

An Overlooked "Can't Lose" Method For Earning \$3k/Month (Without Having To Bend Over Backwards)

By Simple Spencer

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You wanted a ‘set-it-and-forget-it’ method that brings in revenue month after month after month? Year after year after year?

You got it.

The way we’re gonna do it is by approaching small business owners who don’t have a website.

You can usually find these businesses in your local business directories.

Newspapers, classifieds, and chamber of commerce is also a great way to find these businesses.

Or you could invest in [Places Scout](#) to make things a whole lot easier ;)

Once you have a nice list of businesses who don't have websites, get their phone numbers and call them up.

Now I know you just freaked out. But hear me out for a second ...

This is really not that difficult to do.

Especially if you follow this script verbatim:

“Hi there! My name is XYZ and I’m from XYZ ...and I noticed you guys don’t have a website ... And I’m just calling to see if you’d like us to design you a free one.”

This really throws them off because they never get calls like this.

“Free!? What? ...”

They’ll most likely wonder what the catch is.

Simply respond with:

“There’s no catch to this ...we’re just trying to build up our portfolio at the moment and we’re reaching out to small business owners who don’t have a website yet.”

It’s rare to get rejected with this opening script.

My friend has used it a lot more than I have and he’s had astonishing **80% success rate** with it.

It’s a great foot in the door so that you can start building a relationship with the client.

And it’s really not difficult to build the website for them. Just pick a simple wordpress theme (that you’re ideally already familiar with).

Then have them provide you with any content and images. You shouldn't spend more than 1 hour on building the site.

Once you have it completed, send the site over to them and make only small changes as needed.

Once the client is happy with the site, say that you'd recommend getting this site on their own domain name so that they can have full control of the site later on ...they'll be all for this ;) Who doesn't want to have full control of their site?

Now this domain name will of course be just an addon domain from your existing hosting account.

And here's where the money comes into play for you:

Simply mention to the client that you'll get everything all set up for them, but that you just

ask for their help in covering the monthly domain and hosting costs.

Tell them it's **\$29.95/month**

Or they can pay yearly (at a discount):
\$299/year

Most clients won't argue with these prices because they don't know the going rates for hosting/domains.

And especially because they already went thru all the hard work of working with you to get their site set up.

And since you are doing all the work for them AND you build them their website for free ...you have all the right to charge a small premium.

The amazing thing about getting clients like this to pay you yearly/monthly is because these clients will never cancel.

Their stick rate will be **extremely high** (meaning they don't cancel).

Because hosting is one of the LAST things people cancel when it comes to their business.

I know for me, it'd be the last thing I cancel ;)

Get 100 clients like that (doing no more than 2 hours per work per client) - And you my friend are making a cool **\$3,000 per month ...**

Do this. It works.

Success in simplicity,

-Spence