

ClickBank Affiliate Confessions

Interview with Harib

Heather Vale: I'm Heather Vale, partner of Codrut Turcanu, for [ClickBank Affiliate Confessions](#)... Today I am speaking with Harib from the Middle East. First of all, Harib, could you give us a brief background of yourself and your websites?

Harib: Well, I started my website, the first website which I started, it was a free portal, of which has free email for people. And I just do it as sort of... I had an interest toward just having a website where I can have some opt-in through email. So, I had quite a few people maybe a 100 to 150... 200 about 1998. It became interesting, so I had a lot of communication with people. So I felt that this email can have some advantage to me. But I didn't realize that I could make money out of it. So, what happened is that I keep on reading on Internet, how to do businesses, and I lost a lot of money trying to make business. Bought a lot of books and a lot of software tools, whatever; and lot of MLM... you know those programs. Unfortunately, I was losing a lot of money, but at the same time I give myself a little hope, I think that if others could do it, why can't I do anything? I might get at least something. I tried, and I got a couple of moneys when I joined [ClickBank](#). I got maybe few hundred dollars, and sometimes \$50, but it was just an excitement, you know? It encouraged me to continue with the business. But at the same time, I kept on spending a lot more money, because why I needed to get more information of how to do it properly, because I was losing a lot of money in just advertising more than anything, and buying books. I want something that can teach me how to start and how to run that business properly without using a lot of money and a lot of my time. I kept on reading those things, and found out that some of the programs that I buy, they are very useful, they helped me a lot. Some of them were just really repeated, you know? But fortunately I learned that when you have an opt-in email, an opt-in mailing list, it's an advantage, because why? Without an opt-in email, I mean mailing list... if I have a website that I put, I don't have a good sales letter. People come I can just... I can advertise that site through the search engines or whatever, but I lose the people when they didn't like the fast... by few seconds when they are with my website, they usually go away. I was thinking, is there any way to bring these people back? So, I went to this purchasing an autoresponder, and from there I started to do a lot of advertising of affiliate programs and all that.

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Heather: Why did you decide that affiliate programs were a good way to make money?

Harib: Well the problem is, I don't have enough time for myself to develop e-books. Well, I have enough experience in computer. I was a senior programmer in Oracle and Java and all these things. I can write a lot of scripts that can sell, but thing is time; I am busy all the time and there is no dedicated time to do programming of software... this is my area, you know. My area is programming and it's... if I start programming, I can make a lot of money with this, but the problem is time. So I thought I should go to easier parties like an information products... you know, products on my programs, or go and join some affiliate programs where I can just easily get money and split whatever. I found out that affiliate program is much better; because why, I just go there and just grab a link and... with the [ClickBank](#) ID and just try promote it with my own good email whatever, the letter for emails, which is the grabbing sort of letter. And I give them a sort of advice like, because usually, when you send people emails, they usually feel like you... it's lots of hype, and you want to sell us and you try to promote in a way, you buy that product or something, it's not even, you try to think more about that product. And you see if it's useful, and you just mention that after that you feel about that program. And you leave them themselves, they'll... especially when you have an opt-in list, usually people, they have already trusted you, they usually buy from you... and this is what I go with it, yeah, yeah.

Heather: So, how much do you make now as just a [ClickBank](#) Affiliate?

Harib: From [ClickBank](#)... you know, the funny thing is, it's not a stable thing. When the niche is new, usually people grab it from anywhere they go; and when it gets a little older it's already being spreaded everywhere. So it's just like a 2,000 a week, sometimes a little more, sometimes a little less depending on that. There is one point, one point is that the product being offered free by others as a bonus, this also creates a lot of problems that you... if you try to promote something that everyone is receiving for free, you lose money. So you have to run and find another one, which is then even newer. So, what you got to use here, I normally use the... there is a software called – actually, I have it in my computer -- it's called [Affiliates Alert](#). This program actually, it helps me to know what are the products that are

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available there that are more sold and, you know... so I go and grab it fast and try to introduce it to the market, try to run, but usually I find people already started, but at least better do something than sit on it. So, affiliate program means that you have to run and be at least one of the fast people to represent that kind of a program, whatever. Secondly, if people try to sell the products very cheap, the problem is, even though the information is very genuine, you will ask yourself, why is it so cheap? They don't sell much when it's too cheap; I mean, you don't sell much when it's too expensive unless you have very strong sales letter or very strong background, already been known and all these things. So, you have to know the pricing. There is a lot of things, there is a lot of games about it. And trust comes only when you know, when you start playing around with it; then you know what to do. Not changing it, just you have to always pick it. And not just put it there and run away, like people say, "oh, doing less work and you get a lot of money in your ugly thing". No, there is nothing like that. You have to keep on checking; you have to put a lot of links, you know, they call them tracking links. Where you know there is a lot of click there, and why they clicked a lot and they didn't purchase, and then is there anything I should tune in this, better sales letter, or is it something to do with the information that I put there, or whatever. Or the product is already going free everywhere, you know, you have to pick all the time. So, it's not saying that affiliate program is just, put a link and go away. No, you have to also go for Pay per Click, you know, like [Google](#) and whatever. So, this is what I do actually.

Heather: OK. So when you say a product being too cheap or too expensive, what is too cheap and what's too expensive?

Harib: Well, when you see a program or information that is there on the Internet, actually they introduce it, usually people don't give all details, they don't give you like a software, they give you a trial version or something. Just like an info product they just tell you basically in the sales letter, this will do this for you, or you get interested but if you find, it's just \$5 for \$4 you said, why is it? You wasted... you did all this genuine kind of program and you're selling it for \$5, I mean, there is something behind this. Usually you don't buy it, no? But same information, you like it so much, they put it's a proper price, like let's say -- depending on the market also, you have to check it -- let's say it's selling at \$37, or more reasonably 45, 47 whatever; something you say, "oh, well, I can go ahead and... because it looks

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good". And pricing also usually, you put something like \$200 or 190-something and then you just cost it and say, this kind of thing, people like it, no? I think I'll reduce it to 47 whatever... 40, 48 dollars or whatever. They like to grab things like that. And at the same time, they learn something from it. But if you put it expensive like \$300, \$400, and you know, people like to have something at least out of it. If you can, give them at least a bit of that information, like for trial, you know, they check it and see how it will work with them. Or, you introduce to... you become someone who is famous like, you know, all the famous people online. At least people can say, this guy is famous, I know him and he is making good money and is... I am already with his opt-in for long time, and he is giving me a lot of free products, free reports, and I am learning. They will make risky sort of investment on that. So, people have to wait and see the situation, not just jump in and sell it the same as that. Sometimes you can have your product fairly expensive though. Can, that's what I said. Can, depending on the type of product and what you are in the market. How trustful are you with them... and usually comes in, well like in your opt-in mailing list. They usually, when they have opt-in themselves, that means they already trusted you, and they have seen the flaw, they have seen things that you have given to them, the ideas that are genuine. There you can consider selling things.

Heather: I guess for [ClickBank](#), the top price is around \$97. So, if you are selling in that, kind of 47 to \$97 price range, then that would be pretty high end for [ClickBank](#)?

Harib: [ClickBank](#) is usually up to \$50, actually, that's why people try to put the adjustment to, at the beginning, and actually 49.9 or whatever dollars, and then you can request them actually to have more, depending on your product. But usually, most of this product... info products that are available here, they're that [ClickBank](#) tried to reject... for some reason. These are the sort of... whatever you have, a product which is very expensive, you can use as a sort of merchant or whatever. You already got the process to do it. But [ClickBank](#)'s advantage is that you have a lot of ways to... even if you have your own products, you can make an affiliate program out of it easily, and it's manageable. And secondly, [ClickBank](#) itself you find a lot of products that are available, everybody is dumping it there; and they are good products, most of them... if you go through it, then you'll learn it's not very expensive, you know the limit is there usually.

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Whoever is a little more... they have approved it. So the information is usually there, it must be good... be approved by the [ClickBank](#) merchant.

Heather: So when you are picking a product to promote, what commission level are you looking for?

Harib: Usually I don't like anything below 50... actually 60 above, I go always to 70-75%, depending on the value also, if you're just \$27 and you go for 70, still it's alright, but not as good as going for 100 or 50 dollars at least, and you get 70-75% which is good. And if there's other places you go where, oh, you have a product that it goes above the 50, OK; and 70%, 75%, also you are getting something. Usually go for something higher you know. Just one sale means good, more than selling 5 of them at a few dollars, you can sell one product for \$50 and you get 75% in your pocket immediately.

Heather: What specific products do you promote right now?

Harib: Well, for now actually, I was working on other things also. I have plenty of products with me. I can't actually give you exact, but I have products like templates, the nice profit systems, or some in several markets... a lot of them; 2003's resources, 2006 resources, and many other products which I have, even sometimes I put them just recommended sort of products, like I have here: recommended fair products, and in the middle recommended good products, recommended best products. So, up to... the best products means things that I already bought or I tried them myself; and these are the same discounted things too. I give them free, my people know, can I give them some free products, and I give them some links too. So, this is the way I make a lot of money. But they get something for free... they become open minded and they're happy, and I sell few things here and there. And the good thing about the internet actually, \$1 is a lot of money. \$1, depending on how many people you have in your opt-in. If you have 10,000 people and each person buy for \$1 that's good money. I am trying to say that it's the number of purchases... more important than the amount. Amount is OK if you have higher, but point is, the number of purchases can make the same difference. Yeah.

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Heather: OK, you mentioned that you are giving free stuff to your list, what exactly do you give them to get them just to sign up for your opt-in list?

Harib: Many reports that I have with full rights to... and then actually I have joined some kind of monthly membership. Places like [List and Traffic](#) and [Nicheology.com](#). So, these places like that, you know, you get your free new niche private label resell rights, where you can just sell them and rewrite them, if you do then you publish your own. These kind of things, and sometimes I put all my own ideas in it. This kind of place I get more of the things that I give for people free, reports and books whatever I get... what they give you with full rights. And they profit from that, at the same time they check out other links that are equivalent to that product, have the later relations. I tell them OK, for example, you have an e-book now, or you have the e-covers; worth actually so-and-so amount, but I am giving you for so-and-so amount, you can just get them. Same thing that you have there, and if after that I can sell them something else also, and then they can go to the opt-in... I mean, the mailing list to manage or whatever. Depending on the product that I gave them for free, they might want to get something which goes along with it; and that's the best way to sell someone, instead of just selling them something to do with an e-book, and then instead of selling them something to do with the different kind of niche completely. You don't want, give them something different and sell them something different, it doesn't work that way.

Heather: So it has to be targeted to the niche of the same product that you're selling?

Harib: Yeah, that's the best way to do it, yeah. Usually they say, "well since I bought this one, I need something else to go along with it, I have this information now, how do I... how do I do a cover?" And I sell something that's related to that same product; at least it goes along with it, instead of giving something different, that's what I say.

Heather: When I signed up for one of your opt-in lists, it wasn't just one product you were giving for free, you had a whole page full of free products.

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Harib: That is when you... that's an incentive for someone who just opts in the... a different concept completely. When you come into my... you agree to join my list, by joining, you get lot of products. This is just to... as an incentive. At the same time, when I have... I have a lot of newsletters inside my opt-in, where I can... some of the newsletters comes in with the offers, I give them free software... I mean free scripts, free information. At the same time they download there on the internet site. Some of the sites have got already other links to buy products, that goes along with the same product. And I have a way of putting the link that doesn't... because a lot of things are going on with the [ClickBank](#) these days, people, they take it and change the name and, you know and start buying it through their own and split for their self, whatever. So the way I do it is just like, I am trying to, like I am giving them an advice and I have a JV, sort of a JV with someone with the product and I am trying to get them to buy from me... and they know that I am buying these products already. I already have a JV with someone and they cannot tamper with it, yeah. How I do it, actually.

Heather: So to get them to sign up you give them hundreds of dollars worth of product, and then you continue to give them free stuff as long as they are member of your list?

Harib: Yeah, I do that always, and today I have a lot of things I am going to give them actually. I have a lot of things that I am supposed to sell them. I don't want to sell them, I want to give them, I want to make them more happy. It's not a matter of just me making money, it's just pleasing them because I promised them to give them something. I have to be genuine with them, I have to give them something, and at the same time when I have something to sell I introduce them, and usually it comes this way, it's the quality of reciprocation process. You know? It's a reciprocation process where you give things to people, people they feel obliged to give you something back another time, you know? This is sort of psychological thing.

Heather: Yeah. What niches in particular do you choose to promote products in?

Harib: Well, Internet marketing is my favorite one actually. I do a lot of information on how to get... usually you have a site, for example,

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you have a site, it's like having your shop or your business inside your house, and nobody knows what you are selling. Usually people, many people open their websites and they are trying to sell something and they are wondering what happened, nobody is coming to buy something from them, it's not that way. So, I teach them that things like that, you need to expose yourself, how you do it, you have to go search engines, you have to do Pay per Click, you have to do this and that. So, I get more information of how to get more people – it's not just getting just a click through, people just like that. You get people to your product according to a niche kind of a keyword that you use. For example, you are selling cars, for example, if you are selling cars you have to promote everything that go along with a car or you put the keywords of something to do with the cars, and people come then. Whoever clicks it, you pay for that Pay per Click, but at the same time you grab them and give them some bonuses here and there, and then try to give them newsletters, sell them something. So, marketing is more of my favorite. Secondly, I have few other small, small stuff like, well I don't want to say it, that's my favorite actually, but I do them; I get money here and there. But it's not that interesting for me actually, I just put it there because people, some people ask for this and that and they get here and there and whatever. Also I have another good thing that I found out. If you have an opt-in, I think I should have talked about [ClickBank](#) more than opt-in, but actually they go related because without an opt-in email, you are going to pay more than that you are selling in your [ClickBank](#). Because every time people click there, sometimes only 1% buys out of 100. So, the whole money is going to [Google](#) and whatever, while you just earn back your money or maybe sometimes not even. So, what's having an email? They say, I mean, having your own opt-in or mailing list is like having gold. And they say the money is in your list, usually they say, every program I go in, they say, the money is in your list, and they give us why is the reason you have to have people with you.

Heather: How big is your opt-in list right now?

Harib: Oh, it's a secret thing, man. I don't want people to kill me on this. (Laughter)

Heather: So it's pretty big.

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Harib: I don't want to be saying 1,000, 10,000, no, but I have something, which is big enough. I am proud of it.

Heather: OK. When you try to sell a product to them, are you giving a review and saying, "I tried this and it's great," or do you just give the link... "go try it out?"

Harib: Oh, no, no, no you cannot just tell them. You give them your opinion; that's the aim of the whole thing. You give them good product, or good advises. You give them reports, you give them free information how to develop themselves to make their own business. At the same time you have the opportunity there to tell them, if you need one of those information, even to make it better, you go to this link. You know? You go here, this fellow sells that product. They don't care anymore finding out that you are getting sleek or not, because you're giving a way to do that, right, or if you are giving them a genuine information... that's the only way to sell. That's the perfect way to sell. But if you give them a link they might go out and in and tomorrow everyone who leave your opt-in, that this guy is getting us to sell us. So, this is the way to put it, you have to advise them, you have to get... what it means that you have to always read those things properly. You have any questions with their offer, you call him or you email him and say, your product looks great, but I feel like there is some weakness here and there, and how do I go along with that? They will give you at least a reply, when you talk about their product. But usually when you ask them about, you have used another, they might not even answer. Yeah.

Heather: Do you ask them for free review copies?

Harib: Usually they don't send me the full review, but they usually tell me the shortcuts and do this and that and that and use my built-in affiliate email, whatever, give them images and whatever. But actually they love the equation when you have a problem there, that this really does this and that, but you have to do this and that. And you feel like you already know things... when you ask people things they give you a little more of their attention and they try to give you something again.

Heather: So, when you first started out trying to make money on the Internet, and you were starting to build your opt-in list, how long did it

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take you to get to the point where you were making thousands of dollars a month, thousands of dollars a week?

Harib: Well, it took me years.

Heather: Years?

Harib: All I could... yes, years. Yeah, years... from '98 I had only maybe 50 people, something like that. 2000 maybe 120, 150 and then they delete themselves, I didn't know what I am doing. And in 2003, something like that, I got about 400 people and they left with maybe few only. I said, what's going on with me? I mean, I am getting people, I'm giving them information, and they are running away. I found out the weakness was, I am not updating properly for latest information in a market. I was just giving them something that already they have already, some of them. I learnt things from doing it. And then after some time, by 2004, 2005, I got selling, I got a lot of people... even to thousands of people. And from that time, even a \$10 is a lot of money to me, you know for... just one product I can... I can just continuously full week send it to people, and get a lot of money, I don't have to change another product. Another thing is, you don't have to promote everything, in fact. Then have one product for a full week and get money from it... enough. You don't have to jump to too many products; you can have it even for full month, and once in a week you can send it, and you get the money, you know? If the product is genuine, and the people like it they'll buy it 100%, but if a product is just not good, you can send it even daily, you won't achieve one click... one penny out of it. So, depends on the product; if you see it works very well, don't jump... works very well, you continue with it... until you see there is no response on that, or reduced to 50%, then say, now I think they will get fed up of this, and you start getting doing to other things. And don't send the same e-mail subject and whatever, you have to change pitch a little bit, "oops," you know, like, "well, I forgot, you know. Maybe some of you didn't receive this information, it's quite important that you read it," and just re-explain again the same, but change it a little bit. They feel like you didn't want to bother them again, but you are just saying maybe others didn't receive it. You know, you have to learn from doing it actually... that's what I did, actually; and I failed many times but I learnt a lot. Yeah.

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Heather: OK. So, in order to get the traffic to your pages where they're signing in for the opt-in lists, you mentioned that you use Pay per Click; is there any other type of advertising that you use?

Harib: I have quite a few of them. I don't want to mention them otherwise I will... you know, they will... they might get me into trouble...

Heather: (laughs)

Harib: Hmm, yeah a little complicated. So I went to [Google AdWords](#). I think [Google](#) is the best, but the problem with the [Google](#) a little bit, you know, they change their pricing; that's the only thing that irritates me actually. I mean, sometimes I get an e-mail saying, "about your ads," and I check what it is. They say well, keywords... and they change the keywords, they raise it to another .5, I don't... I mean, it's terrible. You already have your advertising going for the whole few days, and after some time they tell you the keyword is not, you know... do you have to raise to you this thing, I mean supposed to be same, you know, from beginning right? This is the problem. And actually they're charging a little more. But that's why you have to have your own opt-in to maintain your people, otherwise every time you have to bring people to buy. But for me now, even I stop... I can stop using [Google](#) and I am happy this way. I have to maintain my people, give them... like they say, feed them.

Heather: What about placing solo ads on somebody else's e-mail list?

Harib: I have done that. I have done that many times. I think that's the best part... that's a very good idea. I have done that with Michael G... Mike G. or something is his name.

Heather: Yeah

Harib: He is good in that. I've actually got a lot of responses from that, and they really trust that guy so, when they trust that guy you get a genuine business in your products, whatever. Because they really trust the guy, so when he directs them to you, you get them, you can opt-in them, you know, you can... whatever. So, I done that once, but I didn't really want to spend it every time for that; I am ready for another fun thing I can do it again. Another thing I use viral

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e-books here and there. I have also links that checks it... a lot of people have, you know, clicked on it. So I am getting... viral e-book, it doesn't die, you know? It goes here and there, and people buy it when you are even sleeping, going, whatever you are, and people give it to each other for free, and that's the wonderful thing actually. Yeah.

Heather: So, when you are talking about viral e-books, how exactly does that work?

Harib: It works this way; you give them a book, an e-book which is very useful. They like that book; they read it, it's really... it has some value... it gives them some value, it gives them something they can use, they can do from it, actually. So, they can produce from it. But at the same time, you give them... you show them to other vendors, saying that these vendors is good; this can do that for you. At the same time, that link is your affiliate link inside that book. So, whatever they click back, they go and buy that product, you have money. So, that e-book I distributed to others as a genuine sort of thing for them to learn something for free. And sometimes when they decide to buy, they are not going to buy away from my own... you know, affiliate program. So this is a trick actually, but it's not a trick; it's something that I need to do it, to get something back from what I given them as added value.

Heather: Yeah. So could you create your own viral e-book, or do you have to get one that the vendor has created?

Harib: Most of the time I get from vendor, but normally it's already being distributed so much, so I am doing my own now, viral books. I've done few of them, I've sent them out, but the problem is the information I put, you know, it's already what's known here and there, so I am trying to make a new one now and change it. Before I used to get a lot of clicks and a lot of money. Now it's reducing its sales, in fact I can see even from my links. I am introducing a new one now. Yeah.

Heather: How much does it cost to send out a solo ad on someone else's list; or can you do a barter deal where maybe you trade an emailing on your list for an emailing on their list?

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Harib: Well, the guys like that, I trade mine with them, they will say, "I don't want your email". They have thousands more than mine; about... maybe I have 50% of theirs. They have hundreds of thousands; so I can not compete with them in that part. Maybe I can say this if I have my own genuine product, I can JV with them. The best way to sell is just you give them, say, "OK, I have produced this product, you do whatever you want with it and then tell me how much you are going to give me out of it. But keep my links and whatever." So we can share, me and the person who has got a big list, you know? He sent to his list; I just sleep and get money, that's the perfect way to do it. But I am working on those products as well... I am working on a very good product which people can build their own web pages easily, they can do a lot of things, they can make [ClickBank](#) affiliate programs, just like... one click like that, you put a name it makes the whole web page with your own full links. I have done that, but I am trying to check it and recompile it. And they're viral, so many other things, which is coming up. They call it PDF files, you know, with a lot of advertisement in it. And I bought scripts, I bought something which is very good indeed, with the full rights to reproduce it, and I am going to make good money. I will have a JV on that, definitely, because much more, less headache also. Yeah.

Heather: OK. So, if you have a product that you reviewed yourself, you know it's a good product, but maybe the sales page isn't that good. What do you about that, and how do you know if the sales page is going to convert?

Harib: You see, whenever you see a lot of clicks to your web page and no sales, definitely you have a problem there. You say to yourself, see, now people have clicked to your page... thousands of them, and you didn't get sales or maybe you get sales up to 10%, or 15 to 30%... that's not good; something wrong with the web page. So you check your sales letter... something wrong with sales letter... you tweak, you change the sales letter, or you make at least three pages of sales letter out to five, to six, and links to all of those five of them, and see where the... which sales letter that you produced, that converts more sales. When you find that one which is converting more sales, you remove the others and you change the others all to the same of at least one, and wait for another few days, and then click another one, click another one. So, there you can find out actually which sales letter works perfect. And usually, you... when you change it, it works even

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better than leaving it like that. So this is the way to... the clicks comes while doing it and you have to change it, you have to see it, you have to adjust it and you have to be... people, when they come to your website, usually they don't want... have time to read things; they want to see, what's in it for me actually? I have a problem here, I don't have money and then, what is in it for me? Now, you want to sell me something, I don't want it. What are you going to do for me? You have to tell them, this is the way, you have something that will solve your problems, you solve this kind of problem, then they start to think, "yeah I have this problem, and I want to solve it," you know? "How do I do that?" Yeah, wait, wait, I will tell you now in a minute, just read my sales letter, I will tell you how to solve that problem. After the end, he explains few details, he manages to get in his head, "this guy has got something, let me check it." Go and check it, more information, or invite whatever, but you have to be very fast when you attract them, you have to put things immediately, with the bullet words saying, this is what you'll get you, this is what you'll get you, this is what you'll get you, so they don't have to read the whole story to find out to your solution. There is a lot of ways to do it, yeah.

Heather: Besides building trust with your opt-in list members, how else would you prevent your [ClickBank](#) ID from being stolen?

Harib: Well, [ClickBank](#) ID's... actually the problem is really, when you use your name directly, you know, your ID with the whole hoplink and everybody sees it. Even someone who is new will know that it is a person's name and whatever. So, the best way to use it is as some script and have a PHP script run, or you can have some kind of a JavaScript, which actually, it links it to a product, but it doesn't show that this link actually is not yours and it's somebody else's, and you are just an affiliate. That's the only way you can sell; because if you show them that they can go down there, and they ask for affiliate link again and do it. But if you show them that this product is yours, they don't bother to do that... even if they say that guy is genuine, I'm just selling the ad, it's so high, you know. But if you are trying to sell him something from somebody else, they want to check that guy... the person's product. Is it true maybe you are selling more than that person or not? They want to... there is a lot of things comes in their head; why is he doing this, why doesn't the guy who is selling it sell it to me? So they try to cut that down and see the full link, go to direct website and try to do it from there... you know, it's very messy. I

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think best you do is just to always not to show your URL. And another thing is, if you can get an affiliate program, the person who is selling it, he gets two pages... one main page which everybody can sell it as an affiliate, second page, after joining up as an affiliate, doesn't have an affiliate link, where a person can just turn here and there and try to change it. So it's like a JV sort of thing; he goes in there, they see the same website name, whatever, like global.com. They don't see any subdirectories, but they didn't know that the way you went there, there is a subdirectory there for your affiliate name. And it goes through that product and they see they see that the end has no such a thing as an affiliate thing in it, you know? That's the very genuine, you can... they will buy it directly, they don't have to bother themselves. But if they knew there is a subdirectory or something like that for the URL, they'll say why don't I go to main and see? A lot of tricks, a lot of things you have to do; or sometimes, you use your own, and let it redirect there without changing the... you know, there's a lot of ways to do it. But the only way to make money with [ClickBank](#), because everybody now is using it, changing it, and trying to play around with it.

Heather: What's the biggest mistake you made when you first got started in [ClickBank](#) Affiliate marketing?

Harib: Yeah, by trying to use my ID, and everyone is looking at it... I am trying to tell them, anything affiliate is good for me, you know. That's the wrong thing to do. You can't sell something that you want; you try to find out what people want behind the market; that's the only way you are going to sell. Yeah.

Heather: What are the big mistakes that you see other people making?

Harib: Biggest mistake other people are making? I am not sure but there are a lot of other mistakes, and I think they are doing same thing like what I did before.

Heather: OK.

Harib: Like buying products... I am not talking about now the [ClickBank](#) thing, buying from [ClickBank](#) or from anywhere, information after information after information, and never use it. I have done that

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mistake, and there are many people I think they are doing the same thing. They just look at their hard disk, they'll find thousands of products, they never read them. You know, you get excited you buy something, after that you keep it there, you read a few pages and never used even what is inside it, you never read that the end. I mean, how can you improve yourself that way? And the next time you feel like other people are selling you something which is not right, because you didn't read properly, you didn't even an interest up of that. Unless you get excitement to read something from Internet, but you don't read it. But these days I am... if I get something, make sure I read to the end, try to see why he writing like this, I'll not permit even though his information is a little corrupt, but I know the weakness there, and I learn from reading that particular information. Yeah.

Heather: Yeah, it's almost like people think just buying the product, they can almost download the information into their mind, like they don't have to read it to get the information.

Harib: Yeah, they have to read it. You don't read it, you can't actually do what you're... you know, what's written in there, you can't learn something from it. Most of the products don't give you a direct sort of way of making business, or doing some solution, they'll make something in your brain that you have to think, you know? "Oh well, he said do it this way," but if you don't read it, actually. They want like, 1, 2, 3 solution, no... "now put your card"... you know, a domain name, "and now do this, and now do that, and now feed the information, now write like this," nobody can do that for you. "Now write this email, now send this to people, now wait for the response, now do..." You know, it's not possible. You have to know... you use your own way, you know. That's the way it is. Yeah.

Heather: So, when people are finished listening to this interview, what's the first thing that they should do on their quest to become a top [ClickBank](#) affiliate?

Harib: Well, I think... well, they should go to your site. The rest of your website, I think you have the good information for them there. You are getting information from people who are really... have tried, have gone through a lot, and really have delivered, you know, they know what they are doing. So, they will learn a lot from your website;

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second thing is that, because you are not like we are billionaires, you know? We are talking from our own problems, and we are talking from what we experience, until we arrived to this position. So, we are making thousands, but doesn't mean we are millionaires already. Your site, website have got genuine information for people who are trying, who are new. I think they should go... if I have to advise anyone, I'll advise them to come to your website first thing first, to learn something what's going on there in it, and what problems people are facing, before they start wasting their money; that's the thing, they can just go through to our website, will get some free information there. I'll give [our mailing list](#), and you can direct them to us here.

Heather: OK.

Harib: Your website is very beautiful.

Heather: Well, thank you very much. And thank you for sharing all your experiences with us today, Harib.

Harib: OK. Thank you very much for the call.