

Sales Page Copy Template

Lisa Larter

How to Write the Perfect Sales Page (Even If You're Not a Copywriter): The 12-Step Sales Page Template Nathan Fraser, 2019-03-20 Stop wasting money, sending traffic to a webpage that doesn't convert. Stop paying expensive copywriters who may or may not have any idea what they're doing. Stop staring at a blank screen, frustrated and clueless when it comes to writing your own sales page. In the past, these were your only options. All of that's about to change. My name's Nathan Fraser and I'm a direct response copywriter. That means I write sales letters and advertisements with a focus on persuading people to buy. As more and more business moves to the internet, it means I'm also writing a lot more sales pages. Over the years, I've developed a formula for laying out sales pages that seems to work every time. The 12-Step Sales Page Template is that formula. I've used this template to bring in hundreds of thousands of dollars in sales for myself and my clients. It's worked for selling software, services, products, online courses and anything else you can imagine. I've taken lessons passed on from the masters of copywriting and applied it to how things get sold on the internet; namely, sales pages. This easy-to-follow guide breaks down how a sales page should function, step-by-step. In it, you'll discover: - How to grab attention with your headlines - How to keep people reading with your hooks- Why orange tennis balls are easier to sell than green ones (and how to use that information to make more sales of your own)- 10 different ways to write bullets that people can't ignore- Where the exact perfect place to put your Buy Now button is- A list of deal-killing words you never want to include on your sales page- 3 ways to increase the perceived value of your offer by adding a little bit of scarcity- How to make complete strangers feel comfortable with handing you their money- And a whole lot more This is the guide I wish I'd had when I first started selling things on the internet. If you've got an online business or an online store, this template will help you start pulling in more sales. Read it. Implement it. Start living the life of an online entrepreneur, today.

How to Write Copy That Sells Ray Edwards, 2016-02-16 Communicate with potential customers—and persuade them to buy: “The best copywriting teacher I know.” —Michael Hyatt, New York Times–bestselling author of *Your Best Year Ever* This book is for everyone who needs to write copy that sells—including copywriters, freelancers, and entrepreneurs. Writing copy that sells without seeming “salesy” can be tough, but is an essential skill. *How to Write Copy That Sells* offers tips for crafting powerful, effective headlines and bullet points, reveals the secrets of product launch copy, and supplies specific copywriting techniques for: email marketing websites social media direct mail traditional media ads, and more “Ray invites

you into his inner sanctum where he opens his real-life copywriting toolkit . . . Get this book!" —Judith Sherven, PhD, and Jim Sniechowski, PhD, bestselling authors of *The Heart of Marketing*

The 16-Word Sales Letter(tm) Evaldo Albuquerque, 2019-08-08 The 16-Word Sales Letter(tm) is a copy system that has generated over \$120 million dollars for Agora Financial in the last two years alone. It's a simple formula that could help you generate millions in online sales... No matter how competitive your niche is....No matter what kind of product or service you're selling...And no matter your level of experience.That's because it can not only help you identify a new big idea for your market, but also help you structure your sales message for maximum emotional impact. If you're a copywriter, marketer or entrepreneur, you're about to discover a secret that could help you dominate your market, crush your competitors, and potentially add millions to your business and personal bank accounts.*Advanced Praise for The 16-Word Sales Letter(tm)* This is the book I've been waiting for. For years, I've been asking myself: How can a guy whose native language is not even English be one of the best U.S. copywriters in history? Now I have the answer... nicely reduced to a simple, understandable formula. And the best thing is that it's a usable formula. Anyone seriously interested in copywriting should discover Evaldo's secret. --Bill Bonner, Founder of Agora. It's not often that I come upon a copywriting strategy that feels new to me. And even less frequently do I encounter one that is both new and exciting. Evaldo Albuquerque's 16 Word Sales Letter(tm) is such a strategy. I'm going to recommend this as a must-read to all my copywriting proteges. --Mark Ford, best-selling author and chief growth strategist for Agora.Evaldo is the world's greatest copywriter you've never heard of. Why haven't you heard of him? Because while others are selfpromoting ... heck, while they're eating, sleeping and relaxing... he's cranking out the next blockbuster. He never stops. He's a 9-figure sales machine and our business's secret weapon. This book is your blueprint to how the machine dominates. Read it and put it into action. Your royalty check will thank you. --Peter Coyne, founder of Paradigm Press, Agora Financial's largest imprint. I'm recommending this book to everyone in my company, and making it required reading for all new hires. When it comes to books on writing I try to read everything new, and no matter how many books I pick up, I rarely find any ideas that are innovative (or even useful), but this book shattered my expectations--I found page after page packed with fresh ideas. It's engaging to read, and very easy to implement the writing techniques. Evaldo has uncovered a new way to write sales copy that is perfect for today's buyers; I really love this book, and after you turn the first two pages, you'll see exactly why. It's a must-read primer for anyone who writes sales copy.... Read this book--and learn from one of the best. --Oren Klaff, best-selling author of *Pitch Anything* and *Flip the Script* Few people know his name. Yet, those at the highest levels of direct response advertising consider Evaldo Albuquerque the Michael Jordan of modern financial copywriting. His new book, *The 16 Word Sales Letter(tm)*, reveals for the first time the secret to his astonishing success. In split tests, the selling formula Evaldo reveals in his book has won, repeatedly, against ad copy written by the world's top copywriters. When asked at a recent seminar I gave what are the two best books I've ever read on copywriting,

my answer was Breakthrough Advertising by Eugene Schwartz and The 16 Word Sales Letter(tm) by Evaldo Albuquerque. -- Caleb O'Dowd, www.roitips.com

SPIN® -Selling Neil Rackham,2020-04-28 True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method. SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance.

The Ultimate Sales Letter Dan S. Kennedy,2011-02-14 Rev. ed. of: The ultimate sales letter: attract new customers, boost your sales. 3rd ed. 2006.

Sell Like Crazy Sabri Suby,2019-01-30 In this groundbreaking book, Sabri Suby, the founder of Australia's #1 fastest growing digital marketing agency, reveals his exclusive step-by-step formula for growing the sales of any business, in any market or niche! The 8 phase 'secret selling system' detailed in this book has been deployed in over 167 industries and is responsible for generating over \$400 million dollars in sales. This isn't like any business or marketing book you've ever read. There's no fluff or filler - just battle-hardened tactics that are working right now to rapidly grow sales. Use these timeless principles to rapidly and dramatically grow the sales for your business and crush your competition into a fine powder.

Likeonomics Rohit Bhargava,2012-04-25 How to become a trusted resource for consumers in a society of constant manipulation People decide who to trust, what advice to heed, and which individuals to forge personal or transactional relationships with based on a simple metric of believability. Success, in turn, comes from understanding one basic principle: how to be more trusted. Likeonomics offers a new vision of a world beyond Facebook where personal relationships, likeability, brutal honesty, extreme simplicity, and basic humanity are behind everything from multi-million dollar mergers to record-breaking product sales. There is a real ROI to likeability, and exactly how big it is will amaze you. Likeonomics provides real-world case studies of brands and individuals that have used these principles to become wildly successful, including: An iconic technology brand that awakened a revolution among their employees by standing for something bigger than their products A Portuguese singer who used YouTube to rack up more than 30 million views and launch her professional career. A regional team of financial advisors that went from being last in the nation among 176 branches to first, and stayed there for 13 of the next 15 years A tiny professional sports talent agent who achieved the impossible by landing

the #1 drafted player in the NFL draft as a client through the power of relationships Author Rohit Bhargava is a founding member of the world's largest group of social media strategists at Ogilvy, where he has led marketing strategy for clients including Intel, Pepsi, Lenovo, Seiko, Unilever, and dozens of other large companies With Likeonomics as a guide, readers will get unconventional advice on how to stand out in a good way, avoid the hype and strategic traps of social media, and appeal to customers in a way that secures your company as a trusted and believable resource.

Copywriting Secrets Jim Edwards,2023-06-06 What if you could sell anything to anyone? Nobody is born knowing how to sell. But the truth is, you can learn how to sell more . . . a LOT more . . . when you discover the right words that make people buy. Copywriting is selling. Whether online, offline, in video, direct mail, on Facebook, or from the stage, copywriting is how you put words together that make people click, call, or pull out their wallets and buy from you. Whether you're a coach, author, funnel hacker, e-commerce seller, or real estate agent, your ability to create sales copy that drives people to buy determines your paycheck, your lifestyle, and your family's future. In the fast-paced, attention-starved, social media-driven world of business today, two facts about your ability to create sales messages (copywriting) stand out: Fact #1: Great Copywriting = Incredible lifestyle, plenty of money, and freedom! Fact #2: Poor Copywriting = Struggle forever and die poor! Putting The Right Words On Paper And Online Is The Single Most Profitable Skill Everyone Can Learn. This book teaches you street-smart copywriting, which means this book teaches you how to get results today. (Because we all need to make more sales today . . . not tomorrow, not next week!) If you've tried to write ads, emails, and sales letters for your business before and failed, this book is for you. If you need to make more sales -- no matter what you sell or who you sell it to -- this book is for you. Bottom Line: If you want to make a lot more money, have a lot more time off, and enjoy a lot more freedom, this book is for you . . . especially if you're not making as many sales as you want to right now.

Guerrilla Publishing Derek Murphy,2017-01-24 TRAIN THE INTERNET TO SELL BOOKS FOR YOU Book marketing doesn't need to be an exhausting hamster wheel of promotion and publicity. Put your book sales on autopilot... so you can focus on writing your next bestseller. FAST AND EFFECTIVE BOOK MARKETING This book is a crash course on some of the more creative book marketing strategies I've discovered in my first year of publishing fiction. It will provide simple, actionable, measurable steps to publishing a high quality book quickly, doing only as much marketing as is necessary to launch your book like a rock star, and keep it selling enough to support you while you write another. I only mention the things I actually use, that I know work, and ignore options that don't get results. We'll discuss paid advertising, release strategies, pricing and pre-orders, book giveaways, how to target your audience, viral exposure and press coverage, marketing hacks, and how to reach your first \$1000 on Kindle. LAUNCH BIG EVEN IF YOU'RE STARTING SMALL Guerrilla is a style of warfare intended to surprise and harass enemies. It can also mean using unconventional and usually inexpensive means to generate interest or raise concern among the public. That's basically how I'll use it: book marketing strategies from

the trenches to help you win the publishing war. However, instead of surprise and harass I will focus on surprise and delight. First you need to show up and get in front of the right people. Then you need to surprise and delight them. You need to be remarkable enough to be noticed. Few authors are using these strategies (yet) so it's relatively easy to outrank your competition, get more visibility and reach new readers.

The 7 Day Startup Dan Norris,2016-11 From generating ideas to gaining your first paying customers. This is the bootstrapper's bible for launching your next product. 1. Why validation isn't the answer 2. How to evaluate your business idea 3. How to choose a business name fast 4. How to build a website in 1 day for under \$100 5. 10 proven ways to market a business quickly

Web Copy That Sells Maria Veloso,2013-02-15 Just as technology is constantly evolving, author Maria Veloso approaches marketing communication from a posture of newer, faster, and more effective techniques. Veloso provides both timeless and cutting-edge methods to help content marketers achieve phenomenal success. With the rise of social networks, “Twitterized” attention spans, and new forms of video content, marketers’ online sales techniques need an upgrade. In *Web Copy That Sells*, you’ll gain tips for: crafting attention-grabbing, clickable, and actionable content; learn how to streamline key messages down to irresistible “cyber bites” for highly targeted Facebook ads and interactive web banners; discover the latest psychological tactics that compel customers to buy; and learn how to write video scripts that sell. Whether your focus is on web copy, email campaigns, social media, or any of the other latest and greatest opportunities for lead generation through digital marketing communication, these tips will help you pack a fast, powerful, sales-generating punch.

Web Marketing That Works Adam Franklin,Toby Jenkins,2014-03-17 Practical tips on using the web to boost your business, no matter what business you're in Everyone in business knows they need to embrace the web, but not everyone knows how to do it or where to start. No matter what industry you're in, the web offers efficiencies and solutions for sales, marketing and customer service, and many other business functions. For businesspeople, small business owners, and marketers, *Web Marketing That Works* offers proven tactics, road-tested by the authors, and easy-to-use templates for boosting your Google search rankings, using social media to build relationships, developing an effective online marketing strategy, mastering the art of inbound marketing, and much more. Features insider advice and proven tactics for small business owners and marketers who want to tap into the power of the web Covers web strategy, execution, content marketing, and social media Includes 33 free, downloadable templates Written by the founders of Bluewire Media, one of Australia's top web marketing firms Every business, large or small, can benefit from the web. If you're not already using the web to boost your business, you're falling behind the competition. *Web Marketing That Works* shows you how to get ahead—starting right now.

Pilot to Profit Lisa Larter,2016-01-05 Ready to generate sales, build brand buzz, and watch your cash flow soar?

Entrepreneurs, prepare for takeoff! Pilot to Profit clears up the confusion of modern entrepreneurship—so you can build a smart, successful, and sustainable business with sky-high returns. If you find yourself overwhelmed with questions—Do I really need to be on Instagram, Facebook and Twitter? How do these other people command such high fees (and how can I)? How do I double my profits this year without doubling the work?—this book can provide answers to help you get unstuck, as well as proven strategies to help your business get found and turn connections into paying customers, whether you're an established enterprise or just starting out. Learn how to: Gain a stronger money mindset and stop sabotaging your ability to be paid what you're worth for the work you do Set your money-making "radar" on high alert Create a clearly defined business model that maximizes what comes in, with less effort put out Find the right channels to grow your business so you can reach more people Create content that raises your credibility and puts you on the map (because without great content, your business might never be found) Use email and social media to grow your fan base Lastly, you'll walk away understanding how to sell what you do, whom to sell it to, and precisely how to find and connect with those people. This book takes you step-by-step on your journey to building a successful, profitable business you love. With Pilot to Profit, you're officially cleared for takeoff.

The 60-Second Sales Hook Kevin Rogers, 2014-02-14 How a nightclub comedian turned a simple joke formula into a million dollar sales hook... and how you can use the same easy 4-sentence formula to stand out from the crowd and connect more deeply with your best customers and prospects.

Pitch Anything: An Innovative Method for Presenting, Persuading, and Winning the Deal Oren Klaff, 2011-02-18 Gold Medal Winner--Tops Sales World's Best Sales and Marketing Book "Fast, fun and immensely practical." —JOE SULLIVAN, Founder, Flextronics "Move over Neil Strauss and game theory. Pitch Anything reveals the next big thing in social dynamics: game for business." —JOSH WHITFORD, Founder, Echelon Media "What do supermodels and venture capitalists have in common? They hear hundreds of pitches a year. Pitch Anything makes sure you get the nod (or wink) you deserve." —RALPH CRAM, Investor "Pitch Anything offers a new method that will differentiate you from the rest of the pack." —JASON JONES, Senior Vice President, Jones Lang LaSalle "If you want to pitch a product, raise money, or close a deal, read Pitch Anything and put its principles to work." —STEVEN WALDMAN, Principal and Founder, Spectrum Capital "Pitch Anything opened my eyes to what I had been missing in my presentations and business interactions." —LOUIE UCCIFERRI, President, Regent Capital Group "I use Oren's unique strategies to sell deals, raise money, and handle tough situations." —TAYLOR GARRETT, Vice President, White Cap "A counter-intuitive method that works." —JAY GOYAL, CEO, SumOpti About the Book: When it comes to delivering a pitch, Oren Klaff has unparalleled credentials. Over the past 13 years, he has used his one-of-a-kind method to raise more than \$400 million—and now, for the first time, he describes his formula to help you deliver a winning pitch in any business situation. Whether you're selling ideas to investors, pitching a

client for new business, or even negotiating for a higher salary, Pitch Anything will transform the way you position your ideas. According to Klaff, creating and presenting a great pitch isn't an art—it's a simple science. Applying the latest findings in the field of neuroeconomics, while sharing eye-opening stories of his method in action, Klaff describes how the brain makes decisions and responds to pitches. With this information, you'll remain in complete control of every stage of the pitch process. Pitch Anything introduces the exclusive STRONG method of pitching, which can be put to use immediately: Setting the Frame Telling the Story Revealing the Intrigue Offering the Prize Nailing the Hookpoint Getting a Decision One truly great pitch can improve your career, make you a lot of money—and even change your life. Success is dependent on the method you use, not how hard you try. "Better method, more money," Klaff says. "Much better method, much more money." Klaff is the best in the business because his method is much better than anyone else's. And now it's yours. Apply the tactics and strategies outlined in Pitch Anything to engage and persuade your audience—and you'll have more funding and support than you ever thought possible.

The Brain Audit Sean D'Souza, 2009-08 How the Brain Goes Through Decision-Making: Do you often wonder what your customer is thinking? Don't leave the thought process to chance and let that customer walk away. Your customers don't want to walk away. They want to buy from you. So how does the brain make decisions? And what causes it to get confused? The Brain Audit shows you how the customer takes decisions. And what you need to put in place, so that the customer feels happy to buy products or services from you. The Brain Audit isn't about persuasion or any mind tricks. Instead it shows you the information that your customers need in order to make a decision. It shows you how to present that information, and thereby enable the customer to intelligently go through a purchase sequence. The Brain Audit is designed to do the following: brain_audit_benefits 1) Enable you to spot every one of the 'seven bags' that are required to make a decision 2) Present those bags to the customer in the right sequence. 3) Enable you to get the customer to buy without needing to use pressure tactics.

How to Write Ad Copy That Works - Masters of Marketing Secrets: A Course In Classic Copywriting Dr. Robert C. Worstell, J. George Frederick, 2014-05-28 As you are reading this, you are obviously interested in how Marketing actually works and what is actually effective. You already have been through the wringer with all these online marketers who use the same copy-paste template of a sales page, with mailing lists which send you unwanted traffic several times a week and insist that you are stupid enough to believe their hype, over and over and over. The Masters of Marketing Secrets series brings you these classics so that you can make up your own mind. All that has been done with these books is to give you modern versions of them which have been (mostly) cleaned up of typo's and poor editing - and also made available in ebook and paperback so you can study them at your leisure. J. George Frederick lived in those times and wrote about the people and principles of advertising they discovered. His book has been handed around for years, and as you study the other books in this series it starts pulling the pieces together for you.

Renegade Millionaire Dan S. Kennedy, Lee Milteer, 2020-04-21 SO... ARE YOU INTERESTED IN BECOMING A RENEGADE MILLIONAIRE? When was the last time you thought of yourself as someone who throws the typical and conventional to the wayside? Someone who not only pushes the envelope but practically shreds it into a million pieces--daring to live and experience life where few others are willing to go? Being a RENEGADE MILLIONAIRE means having the willingness, know-how, and courage to transform an ordinary business into an extraordinary, wealth-producing asset that can change your life forever. Inside this revolutionary book, world-famous author Dan Kennedy reveals the principles and strategies he's used over the past four decades to do exactly that--not only for himself but also for businesses of all shapes and sizes throughout the world. It's all practical, rubber-meets-road kind of material, 100 percent based on the real-life experiences of well over 150 first-generation, from-scratch, entrepreneurial millionaires and multimillionaires... In essence, you're getting over \$100 million worth of entrepreneurial street smarts. Are you ready to rise above, push forward at lightning speed, and finally live the life of a true RENEGADE MILLIONAIRE? Then let's get started.

Content Marketing For Traffic And Sales Daniel Daines-Hutt, 2019-10-03 Content Doesn't Have To Be Difficult...Here's how to make it easier: -No more late night/early morning deadlines-No more writing for the sake of it-No more anxiety-No more feeling like somethings missing-Yes to more traffic-Yes to conversions-Yes to more sales (and letting your content sell for you)Heck... yes to writing less often, but driving real resultsWhat if you could run traffic to a single page, and get sales?That's what the paid ad guys doThey know how people work, and how to get them to take actionThey understand human psychology and how to structure messages to get their goalIt's good, but when the ad turns off?...the sales stopBut what if you could take those same principles, and apply them to your content marketing?To create content that attracts?That moves people?That drives them to take an action?That continues to get traffic, and be an asset years after you wrote it?Content so good you can get off the content hamster wheel and still make sales?In this book we walk you through the exact same strategy that we use for our OWN marketingWe cover: -The 3 part content strategy to create content to attract your audience, automate your sales and scale with traffic systems(It's how we've not written an article for 10 months, but our traffic grows daily)- A plug and play content planning process, to connect the dots and drive more sales-The 3 types of salesperson, and how to become the most powerful version using advanced sales psychology-How to plant your flag and be seen as an authority in your space, with just your first few articles-The 4 traffic systems you need to leverage to grow your business effectively with content-The 9 content archetypes you'll ever use-How to create 'pre-frame' sales content to automate your sales process-How to write high value how to guides that convert readers into subscribers-How to create kick ass case studies using the same template that generated us \$3 Million in client requests in 2 weeks-How to repackage your readers success into 3rd party referrals to convert skeptics-How to use the 'Red Carpet Effect' to get the attention of major influencers, and be seen as their peer-How to build your own 'Big Mac' and stand out in your space-How to capture those last

minute window shoppers and convert them to your offer-How to create a REAL Ultimate Guide that can grow your audience, authority and SEO rankings-How to create high value Data backed guides to get HUGE amounts of backlinks-How to find content topics, research your audience, go behind the scenes with competitors and have enough topics to last you for years-A step by step writing and editing process to get your content complete, and stand out-The 9 viral triggers that make the best performing content online-How to get past the major roadblocks that stop first time and even experienced writers-How to write a '30 minute' first draft-How to edit for the 4 major goals-How to improve your contents layout and your audiences perception of value-How to pull them in, connect emotionally, and get them to take action-How to convert more readers into leads than ever before (And the method we use to get between 17-83% of our readers into subscribers)-How to help the Google gods understand your articles, so you can finally rank-The 2 sides of content marketing, and what you need to do-How a single article is worth \$200k per year, and what it means in terms of your own strategy-How to Amplify your message to get new readers, on automation, without any new contentNot only that?But we also included an added Audio Bonus so you can listen and learn, at home or on your commute!Are you ready to start getting more from your content?To finally have it work for you?Then lets get started!Scroll back up and click 'Buy Now'

Breakthrough Advertising Eugene Schwartz,2017-04-15

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Sales Page Copy Template Introduction

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