

3 Explosive Influence Tactics!

By Larry Dotson

3 Explosive Influence Tactics!

Larry Dotson
bizreport@sssnet.com

50,000 Free eBooks And More! <http://www.ldpublishing.com>

3 Explosive Influence Tactics!

by Larry Dotson

1) Give away a free sample of your product. You will gain people's trust when you allow them to try out a free sample of your product. If they like it they won't hesitate buying it. Your sample should only give them a small taste of what's in it for them if they buy.

2) Give people a deadline to order. Tell people if they order by Sept.15, 2002, they will get a discount or free bonuses. This will create an urgency so they don't put off buying. Another example, "Order before 8:00 p.m. US/EST and get a second product of your choice for free!"

3) Offer people a money-back guarantee. The longer the guarantee, the more effective it will be. It could be a 30-day, 60-day, 1 year, or lifetime guarantee. You could also offer them double or triple their money back or a set amount of money back, like \$25. You could also allow them to keep the product if you can afford to do that, even if they ask for a refund.

FREE eBook! "Hypnotic Sales Letters: 92 Hypnotic Sales Letter Templates!" Just add your product info and...BAM! You've just written a hypnotic sales letter in a few minutes! Visit my site to download it: <http://www.ldpublishing.com>

Get-Articles.com : 1000's of [reprintable business and internet marketing-related articles.](#)

[Submit your article for reprint.](#)