

Drop Shipping Strategies
Your Blueprint For Success!

-- Volume IV

**“Tips and Techniques to Get
Your Website Online and
Profiting in 5 Days or Less”**

By David Nayavich

<http://www.profit-seekers.com>

<http://www.dropshipper.net>

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About The Author:

David Nayavich is a successful Internet marketer ; the Vice President of Nayco Merchandising Group, LLC. He is also Director of the popular website Dropshipper.net. He is widely recognized in the drop shipping community as an author, business coach, and mentor.

In addition, he is the director of fulfillment services for several distribution warehouses which supply products for his large team of drop ship distributors.

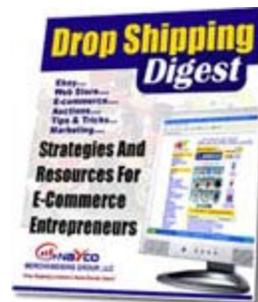
David has been involved in all aspects of online marketing since 1995. He launched his first drop shipping business in the early 90's and has since managed several of his own drop shipping facilities. He currently distributes and supplies wholesale products for thousands of e-commerce entrepreneurs throughout the US.

His increasingly popular newsletters and e-books have been taking the Internet by storm. His soon to be released course, Drop Shipping University, has already been receiving rave reviews and will be changing the lives of many home based business entrepreneurs.

David is also editor of the popular ezine "**Drop Shipping Digest**".

If you're an auction seller or e-commerce entrepreneur and you'd like to learn more about the profitable world of drop shipping, you can visit his website at:

<http://www.dropshipper.net>



David also publishes another popular daily newsletter at:

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<http://www.profit-seekers.com>

The 'Profit-Seekers Journal' specializing in tips and strategies for online entrepreneurs to help increase their income online.

David is also the proud owner of the soon to be released website "Recognize Your Blessings" which can soon be found at:

<http://www.recognizeyourblessings.com>

This site will be an inspirational website dedicated to providing free motivational content and uplifting advice to its viewers.

David is also the Co-Director of **"You Can! Make Your Living Online"** - An intensive 7-week online training program dedicated to helping the average entrepreneur become successful online. You can find more information about this Intensive 7 Week Training at:

<http://www.profit-seekers.com>.

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Introduction

Before we get started, please indulge me for just a moment and allow me to offer you my perceptions about your thoughts, your attitudes and the many opportunities that await you online. Granted I don't know you personally, but I'd like to make a few points since it applies to so many folks like you starting out in business...

If you search the business world looking for successful entrepreneurs, I guarantee you one thing. No successful person will allow any small hurdles or roadblocks to get in their way of fulfilling their dreams of success. If you're REALLY SERIOUS about finally making money online, then you can't let the "little things" get in your way. You can't let any hurdles in your path prevent you from moving forward!

Sometimes the most prudent thing to do is to take action even when you do not have all the facts...!

Just getting started is your best course of action. Pick a target and shoot! If you miss the target, you move on to the next one.

I guarantee you one thing: doing nothing will get you one thing: NOTHING.

Taking action toward what you want will always win... even if you start wrong, it's better than sitting still.

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As you move toward something, you create 'course corrections', refine your strategy, and learn from your mistakes but YOU KEEP ON MOVING.

Each and every day online, you're going to come up against another obstacle. It may be small - it may be big. Everyone in business has obstacles to overcome. I face obstacles online EVERYDAY! That's just the way business is... the road isn't always smooth or easy. There will always be some distractions as well.

Those that succeed in business don't allow anything to stop them from moving forward toward their goals. Each day you'll gain more and more momentum and those daily obstacles ultimately become easier and easier to overcome.

Why? Not because it actually gets any easier.... It just becomes a part of your everyday business plan. Successful people are on a mission and they let nothing stop them from completing their mission.

If they're unsure about how to do something that needs to get done, they LEARN HOW to do it...

If they're unsure about how to use a program essential to running their business, they study and learn it until they do know how...

At times, they may even hire someone to do certain tasks that they feel they need specific help with, but they continually educate themselves and use all the available resources in their arsenal to overcome anything that tries to sway them from

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their focused path - a path that ultimately leads to success!

My point is this. If you aren't really, really committed to succeeding - if you're going to allow a few small hurdles or any necessary "learning curves" in business stop you from taking a new direction in life, a brighter, wealthier future, then to be perfectly honest with you, I don't know if this information will help you.

Succeeding in your own business will be the hardest yet most rewarding task you'll ever endure in your lifetime. **It needs to be taken very seriously!** It will make you think and think again! And when you're done thinking, it's time to brainstorm. Then, guess what... time to think again!

If you're the type of person who isn't willing to take a bit of responsibility for yourself and learn some new skills that may be outside of your "comfort zone", or you're not willing to accept some failures and learn from them and move forward toward your ultimate goal, then I probably can't help you. (And I say that with "mucho" respect for you and truly do wish you all the luck and success in any ventures you choose to pursue in life).

But if you are really committed to succeeding and you are willing to take charge and learn some new skills to develop and strengthen your business then I **congratulate** you!

What business are you really in?

When considering starting a new business or even expanding an existing business by using a drop shipping supplier, there is one very important concept that you truly need to understand.

This one concept is so crucial to your success that I've actually seen entire businesses go from ZERO to THOUSANDS a month in profits once they REALLY understand this one concept and implemented it into their everyday business strategy.

What concept am I talking about? Glad you asked 😊

Let me explain.

When selling products and services online, you **are not** in the sales business.

For example, if you sell digital cameras, you **are not** in retail camera sales.

If you sell novelty telephones, you **are not** in novelty telephone sales.

If you sell stereo equipment, you are not in stereo equipment sales.

Now, you might be scratching your head thinking "What the heck is he talking about?"

Let me make this very clear...

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When you're selling merchandise online, you're in the **MARKETING** business - plain and simple! That's worth repeating..

When you're selling merchandise online, you're in the **MARKETING business!**

You don't own an online gift shop that sells collectibles, but instead you **MARKET** collectibles online!

You don't own an online clothing store, you **Market** clothing online!

That includes whatever products you have drop shipped from your suppliers. You're in the business of **MARKETING** those products - PERIOD!

I just want you to imprint this ideology into your brain. When selling products online, you're not in the sales business - you're in the marketing business!

Rest assured, you will come up against obstacles in your path. You will come across times when you don't know exactly how to do something. You will have hurdles to jump. Don't let that discourage you from pursuing your dreams and marketing your business. We all face obstacles every day. Your mission is to overcome those obstacles and keep your momentum moving forward.

Once you do overcome an obstacle, it removes any barriers you self imposed in your mind like "I can't do it" or "You need to have a special skill to be successful" and this will soon make you realize that YOU CAN do it!

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You're no different than anybody else. You have everything you need right here at your disposal to be totally successful online. You just might need some guidance to get you started on the right track.

That's what this report will do for you. Guide you and help you to understand why certain strategies and techniques are essential to your success when marketing products online, including drop shipping.

Are you ready to get started and take on a few challenges?... GOOD! Let's get started...

The 5 essential tools you'll ABSOLUTELY need to make money online

If you truly have made the commitment to yourself to start making money online, there are a few simple but very important tasks you want to be able to do YOURSELF in order to accomplish your ultimate goal online which is - **MAKE MONEY**.

Because you're still reading this report, I know you're serious about making that commitment to yourself and your business.

Be forewarned however... there are a lot of "cookie cutter" solutions heavily marketed online. A lot of people try taking advantage of these "tools or websites in a box". They think these "all in one packages" are going to allow them to skip any learning curves and jump right into a successful "pre-built" online business - in the fast lane.

...WRONG!

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Don't be misled into believing that! Below is a list of the most important - yet basic - things you'll absolutely need to have and learn - no questions asked - and I will be providing you all the tools you'll need to accomplish and learn the skills necessary to succeed.

So, your first lesson is this:

"If you're going to be successful online you need to start taking responsibility for yourself! You need to make your online business a success! You can't and won't fail! REMEMBER! Don't let any "technical hurdles" keep you from achieving your goals. Jump those hurdles as fast as you can.

1. **You need to have YOUR OWN Domain name.** It doesn't really matter what the domain name is but you need to have one (at least one!) to start making good money online.

The good news...I've seen recent promotions on new domain name registrations for as little as \$4.99 a year through <http://www.godaddy.com>. Another place you might want to look into is <http://www.register.com>.

A great service but a little more expensive.

Don't do anything yet... We're going to talk more about this a bit later on...But know that you will need - WANT - to get your own domain name.

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2. **You need to be able to design a simple website** and understand how to upload your products and any web pages (or any changes to existing pages, etc.) to the Internet **on your own!** This is really important. If you don't know how to do this already... you will LEARN in this report! You can't rely on someone else to do it for you... and you really need to know how for your own sake.

To be perfectly honest it's a very simple task once you know how, especially with all the new "designer challenged" user friendly software available on the market today - many free.

I know that some of you will panic when you imagine the thought of having to design a web page on your own. Don't start biting your fingernails and worrying! It really is simple. I really can't stress enough the importance of learning these skills yourself. And that's what this report is mainly going to cover.

If you don't want to learn right now, at least promise yourself you WILL LEARN in the near future...

Again, we're going to cover this subject in more detail in this report. Plus I'll show you how to get all the tools and software you'll need FREE. Your job will only be to familiarize yourself with using them. You're going to be able to design a "kick butt" site in no time!

3. **You need to have a shopping cart.**

Yes, you can use the PayPal cart if need be, but we're going to go over another option that's both FREE and much more advanced allowing you to customize your cart as needed.

4. **You need to have an autoresponder service setup to email your customers.** Whether you already have an existing mailing list or not, you will need to setup an autoresponder service and start collecting customer's email addresses.

This is the most important tool of all!

By the end of this report you'll know just what you need, how to use it, and where to get it. You can download, learn from and use whatever tools you want from my recommendations to accomplish everything listed above. It'll be fun and easy! You'll see....

Well there you have it. That wasn't so bad... was it? Just to recap:

- You'll need a domain name
- You'll need to know how to design a simple web site
- You'll need to setup a shopping cart
- You'll need to have a list service (autoresponder) setup to collect email addresses and follow up with your customers
- You'll need quality products and/or services to sell to your customers

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And again... don't panic if you're not sure how to do any of these things yet... **the GOOD NEWS IS - YOU CAN LEARN EASILY AND AFFORDABLY From This Report!**

And once you do learn, you'll be leaps and bounds ahead of your competition and well on your way to making sales online.

The reason I strongly recommend learning to design your own website is really two fold:

1. **Versatility** - As your business grows and you begin to build a larger, more responsive customer base, you're going to want to evolve and grow as well to accommodate your needs and the needs of your customers. By learning how to add your own products, change page designs, add "capture and lead generation" forms, etc. you'll be in total control. Once you have control, your possibilities are endless.

When you use a hosting service that provides a pre-built website, the amount of customization you can do to your site will usually be very limited. You need to be your own webmaster and take control of your online business to truly be successful.

2. **Multiple Streams Of Net Income** - Understand that in order to really see a large return on your investment (your time) you don't want to limit yourself to ONLY the sale of physical goods.

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Yes, you will make a very nice profit on the products you sell and have drop shipped (and this will be one of the keys to your success) but you really want to focus on dominating an entire "niche" by using every part of your website as a selling tool.

Let me just close this section with this thought...

The most important tool for your success online is going to be your website. No if's and's or but's. Yes, you can sell exclusively on the online auctions, or perhaps you're primarily interested in mail order campaigns in traditional publications. They are all great income sources. But bottom line is this...

You need a website to be successful online!

Your website will be your primary money generating tool. You will use your site to capture email addresses and follow up with your customers... And once you begin to build a large database of customers, this is when you'll really see the big bucks rolling in.

Building Your Website From Scratch

Okay. Let's jump right in and get your site setup correctly. The first thing you'll want to do is download some software that will make this task a simple one.

I highly recommend you download [Web Builder Pro](#). This is a free web builder program that will allow you to accomplish many web building tasks just as easily as if you purchased some of the more sophisticated

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software programs available online today such as Microsoft Front Page or Macromedia Dreamweaver.

You can download your free copy of [Web Builder Pro Here](#). This software is free to use as long as you'd like, but once you've built your website using this software, you'll need to purchase a license for commercial use at \$19.95. This is a real bargain... believe me - and probably one of the best investments you'll make if you're on a tight budget.

Once you have the software (**and FREE add-on templates**) downloaded, take some time to read over the help files and familiarize yourself with the program. The best feature of the software is the fact that it is a WYSIWYG editor which means you do not need any programming skills or knowledge of HTML. It's a simple and effective program to use at a very reasonable cost and there's no need to purchase it until you've already decided whether or not you like it and want to use it to administer your website.

Free Graphics Editing Software And Videos

Here's a special gift that I usually wouldn't just "give" away. In the past I've charged \$17 for this information, but it's yours free just for downloading this report.

You can grab your free gift [Here](#)

Let me tell you a little bit about this download. First of all, this is a Video Ebook which was created by Louis Allport.

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In this video series, Louis will explain to you where to download your Free Graphics Editing Program. In addition, this ebook comes in the form of eleven "newbie" coaching videos totaling over ninety-eight minutes.

If you've been struggling on how to make your site look professional by adding and editing graphics, creating just the right logo for your business, or just simply editing images to the right size and shape, this video series will help you get started on the right track.

And that's not all...

Once you've downloaded this video ebook, you're also given full master resale rights to the product. That means you can:

- sell from your own website
- offer it in a membership site (if you have one)
- you can sell it on ebay
- you can put it on a CD and sell it
- you can even GIVE IT AWAY just like I have to you if you'd like to

And you'll also get the ready made marketing materials and website to sell this product from.

The choice is yours! I know you'll find the videos not only informative but also a great resource.

You can grab your copy of the Video Ebook [Here](#)

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So let's recap a bit about what you should be thinking about right now. Basically, you've downloaded your free copy of [Web Builder Pro](#).

Plus, you've downloaded your [video series](#) which will provide you with your free graphics editing software so you can start designing a website that is not only professional looking but also easily maintained.

So, what's next...

You need a reliable and affordable shopping cart that can accept orders from your customers.

Well let's grab a free shopping cart that will undoubtedly fulfill your ecommerce needs (and then some). There's one shopping cart in particular that I recommend highly for anyone looking to add the functionality and security that usually only comes with the most advanced shopping cart systems.

Your free shopping cart is available from [Mal's E-commerce](#).

Mal's cart offers all the features you need to start selling goods and services from your website including calculating tax, shipping and handling, discounts and vouchers. Included with it is his free mTracker affiliate program to help you promote you website.

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There is also a Premium upgrade available which adds features which are designed primarily for busy merchants, for example: automated card processing, batch download of orders, direct access to UPS and USPS rates calculators, plus a little bit more influence over the look of the cart. But if you're just getting started, the free version is more than you'll ever need.

Important: You can switch the status of your shopping cart account between free and Premium any time you wish and without making any changes to your website.

Your cart is completely advertisement free except for a small logo in the footer of every page in the cart. If you have a Premium account you can even get rid of that too!

To learn more and signup for your free shopping cart, go to [Mal's](#) now and setup your account.

Be sure to also setup the mTracker affiliate program for your cart. It's a great addition and also FREE!

Free Autoresponder Service

The most important aspect of your business is going to be your ability to obtain the email addresses of as many website visitors as you possibly can.

There have been hundreds of books and courses written just on this one crucial element of your business alone and its well beyond the scope of this report.

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For now, it's simply imperative for you to know and understand that you need to setup an autoresponder service and collect as many email addresses as you can so you can follow up with your website visitors.

There's a free autoresponder service that you can use immediately called [AutoBot](#). I haven't used it personally, but I will say that I've read some great reviews about the service.

If you're looking for a paid service (usually under \$20 a month) I highly recommend [Aweber](#) or [GetResponse](#).

The important thing to note is that you have an autoresponder service setup and collecting email addresses as soon as possible.

Special Note:

I recently teamed up with a friend and colleague of mine, Dave Vallieres, and together he and I have created a 7 week online training program titled "[You Can! Make A Living Online!](#)" This intensive training program will teach you much more about the importance of email marketing and how to profit from this free marketing technique.

Just reading over the web page will teach you more than you may already know. If you haven't yet done so, [Check It Out Today](#)

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So there you have it! Now all you need is to add some products to your website and you're ready to make some sales.

So, who do I recommend for your product fulfillment? I think you know the answer to that question already... ☺

And we currently have a special offer going on for the next **2 Days ONLY!** EXCLUSIVE to **Drop Shipping Digest Readers**

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SPECIAL DECEMBER HOLIDAY SALE PRICE **Become A Nayco Merchandising Group** **Distributors TODAY!**

For The Next **2 DAYS ONLY** - December 13th and 14th, 2005 you can register as a LIFETIME drop shipping distributor for the low price of only **\$39.97 and save another \$10.00** of the already reduced registration fee of \$49.97. That's a total savings of **over \$60 off the standard price.**

But, you can only do so through the link below in this Special Report...

[Register Today](#) for lifetime access to our wholesale drop shipping program for the reduced price of only \$39.97 and [Save \\$60](#)

This is a 2 DAY ONLY SALE and will be removed on Wednesday December 14th at midnight EST.

[Learn More About Our Drop Shipping Program Here](#)

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So, that's all there is to it. Here's a brief recap of everything you'll need to get your site up and profiting in no time:

1. Register a domain name at <http://www.godaddy.com>
2. Download your free [Web Builder Software](#)
3. Download your free [Video Ebook](#) which includes a free graphics editing program and resale rights
4. Setup your [Free Autoresponder Account](#)
5. [Setup your Drop Shipping Account](#) at the special reduced price of only \$39.97 – **2 Day Sale** – today and tomorrow only!

And if you really want to kick your sales and your website into high gear, check out our online 7 week intensive training program:

[**You Can! Make a Living Online!**](#)

My Final Thoughts...

Get your website built and online today! Like I mentioned previously...

Just pick a target and shoot! If you miss the target... that's OK!

Now, you have no excuses. The important thing is that you join the game and aren't just a spectator any longer. The players make the money. Those watching the game just keep on watching in envy...

Don't envy them... JOIN THEM!

If you have any questions about anything in this report or the special offers available for the next **2 DAYS ONLY (today and tomorrow)**, please feel free to email me at dave@naycogroup.com.

See you at the top,

David Nayavich
