – This is another program from Jimmy Brown that has made me lots of money without having to set up an expensive website or traditional membership site. This is the best \$27 I spend every month. When you sign up you can become an affiliate immediately and begin promoting it to your clients and prospects; just two signups and your membership is free. - [www.MonthlyIncomeResults.com](http://www.MonthlyIncomeResults.com)

Domain names – [www.GoDaddy.com](http://www.GoDaddy.com) – Their customer service is incredible, and is available 24/7/365.

Hosting service for your web pages – [www.BlueHostSolutions.com](http://www.BlueHostSolutions.com) – Again, customer service is superb and the c-panel hosting includes step by step videos

and instructions. I tried using two other hosting services before I found this one. They make sure your service is not interrupted.

I hope you have found this report to be helpful in getting you started on the internet. If you choose to build an online business you will be an entrepreneur. Many of you may be new to this concept, having only worked as an employee or independent contractor in the past. Be willing to learn some basic marketing skills that will increase your likelihood of success.

This business is a miracle in that you can do it from home or wherever you happen to be, and still have time for your family and community activities. But never forget that it *is* a business, and not just a hobby. During the first three to six months you will need to spend the time and money to lay the foundation of your business, so that you can finally spend less time and make more money. Your goal is to provide products, services, and solutions for other people's problems and situations.

I have never made as much income as I am making now, and it still seems like magic to me. I am passionate about helping others to be successful online, and want to help you put the pieces of the puzzle together. Please email me at [connie](mailto:connie@connie-green.com) at [connie-green dot com](http://connie-green.com) if you have questions about anything I have included in this report. I look forward to working with you to help you build your online empire.