

3 High-Level Selling Tactics!

By Larry Dotson

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10,000 Sales-Producing Words And Phrases <http://www.ldpublishing.com>

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1) Reward Buyers

Use reward programs to keep people revisiting your web site and buying your products. You could reward them with gifts or discounts for revisiting or buying. For example, you could say "Buy Over (\$) Worth Of Products And Get (product) Free!" Another example, "Buy (no.) E-books And Get A 50% Discount!"

2) Create Excitement

Get your visitors excited about your product by letting them know how excited you are about it. Tell them why you're excited and use exclamation points. For example, "This product has fulfilled my wildest expectations and then some! I can't wait to use it again! I'm so excited that I can now buy all the things I could only dream about!"

3) Be Flexible

Keep your offers flexible. If you offer a set price for your product, you could offer the people who can't afford it an optional payment plan. For example, you could offer a Gold Plan for \$47, a Silver Plan for \$37, a Bronze Plan for \$27 and a free plan to give them a taste of your product or service.

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