

SPI Podcast Session #10 - How to Harness the Power of Social Proof Online

Transcript

Pat: Hey everybody what's up? Welcome to the tenth session of the Smart Passive Income podcast. Thank you for joining me today and yes I was only five feet tall my sophomore year of high school and all I'm going to say is that it was really, really easy to spot me on the marching band field. Well memories. Okay today I'm super stoked about my special guest his name is Chris Guthrie of makemoneyontheinternet.com. That's his domain name, makemoneyontheinternet.com. Chris and I met up at Blog World. He's a super cool guy. We became really good friends and he's doing some awesome stuff with niche sites which have been kind of a big topic in my blog lately but specifically he's killing it with the niche sites that promote products sold on amazon.com. So he's an affiliate for the amazon.com website. If you look up Amazon associates, that's what they call their affiliates; if you look that up in Google you can become an affiliate for any of their stuff too. I've talked about affiliate programs before in session three with Glenn Allsop and we had talked about several places where you could become an affiliate for different products like clickbank at clickbank.com or commission junction at cj.com and of course Amazon and to be honest with you Amazon was my least favorite of them all. Mostly because the commission rates are severely, severely low. Ranging from 4% to 8% per sale whereas a normal rate for products on click bank for example range between 50% to 75% commission per sale. So for a \$20 product from clickbank I could be making \$10 whereas a \$20 product at 8% on amazon.com would make me a \$1.60. So there's a huge difference there. Now this is how Chris got them on my radar and how I knew he was really doing something special because he's actually making really, really good money from being an affiliate for products sold on Amazon. Just last year he sold \$938,913.43 in products. That's almost a million dollars in product sales which profited him a cool \$64,311.13. He's really got a good system going. That's why I wanted him on the show today to share more about what he does and he's also got a super fantastic inspiring story as far as how he came into this business and it's all because of a video game that many of the younger folk out there I'm sure you know it. It's called Halo for Xbox but I'm going to let Chris tell you more about. So Chris, dude thanks for hanging out with us today man.

Chris: Yeah I'm so excited to be here. It's going to be a lot of fun.

Pat: Yeah for sure. So I know your story and it's totally awesome and I'm really excited for everyone to listen to it. So can you give us kind of a rundown of how you got started with online marketing and how it all happened?

Chris: Yeah. So I've been making money online in some sort of capacity for about the past five years or so but it wasn't until about early 2009 when everything started to kind of fall into place. Before that I basically used to play Halo somewhat professionally and I made a video for my video editing class in college, put it online and then I started getting this friend requests from all these people that were saying hey I saw your video on this website and basically I got the idea, it's like well if I can make this sweet video that everyone sees then maybe I can make another sweet video and then use that to launch a forum. So I did that and the forum which is still there but it's kind of dead now. It's gamingvidz.com with a z. So you can tell it's a huge mistake for a beginning person. You never want to do something that isn't easily pronounceable but that worked pretty well and I used it to build a forum that was getting about 500,000 pages a month.

Pat: Geez.

Chris: But yeah, so on the flipside though is kind of crap traffic though because I was only ever making about \$500 a month from adsense because of the video game forum it's like we really have to sell to someone if the video game forum is there specifically to talk about one game that everyone's already purchased on a console that everyone already owns. So it's...

Pat: Right...

Chris: That's kind of when, I was doing these types of forums and I thought okay I needed to try and do things where there's something easy for to sell and then that's when I started doing like pod type review sites and

product info sites and then I started using Amazon a lot.

Pat: Okay. So you basically started because you were a video gaming expert. Halo which is a game that I love but I'm terrible at. So you're tag line is what? Like the Halo God, right?

Chris: Yeah that's my gamer tag.

Pat: Your gamer tag, that's right. So you're the Halo God and you create this video and I've seen the video and I'll link to it in the show notes. It's pretty amazing. It's just you killing people in totally crazy ways and I can see why it went viral. So you saw that as an opportunity to, you saw that as a way to just reach a whole massive amounts of people and then create this forum which is kind of where you started implementing adsense and that's kind of how you got started with actually making money from an internet marketing standpoint.

Chris: Yeah. Yeah. Just like a few years before that I'd seen like, cause I was a gamer and I always had been kind of reading game websites and I saw some of that adsense on their site and I said how much money do you make from those ads and they told me like two bucks a day or something and I was like woah \$2 a day for a website just sitting there and at the time I was like that's just insane and so that's kind of why I kind of got that, I first heard that you can do the make money online and before that I knew that they were making money but I didn't know how it was.

Pat: We have a very similar story. I know you're a gamer and I've got into this whole internet marketing thing through the Lead exam but I mean we both kind of accidentally fell into it and I mean you were even, I'm reading the bio on your blog at makemoneyontheinternet.com. You were laid off from your job or you got fired or you just left you job?

Chris: I got fired. I actually wrote a blog post a few weeks ago. It was celebrating my one year of fireversary.

Pat: Fireversary?

Chris: Yeah that actually occurred when I was in Blog World hanging out with you and other people but yeah...

Pat: I hope I didn't, I hope that wasn't the cause of that.

Chris: Oh no I got fired; it was in 2009 in October.

Pat: Oh okay but you wrote the blog post or you published that blog post while we were at Blog World Expo okay.

Chris: Yeah and I used to be doing, I was in inside sales. Long story short I've been there for about two years. My income was already kind of passing my day job income on occasion. So I was using that money to like pay for domain names or go to events like I went to (7:31) retreat and that month as well and then two weeks after I got back from this \$5000 conference I got fired. So I was like okay that's too bad.

Pat: I remember reading you said you were pretty upset at first but now it's kind of like a blessing in disguise.

Chris: Yeah. Yeah. I was upset because I was actually doing pretty good at my job. I think it's just that when you're on a sales job they kind of want you to work even more than the 40 hours a week but when I get home I work my butt off on my business like on the side to try and build up a side income and so when I would have like my co-worker and I won't say the company or his name or anything like that I think he basically kind of got rid of me because he wanted someone that would like 60 hours a week even though it's a salary job for the extra \$300 a month or something I would have gotten.

Pat: So how many hours a week would you say you worked now?

Chris: Less than 40 for sure but it just depends on what I'm doing like I did a, so I mean I'm kind of expanding all these things that I've learned about making money online to just other niches because I have that blog where I talk about my business but most of my money's made elsewhere and so like I did like a Halo training course that I launched a little while ago cause I figured I'm good at Halo and see if I can make a product on that. They have guides for Starcraft and all that and so you know when you do stuff like that you end up working longer hours maybe 10 to 12 hour days but...

Pat: But then you end up getting to a point when you're not trading your hours for dollars anymore because you already set those things up.

Chris: Yeah and during like the last Christmas season 2009. Call of Duty came out so I was playing that way too much. A lot of what comes down to is that I'm a huge gamer and so sometimes if there's like a new game

that comes out I don't really work that much that week so when Halo Reach came out last, a little while ago I stopped working for about at least four days and just played Halo.

Pat: Yeah nice. I think Call of Duty Black Ops is coming out soon right?

Chris: Yeah so I'm probably going to disappear again. It's actually tomorrow so...

Pat: Okay, nice. Well I'll see you next year then. So when you do take these breaks you are still making money because you have all these niche sites and then stuffs setup on the sites alright.

Chris: Exactly yeah.

Pat: So let's get into that. We know you have a blog at makemoneyontheinternet.com which is a pretty sweet domain but that's not your primary income or income source like you said. How is it that you're making the bulk of your money online?

Chris: Yeah the bulk right now is from Amazon's affiliate program. I do probably, I had to look again to see but I think I have done probably close to a million in sales which translates to about 65 a year so...

Pat: \$65,000 a year from Amazon?

Chris: Yeah.

Pat: Wow.

Chris: ...and so the million in sales is from just the past 12 months or so. I think it's like 950 or something I had to look to get it out again but yeah bulk of the money I get is from Amazon then those types of sites I also monetize with adsense and then eBay partner networks is another one.

Pat: Why did you choose to go for amazon.com products specifically?

Chris: Well, it's, so I was doing this different types of products, review type sites and this little niche like here's this obscure product, I may have build a site and then rank it in Google and I thought okay I mean everyone knows Amazon so, I know that I go through like shareasale or some other type of site and maybe get a different commission rate and I just figured everyone knows Amazon. So they see that Amazon link and they trust it so much they'll click through and that's the other part of the beauty too is if you have like a bunch of different sites and you have people going to the mall time you've got that 24 hour time period after someone clicks through that you get the money on anything that they buy. So like last Christmas I had someone buy like a \$5000 or \$6000 watch and I got like 500 bucks from just that one item that I don't even have a watch site.

Pat: So okay people out there who are kind of unfamiliar with this process. So what it is, it's the Amazon associate program which is their affiliate program and you can sign up and then it allows you to be able to become an affiliate for any of their products to sell those products off of your websites or email list or whatever and if people go through those specific links that Amazon gives you, you get a commission and the commission is usually fairly small from a 5% to 8% range I think. Is that right?

Chris: Yeah it's from one to six items, its 4% and then after that it jumps up to 6% at seven to thirty and then the top tiers is 8.5% if you sell over 3131 items.

Pat: So the more you sell the more you're going to make?

Chris: Exactly.

Pat: The commissions for things like clickbank or other affiliate type programs are much, much higher like 50%, 75% but because amazon.com is something that everybody knows and there's kind of an unlimited amount of different products that you could sell plus because they have such a good upsell program which you also get commissions on any other products that people buy not just the once that they go through your link for. So you are seeing good commissions coming from this kind of process.

Chris: Yeah. Yeah. Definitely I mean I tell people like sales figures are like, well if you're selling something that has a 50% commission rate then you'll be making like half a million a year from just that method but it's like it's so much easier to get or convince someone to click through a link or to buy something through Amazon than it is to convince them to buy some sort of a dating course like showing them how to pick up chicks or something like that. I'm trying to think of a different product, they're all over but, that's why and the other thing too is just about building sites that really fit that focus. So if it's a product review site, one of the best places you can link to is Amazon cause there is so many products you can link to and there's also really good third party plugins that you can use as well.

Pat: Okay so can you kind of walk us through your process. Like where do you start? Do you start with finding keywords and then finding an Amazon product to sell or do you start with looking on Amazon and then doing keyword research like...I'm still kind of in the dark of it exactly how you figure out what products to promote and stuff.

Chris: Yeah. So I do, keyword research is that first thing I'd like to do and then what I'll do to get some ideas for the keywords though is if you just go to amazon.com/bestsellers, maybe it's best seller one of the two. It will show you every single product in every major category and what's the best selling product. So you can kind of tell everything that's kind of trending and what you could do is if you could see one product that is selling very well you could build out a website that was targeting that kind of a niche and then obviously with the keyword research then you can get into analyzing the competition and the other thing too is I always try and look for like exact match domain names for the keywords. Say you're targeting baseball bats and you wanted to go after like baseball bat reviews and baseballbatreviews.com would be the best domain name and so that's kind of what I would like to do as well.

Pat: So you find that if you have the exact match domain, it's worth that much more in Google's eyes. You'll get ranked a lot faster?

Chris: Yeah I mean one of the examples I would like to point to is just like if you just search credit cards in Google, you'll see creditcards.com as the top ranking site and then visa.com is like the second and creditcards.com I believe has less than a hundred thousand links but visa.com has over two millions and they're actually a company that provides a credit card.

Pat: Is creditcard.com like a credit card like review type site or something?

Chris: It's just like a a lead generation site and I'm sure it makes millions a year for that keyword and then also people just typing in that as well. Just another thing too is that you get some direct traffic with exact match domain names but I feel like as people grow older, less and less people will go to their browser URL or their browser bar and type in what they're looking for. I think that is something that maybe the (16:11) tends to do.

Pat: Here's another question. As far as exact match for domain names for products do you specifically stick to kind of a niche type domain name like baseball bats like you're saying or can you actually get a brand name domain name and is there copyright or kind of trademark infringement issues that you have to worry about like if I wanted to get like Rawlingsbaseballbats.com or something that.

Chris: Yeah. So I mean that's one of those things where it's kind of like you have to see what the company's done before. So I mean a good example will be like Blizzard, the company. Again it's the gamer coming out of me but they're the people that make World Of Warcraft.

Pat: World Of Warcraft...

Chris: Yeah. Exactly all those games. So they don't really even care if people are using their type of product in their domain name.

Pat: I've seen like worldofwarcraftguide.com or like other things like that. That obviously aren't from Blizzard.

Chris: Yeah and it's one of those things too where it's just kind of a gamble, in everything that you're doing online at least what I'm doing online is a lot, there's a lot of factors that kind of come into play in terms of how I make money with Google's ranking algorithm and all that. So I have to always monitor for those things and then if I find out a company doesn't like the fact that I own a domain name that they have then I got to figure out if I need to sell it or to just give it to them so that I can avoid a law suit. I haven't had to do that before but it's something when you're picking out those niches you do kind of want to do some research to see. Generally though I mean most people, unless you're making like a ton of money online they're not really going to go after you. At least that's my opinion. They're not really going to bother that much other than send you like a cease and desist letter.

Pat: Right and I have experience with that because when I first created green exam academy it wasn't actually named green exam academy. It was called inthelead.com.

Chris: Oh yeah.

Pat: ...and then again I created this site just for me so I really had no intention of anyone ever finding it but

then it kind of took off and then I guess they found out and they sent me a cease and desist letter saying that, that was trademark infringement and I'm just telling this story to be honest and I did try to fight it because I was actually helping their company out. I was helping people understand their exam and helping them take the test which cost money which they get in their bank but I don't know why they fought it so hard. So then I just gave up cause it wasn't worth the money anymore cause all the lawyer expenses and stuff and it's just crazy how much is involved and then I see other companies out there for other different tests who have their trademark in their domain and they're not a part of that company and they're doing fine.

So like you said it's kind of a gamble and if you can I would recommend staying away from it just so you don't have to deal with that but if there is kind of other websites out there that have it already that might be good precedents to actually figure that's going to be okay and again the worst thing that could happen is, I mean the first steps that other companies will usually take will be a cease and desist letter in which case you can just change the domain name like I did and do a redirect or just move on to something else and if you're doing this little niche sites for specific products it's not that big of a deal. Obviously you don't want to create one single business that has a trademark in the domain name like I had and if for some reason that ended up in a lawsuit or something I would have been screwed. So that's why I'm diversifying now, looking into niches sites, creating a whole bunch of different ones and yeah so I think that's some good advice. So as far as your amazon.com product niche sites, how many would you say that you have like right now?

Chris: I have a couple dozen and actually lots of this stuff I kind of learned is what it takes to rank a site. If you're going for an authority style or if you're going for like a niche smaller mini site and so like with authority sell sites I'm doing a lot more writing and also going after a really good domain name with a lot larger search volume. That's kind of how I decide how much effort I need to put in to it and if it's say that the search volume is under 500 searches for that exact phrase a day then I generally just go with a mini site and put up five to ten articles and then start building links through web 2.0 sites with trending, to get some good examples here. I have a whole list of them that I use.

Pat: Like squidoo and hunt pages.

Chris: Yeah a little bit. Yeah exactly.

Pat: Yeah.

Chris: So it's that method that I found for building links that works but yeah it's kind of like a decision as to, it's kind of like just deciding how much potential money there is and if you look at the search volume and then what traffic you'd be getting if you took over the number one position and then just kind of doing some calculations but looking at how expensive is this product that you're selling. Again how many people are searching for it and then what would that translate to in dollars and then if you can do that ahead of time then you can kind of figure out which strategies you use. As an example this one isn't specifically a product. This is more like an authority style example. I'm building a blog with my friend who's a professional photographer and that one's photographytips.net and so we're going after the keyword photography tips and so then with that we'll do, if there's any type of camera type stuff but that is just an example of kind of using exact match domains and to deciding if it should be authority or mini.

Pat: So an authority site is more of something that has to be constantly updated but has a lot more potential for traffic and income?

Chris: Exactly.

Pat: And then like what you call it?

Chris: Like a mini site.

Pat: A mini site, thank you, is more of a kind of write just a few articles, put it up there, set it and forget it while you build back links and the income that you could receive is potentially less but it is obviously a lot less work involved.

Chris: Yeah I have a couple sites that just sit there and make a few hundred bucks a month, have five articles and I haven't even touched them in the past six months. So and that's kind of more, I'm building up more of those lately and then also at the same time still trying to do authorities. So it's kind of like a mix cause I kind of try, I prefer to always hedge my risk, what I'm doing is just authority, there's a lot less likelihood that a Google algorithm change would affect me but if a mini site that always can be affected because you never

know what they're looking and seeing what is quality and what is not.

Pat: Right. Can you give us a few tips as far as someone who wants to get started to promoting products from amazon.com?

Chris: Yes I think the main thing is if you're doing, so when you're picking your products you're looking at the price of the products as key. I do have some websites that promote products on a hundred dollars but I just use those to get volume from the sales to increase the referral to your, for the other products that I'm selling that are higher.

Pat: Good tip.

Chris: And then in the way they do it too is it's retroactive. So once you get up to the next tier they apply the half percentage points to everything you've already sold. So by the end of the month if you're up to 7.5% but you started with only 4% you're still going to get that 7.5% on everything. Some products you only can get 4% like a laptop they cap you at \$25 and they do the same thing with a DSLR camera. So that's other stuff you kind of want to look at when you sign up for an account. You can see all these different, the rates they give you and then different things.

Tip wise I was going to say the main thing I'd like to do with any type of site whether it's an authority or a mini is I link to products or the product that I'm talking about in the article as many times as possible like five times or more and so I'd link maybe one time saying okay here's the product's link and I say this is the price. Say like a sentence about it. This the price, another link then put an image of it and then use the image as a link again. I've seen a lot of people that don't actually make the image an affiliate link and it's during 2009 I actually did a lot of tracking testing to try and figure out which methods actually made the most money and that's kind of why I know these things is that...and I found that linking just simple text links inside an article was driving over half my profit and then making just the actual product image clickable that was about 15% of the income and then I also do like a, so then after I link in the image say if it's something technical I write a few of the product specs and then say click here to see the full list. So it's just giving like a teaser almost and then the kind of idea is that you want to give people just on to Amazon because then they can do what they do best which is convert people into buyers and then they're so good at upselling. They can say oh you happen to be looking at these and they send you an email and so you know.

Pat: Those are good tips. Do you ever deal with those like widgets that you can get from Amazon that kind of have, I've sold books on other sites before from Amazon and they give you the option to use this kind of widget which is kind of a box that has the book, a picture of the book, the price and the amazon.com button, buy now button on it. Does that, do those things work well or?

Chris: Yes. That's actually why I did the tracking on these cause I wanted to just figure out what exactly makes money so I could just do more of that and then cut out whatever doesn't. So using the widgets I found doesn't really work very well. I probably got less than 5% of my income from just the widgets, the banner ads, the Amazon A store. So if you create a store page on your site then use your Amazon A store thing. That doesn't work very well at all really and so I, it sounds sad. I hope some Amazon rep isn't listening right now. It's like everything they try and tell you to do to try and make money is like the worse way that you could make money.

Pat: That's so funny.

Chris: It really does come down to people, people just trust links and content way more than they do like a banner ad. Even if it's a banner ad for Amazon. Say for consumer electronics or something, people don't click those. They click a link on the article that says here's this product and what it does. Here's another competing product for this price or see more information about this product on Amazon. They'll click that way more than anything else.

Pat: So those are good tips that you don't even necessarily have to be promoting an amazon.com product for to be pretty much like any type of product, a clickbank product or whatever. So text links are links, affiliate links within the body of your paragraphs are kind of what drives most of the traffic in most of the sales?

Chris: Exactly. Yes. A huge bulk and that's why I think that the idea that the Amazon A store is another thing I don't do. I think it's just because people don't really want to look through a list of all the products. They just want to see what the best one is and then a deal on it. So if you find the best product like find it genuinely the

best product and then use that on your site. You're helping them out and also making some money as well and that stuff's easy to tell too cause you could see on their product reviews and all that and then again there's also third party wordpress plugins that you can use that help pull in information on active feed as well. So you can write unique content and then pull in information as well.

Pat: Okay. I'm sorry for all this follow up questions. This is just totally interesting to me. As far as the niche sites you create you said you did a lot of review sites so you would get a lot of exact match domains with the word review at the end or something like that. Do you ever find going different angles work for you too cause I've seen some products not specifically for amazon.com products but for other affiliate, for other products mainly, clickbank products let's say like product name scan or like going that angle...

Chris: I haven't done as much of that but I know you could do like comparisons or you could do deals stuff like that. People would generally will search for that primary keyword and then add reviews or deals or comparisons or sales or any of those other types of interchangeable words.

Pat: Coupons or something.

Chris: Exactly. They'll search for that. So if you can use like Google adwords or Market Samurai to pull up that queued information then you can tell if there's enough being actually driven into those extended keywords that you could actually build a site on that just one little section.

Pat: Okay and there are people searching for whatever product it is and the word review you found.

Chris: Yeah and the other thing too is if consider people will search, when they're searching for review you know that they're looking to buy and so that's one of the main things that is important too if they're just searching for the general information then they might just be there because they just happen to be looking for more information about it or they're, whereas a review you know that they've gotten to the point where they are ready to buy something. They just need to see which is the best.

Pat: Right so the search volume can be even a little less in that case but it might be even more powerful because those are targeted.

Chris: Exactly and then the other thing too is generally the primary keywords just like the actual say if it was baseball bat just baseball bat or baseball bats, that's going to be a keyword that's so difficult to rank for anyway. It wouldn't even be worth your time anyways. So when you add this extra little like modifiers I guess you could say to the end of the keyword then you can get a lot more targeted traffic that's of less volume but you'll still probably make more money.

Pat: Yeah. All in all that's interesting. I definitely want to get into the Market Samurai right after we hang up. Alright cool. So one last question which I'd like to ask all my guests is this: what's working for you right now? What is the one thing that you're doing at this very moment that's working for you that our listeners can take away and implement for themselves right now?

Chris: I think the biggest thing is that if you have an idea for something you just need to really sit down and just do it. I mean I think the biggest thing that, I know this kind of helped me back when I first got started but it was just trying to figure out exactly what was, I think it was just a matter of almost an information overload on every, there's so much information out there. I think it's just a matter of picking something that you're either passionate about whether it's Halo in my case or just something else and then just doing something with it.

Pat: Yeah I mean like if you didn't sit down and actually create that Halo video which obviously takes a little bit of work you wouldn't have learned everything you did and gotten to this point and the same with me if I didn't take action and create the blog or take action and write my first eBook I wouldn't be where I am today either. So that's very, very, very sound advice. Just pick something and do it. Even if it doesn't work or it fails that's okay because failure helps us learn. It helps us get one step closer to something that actually will work for you. So that's awesome. Thank you Chris. Congrats on all of your success, very inspirational and I'm definitely going to take a look at niche sites for amazon.com products now that we've chatted. So if people wanted to learn more about you and what you do where would you recommend they go?

Chris: I think the best place is just my blog makemoneyontheinternet.com and the other thing too I was going to say was that if anyone has any questions I'm always happy to answer them so I'll be on your blog answering the questions that people have there as well and then also if people want to email me, I give out

tons of free advice pretty much.

Pat: Yeah me too. Cool man. Thanks a lot and well chat again soon alright.

Chris: Alright. Thanks for having me.

Pat: Take care. Alright sweet one. I hope you guys enjoyed that interview with Chris from makemoneyontheinternet.com. Super cool guy. Great friend of mine now who's really changing my mind about the business of becoming an affiliate for Amazon products for niche sites and there were some great tips for bloggers out there too for maximizing revenue with the Amazon associate program. Now Chris actually came out with a course on how to do what he's doing with Amazon. A course specifically for how to maximize your revenue with Amazon. Now he's not really known for creating courses and selling info products about what he does. He's just like me if you go to his blog again at makemoneyontheinternet.com you'll see he reveals a ton of free information just like I do in my blog but a lot of his long time followers were practically begging him to create a step by step video course on exactly what he does and that's what he did and when doing this interview with him he didn't even ask me about putting in the plug for his course or anything like that which is really cool. I thought it was really nice of him to not really even mention it but he came to me afterwards and he said if any of you guys out there, if any of the smart passive income community wanted to check out his course and were interested it's obviously a premium course, a paid course but he'd be willing to offer you guys only a discount. Just for us which is really cool. So if you wanted to check that out you can go to smartpassiveincome.com/Amazon. Again that's smartpassiveincome.com/Amazon. You'll be taken to a page that's just a video of him speaking about what the course is about. There's no hypey sales page or long sales letter or anything like that. It's just a video of him and you get that \$20 discount if you go through that link again. It's an affiliate link so if you do end up purchasing I will get a commission off that. Again that's smartpassiveincome.com/Amazon.

So before I go I have a few more things to talk about really quick. First one is a domain that you can go to get a copy of eBooks The Smart Way which is my eBook about how to publish, automate and market a killer eBook and that domain is ebooksthesmartway.com. So check it out. Join my newsletter. Totally content filled. I don't try to sell anything. Nothing in my autoresponder has to do with selling you any products. Check it out. Another domain that you can go to is nichesiteduel.com. This is a domain that I just bought specifically for the niche site duel that is going on on my blog right now to make it easy for you to get access to everyone's posts about their niche sites. The niche sites they're building from scratch and they reveal at how much profit they're making, everything. Again that's nichesiteduel.com and last one is I'd love for you to come say hi to me if this is your first time listening. Come say hi to me on facebook. You can go to patonfacebook.com. Again that's patonfacebook.com. You'll be taken to my fanpage and just say hi. I'd love to talk to you. So again thank you guys for listening. This is the tenth episode. I hope there's going to be a million more and thank you for all your support I really appreciate it. I hope you have a good one and I wish you nothing less than the best success. So thank you guys, take care and I'll talk to you later.