

# 3 Quick and Easy Steps for Creating A Successful Online Business

By Keir Smith

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Just the other day I was getting ready  
to create a new article to put on the web.  
So when thinking of what the topic would be  
for my new article..I had to ask myself  
what is a disturbing problem that online  
entrepreneurs face?

Then I thought "How To Create A Successful Online Business"

So I'm going to share with you a real simple and easy way to do just that.

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Step 1. Pick a Target Market  
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This by far is very critical to the success of your business.

You will need to get your products into the hands of the people who want them.

Notice I said "WANT" and not need them.

Re-read that line again but slower.

Studies have shown that people buy for EMOTIONAL REASONS and not rational one's.

DO NOT create a product and then go searching for customers.

If you do you will be on a train going no where fast.

Imagine how simple it would be to ask your target market what they wanted in a product, you create it, and deliver it to them.

Now you will do just that.

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Step 2. Search around for the hot topics in you target market.  
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Ask yourself what would your target market want in a new product.

Ask people what they want.

Conduct a survey.

Hang out in discussion boards, newsgroups, chat rooms etc.

After you have gathered the information you needed then simply go to the next step.

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Step 3. Create Your New Product.  
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Now using all of the information you have just gathered..put together a profit pulling offer and Bam!! you have just created a product that your target market told you they wanted.

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