

Ewen Chia's

**UNDERGROUND
INTERVIEWS**

**An Exclusive Underground
Interview With
John Delavera**



Ewen Chia

Interviews



John Delavera

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About The Interviewer: Ewen Chia



Ewen Chia has been marketing actively on the internet since 1997 and is the owner of *Instant Marketing Secrets Inc*, serving dozens of money-spinning websites in its network. He is also the CEO of *Midas Touch Marketing*, an internet/direct marketing consultancy powerhouse co-founded with copywriting king Jo Han Mok.

Earning the tag of **"The Super Affiliates' Super Affiliate"**, Ewen is widely recognized as an amazing affiliate marketer with the Midas Touch to turn seemingly normal affiliate promotions into goldmines!

As an expert information and direct response marketer, he is appreciated and respected for his unique content and value-packed products, winning praises from customers and fellow marketers the world over.

Ewen is also a master at producing massive cash windfalls online, often to the tune of **5 figures in 72 hours**. Many of his students have experienced breakthrough results using his teachings and strategies.

He has won accolades for providing top-quality, performance-based and non-hype information to people who needs them, see why below...

Range of products from Ewen:

- <http://www.InternetMarketingFAQ.com>
- <http://www.StuffYourInboxWithCash.com>
- <http://www.StrikingItRichOnline.com>
- <http://www.WebAdvertisingSecrets.com>
- <http://www.MiniEbook.com>
- <http://www.ResaleRightsSecrets.com>
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- <http://www.UndergroundSalesLetters.com>
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- <http://www.PowerAffiliateMarketing.com>
- <http://www.UnlockYourEmpire.com>
- <http://www.MidasTouchMarketing.com>

You can also find more information on Ewen at www.EwenChia.com.

Underground Interview With John Delavera

Ewen: *Hi John, thanks so much for doing the interview, I'm sure we'll be learning lots of stuff from you! Please tell us a little about yourself and your businesses...*

John: Well... this could be the subject of a "best seller ebook."☺

1994 was an important year for me. It was the year I met the "Internet" and have been hooked on it ever since. I didn't know what I'd do, what *Internet Marketing* was, etc. I just knew that the NET was *something* I had to work for. I remember myself waking up at 5:00 am just to surf the Net easily... the traffic was huge in those days and the 1400 and then 2800 kbps connections were REALLY s-l-o-w... I was surfing the sites and found it extremely addictive... "Being" in the USA now and then to Australia and then to India and then to Africa was spinning my brain... I just could not stop.

You can read the rest of the story in [My Early Days On The Net](#)...As you will read in the ebook, I "met" the products of Allen SAYS and Corey Rudl in 1997. Allen had created the "secret" Warriors' Site and Corey was selling his Internet Marketing Course. These works along with Ken Evoy's Make Your Site Sell were the resources that introduced me to Internet Marketing.

I made my first sale in 1999, if I remember right, by selling "650 reports with resale rights" – a product that existed in and was offered through the Warriors' Site. THAT first sale changed my life. I realized that THE SYSTEM WORKS. And I BELIEVED that the difference between \$10.00 and thousands of dollars in profits was based on ME and myself only.

It took me about 3 additional years until I found my USP (Unique Selling Proposition); in 2002, I created [TurboReferer](#), the first Turbo* script.

The interesting thing was that I was actually doing what I loved. I knew how "small" I was and was in awe when reading about the successes of Allen SAYS, Corey Rudl, and then Terry Dean... I also knew that my UPS was strong enough: "Automating Tasks for Internet Marketers" and I believed in myself because of my background. You see, when I met the Net in 1994, I had been using "computers" since 1982. I was playing with computers, actually, but while playing, I knew that I was educating myself.

I created TurboReferer because I had spotted the need for a "rewarding system" for customers and affiliates.

[All the scripts and works](#) I have created since then facilitated MY need first, to automate what I do, and then thankfully people ALSO liked what I was creating.

Automation is the key for an online business so I knew that if I'd automate my business, I'd gain the advantage, save time, and be in front of my competitors, aka. those who started when I started with the same or almost same USP.

The rest of the story is known. You can find the rest of the scripts I have created [here](#).

However, the scripts were just one part of what I was creating.

As a newbie, I noticed that many products were being offered as stand-alone products on some sites while others sold the same products as bonuses along with other products. I had to double-pay for many products in order to learn about resale and master resale rights. And when I did, I made the best of it. The "best" was the second "brand" I started using.

I wanted to be able to have all the ebooks that could be branded for free – thus I created the [Best Free Ebook](#).

I wanted to be able to have all the products with master resale rights in one place – that's how I created the [Best Seller Ebook](#).

Recently I created the [Best Online Ebook](#) just because I wanted to use all the materials I ordered with Private Label Rights for feeding a site that would include EVERYTHING a marketer would have to know about Internet Marketing.

I used the same strategy for creating the "best" collection of [David Vallieres'](#) products, because I was impressed by the quality of David's products and also because I had ordered ALL of them – with resale rights.

**Ewen: *Wow John you're a real prolific and innovative product creator ;-)
What was the turning point and 'big break' that changed your life and career?***

John: Santa Claus ☺ - SantaDealTime.com actually...

I'll include an article I wrote in December 2004 so you can understand clearly how that event changed my life.

*"Reach Your Big Land By Challenging Yourself"
By John Delavera © Christmas 2004*

2004 was a good year for many personal reasons. If peace existed in the world and poverty did not, then I'd say that 2004 was a terrific year.

How do you define "terrific"?

I assume it must include good health, good personal relationships, and money.

God is responsible for the health matter. I am alive and thank God for that. I also thank my wife for the "good personal relationships." ☺
And I thank myself for all the work done this year – which, in turn, has brought money.

Sometimes you need to back off... observe things as a third party and try to figure out why you CAN'T do something, but also, HOW "you found a solution to it."

2004 started with a challenge.

I believed - REALLY believed that THIS was the year that I could make anyone know about what I do. So... I took the Challenge... I burned the bridges, climbed the rock, and got prepared... Then I jumped into the sea of...

"Nothing-Is-Impossible-Both-Your-Success-And-Failure"

Big & Deep Dark Sea...

The water was really cold in the beginning, and deep. I hate deep & dark waters... But, since there was no longer any land seen on the left, on the right, north or south... I just started swimming... and swimming... and swimming... nothing but swimming...

There had been times I thought I was going to die - to be swallowed up by the sea.

I kept swimming...

There had been times when I could not distinguish the origin of salt on my lips... was it the water... or my tears? But I kept swimming...

There had been times when some big fish would bite me... I could not see the blood, but I knew I was bleeding... I kept swimming... "Salt can heal wounds quickly..." I said, "so just swim..." - Thankfully, no sharks were around... and even if they were around, I had to swim faster or fight. I was ready for both, since in both cases, I would eventually die - either by exhaustion or by being inside a shark's mouth.

There was a time a yacht approached me... Good-looking people with clean clothes and cigars in their hands were begging me to stop swimming and to get on the boat to take me back... I said No. They suggested that I get on the boat to at least get some rest. I said NO and kept swimming. I am sure they will have a story to tell their grandsons about a crazy man swimming in the middle of the sea seeking to commit suicide. Anyway...

Suddenly, I saw land.

I did my best and went towards the beach... AT LAST! Land! It was so good looking while I was far away, but when I reached it, that land was not MY land... Too small and not beautiful... Miserable, I'd add. I had to choose. Keep swimming or live there... I had food; climate was good, nothing to complain about. I was alive, I survived, so it was a better situation than what I was in before. I had to choose... Keep swimming to nowhere, seeking my Big Land, or live there and die, pretending I was happy?

One day... I started swimming again and did not look back...

That's how my journey continued. And the same scenario was repeated three times, or was it four? I cannot remember. With a Bigger Land each time... The second land had better food and there were some people (2-3) with whom I could talk. One day, I started swimming again seeking my Big Land. The next land was bigger, more people, better food, and

clothes... I could also narrate my experiences to the Bar of that land and make some money... I said no and started swimming again... In the last land, I really had a good time. I really enjoyed it. But again, I realized, it was not my Big Land. Back to the sea...

In December 2004, I reached another land. The Biggest Of All Lands I have ever seen... And I started living my dream. I feel excited while I am writing these lines because I think I found my Big Land... So I thought it'd be good and in the spirit of these days to share this happiness with you. Since I cannot reach you, cannot talk with you except through my writings, I can only share feelings in this way and I hope to transmit happiness to you too. Thinking of you as my friend, because I believe YOU are MY friend.

But again... I am not sure what I like better... and what I really want and enjoy: The Big Land Or The Joy of the Journey?

What I DO know is that if I had listened to those people with the cigars and had gone on their boat, I would not have been in the Land I am in today.

What I DO know is that, if I had quit my efforts and had panicked when those fish bit me - *^%\$*& fish*, I'd be a dead man today somewhere on the bottom of a Deep Dark Sea... And all people who knew me would say, *"Once I knew a John... talented guy... but who knows what happened to him... ah... he was a bit crazy though... Life..."*

And moreover, if I had not burned those bridges, had not climbed that high rock, and had not jumped into the sea in the beginning of 2004 - actually, that jump took place in January 2002, then I would never have experienced the joy of living my dreams - or part of my dreams, today. Oh yes, that's for sure...

In any case, even if this Big Land is not THE one, now I can swim for months and not feel tired... I can even compete against good swimmers! I can even fight with sharks, because I feel and am strong - when swimming in the deep, dark sea. Also, people on the nearby islands now know my name... *Turbo-John*... So when I reach an island, I even get paid for narrating my stories;) And the point is that, if I had visited the same lands in January 2004 or back in 2002, nobody would listen to the Dream of a Nobody. Because people want to hear Real Stories and will even pay for this. Dreams are good to be discussed in the Bar, or in the middle of a therapy group; in any case, Everyone Has A Dream, but few people have been bit by big fish, have swam in the middle of nowhere, and have rejected safety for the unknown possibility of reaching their Big Land.

What I definitely learned in 2004 was that no one can reach the Big Land without taking THE Challenge. It could be swimming in the deep, dark sea with no land around, or flying in the air without a parachute (mm... I could not imagine the outcome of that challenge, but it's just an example,) or running on an endless road with no end in sight...

A Challenge must exist. Once you take the Challenge and decide not to come back to your safety, deciding to Reach Your Big Land is actually a matter of life or death. You may be hurt, you may cry, you may be bit by big fish, and even regret you took that Challenge in the very

beginning, but ***IF YOU SURVIVE***, then do expect to feel good... in your Big Land - or at least the Biggest Land you have ever reached since you started swimming...

I think you'll "read" from me again in the near future, but just for being in the spirit of these days...

Merry Christmas to All!

Always Yours,
John Delavera

Ewen: Great article John! What then do you think are the real 'secrets' to becoming successful online?

John: First "secret:" Find your USP

It sounds easy, but it's not. Your USP must be something like your fingertips. No 2 sets are alike. In the beginning, you will THINK that you FOUND your USP. You will THINK that MANY times.

Let me say it in another way:

*George and Paul were smokers.
One day, George told Paul that he quit smoking.
Paul answered: "Me too. Many times."*

The same happens with your ideas about YOUR USP.

You will find yourself MANY TIMES *thinking* that you discovered your UNIQUE USP. Until you find it. And when you DO, then you will feel the joy because NOBODY else has discovered what you DID. You will also be afraid of this discovery because you will want to "hide" it until you are ready to "sell" online what you have in mind. That's a natural reaction, but not a justified one. As you will see, once you discover your USP, then you will be many steps ahead of your competition. All you have to do is to create your site and sell what you produced.

You will also see that more unique ideas will come once you have produced your first product.

And you will also see, after some years, that you can always make your work better.

Second "secret:" Continue when others stop.

In other words: Persistence. You have to be stubborn enough in order to continue when everybody around tells you that you are wasting your time.

Your wife, husband, parents, kids, and friends can laugh at you. Few people understand - even today - how the Net works and what Internet Marketing is. Do not expect others to know what you do. Do not try to "educate" them either because you will waste your time.

Just work on your vision and do not stop.

There will be many times you will feel weak. You will feel that you are defeated mostly by your ... Banks... and bills... You will feel that you have spent a fortune for "nothing." These are natural feelings, but again, not justified ones.

If it was so easy for someone to distinguish himself/herself from the crowd of the wanna-be marketers, then a new Web Tycoon would be born every minute and eventually the offline world would collapse...

Winning the game of Internet Marketing and becoming financially independent by working online is not impossible, but few people manage to survive this "battle."

Just remember that IF you have found your USP and IF you work HARD, HARDER than your "equals," then you will get some SIGNS that will tell you to continue. The signs could be JV invitations or just messages from people telling you how much they enjoyed your articles, products, etc. Have your eyes and ears open and IF you are walking on the right path, watch out for those signals. You need them to fortify your will to keep going.

As for the people laughing at you while you stay awake at 4 am, be sure that you laugh at them with the check of 100s of 1000s of dollars in your hands.

Third "secret": Be good with yourself, partners, and customers, and behave as a PRO.

Be good. Behave like a professional.

It does not matter if you have only 10 people on your list. How could you expect to get 1000s subscribers in 1 night?? It's not possible when you begin this online venture. Be persistent and be a PRO.

I have seen people sending email messages using a very amateurish style...

Never use "he..he..." in your messages, especially when talking to customers. People that give their money to you expect to find a PRO on the other line and not someone that "laughs" in his email messages with "he...he..."

Try to extinguish the verb "think" when dealing with customers. Customers want someone that either KNOWS something or NOT, and not someone that "thinks." Nobody cares about what you think when you make a mistake.

Always keep your promises and deadlines. If you promise to deliver a product on 1st of the next month, just do it. If you do not keep your promise, you have to use the word "sorry" and this word is the same bad as ""he...hehe" in your messages and "think" in your attitude. Again: Nobody cares if you got the flu, if you are not in a good mood, or have no inspiration at all. When you promise something or when you have to cope with a deadline, then you must make your night a day, drink your vitamins, isolate from the world, and just DO it. As it has been told in the "Platoon" movie: "Excuses are like ass-^%s - Everybody has one." Sorry for the language, but there is no excuse to excuse an excuse when dealing with excuses...

Fourth "secret:" Over Deliver & Talk to your customers

Over deliver to your readers, customers, friends...

If people pay you to get a value of \$1, then give them \$10 and surprise them with another bonus of \$10.

When a friend asks you to write a report for him/her, write a short ebook and make sure to be perfect with no typos, errors, etc.

And talk to your customers. Ask them what they think about you and your products. Make it easy to reach you and RESPOND to their messages.

Fifth "secret:" Automation & Centralization

If you don't use the RIGHT platform from the beginning, you will lose time and money. Automate your tasks: Use autoresponders creatively.

Centralize your business. Focus on your three Big lists: Customers, Affiliates, Subscribers. Everything you do must add people to those lists and the final aim is to make all of them your customers.

Sixth "secret:" If you feel devoid of wisdom, just buy some

You need to be updated with the most recent news in the market.

You need to use the best tools in the market.

Stay informed: subscribe with almost all the ezines and newsletters that deal with your subject.

Invest: get the tools you need to save time and be ahead of your competition. The money you are getting from your customers is not yours only: you must return part of the money to them by being able to update them with the best and most recent knowledge that exists today on YOUR market.

Seventh and last "secret:" You will never reach your Big Land alone

Joint ventures are the secret for your success. I am not talking about the messages one sends to people asking for their help to promote his/her product.

I mean finding your USP, working hard, being good & a PRO, AND dealing with certain people; in other words: Be active in your market, then you will eventually become known.

You will realize the right time to start your JVs: it'll be when you're selling your products easily, when you're selling any product easily...

You will be ready to start talking about and "doing" Joint Ventures when YOU can explain in simple words your success and when you are able to REPEAT your success in economic terms. Until then, you're a learner.

Ewen: Love your "secrets"! Which internet business model would you recommend for the highest probability of massive success?

John: I'd say that it's easy to answer that question.

For example, while I am good at inventing scripts, I could not suggest "product creation" to people who know nothing about HTML and how the Net & the computer work.

Thus, I'd say that if someone finds his USP (the one of a kind USP,) then s/he must apply ALL aspects of Internet Marketing to it.

We all know that it's not possible to deal ONLY with 1 aspect of marketing – especially in the beginning.

One must be a solo-orchestra for being able to profit through multiple income streams:

- Create products.
- Promote products through affiliate programs.
- Create viral ebooks for promoting his/her products and also affiliate links.
- Create AdSense™ sites for getting some cash automatically.
- Participate in forums and create special offers to get some extra cash, which always helps;)
- Create more products
- Promote more products through affiliate programs.
- Create more viral ebooks and reports, etc...

Ewen: Which 3 skills are considered the most important to an Internet Marketer in your opinion?

John:

- a) **Future-seeing:** for being able to see if what you do will last into the future.
- b) **Lasting:** for being able to work when others sleep.
- c) **Thick skin & big heart:** for not allowing negative thoughts and actions from others to influence your work.

There is a fourth factor too: A wife/husband who cares.

This is a very serious factor, but not something you can "control" in your life. So, if that factor is met in your life, be sure not to lose it and DO reward him/her whenever you can (over-deliver.☺)

Ewen: How true John, wise words indeed. Ok, what's the fastest way to get targeted traffic for free or on a shoestring budget?

John: There is no instant HUMAN traffic for me. There is the robotic traffic one can order: 10,000 hits in 24 hours, but this will not do any good in the long-term.

Posting high quality UNIQUE articles in article depositories or in other ezines & newsletters also helps.

Participating daily in forums and making the best use of your signature also helps.

But in all cases, people will send you traffic if you have something good to offer and express that through your site. Thus, the best and also fastest way to get targeted traffic is to create a product and then create a dozen of free & brandable ebooks people can brand and give away, while creating a 2-tier affiliate program through [JVManager](#) and using all other features of this amazing online platform for **centralizing** everything. ☺

Ewen: Yes CENTRALIZING is extremely important ☺ What's the most critical factor for long-term business survival and success?

John: CENTRALIZATION and **absolute control** of:

- Websites
- Products
- Special Offers
- Sales
- Affiliates
- Customers
- Joint Venture Partners
- Data in general

I made that mistake when I started:

I had created more than 50 sites for 50 products. People were paying through ClickBank™ and Paypal™, some people were promoting the products through ClickBank, etc.

I had no clue who my customers were, which of them were my best customers, who my affiliates were, and which of them produced the most sales for a product... It was like having 50 fishing lines in the sea... I could not manage the INPUT of those 50 sites. When the sites became 100 and then 150, I had to do something.

That's how I created [JVManager](#).

I want my business to be centralized and all my resources in one place. People that use JVManager thank me.

That's WHY I created [Turbo Membership](#) too.

People who get [Turbo Membership](#) find everything a marketer wants.

It's good to give ABSOLUTE and ULTIMATE solutions to people... or ... TURBO Solutions if you prefer. ☺

Ewen: *Lastly do you've any irresistible gifts for our readers? ;-)*

John: I believe that words have the power. I could add some tons of digital products as Bonuses here, but I feel that I offer everything through the [Best Seller Ebook](#) and [Turbo Membership](#) for by far a fair price...

So the ball is in your hands. You must believe that the MOST IMPORTANT FACTOR FOR YOUR SUCCESS IS YOU AND YOUR ATTITUDE.

I'd suggest that you read the following article whenever you need STRENGTH for going one step ahead and killing procrastination...

And yes, I also have a special BONUS to give you - after you read the article ;)

"Do Something!" By John Delavera © 2004

Have you seen the movie "John Q"?

I did...

The story: There was a married couple and their son was 12 years old. During a school football game, the son collapses. Doctors said that his heart was too big and could not pump the blood. So they recommended a heart transplant; otherwise, the son would die. The parents had to pay about \$250,000... Their insurance company could not pay that amount. Doctors asked for \$25,000 as a deposit, the father sold everything he could sell, borrowed all the money he could borrow, and finally managed to collect \$22,000, BUT NOT \$25,000. While in the hospital, the mother called the father and told him that the hospital was going to throw the kid out because the deposit had not been paid in full... the mother was crying and screamed to the father: DO SOMETHING. That's how father got furious. He got a gun, went to the hospital, and locked the doors. He demanded surgery for his son. No heart was available for the surgery and the father decided to commit suicide so he could donate his heart to his son. The doctor in charge (bad guy) agreed under the pressure of the father's gun to do the transplant. The father prepared to push the trigger and did, but had to unlock the gun first... At that time, a telegram was received at the hospital saying that a heart had been found - from a young lady who was killed in a car accident the same day. Good news. Doctors save the son's life, the father is found not guilty on all charges except minor ones, resulting in just 2 years in jail, and his name "John Q" becomes a legend in the US media. A happy ending.

What does this movie have to do with Internet Marketing?

Well... since you're reading these lines, you want to make money from the comfort of your home. You want to become an Internet Marketer. People say it's possible. It is.

But... you have to DO SOMETHING.

Perhaps you think you still have time.

Or you're thinking that since you already have a morning job, spending some hours each day is enough for creating a fortune online one day - if that day ever comes.

Or you're thinking that you're just doing your best and you cannot do anything else, nothing more.

And money does not come.
You have 2 choices:

Either to wonder how some people managed to quit their jobs and depended on the Net for feeding their family, or...

To DO Something...

This is what I am repeating to myself too when looking at the idol in the mirror each morning: *Do Something Today John.*

I love drafting new scripts and software.
Because in this way, I feel I DO something.
And all the scripts at TurboHQ.com prove that I have DONE something so far...

I love writing this [newsletter](#).
Because in this way, I feel I DO something.
And the 105 issues prove I have DONE ...something so far...

The command "DO Something" knows no "but," no excuses. The verb "think" becomes the worst when trying to DO something. There is no time to "think." Successful writers are not the ones that THINK all day long, but the ones that WRITE all day long. Once you have written some 100s of rubbish, you CAN choose 1-5 pages for creating a special Report. Once you have written 1000 pages of rubbish, you can compile an ebook of 50 pages. Why? Because...

...DOING something brings results...

Issue no. 1 of your newsletter may be a ridiculous one; mine was.
Issue no. 10 of your newsletter is better than no. 1.
And issue no. 95 proves that you have DONE something...

People say, "the money is in the list..."

What list?

The one you buy?

No.

The list you create by counting your subscribers 1 by 1.

When your list counts 5,000 people, you see the difference.

But in order to count 5,000 subscribers, you must have DONE something...

What?

There are always resources that tell you what to do.

This is not the point.

You can get the how-to guides if you decide to DO something today.

If you have no clue of what I am saying, then just visit MarketingLessons.com - the resources you need are there. All you have to do is DO something.

People say, "the money is in YOUR products..."

And what do you do?

Think about it?

Wrong.

Do Something...

THINK only this: If Internet Marketing was THAT easy, then EVERYBODY would quit his/her jobs...

Some common excuses for NOT doing something:

"I do not have the time..."

Really?

Do you have time to eat?

Do you have time to sleep?

No excuses.

Find the time you need.

"I cannot write an ebook..."

Really?

Who told you that?

You, yourself, are the worst liar if you think this way.

You CAN write an ebook. Everybody CAN write an ebook.

Actually, you do not even have to WRITE an ebook.

Just go to www.elance.com and hire a ghostwriter.

He/She can write an ebook for you.

You just have to pay him/her.

So you have your ebook ready.

What's next?

Is it the "next" thing that really scares you and not the "writing the ebook" part?

"I do not have the money..."

Really?

Do you "think" that all those Big Dogs out there were millionaires and one day they said: "Well... what should I do now? Let's create a website and make some more money..." Do you believe this is the way it happened? Wrong...

What really happened was that you did not BELIEVE in what you were doing. Because IF you believed that your "idea" would be a success, then you'd FIND the money. "How?" you ask?? ☺

I have seen people create "packages" of products that are included in the [Best Seller Ebook](#) and then sell those smaller "packages" for pennies. I still wonder why someone would buy those 10 products for - say- \$10.00, instead of buying ALL the products for one low price. The answer is simple. The visitors of YOUR site do not know about the [Best Seller Ebook](#). They KNOW YOU. The readers of YOUR newsletter do not know me. They KNOW YOU. You deal, they play.

And that was just 1 idea that could generate money for you.

There have been 100s of ideas, so simple but still so difficult to be conceived by my little brain... Look around you on the Net. That's enough. Then find what sells. And then create something like that but add your marketing twist. Do not re-invent the wheel - that's what the Big Dogs say, right? That's what they do too. You don't have to be a brilliant mind. You do not have to be the first one who conceives a good idea. Good ideas are around you. Use them. "Copy" them and make them better.

Another excuse:

"The market is saturated..."

Really?

Then I am a ghost...

Was the market saturated enough for [TurboReferer](#)?

Or for the [Dynamic Pricing Generator](#)?

Or for the [Special Offer Manager](#)?

Or for the [Best Free Ebook](#)?

Or for the [JVManager](#)?

Or for the new [Buy Me A Drink](#) script?

I am sorry, but this is the worst excuse.
The market is not saturated for new ideas.

Another excuse:

"I cannot generate ideas..."

You do not have too.

All you have to DO is locate what sells.

Many products sell well online.

DO your research. Find the best products.

While DOING so, the ideas will COME.

BELIEVE ME. The ideas will come WHILE YOU'RE DOING the right thing...

Another excuse:

"I meself canot writ Inglish nowae to sel anythink, can not do nothink."

Well... "I meself could not writ Inglish that well bifer 2 yiars."

And I know now that I still make mistakes. But you understand me, right?

I have SOMETHING to say and I am saying it the best way I can even if this is not the best or even the right way to express it. But something is better than nothing.

You know, there are people who have the patience and the knowledge to proofread and edit your "bad Inglish," like Joe's service at www.joehengery.com.

Do not let your "bad Inglish" bury your dream.

If you HAVE something to say, then SAY IT.

If people laugh at you, then you are a good showman too. The document is your scene, the keyboard is your magic wand, and your subscribers are the crowd who is watching you. Play your play. People will have another reason to read your newsletter: To see and admire your courage in transmitting your message in the way that you do. This is your way and you're DOING something you believe you must DO.

What am I trying to do here?

Am I trying to "persuade" you to do something??

Am I showing off?

No way.

Do I have a reason to see you become a Success?

Yes, I do.
You are on MY TEAM.
One player is not enough for winning the game.
Two players are better than one.
And five good players can go to the NBA.
If you're wondering what "Game" I am talking about...
The "Internet Marketing" game is that "Game."

What I am really trying to DO here is ALERT all of you.

If just 1 of you will say today:

"John is right. Thinking is not enough. Planning is not enough either.
I must DO something and I must DO it NOW!"

... then this article was a good seed.

I need only 1 of you to DO something Today.
That's enough for me and for this article.

I cannot plan your success.
You can.

Always yours,
John Delavera

Here is the special BONUS I promised you:

Free Access To The Best Online Ebook

You can find ALL the information you need for your Internet business – Everything you need to know. I have paid more than \$2,500 for the resources I used to compile the ebook and I update it with every new Private Label Rights resource I get. So it's a HUGE online ebook – the LARGEST – and you can access it free – THANKS TO EWEN ☺

[Here's the link!](#)

Ewen: Thanks for the Best Online Ebook John, and also for sharing your advice and tips with us all today!

To Your Incredible Success,

Ewen Chia
CEO, UndergroundInterviews.com

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