

JEFF MILLS' KILLER OUTSOURCE SECRETS REVEALED!

www.outsource.whoisjeffmills.com

Who Else Wants to Learn the Killer Outsource Secrets that Allow Online Entrepreneurs to Work Less, Make More Money in Less Time and Do it Without Hardly Lifting a Finger?

**Would you like for me to share some great tips
and techniques with you that have helped me
sell over a million dollars of products and
services online??**

**How would you like it if I gave them to you
completely free?**

Here are 6 fantastic Outsource Secrets from Internet Entrepreneur,
Jeff Mills, www.whoisjeffmills.com, yours completely free of charge!

1. Outsource Secret #1

Use a 24 hour recorded message line.

With this 24 hour recorded message line, you don't have to answer
the phone and explain things to people 25 times a day, send them to
your presentation line where they get robotically and elegantly
educated, now you have more free time to do other profitable things.

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Applications:

Add your 24 hour recorded message # in your email signature

Add your 24 Hour recorded message # in your forum posts

Add your 24 Hour recorded message # on the back of your business cards with a compelling headline/call to action

Add your 24 Hour recorded message # on your website

This 24 hour phone system acts like a little sales man, consistently and effortlessly allowing you to do presentations robotically, while you do other fun or profitable things.

Run a home business?

Tell your leads to call your recorded message line to learn about your business and leave you a message if they are serious about learning more. Now you have qualified prospects to talk with, not tirekickers with no money.

Use a system that I use to record callers voicemails, and have leads and prospects leave you their names and phone #'s and have those audios emailed back to you for a call back as an mp3 file! You'll listen to them right in your email box.

Jeff recommends: www.supervoicemail.com for your 24 hour recorded message service.

Your business will explode when you use the power of 24 hour recorded messages.

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2. Outsource Secret #2

Stop Building Your Own Webpages

It took many years for me to get the courage to try to build my own website, and you know what? I figured it out. Then I became a control freak about it. Plus I guessed about design and colors and really had no way of knowing what worked or what hurt my website.

What I did in the beginning was, I copied website source codes from other sites I liked and pasted them into Microsoft's FrontPage. FrontPage is cool cause it would instantly turn their code into a webpage that I could now manipulate in my editor.

Then I would use the WYSIWYG (what you see is what you get) editor and play with the text and look at the code to see what it did and why it did what it did.

After some trial and error, a lot of time and frustration, I got my sites to look and do what I wanted on a very basic level. They got the job done, but they could have been better. None-the-less, those sites built me a sizable email list and put some significant dollars in my pocket.

But as I got more and more popular and had less and less time, building websites was actually a time drainer and money stealer.

It began to take time from my sleep and my family, because all day long I was chasing people and then at night, when it was quiet, I would go to my web laboratory (my office closet) and work on things till 3 or 4 in the morning. (Not a good idea if you are married).

So I reluctantly gave it up, and outsourced all my websites to a professional team of experts who know a thing or two about Search

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Engine Optimization and how to create 1000's of backlinks and internal links to make my sites popular on the major engines. They even knew how to get top search engine placements under the keywords that would be relevant to my businesses.

Last time I checked, I had over 20 #1 listings for the keywords I wanted to be found by, and for me to learn how to do it, or take the time, just is not worth it anymore. I learned this little outsource secret just over a year or so ago, and hundred of thousands of profit dollars were made from it. I will continue to outsource this to my good web development team, as they know what they are doing.

So find a good company which has the right price and who really knows how to do this and they might be able to get you on page 1 in the popular search engines too.

Be careful of renegade price gougers who will charge you \$3000-\$4000 to do this to your site. Watch out for scammers. Always ask for proof to see where their pages are located. If they are on page 10, don't hire them.

Stop building your own sites, let others do it, plus it'll probably look way more cooler to let the pros do it, than to be a "mom and pop feel," using 10 fonts and 5 different colors, and 20 gif images of animated trolls and dolphins on your webpage.

Applications:

Build "Who Is Page" about you

Build Opt-in or Name Squeeze Capture Page (collect leads)

Build Order pages linking to shopping carts

Build websites with Keyword and SEO strategies

Professional design templates that look nice

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Jeff recommends: www.whoispagemaker.com for building your sites for you, and getting killer rankings in the search engines. You provide the copy, they provide the design and link building. They can even get it done in 10 days for you!

3. Outsource Secret #3

Hire a Virtual Assistant to Work with You

I remember the days I stopped buying leads and doing outbound calls to them.

Boy, before I figured out all this internet stuff, I was a dialing and smiling machine. I made my calls on the cell phone, during lunch breaks, driving in my car during commutes, when ever I had a free moment, I was dialing leads and trying to get them to take a look at my business.

I was good too, I could close people and they joined.

But then I discovered that I could pay someone to do it for me, set appointments, free up my time and help me make even more money!

So, I found a company online in Wisconsin, (well... they found me, when they SPAMMED me) where there are people who you pay by the minute. Not pay by the hour, but by the minute.

No more secretaries painting their nails or surfing the net and you paying for it when the phone is not ringing by the hour or on salary.

These virtual assistants only get paid when they work.

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So if my phone rings 20 times a day, and I answer it 5 times and they answer it the other 15, my VA may spend a few minutes solving a problem, or directing people to where they get more information. I find I get about 30 minutes to an hour's worth of work from them a day, even more in some cases, but I only pay them by the minute. And they expect you to do that.

If one call takes 4 minutes, then I am billed for 4 minutes. At the end of the week I get a bill for how much time they used.

And no more paying health benefits, employee taxes or employee wages as Virtual Assistants are independent contractors! They pay their own taxes. It is a great business write off for you too.

This outsource tip could possibly save you over \$10,000-\$20,000 if you have employees wasting your time and money, not being productive.

I found virtual assistants hungry to work for you, and get the job done!

Applications:

You can have VA's make outbound calls to leads using scripts for you, setting appointments for leads to come to your nightly Q and A calls.

You can hire VA's with classified ads out of the newspaper

You can have VA's answer your phones, using call forwarding services, like www.supervoicemail.com.

You can have VA's transcribe conference calls, record calls, take intro's.

You can have VA's do your taxes, make forms, or create mailing lists, design PowerPoint's, mail packages all for you, so you don't have to.

The uses of VA's are really endless, and they save you a ton of time and help you make a lot more money.

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Jeff recommends: www.teamdoubleclick.com – Talk to Gayle Buske and let her know Jeff sent ya, and she will help you get the best VA for the task you need. Call Gayle up at: 888.827.9129

Another good site is: www.workaholicsforhire.com

4. Outsource Secret #4

Find Outsourcing Networks, to Send Busy, Mundane Work Loads to

I was sitting at the dinner table with Armand Morin, a couple years ago, and I asked him an outsourcing question.... “Armand, how do you get so much done with so little time?”

I never forgot his answer, and it has made me a pretty good fortune since I took action and applied what he told me.

He said, “Jeff, it’s easy.... It’s really simple.” Now if you ever talk to Armand, these are always the first two words out of his mouth... “It’s easy & simple”.

He told me, go to www.elance.com and hire someone to do the work you need.

So, one day, I went there and found someone do:

1. Design Banner and Graphics for me
2. Fix shopping cart problems for me
3. Write Press Releases for me
4. Write EBooks for me

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Now there are many types of “lance.com” sites out there you could plug into.

Jeff Recommends: www.freelance.com for IT professionals, www.scriptlance.com for coders and scripts, www.writerlance.com for writers and content sites creators, and www.guru.com & www.rentacoder.com for software programs.

These sites work as ‘reverse auctions.’

You tell them what you need done, and then people bid for your business and based on price and experience of the bidders, you select the winner, and some of the time, it is the company or person who bid the lowest price to get it done in the quickest time possible, who you will chose.

Did you know most of the tools and software projects that Armand Morin and many of the other top Internet Marketers out there were created or wrote by hired coders? They hired people off these sites, told them what they wanted their software to do, and then paid them a fee to do it.

They might have paid \$400-\$2000 for certain projects but then turned those programs and tools into Millions, through good marketing, and good worthwhile products that help make business easier and more profitable.

Many took the completed software and sold it, created membership programs with it, and made millions from software, and again, these ‘gurus’ do not write their own code, nor do they know HOW to do it. They outsource to the experts and pay them what they want and bid for.

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What genius ideas do you have in your head, that you cannot figure out how to design or get done?

Maybe hiring a coder or designer is the solution and your product creation dreams can quickly become reality, and you can earn a fortune if your service is universally needed.

5. Outsource Secret #5

Hire Someone or Something to do all your Customer Service and Email!

What is my #1 time drainer in the day?

Answering emails.

If you have not got a reply back from me lately, it is because I get over 100 emails a day.

There was a time when emails were fun and cool! And that was back in 1996, when no one had an email address yet. Only the cool techy people had emails back then. Now everyone has 10 different email addresses and they have to check all 10 accounts every 10 minutes. Of course, 60% of your email might be spam too. Another big time waster.

Getting an email from someone that is 3 pages long sends shiver's down my spine. It makes my eyes gloss over just knowing I have to spend 10 minutes to read one person's email. And then will need to take 30 minutes just to compose an answer to their 15 questions.

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Now I do appreciate the effort and stories I receive in these emails, but it sucks my time away. Time is money for me.

Soon, I won't be answering my own emails anymore, and I will be outsourcing even this to someone who knows how to serve and answer questions as they come in. That is what great customer service is all about.

I can guarantee you that the top internet marketers out there do not answer their own emails.

Bill Gate and Donald Trump probably have email, but they don't answer questions about the businesses they run, they have a sales staff outsourced for that!

One way you can delegate email is through software systems that create automatic knowledge bases for you or FAQ (Frequently Asked Questions) files.

Right now, I am having one of my virtual assistants get every email I answer, and then compile a large knowledge base of all my answers.

Then, when she runs my email department and gets a question, she can pull my answer from my database, paste it in a reply and boom, answer given, customer is happy.

Think about it, when most people start at the bottom and work their way up in big companies, they usually get started in the MAIL ROOM. They can learn a lot about the company they work for just opening mail and replying to the mail with company standard replies.

You'd be amazed how many companies out there hire people to answer their mail. Since they know all the FAQ's that come in, someone just pastes the answer and out it goes.

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You can hire an individual, or intern in your business to do this for you as well. Maybe a Virtual Assistant? You might even get them to do it for free, if you give them some perks and benefits like vacations, knowledge and expert training and mentoring. College kids will do it for School credit too, even free!

One of my good friends, John Roney, learned how to work for others including working for me doing these very same tasks. He answered my emails for me, he answered my phone for me, and he even helped pay bills and do other stuff for me!

Then one day, at the Big Seminar, John was suddenly working for Alex Mandossian as his intern. It all happened after Alex had dinner with John and I and some others, and Alex started John in the email room. Now John is working on some major projects with Alex.

It all came from working with me and other people in John's life which lead him down the right path.

Great internships can turn into great profitable rewards and relationships too.

So, if you want to have the appearance of a large staff working for you and have an efficient knowledge base and customer support center, why not turn to great companies like <http://www.kayako.com>?

Kayako is used by many top internet marketers as they do trouble tickets, knowledge bases, download managers, cooperation and file sharing, live chats, etc. and so much more.

They do allow you to take a free trial of their software too, which can be handy before you buy it.

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Their full service program will cost you from \$29 to \$499 a month, depending on your needs.

6. Outsource Secret #6

Create Your Own Affiliate Program for Your Products and Services.

Many people don't know I was the second person in history, to publish and write an ebook on Podcasting.

www.podcastsecretsrevealed.com

But what many people also don't know is that my ebook has an affiliate program where I will pay people 50% of the purchase price if someone buys the book through that special affiliate link. (See www.podcastsecretsrevealed.com/affiliate)

www.clickbank.com manages it all for me too. They pay me, they pay my affiliates and they always pay on time too.

Now, if I had to go out and promote all my products on my own, I would never be able to do that.

Even those who are in the Home Based Business market, it is hard to get people to promote for you since everyone is trying to build their own downlines and memberships and they don't want to send you their customers or clients, so they keep everyone to themselves and no real affiliate programs work well in those models.

But when you have stand alone products and services like ebooks or software, you can easily motivate people to sell your stuff for you when you share a portion of the profit with them, and your stuff is also a hot seller, like my ebook.

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I also have an affiliate program that almost pays \$50 for my www.instantleadmagic.com program too.

There are many other affiliate programs out there which keep track of your affiliates, track hits, visitors, set them up with tools and resources, pays them commissions, and keeps it all accurately in clean easy to read interfaces.

See www.myaffiliateprogram.com, <http://www.paydotcom.com>, www.1shoppingcart.com

The bottom line is don't try to go out there and kill it yourself as a one man sales show. Create a product which you can get many affiliates and super affiliates to help sell it for you, split commission and watch your profits soar and cost decrease.

Want to take your Outsourcing to the Next Level?

Visit www.outsource.whoisjeffmills.com

Learn more outsourcing tips from people like:

- Frank Kern - Who makes 6 figures a month online, 7 figures a year
- Dr Mike Woo-Ming – dominates niche markets, adsense sites
- Mike Filsaime – made 1.2 million in a couple weeks
- Keith Baxter – buys and sells business, and gets lots of people to work for him
- Russell Brunson – this former college wrestler now owns many outsourcing empires

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- Randy Charach – this guy outsources the salesletters, product research and product creation.
- Mr. X – special top secret from a man who makes 500 profit producing websites per day.

Sign up for a special outsourcing secrets tele-seminar! For a low one time fee of \$497 you can take the class live on The Outsource Code through 6 live tele-seminars. You can listen to the classes on mp3's and also download transcripts of the calls, even if you don't make it live to hear the presenters.

So even if my outsourcing secrets report is passed around to many people, and the class is completed it does not matter, you can go here right now and learn even more killer outsourcing tricks that will make you so much money, it'll make your head spin. Even if it is 2:00 am in the morning.

➔ go here now: **www.outsource.whoisjeffmills.com**