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**SATISFACTION  
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Your Job **AGAIN FREE!!**

Try to find such a  
Guarantee with any other  
Print & Mail Service !!

# Networking 101

## Significantly Improve Your Networking Skills

---

by Kristi Patrice Carter, J.D.

Now that I've convinced you that Networking is a VERY good thing to implement into your job searching strategy, you're probably wondering how to make it a successful venture. Well, that's what this article will teach you, my dear jobseeker. Here you will learn KPC's proven networking secrets that, when correctly implemented, will make you the King or Queen of Networking and help you land your dream position. Now don't you worry, it won't take you a long time to learn or improve upon these skills. In fact, you can begin enhancing your skills right now. So, without further adieu, here are six tips to help you improve your networking skills:

1. Prepare, prepare, and prepare for the task at hand. Now before you panic, I'm not talking about spending hours and hours at the library or conducting in-depth company evaluations of potential employers (although having some good and concrete information about the company and positions you're applying for is always, always a good idea). Instead, I am talking about really figuring out what you have to offer a potential employer and then presenting the information in a clear, concise and enticing way. For example, here's a networking tip that I might implement to a medical employment agency that I am interested in getting referrals to. "Hello, my name is Kristi Patrice Carter and I'm an experienced resume writer and career counselor. In the past, I have successfully prepared numerous resumes and administered sound career counseling to various professionals and I want to learn more about the medical recruitment field. Do you have any advice for me or know anyone that I can contact for more information?" See, in this example, my primary purpose was not to ask for potential clients. Instead, I am merely trying to make a networking contact, an ally and perhaps learn more about the industry. And, I have clearly stated my qualifications and piqued their interest.

2. Establish a Contact File. While networking, you must keep good records. My advice is to use a standard card file (box and note cards). Then, every time you meet a potential networking prospect, you can indicate the date, time of meeting, their contact information (name, address, and phone number), how you met/found them, who referred them, anything personal they mentioned during your conversation, as well as any salient points about your conversation that you would like to remember. It is very important to keep track of this file because you are developing long-term contacts.

3. Networking Takes Time. Remember that the earth wasn't built in a day and networking takes time. It's perfectly understandable that you're eager to make contacts but don't become over anxious. Finding quality people that you can successfully network with, takes time and finding quality employment takes even longer. But if you stick to it, set goals for yourself and stay on track, you can successfully accomplish your goals.

Continued next page >>

4. Don't Be Too Selective With Whom You Network. I'm not saying that you should network with every single person that you meet. But, you need to realize that all kinds of people can help you during your job search. For example, make yourself a list of people who might know someone that can help you. This list can include: parents, relatives, friends (high school, college, grad school), neighborhood friends, ex employers/coworkers, acquaintances (alumni from college, graduate school,), service people you know (insurance agent, beautician, dentist, doctor, postman, garbage man, postal delivery person, etc). The key here is to make your list as exhaustive as you possibly can.

5. Networking is a Proactive Process. Remember that networking is proactive and you have to keep making contacts, taking part in activities and maintaining an upbeat personality. You can't simply sit at home and wait for contacts to come to you. You have to go out and find them and ensure that they remember and think of you regularly. Therefore, it is totally appropriate to send follow up letters and other memorabilia to keep you in their minds.

6. Join as Many Activities As Possible. Another way that you can effectively network is to partake in interesting activities where you can meet people that share a common interest. Not only will you share a common interest with them but also you can make some valuable contacts. It doesn't matter if you volunteer or attend events. The importance is that you get out there and meet people.

7. Never ever give up. Remember that you'll have some good days where you meet and network with lots of great contacts and other days when you don't meet anyone that can assist you. However, the important thing to remember is that you can and will be a successful networker but you have to remain confident and never ever give up.

About the Author

Kirsti Patrice Carter is an experienced copywriter, a published author, and she owns three successful online writing businesses

(kpcresumes.com, kpcmarketing, and kpcwriting.com). Her book, Fire Your Boss and Hire Yourself, is being featured on [freelanceyourway.com](http://freelanceyourway.com).

>> Come join with me...Let's make some money together !! -- Chuck

A very straightforward, simple Program. Easily promoted via print & mail. The payout is truly outstanding.

◆ THIS IS AN EXCELLENT PROGRAM ◆



**FREE ENTRY!**



**YOU DON'T PAY ANYTHING UNTIL YOU HAVE  
AT LEAST 5 PEOPLE UNDER YOU!  
THE MONEY COMES DIRECTLY TO YOU!**

This is a 4-level plan that lets you try before you buy!

**GET STARTED FOR ONLY 2 FIRST CLASS STAMPS !**

Along with your welcome package\*, you will be given the names and addresses of your upline. Only after you have recruited 5 people do you start paying your upline. The amount you pay each upline member is \$10 per month. Your downline pays you the same. If each person recruits just 5 new people, **you will receive \$7,800 per month!** But you don't have to stop at five. This is an unlimited width format.



**Unlimited Width = Unlimited Income.**

**Send for your FREE "Welcome Pack" TODAY !**

**??? WHAT ARE YOU WAITING FOR ???**

Complete the form below and send it along with 2 First Class stamps to:  
**ERNIE PRATER - PO BOX 4027 - ONEIDA TN 37841**

**YES! Ernie, please RUSH all the details to me.** I want to start building my money-making downline rightaway! I understand that *I don't pay anything more* until I have at least 5 people under me. I have enclosed two First Class stamps to help with postage.

PLEASE PRINT CLEARLY OR USE A LABEL. CODE NUMBER 00143

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

\*Your Welcome Package will include a camera ready flyer, ID#, product information and all the Program Rules.



**You Asked... WE LISTENED!**  
**PAYS YOU even when your circular doesn't!**  
*Now Pays 2-Level Commission!!*

**SAME POWERFUL CIRCULATION** ★ **LOWER COST**  
**8½x11 Email Co-Op**

**Your 8½x11 Circulars Emailed To Over TWO MILLION Double Opt-In Prospects!!**  
**100% SPAM FREE ...only \$48**

**WE COMPLY With all State & Federal Laws**

- GREAT SERVICE!
- LOW COST!
- PROFITABLE!
- WORRY FREE!

Each email recipient has personally furnished their name and email address and signed on to receive our Opportunity eMails **NO SPAM COMPLAINTS!**

**100% LEGAL!**



*Have never had even one SPAM complaint*

**HERE'S HOW OUR SPECIAL EMAIL CO-OP WORKS...**

As the word "Co-Op" implies - a few dealers share the same email

▶ **THIS KEEPS YOUR (and our) COST WAY DOWN** while allowing you to sit back and enjoy the rewards of this Super Massive Email Circulation.

Your circular, and up to only five other non-conflicting circulars are included in each co-op email. Each circular having its own descriptive remarks and hot link that opens the actual circular. Circulars open exactly as they appear on paper.

*~ It's kinda like a mini 'Email Big Mail' ,if you will ~*

The same professional, premium quality, Opportunity Seeker/Buyers are used that we use on our more costly individual solo-email service. **SAVING YOU MONEY!**

▶ **YOU RECEIVE...** A downloaded print-out of the actual email (NO Computer needed)!

▶ Print-outs are computer "Date & Time Stamped" so you KNOW what's going on.

▶ There is never a concern about SPAM! We even place a reminder on each individual email reminding them they signed up and agreed to receive the Opportunity Emailings.

▶ **Email delivery is ONLY to those having signed on for, and want, GOOD Opportunity Offers...** YOU just might have exactly what they are looking for!! **YOU NEED TO GET IT THERE!**

*Sharing an email with a few other dealers does not take away from your offer... and we keep the count way down to make sure your circular gets its fair share of attention.* EMAIL: kirk@jkfile.com

▶ **DEALERSHIP PAYS TWO LEVELS!** If you choose to receive the dealership (see order form) - IT'S FREE with order! Your name imprinted as dealer #1 on your camera-ready commission circulars. Moves to #2. Pays \$4.00 each order received with you in either slot #1, or #2. **THIS CAN EASILY MEAN BIG BUCKS FOR YOU!!**

Dealership Must be REQUESTED in order form

**Authorized Dealer #1: D.C. / 76421x**

**Authorized Dealer #2: T.B. / 40458x**

\* You receive commission from circulars OTHER dealers distribute with YOU in #2 slot!

\* Full, PROFITABLE & Easy details sent with your c/r original 8½x11 circular

**RUSH my email checking copy INCLUDING PROOF of an over 2 Million data-base.**

**Send the web address for my circular - explain HOW I CAN USE IT TO INCREASE MY INCOME!**

▶ **FREE BONUS! Your circular remains online One Full year!**

**John Kirkman • Box 340 • Guyton • GA 31312-0340**

Enclosed is my camera-ready 8½ x11 Camera-Ready circular(s) - I understand this is for co-op email service.

• **COLOR circulars must also be 100% camera-ready.**

1-side Black/White 8½x11 emailed to 2 million+.....\$48

2-side Black/White 8½x11 emailed to 2 million+.....\$68

1-side COLOR 8½x11 emailed to 2 mil+...SPECIAL \$68 \$78

2-side COLOR 8½x11 emailed to 2 mil+...SPECIAL \$78 \$98

**THREE Times for price of just TWO!**

▶ **FREE CHECKING COPY!** Confirmation requires LSASE

YES! Include my circular(s) in this powerful, massive circulation!  **Include Dealership.**

Name \_\_\_\_\_

Addr \_\_\_\_\_

City \_\_\_\_\_

State/Zip \_\_\_\_\_

▶ **MONEY ORDER MEANS FASTEST SERVICE!**

▶ **All orders final -No cancellation once emailed!**

*Thank You For Your Order!!*

# Your Full Page Internet Advertising ...PLUS 50% COMMISSION

Your 8½x11 inch Full Page Flyer  
(including Adsheets) posted on the  
Internet at: [www.JKirkman.com](http://www.JKirkman.com)  
“Makes it SO Easy to promote your  
Programs and Flyer with inexpensive  
small space display ads” (we tell you how)

•NO COMPUTER OR INTERNET NEEDED!! EVER!!!

## One Full Year: \$18.00

### Your 1-Side Flyer Posted One Full year!

Include 20 First Class Stamps when you order and you  
will receive a camera-ready original of this page with YOUR  
Name & Address Imprinted • Paying you 50% Commission!

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**HURRY!  
SEND  
NOW!**



Order From Authorized Dealer:

**C. CASH**  
**PO Box 75**  
**Oliver, GA 30049**

FOR FAST PROOF AND CHECKING COPY!

**U.S.A.  
ONLY**

(c109)- CC

DUE TO PERSONALIZED NATURE OF THIS SERVICE  
Cash or Money Orders mean FASTEST SERVICE!

Enclosed please find \$ \_\_\_\_\_ for each 8½x11 side  
wanted placed on the Internet for one full Year - *PLUS*  
*TEN Stamps when sending for dealership with your order.*

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip+4 \_\_\_\_\_

Email: \_\_\_\_\_



**FREE BONUS!** EXCLUSIVE  
REPORT “How To Use Your  
Circular Online To Generate  
Unbelievable New Income”



# Super Profitable Techniques For Selling By Mail

---

by Brandon Underwood

The total number of books sold by small, part-time mail order entrepreneurs is growing each year. Total sales each year for the past five years have increased by almost 30 percent over the previous year's sales.

Two "new angles" have greatly contributed to this phenomenal growth in total sales.

One is the practice of offering a wide selection of books via "mini-catalogs" to prospective buyers as "inserts" imprinted materials the prospect has already ordered.

Mini-catalogs are usually printed on 8 1/2 x 11 sheets of paper, then folded in half along the length, and simply slipped inside the covers of a magazine or the folds of a newspaper. Often-times, a mini-catalog is folded and sent out as a self-mailer. Both of these methods of obtaining circulation are very profitable.

A book-selling "mini-catalog" is made up of a "full- page commercial" on the front page. This is your mail sales thrust, or primary attempt to sell a "featured" book with each of your mailings. The second, third, and half of the last page of the mini-catalog should be two columns of listings of other books you have to offer.

Each listing should consist of the title of the book offered, followed by a short description of either the book itself, or how the book can benefit the buyer. This is then followed by the catalog number of the book, and the price.

The bottom half of the last page of your mini-catalog should be devoted to your customer order coupon. The "mini-catalog" should be typeset, and printed on a different color paper for each mailing. Recent sales analysis results indicate that the better quality paper your mini-catalog is printed on, the more sales it brings in for you.

To major publishers who are currently supplying ready-made catalogs for your use in generating business are:

PREMIER PUBLISHERS of Fort Worth, TX,  
and WILSHIRE BOOKS of N. Hollywood, CA.

Write to them on your letterhead, and ask for samples of their promotional material.



Once you have got a mini-catalog with which to advertise your books, you must bring all your efforts to bear on the problem of obtaining maximum circulation of your mini-catalog among the prospective book buyers.

The easiest and least expensive method is as follows: check at your area newspaper offices for a listing of all their distributors and/or route carriers. Contact these people and ask them to give you a price they would charge to include one of your mini-catalogs with each paper they sell or deliver. Determine how many "mini-catalogs" you will need for this kind of distribution, have that number of mini-catalogs printed, hand them out to your contracted distributors and newspaper carriers; then sit back and prepare to fill book orders. It's simple and easy, but best of all it really results in big profits for your book-selling business.

Another simple method would be to line up students from different junior high schools in your area, and pay them each \$10 per thousand to deliver your mini-catalogs door-to-door. If you have junior high school age children, this could be the easiest and least expensive method of distribution for you.

Major cities also have professional distributing services which deliver advertising material to the residents. Check your local phone directory yellow pages for their names and addresses.

The orders which you develop through the local distribution method can be filled by mail.

WHAT'S THE BEST WAY to Make Money  
in Mail Order marketing...

➤ **BECOME A COMMISSION BROKER!**

Let the Prime Source do all the work  
while you pocket half their money!

WHAT A  
GREAT IDEA!!



**BECOME A CO-OP  
PRINT & MAIL BROKER  
...FREE 50% DEALERSHIP!**

*If you're too busy working at a job or running your Mail Order Marketing Business to make any real money, then THIS may be the most important opportunity you'll read ALL year.*

**Your 8½x11-Inch Flyers Co-Op Printed & Mailed  
to 250 HOT Opportunity Seekers First Class Mail!**

➤ **Only \$22 and Three First Class Stamps !!  
( 2-side 8½x11 \$32 and Three First Class Stamps )**

FAST, FREE  
CHECKING  
COPY!!

Thereafter, Brokers Pay only \$11 (or \$16) and Three Stamps every day! Brokers Keep \$11.00 (or \$16.00) every order received (and there can be loads of them at this price) and forwards all their orders to Prime Source to do all the work.

**WHAT'S EASIER? JOIN US TODAY!!**

**This is a Great way to Earn Extra Income • Fun! • Profitable! •  
Affordable! • Easy! • ALL DEALERS NEED THIS SERVICE!!**

**• Your Potential Customer Base Is UNLIMITED •**

Yes!

COUNT ME IN! Co-Op Print & Mail my  
8½x11" camera-ready  1-side  2-sides flyer  
to: 250 Fresh HOT Opportunity Seekers.

\$22 and 3-Stamps enclosed.  \$32 and 3-Stamps enclosed.

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip+ 4 \_\_\_\_\_

Your Email if available for FASTER Confirmation:

**PRINT CLEARLY** \_\_\_\_\_

AUTHORIZED BROKER:

**C. CASH  
PO Box 75  
Oliver, GA 30449-0075**

( You Receive Original With Your Name Imprinted )

FREE SUPER BONUS !!

• **Your 8½x11 Online 6-Months**  
with it's own *unique* URL (web ad-  
dress) - **Promote it with 1" ads!!**

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Singlea Hall  
168 Brookdale Ave  
New Rochelle NY 10801

Lori Johnson  
P O Box 7174  
Grand Rapids MI 49510

Semie Lechebo  
420 Audino Ln  
Rochester NY 14624

Sam Cluff  
2685 Calle De Rosa  
Las Cruces NM 88001

Patricia A Arnold  
P O Box 8064  
New York NY 10116-8046

Mark High  
810 N Gardner Ave  
Wynnewood OK 73098

Thomas Petros  
5404 S Mozart St  
Chicago IL 60632

Rudy Spivey  
P O Box 12685  
Florence SC 29504-2685

Donn Pribula  
P O Box 273  
Moorhead MN 56561

Tommy Tomlin  
4122 Quial Tower Rd  
Luverne AL 36049

L D Hatch  
1107 N Grove  
Yates Center KS 66783

John Verilla Jr  
3 D Lark  
Manchester NJNJ 08759

D M Lovelace  
8 Black Jack Ct  
Little Rock AR 72204-8101

Valencia Walker  
1429 3rd St SW  
Washington DC 20024

Jon Ogren  
6830 S 251st. St #103  
Kent WA 98032

Willard N Harrison  
1244 W 96 Ave  
Thornton CO 80260

Thompson Entr  
1348 Thorpe Ln #602  
San Marcos TX 78666

Reginald K Lewis  
5127 Midyette Ave  
Morehead City NC 28557

George Ganghe  
6648 E 53rd St  
Tulsa OK 74145

Edward Hughes  
843 Fairmont Pike  
Wheeling WV 26003

Robert Williams  
PO Box 792  
Avondale Park FL 33826-0792

Guirlaine Derilus  
400 Highland Terr #2G  
Orange NJ 07050

Richard Aaron  
4020 E Madison #200  
Seattle WA 98112

Financial Freedom Inc  
286 B Abbeyfeale Rd  
Mansfield OH 44907

Lynn Teschendorf  
984 Misere Rd  
Forestville WI 54213

Horace Moning  
2330 Volga Ave  
Dallas TX 75216-5763

Odis D Rumsey  
116 Wood Dr  
Greer SC 29651

Peggy McKeown  
713 W Spruce St  
Deming NM 88030

Jaye Pothen  
1337 Arkwright St #307  
Saint Paul MN 55101-3322

## JANUARY 2010 MAILING LIST...

Frederick Mason  
625 Trinity Dr  
Wilson NC 27893

Steven Manning  
P O Box 122  
Madison IL 62060

Homer J Johnston  
1080 Hwy 217 N  
Homer City PA 15748

Carlos Roman  
P O Box 106  
Hathorne MA 01937-0106

Alvin Bradley  
1035 Seventh Ave #28  
San Diego CA 92101

Gary M Kleinfelter  
720 Host Rd  
Womelsdorf PA 19567

E D Reeve  
2708 SW Murray Dr  
Oklahoma City OK 73119

Albert Moreno  
P O Box 50 PMB 107  
Lake Arrowhead CA 92352

Leann Czech  
1222 Saint Johns Bluff Rd N  
Jacksonville FL 32225-8365

Ivy Bernard  
2311 4th St  
Jeanerette LA 70544

Branson McRae  
P O Box 626  
Rowland NC 28383

M E Hanley  
4742 - 42nd Ave SW #623  
Seattle WA 98116-4553

Doris Cannon  
1406 Boruff St  
Knoxville TN 37917

James E West  
4311A North Ave  
Richmond VA 23222

Debbie Thomas  
209 Combs Blvd  
Glasgow KY 42141

Dawn M Santiago  
3807 Sheridan Rd  
Kenosha WI 53140

Sharon Armstrong  
210 E Goodwin  
Pleasanton TX 78064

Angela Green  
1405 Airbase Rd #1  
Waco TX 76705

Cheryl C Scott  
107 Meeting St  
Edgefield SC 29824

Anne Marie Nickenello  
9 Craft Rd  
Natick MA 01760

Michelle Gresens  
6447 S 5000W Rd  
Chebanse IL 60922

Jerome Seton  
7238 NW Lingley Rd  
Parkville MO 64152

Dawn Burnside  
1776 W 750 N  
Lake Village IN 46349-9283

R L Media  
303 Mills Dr  
Clarksville TN 37042

Cynthia Wright  
11132 Zephyr Way  
Jacksonville FL 32223-7317

Carmen Kinnett  
116 Wisteria Dr  
Lafayette LA 70506

Kim Forsyth  
588 County Rd 54  
Water Valley MS 38965

Robert R Steward  
68 Dutch Harbor Estates  
Little Chute WI 54140

Arnold W Johnston Jr  
334 Windermere Way  
Colchester VT 05446-6920

William H Ambrose Jr  
536 W Market St #3  
York PA 17404-3711



## JANUARY 2010 MAILING LIST...

White Marketing  
3312 Autum Bay Dr  
Austin TX 78744

Ron Revard  
2726 E Dexter Dr  
Saginaw MI 48603

A McAdoo  
PO Box 2075  
Smyrna TN 37167

Hugo G Galvez  
1607 S Calle Del Mar-F  
Anahein CA 92802

Guadalupe Huerta  
2400 ½ Maple  
Los Angeles CA 90011

Melanie Penrod  
1549 N Prairie Creek Rd  
Andover KS 67002

Mark Archambeau  
PO Box 585  
Marine City MI 48039

Ben Fairbanks  
5168 Blair Rd  
Summerville SC 29483

Lakeside Marketing  
12081 Highway 7  
Silver Lake MN 55381

Lloyd Sheck  
101 Whipple St Apt21  
Worcester MA 01610-3056

Sally McMahill  
PO Box 75  
Curryville PA 16631

Dick Dueda  
PO Box 83  
Springfield MN 56087

Michael R Patras  
157 Ogden Rd  
Glenspey NY 12737

Robert Rose  
1862 Seward Ave #2F  
Bronx NY 10473

Denise Intravaia  
113 South Dr  
Newtown PA 18940

Molly Capps  
386 County Rd 697  
Farmersville TX 75442

Elmer West Sr  
840 N New Haven  
Tulsa OK 74115

Anthony Maltima  
101 Shore Rd  
Patchogue NY 11772

Joseph LaPorte  
4 Cedar Ct  
Lemont IL 60439

Jerry Saloum  
4721 SE 87th  
Portland OR 97266

Debra Griffith  
28 S Main St #144  
Randolph MA 02368

Kenneth Reed  
3462 Stalling Ct  
Columbus OH 43204

Linda Berlis  
12641 Kuehster Rd  
Littleton CO 80127

Raymond MacDonald  
6 Linden Ave #D13  
Sanford ME 04073

L Crawford  
10621 Monaco Dr #61  
Jacksonville FL 32218

To: Dean  
7101 N IH-35#145  
Austin TX 78751-3299

Kenneth Barth  
705 Camberra Rd  
Winter Haven FL 33884-1209

Charles W Brown  
333 W Meyer Blvd #404  
Kansas City MO 64113

B R Showcase  
PO Box 300817  
Waterford MI 48330

Charles Thomas  
PO Box 3700  
Midland TX 79702

## JANUARY 2010 MAILING LIST...

Robert Schwarz  
1961 Lotus Rd  
Placerville CA 95667

Janet Mabeys  
3454 E Broad St #H  
Columbus OH 43213-1139

Tom Cummings  
260 Linden St  
Jackson TN 38301

Delbert Nash  
132 West Rd  
Pleasant Vly NY 12569

Ted L Geno  
1764 E Apple Ave Apt 306  
Muskegon MI 49442

Patti L  
304 Fisher  
Socorro NM 87801

Ann Tingle  
PO Box 155  
Clarksville TN 37041

Judy Booth  
20 Pleasant St #2  
Spencer MA 01562-2033

Steven B Richard  
291 Tate St  
Pomona CA 91767

Charles Gregg #505  
5612 Cotswold Hills Dr  
Fort Worth TX 76112

Roger T Ford  
PO Box 160376  
Brooklyn NY 11216

Chico Winton  
21 Gibson St #2  
Dorchester MA 02122

Success Ent  
PO Box 357  
Noonan ND 58765

Deborah A Goodman  
316 Tygart Ct  
Elkins WV 26241

Robert Peterson  
223 Borah Ave W  
Twin Falls ID 83301

Richard F Costa  
PO Box 1226  
Plymouth MA 02362

Martha Thompson  
PO Box 784  
Champaign IL 61824

James Gault  
1066 La Costa Ln - 5A  
Winter Haven FL 33881

Lawrence R Schwartz  
2635 Abbott Ave N  
Robbinsdale MN 55422

Marshall Lynch  
1303 Sherwood Dr  
Indianapolis IN 46012

Philip Spotts  
105A N Broadway  
Salina KS 67401-2597

Glenn C Bradley  
PO Box 29306  
Parma OH 44129

Jerry Gentry  
380 Lake Dr  
Villa Rica GA 30180

David Robertson  
PO Box 322  
Mtn Home AR 72654

Justin Lee - #238  
17252 Hawthorn Blvd  
Torrance CA 90504

Arnoldo Torrent  
4902 Carlisle Pike 416  
Mechanicsburg PA 17050

Norman Standerfer  
5793 Cape Harbor Dr #812  
Cape Coral FL 33914

Rocky Lamons  
737 Co Rd 12  
Hollytree AL 35751

Dana Tucker  
2923 Colorado Ave  
Orlando FL 32826

Kimberly Newman  
7758 Hwy 61  
Wilsonville AL 35186

**\$1.00 REFUND FOR ANY NIXIE (UNDELIVERABLE) FOUND! You can't lose!!**

# HERE'S A QUICK PROVEN WAY TO GET MORE ORDERS!

**DIRECT RESPONSE PRE-QUALIFIED BUYERS Taken Directly Off Our Orders!**  
**NOW AVAILABLE TO YOU IMMEDIATELY ON LINE for our low fee!**

► **200/300 Names! PLUS over 300 Pre-Qualified, 'cleaned & purged'**

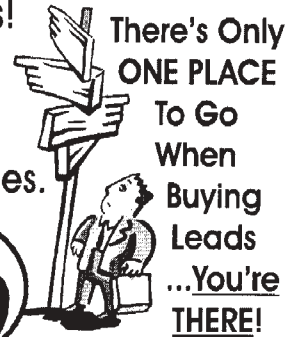
**Targeted Opportunity Seekers. OVER 500 Total FRESH RESPONSIVE Names.**

- "BUYERS" & "SEEKERS" are on separate lists for your ease of isolating and using each list.
- Obtain your names from the Internet at: [www.JKirkman.com/c66](http://www.JKirkman.com/c66)
- If you have no net access, order directly from my address below. Send \$20 cash or money order and ADD 4 Stamps for First Class delivery of your names, less bonus.
- **SUPER BONUS** For Prompt Ordering by Internet:
- **INCLUDES All Updates** To our Buyers Leads for **ONE FULL YEAR!**

Buyers are updated several times monthly - you get full access!

**"GOOD OFFERS CAN QUICKLY ENJOY GOOD RESPONSE"**

• PLEASE RETURN THIS AD WITH ORDER WHEN ORDERING BY MAIL - THANKS!



JUST...  
**\$20**

LESS THAN \$4 PER HUNDRED !!

John Kirkman

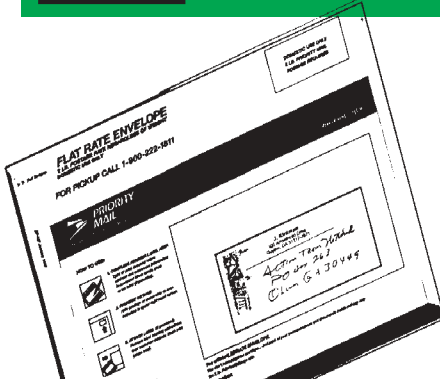
Box 340 • Guyton • GA 31312-0340

[john@JKirkman.com](mailto:john@JKirkman.com)

(LP)

(CC-9)

## BIG PRIORITY MAIL



**A VERY Powerful and Productive Advertising System designed with YOU in mind...**

**YOUR Favorite 8½x11 inch 1-side circular Printed & Mailed in ALL our "Priority Big Mail Packs" for a FULL Six Powerful Months.**

• Mailed to excellent pre-qualified, targeted Mail Order Opportunity Buyers. REAL money spenders for quality programs and services.

Our realistic goal is to mail 100 Priority mailers (or more) each month, with this offer. Not to profit from it. We profit other ways  
**Just \$20 TOTAL FEE!** ...and you receive your checking copy in a PRIORITY MAILING (which costs us about \$5 postage)! Your best circular will be in our Priority Mailing system and will be included in every mailing for SIX MONTHS! (2-siders...double the 1-side fee)

**SO SEND TODAY, NOW!! You do NOT want to miss this!!**

**Action Press • Box 340 • Guyton • GA 31312**

PLEASE RETURN THIS AD WITH YOUR ORDER - THANKS!

(LP)  
(CC-9)

## JOIN CLUB 64 RECEIVE NAMES FOR LIFE!

**64 FRESH Mail Order Names EVERY WEEK For the Rest of YOUR LIFE!! 3,328 FRESH MAIL ORDER NAMES EVERY YEAR! USE THEM! SELL THEM! RENT THEM! • THEY ARE YOURS TO DO WITH AS YOU PLEASE!**

**HOW TO JOIN** THIS IS ALSO A COMMISSION DEALERSHIP! Send \$5.00 to the Dealer Named Below. The Dealer keeps \$4 and sends \$1.00 To The PRIME SOURCE (supplied with your order) — You will receive a full size 8½x11 commission circular with YOUR Name as Dealer. As orders come to you, keep \$4.00 and send \$1.00 to the Prime Source! **IT'S AS EASY AS THAT! SUPER BONUS! 200 BONUS BUYER NAMES SENT WITH YOUR FIRST ORDER FROM THIS DEALER!**

**JOHN KIRKMAN • Box 340 • GUYTON • GA 31312**

### EVERY MONDAY

SEND \$1.00 and a Self Addressed Stamped Envelope for that Week's Names! ALL NAMES ARE FRESH FROM INCOMING MAIL! HURRY!! SEND \$5.00 TODAY!

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/State/Zip \_\_\_\_\_

(LP)



# The "MONEY TREE"



**YOU GET PAID UP-FRONT!**

Send a copy of this circular to each person you order from - YOUR Name & Address:

**"WELCOME** to the "Money Tree", Easy Money Growing System. It is designed for established dealers and those with limited funds as well.

The "Money Tree" is easy to join and easy on the wallet too. The most you can spend is \$100 or as little as \$11, which will include the monitor fee. You may purchase only one position or up to five positions in any combination. A total of five positions permitted on any one Money Tree circular.

**TO GET STARTED:** Circle or highlight each position you are purchasing. Send one money order or cash (no checks) to the person that owns that position now. If the same person owns more than one position you are buying, total the amount and send one money order to them for all. If you want confirmation, send a stamp to each name you pay, request it. Each person paid will forward your order to the Monitor. The Monitor will add your name to a master circular in the positions ordered, and send you three originals.

**HINT:** When you start receiving this offer from others; and you will; you should give serious thought to joining their circular too. YOUR NAME could easily appear on thousands of other peoples circulars assorted in all different positions. **•GET YOUR FULL SHARE OF THE MONEY TREE!!**

**THINK ABOUT IT!** You could have cash coming in every day!!

**All NEW MEMBERS WILL RECEIVE**

A Special \$20 Value Certificate For Advertising Their New Circular For This Program. *Please INCLUDE ONE STAMP for this. THIS CAN MEAN A QUICK-START TO "MONEY TREE" CASH!*

Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_

- \$2 Charles Cash • PO Box 289, Oliver, GA 30049-0289
- \$2 Charles Cash • PO Box 289, Oliver, GA 30049-0289
- \$4 Tiffany Britt • 483 Harry Lindsey, Guyton, GA 31312
- \$4 Gloria Kirkman • Box 340, Guyton, GA 31312-0340
- \$5 C. Kennedy • PO Box 1980, Rogue River OR 97537
- \$6 J. Kirkman, 102 Arrowhead Dr, Guyton, GA 31312-0340
- \$7 Charles Cash • PO Box 289, Oliver, GA 30449-0289
- \$8 Tiffany Britt • 483 Harry Lindsey, Guyton, GA 31312
- \$9 Action Press • Box 340, Guyton, GA 31312-0340
- \$10 C. Kennedy • PO Box 1980, Rogue River, OR 97537



**IT'S TIME NOW** For You **TO GET STARTED!** There has never been an easier Money-Making System for you to be associated with! You will be **AMAZED** at how much cash a few dollars can generate for you... **BUT YOU HAVE TO MAKE THAT FIRST MOVE... DO IT NOW!**

c-73A www.MoneyTreeFirst.com

- \$10 C. Kennedy • PO Box 1980, Rogue River OR 97537
- \$12 Charles Cash • PO Box 289, Oliver, GA 30049-0289
- \$13 Tiffany Britt • 483 Harry Lindsey, Guyton, GA 31312
- \$15 Gloria Kirkman • Box 340, Guyton, GA 31312-0340
- \$15 C. Kennedy • PO Box 1980, Rogue River OR 97537
- \$16 J. Kirkman, 102 Arrowhead Dr, Guyton, GA 31312-0340
- \$17 Charles Cash • PO Box 289, Oliver, GA 30449-0289
- \$18 J. Kirkman, 102 Arrowhead Dr, Guyton, GA 31312-0340
- \$20 Action Press • Box 340, Guyton, GA 31312-0340
- \$20 C. Kennedy • PO Box 1980, Rogue River, OR 97537



# Wonderful Classified Ads

## --50 Words You Can Use For Years

By Kevin Nunley © All Rights Reserved

Classified ads are like the diamonds of the marketing world. You know how they say diamonds are forever? Well, you could say the same for classified ads.

A single, well-written classified ad is something you can use for years, and not just in classified ad form. I've written classified ads many customers who use our 50 word ads as copy for flyers, posters, brochures, 30 second radio spots, copy for websites, marketing materials for members, descriptions for something they're selling on eBay, and even pay-per-clicks.

As you can see, classified ads are the ultimate multi-taskers. With a few simple changes, they can double, triple, quadruple, etc. as copy for almost any other form of marketing.

But first things first. You have to start with the initial classified ad.

### Crafting Your Ad

If you want an ad you can use for years, you have to put a little thought into it. But don't worry. It's just 50 words so you don't have to spend too much time pouring over it. But you do have to pay attention to the details, because in an ad as short as a classified ad, you don't have much room for error.

Here are a few tips that will help you craft an ad you can use for years:

1. Demand Attention - Sometimes it seems like life is just one big barrage of commercials and advertising. People learn--for their sanity's sake--to tune out most of this relentless marketing assault. So when you come along with your classified ad, you can't just blend in with all the other background noise. You have to demand attention!

The ads people pay attention to are those that address their most pressing concerns. It's surprising how many trivial things make it to the top of people's "most pressing concern" lists. Many of the problems you address will have something to do with a chronic issue, something people have to deal with over and over again. Think daily job frustrations; give them a new work option. Think weight loss difficulty; give them a guaranteed weight loss solution.

Products, services and opportunities that grab attention are presented in a way that shows how they can solve a problem, make us feel better, make our lives easier, make us happier, richer, sexier, more beautiful, etc.

Think of who your target audience is and then determine what their problems are. Shout out the solution in your headline and your audience will notice your ad above all others.

2. Make it Skim-Friendly - When you see an ad that promotes a product you're interested in, how often do you read through it word for word? My guess is not very often. Most likely, you see a headline that gets your attention and then you skim the rest of the ad to see if anything else sounds interesting. If a few keywords catch your eye, you will probably read the entire thing, because by this point, you are interested enough to find out the details and take some kind of action.

For this reason, you need to keep your ad short. People don't like to bother with long blocks of text. They just don't have the time or the patience. But a 50 or 100 word ad is skimmable.

Put key phrases in bold, or sometimes use caps. Sometimes people can get the gist of the entire ad simply by reading the bold phrases. The faster they can get your point, the more likely they are to buy, order, call, or whatever you want them to do.

Keep sentences short. Use simple words everyone knows. Paragraphs should be no longer than three lines. And don't try to fit more than one or two idea into a sentence, preferably one.

Once you have your initial classified ad, you can choose to either use it as it is, or adapt it for all kinds of different uses. The layout of a classified ad follows the same format as most other kind of advertising: attention getting headline, essential information, incredible benefits, call to action.

Here are a few techniques you can use to adapt your ad:

1. Flyer Copy - Spread the information across the flyer, with the headline at the top, followed by the rest of the information descending down the page, from most important to least important. At the bottom, put the call to action and contact info. 2. Web Copy - In a classified ad, there is no need to make the sentences complete. But if you do make all the sentences complete, add in a little additional info, and format it differently, you have instant web copy. 3. Radio Spots - You can use your classified ad almost word for word in a radio spot. But listeners might find it a tiny bit sketchy since they can't see the words. Add a few words here and there to make sure it's not confusing. Make sure the radio announcer knows to emphasize the words and phrases you have in bold.

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KEVIN NUNLEY writes sizzling classified ads for just \$35. See his ad deals at <http://DrNunley.com/drnad.htm> Reach Kevin at [kevin@drnunley.com](mailto:kevin@drnunley.com) or 603-249-9519.

Personal Memo For You...  
... Please read this Memo first!

**Stop Wasting Money! Powerful New 8x11" Promotional Concept for your Program Circulars!**  
**Promote your 8x11" circulars for cost of a 2" display ad. Bottom line... Results: MORE orders for YOU!**

Friday, 10:18 AM

Dear Fellow Homework Enthusiast,

**Discover new profits with our new high demand 8x11" promotional service.... ENORMOUSLY EFFECTIVE!!**

With the cost of postage and advertising continually on the rise, more and more MLM participants and mail order dealers are turning to money-saving, timesaving, work-saving promotional systems like the one described on the other side of this page. **THIS SYSTEM IS A POWERFUL, MONEY-SAVING BREAKTHROUGH!**

**POWERFUL NEW, LOW COST 8½x11" PROMOTIONAL Concept For Your Program Circulars.**

**KEEP CONTROL OF YOUR ADVERTISING!** Don't be suckered by some of the low priced print & mail services on the market. These "deals" can only leave you with nothing to show for your investment. You'll be working with a company that has been providing, honest, reliable circular promotional services for their customers since 1980. ALWAYS on the cutting edge of technology, offering the very latest, cost effective systems you'll find... Offering them FIRST because we develop, design and test them from in-house.

**START MAKING MONEY** With your programs! A good program can expect excellent results with our powerful new system. The great part, the system is so inexpensive to use, you can easily test your programs without investing an arm and leg for postage and printing. Read about the system on the other side of this page. You will indeed be impressed with how simple it is, yet so effective it can be for you.... Yet so inexpensive.

We saw a need for a unique, powerful and simple advertising system to promote our own programs. We hate having to pay all that high cost postage... So as we usually do, we designed a program to fill our needs... A program that is so easily adaptable to not only our 8x11" circular promotional needs... **But for yours too.**

**STOP WASTING YOUR HARD EARNED CASH** on excessive postage, printing and publishing large space expensive ads in mail order publications. You can do all that with this system **for just the cost of a 2" display ad.**

Our main circular (otherside) explains it all for you. If you have more questions you can email us at: [john@jkirkman.com](mailto:john@jkirkman.com). Your email will be answered promptly.

**AS A SPECIAL PROFESSIONAL BONUS** (not mentioned on our circular), your circular's 2" ad will also be promoted on FIVE additional high traffic websites. **WE DO ALL WE CAN to make your program a success!**

You not only get the special bonuses described you get your program promoted **like it has never been promoted before.** With a Powerful, Honest, Fast Moving, EFFECTIVE System that is designed for your kind of advertising need.

Our unique, low cost 8x11" circular promotional service eliminates the need for you to invest heavily in costly postage, printing and excessive expensive advertising.

**SEND YOUR ORDER TODAY** and we will ALSO add your 2" (the one we design for you free) to our emailing (SPAM Free) to at least 50,000 known Opportunity Home-Workers that have OPTED-IN and subscribed for opportunity offers just like yours. **This alone is worth as much as we ask for the ENTIRE system.**

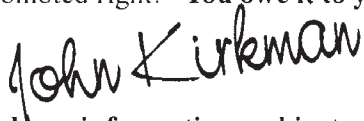
Of course you also get all the services described on our circular. **Just return this page with your order.**

**Look at it this way** -- It is really a painless drop in the bucket to start using it right away to improve your life-style! You Really Can't Afford Not To Invest In this low cost promotional system! It's easy to get started right away. It's so Easy To Order. Please, **do not** wait any longer and chance missing out on this promotional breakthrough.

**THANK YOU for taking time to read this!** Since this promotional system was designed for mail order programs, like yours, we know you will be more than pleased with the results. And the price is certainly right, making it so easy to get your program circular finally promoted right! **You owe it to yourself to try today?**

Sincerely,

John Kirkman — Action Press



**P.S. Of course we will also send you information and instructions on how to use this system and the materials we provide to enhance your profits EVEN MORE... By generating even MORE orders with it.**

**P.P.S I would be remiss if I did not mention that no one else can offer you this system since we deal with it completely within our own programs and sites. Beware of wanna-be, look alike systems. The fact we control the entire system, even our 15+ web sites are hosted by us, not through others, is why we can offer so much, at such a low fee.**

# POWERFUL NEW PROMOTIONAL CONCEPT FOR YOUR 8½X11 PROGRAM CIRCULARS!

## DESIGNED SO YOU ARE IN CONTROL, FOR LESS MONEY!

**YOUR CIRCULARS PROMOTED FOR JUST PENNIES PER THOUSAND!!**

**PROMOTE YOUR 8½X11's in — ANY Mail Order Tabloid for the low cost of a 2" Display AD!**  
**• NO ONE DENIED!** All you need is to follow our instructions on this circular... **IN FACT, WE WILL DO IT ALL FOR YOU F-A-S-T-E-R!**

[john@jkirkman.com](mailto:john@jkirkman.com)

**THE MOST COST EFFECTIVE WAY TO PROMOTE YOUR CIRCULARS** is by a combo of Print Media, backed up by online display of YOUR circulars.

By letting us place your best 8½x11 program circulars online "WITH THEIR OWN UNIQUE, One of a kind web address (means ONLY your circulars will display) - designing a 2" or 3" display reflecting YOUR New Unique Web Address on it... so prospects can immediately open your circular... read it and order from it.

Your ads also give your postal mail address so those without Internet access can send a LSASE for your program. **Enormously Effective!**

THIS SYSTEM allows BOTH the Print Media and the Internet to work together to YOUR Benefit... **NO INTERNET ACCESS REQUIRED!**

### RESULTING IN MORE ORDERS FOR YOU!

- **BONUS #1:** We design your 2' Display Ad and send you a pile of originals!
- **BONUS #2:** Your Display Ad Published in a Print Media Publication, on me!

**SO WHAT ARE YOU WAITING FOR? SEND YOUR CIRCULAR RIGHT NOW!**

(ADSHEETS WELCOME!)

**yes!** I can really use this service. Enclosed please find my black & white camera-ready 8½x11 circular and payment of just:

1-Side: \$38  2-Sides: \$48

RUSH my checking copies, my stack of 2" Display Ads and I understand YOU publish my 2" ad in a POPULAR Print Media Magazine... as well as publish my entire circular in an Internet Magazine AND ON YOUR WEBSITE FOR ONE FULL YEAR! **SOUNDS GREAT! • I CAN'T WAIT TO SEE THE RESULTS!!**



*More Orders!* *Lower Cost!*  
**"I DO IT... SO CAN YOU"**

### We're Just Getting Started Here!

Your Circulars also need to be published online in a POPULAR Ad magazine with a proven track record. **WE TAKE CARE OF THAT FOR YOU** with a 75,000 Monthly Readership publication that has scores of thousands of Opt-In, highly motivated Opportunity Home-Based Business subscribers... **EAGER TO SEE YOUR OFFERS!**

• **TO TOP OFF THE MOST POWERFUL AD SYSTEM YOU CAN FIND,** Your same circular will be promoted on our **high traffic web site** at [www.JKirkman.com](http://www.JKirkman.com). It will receive a write-up and hot link to open it for prospects to read... from our "Important Sources & Articles" Directory. This can add THOUSANDS of viewer for you. **PLUS We are going to show you how to place your ads in MO Tabloids at lower than publishers rates!**

**THE BEST PART!** ALL THIS and the fee for our services to set everything up for you is a mere \$38. **YOU READ RIGHT...** just a \$38 one time payment.

### "POWERFUL • FASTER RESULTS"

Mail your order TODAY, to:

**ACTION PRESS**  
Box 340  
Guyton, GA 31312-0340



c69

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**OUR GUARANTEE!** If you are not pleased with results, we run your circular for a 2nd year **FREE!**