

By Terrance Smith
© Copyright and Licensed 2010/2011
All Rights Reserved

#### WELCOME

First of all I wanted to congratulate you on purchasing this course regarding selling personalized products. Personally, it has been a very profitable and exciting business for me. This marks my 11<sup>th</sup> year of making money in this field and it is constantly growing as more opportunities become available. Until a few years ago, technology would not have allowed me to turn this into money making sustainable business. Originally, I had to create my own templates and software which took months to do so. Now, I am able to create anything within a few seconds online using free tools (or almost free) and turn it into a money maker.

The brilliant strides in online print technology and outsourcing, I have been able to create a very easy way to turn your computer into another way to create cash. You don't need your own printer or own paper as you used to in the past.

There are two things I really love about this business. The first thing is that I know longer have to actually create anything. The process is totally done online either through a specialized type of outsourcing. The second thing is that I do not have to compete against others. The nature of personalized products is that it is ONE OF A KIND. If two people create something for the same customer, they will not be the same.

Now before you get involved with any business, you should have a 10 point checklist to determine if a business is right for you. Here is my personal list.

- 1.) You should have the choice to work full or part time
- 2.) You should be able to work out of your home.
- 3.) It should be extremely easy to make money
- 4.) Very profitable (makes you a nice sized income)
- 5.) Very easy set up. (No special skills needed)
- 6.) Offered no competition. (Customized for your client means no two are alike)
- 7.) Low investment cost (under \$50.00 to get started for any of the businesses)
- 8.) No fancy equipment needed.
- 9.) A business you could be proud to tell others about.
- 10.) Most Important The product has to sell itself

Now given that set of criteria, don't you think it would make your business a whole lot? more fun as well as profitable to run? Of course it would. It worked well for me and others that I have taught and it will work for you.

#### WHAT DO YOU NEED TO GET STARTED?

So what kind of tools will you need to get started? The first thing I recommend is a broadband or high speed internet connection. Many of the online companies that you will use have online software that utilizes high speed connections to make their systems run efficiently. You might not be able to work a lot of components without a high speed connection.

Depending on which one of the 15 products you decide to use in your new business, you will need some sort of basic printer so that you can print out the either a rough draft or the actual finished product. Again, any type of low cost printer that you already have will work just fine.

You are going to need any type of photo software to edit, cut and paste certain photos on. You can obtain any low cost photo software on the market. You can get <u>free photo software</u> from Google called <u>Picasa</u>.

You do not need any of the high budget photo programs at all. As long as the software allows you to brighten, darken or resize the photos then that is all you need. You also want to try and obtain a digital camera. Again, any type of digital camera will do. Cannon, Sony or any digital camera is fine. If you have a smart phone that takes good photos, that will do fine, as long as the photo is clear.

You can order an older one very inexpensively from EBay. There are going to be times where you will want to really help your customer by offering to take photos of their products if they are unique.

Another software product that I use is Snagit from Snagit.com. If your customer has a website and you want to place portions of the website photos on the personalized product, then Snagit allows you to capture images from the website itself and place it on the product.

You can get it free for 30 days to test it out at <a href="http://www.snagit.com">http://www.snagit.com</a> and then if you like it (and you will), you can get the full version for \$39.95. This investment will more then make a great return for you. That is basically all you need. There really isn't much to obtain. The online customized companies will create everything for you using their million dollar equipment. The only thing you will really need to do is just practice a little bit. Each personalized business does not take a lot of money to get started.

#### TO RECAP

Here is what you will need

- 1.) High Speed Internet Connection Cable, DSL, Etc.
- 2.) Printer You can use any basic printer as sample proof
- 3.) Photo Software Any type of photo editing software to crop and edit pictures. Download Google Picasa for free.
- 4.) Digital Camera Any digital camera to take custom photos of client's product or service
- 5.) Snagit.com Used to capture images from websites or the actual website

# 3 Types Of Personalized Products

Below, you are going to have your choice of 15 different types of personalized products that you can sell. In the past, I have shown my others kits regarding selling personalized candy bars, newspapers, business cards and a few others. Some of my past items that I have sold, you had to create content, provide photos and also print out the product.

What you are really doing, is buying the original product for one price (example – magazine cover for \$3.50) and then adding photos (your service price \$16.00) to drive up the price of finished product (\$19.50)

I had some people who purchased the course, who would like one method or product and didn't like the other because they did not have the ability to generate short content like special phrases or wording.

Now dealing with the some of the products, they fall into three basic.

- 1.) Products where only the photo is needed
- 2.) Products where photo and phrases are needed
- 3.) Products where printing, photo and phrases are needed

Here is what I want you to do. Everyone is different. Check out all 15 products that are in the course. Go to all of the supplier websites. Find out which one looks the best to you. Which one fits your personal likes? Which product impresses you?

Practice, using their systems. Go to Magcover.com and create an actual magazine cover using a family members or friends photo. Print it out on your computer and see if it gets response from them.

# ORDER A SAMPLE OR CREATE SAMPLES FOR YOURSELF AND A FRIEND

Order a sample product for yourself or for someone else and get a response. If you find it fun, easy to create and people ask you question regarding if they can order one for their event, family or friends, then you have your winner.

#### FOCUS ON NO MORE THEN ONE OR TWO PRODUCTS TO START WITH

With over 15 products, you might feel overwhelmed and want to market all of them. This is the WRONG way to approach this. If you look at some of the sample websites that are shown, the successful one concentrate on one product at a time. When I started, I only focused on one product each year. Today I still only focus on 2-3 products that fit me.

I do not work with all 15 products at the same time. I choose the ones that get the most attention. I love doing the business cards, motivational posters, and magazine covers. I also like doing the movie video too for my own personal events. Again, check out all 15 products and choose the one that you feel fits your style. If you have no interest in coming up with clever words, the just market the products where you just need a photo.