

**WebFire Wednesday Webinars:**

**5 Services You Can Do With  
WebFire for \$500 to \$1,000+  
Each**



# Welcome to WebFire's Wednesday Webinars!

Every Wednesday at 2 pm EST, We'll Host a  
Live Training and/or Q&A Call for WebFire  
Members



These trainings will either feature myself (Brian Koz), Shawn Casey, both of us at once, or occasionally a featured special guest if we think their expertise would be of value to our members



If you're here or registered for the series, you'll get a reminder each week so you don't forget, but if you can't make one, we'll have the recordings in the members area within a day of any of the calls under the "Training" tab on the left side navigation bar.



Use these calls as an opportunity to get even more training, ask strategy type questions, get feedback, or make suggestions on what else you'd like to see!



Special Note: Make sure to check out our prior WebFire Wednesday Webinars and our WebFire trainings, as there's tons of info already there that a lot of you are asking for more training on. 😊



## WebFire Member Rules to Success:

1. Follow the steps and trainings we have.
2. Don't give up (seek help when needed but don't get too dependent)
3. No whining or negative attitudes (quickest way to fail)



# London, UK Workshop!

- Free while seating lasts
- [www.GetWebFire.com/london](http://www.GetWebFire.com/london)





## Question #1

- What best describes you / your business below?
  - 1 – I'm brand new without a site.
  - 2 – I have a site but not much of anything on it.
  - 3 – I do affiliate marketing on my site.
  - 4 – I do e-commerce mostly.
  - 5 – I sell web services to businesses
  - 6 – I'm a local business looking to get more exposure online.
  - 7 – Other (if so, what?)



# Question #2

- What tools in WebFire 3.0 do you most like / use:
  - 8 – SEO / keyword research tools
  - 9 – Lead tools
  - 10 – Content / video tools



## Question #3

- How many of you have a business that does \$100k or more a year? Type 11 if so.
- Of those, if someone could double your sales with a few tweaks, what would that be worth to you and would you be interested in looking into that? Type 12 if so.



Now let's move onto our training for this week on 5 services you can sell for \$500 to \$1,000+ with WebFire



# 5 Services for \$\$\$

- The 5 Services
- Q&A



## 5 Services for \$\$\$

1. General SEO (usually \$1,000 to \$5,000 one time or \$500 to \$1,000+ a month)
  - Give out a Free SEO Report
  - Make a quick video of their site or their general niche sites
  - Niche it down to things like “SEO for dentists” if you have the time
  - Fix the suggestions our Site Analysis Tool suggests and use either the fix links or SEO Inferno inside of WebFire to fix those issues
2. Video Creation, Optimization, and Distribution (\$500 to \$1,000+ a pop)
  - Either create a video with Video Firestorm ... or hire a video guy on a site like Fiverr.com to make a super impressive one (animation or whatever you want).
  - Then run it through the Video Firestorm tool to optimize and submit it on their behalf.



## 5 Services for \$\$\$

3. “Done For You” Blog Creation and Ranking (\$2,000 to \$5,000)
  - Sell a service where you make them the blogs, optimize them, fill them with content (either from them or from yourself or outsourcers), AND you then rank them (using the Keyword Tools to find easy to rank for terms)
  - Guarantee can be they don’t pay you a penny if you don’t get ranked for any of their terms
  - You can do the same thing for videos instead of blogs (remember, services like WordPress or Blogger.com make creating blogs super easy)
  - You can step this up a notch and charge even more by just making these sites BEFORE you have clients (targeting generic terms) and then sell them pre-ranked sites! (Remember the trick from last week – keyword research, plus relevant domain + relevant title tags and content = easy page one rankings almost every time)
4. PR Service (\$500 to \$3,000+)
  - Offer to help get them / their product or website mentioned on other blogs and sites.
  - Use either a blog post or article from them or make one yourself.
  - Use the Guest Blog Post Finder tool to find available blogs that accept guest blog posts in your niche and submit their info.
  - Optional – you can reach out to prominent magazines, editors, and media outlets by hand (they’re always looking for good stories – a cool trick a client of mine used for DECADES...)



## 5 Services for \$\$\$

5. A Lead Selling Service (\$300 to \$1,000+ a month)
  - Sell a service where you use our lead tools to help find your clients relevant leads that you pass onto them (works especially well for higher value items)
  - As an added feature, you can even respond to them on their behalf for more money.
  - Works well when you have a higher value item coupled with either a free offer or a major incentive for them to reply back to you.
  - Examples...
6. BONUS: A Deal Maker (Commission Based – can be a lot of money)
  - Target high value businesses / products where a few sales can be a lot of money.
  - Make a deal with them to find them either potential partners / affiliates or advertising sources.
  - Take a cut of the sales for each one (10% to 20% of their take for affiliate deals and 5% to 10% for advertising sources) that goes through.
  - Use the Competition Backlink Tool to find sources of traffic for their competition, and then reach out to those places to try to either strike a deal with them or (if they turn it down) inquire about advertising rates.
  - One deal here can bring in a lot of recurring revenue for a long time, and it's a no brainer deal to make for them.





Question for You All...



Any other questions?? (and cash  
giveaway right after)



New WebFire Facebook Group at  
[www.getwebfire.com/fbgroup](http://www.getwebfire.com/fbgroup)

London Event – [www.GetWebFire.com/london](http://www.GetWebFire.com/london)



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