

# Ya Gotta Have A System

By John Colanzi

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John Colanzi  
jcolanzi@johncolanzi.com

Street Smart Marketing <http://www.internet-profits4u.com>

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I'm sure you've read ads telling you how to make a "boat load" of cash overnight. The promoter tells you how much they made sending out their announcement.

The orders started flooding in.

The statements are probably true, but the promoter has left something out of the equation.

They haven't told you, the product didn't make the profits. Their system did.

Study what any of the "big boys." I guarantee they have a system.

I can tell from reading my email, many marketers are looking in the wrong direction.

Here's a typical question.

"I just looked at your program and wondered if you're really making money with it."

They are looking in the wrong direction.

Number 1. I don't promote anything I don't make money with.

I don't have time to waste. If something doesn't make money it's taking time and resources away from something that will.

Number 2. The product isn't making me money.

I am.

I've been online long enough to develop my system.

You have to build your business one day at a time. As you build your business, you'll develop your system.

I remember as a little kid visiting my Uncle Bill.

Uncle Bill had a corner store in South Philly.

On every visit, Uncle Bill would call all of us into the dining room. He'd turn to my mother and say, "Mommy Naomi you tell them."

My mother would always turn to Uncle Bill and say, "Uncle Bill, Ya gotta have a system."

Uncle Bill would get a big smile and say, "Hear that boys. Mommy Naomi knows."

We would laugh. We never understood how true those words were.

Now I realize so many years later, my mom and Uncle Bill were sharing "Pearls Of Wisdom."

If you're serious about your business, heed the words of advice from my mom and Uncle Bill.

Ya Gotta Have A System.

Wishing You Success,  
John Colanzi  
Street Smart Marketing  
<http://www.internet-profits4u.com>

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