

Low Hanging System Holiday Jumpstart 2019



Presented by: Rachel Rofé

With: Dave Gammage

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LOWHANGING SYSTEM

DONE FOR YOU JUMPSTART

Dave: Well, hello everyone and welcome. I am Dave Gammage, and I am a member of Rachel's team for three or four years now. I've known Rachel for, goodness, 10 years in person and I'm a big fan, and I am here to help get things started. So first off, thank you for being here today. We've got a great presentation lined up from Rachel Rofe.

First, I'll give you Rachael's official bio, then we'll dig in to what we're going to cover. Rachel Rofe has been marketing online full time since 2006. While she's had varied experience including building a company from scratch to 120 employees at the time of sale, since 2016 Rachel's been teaching people how to sell print on demand products on marketplaces such as Amazon, Etsy, and eBay. Her Low Hanging System course has received thousands of results getting testimonials and her dropship and print on demand fulfillment center in Pennsylvania processes 80,000 plus items a month for her and her students.

Her work has been featured in Entrepreneur, Woman's World, Huffington Post and Fox news. And while she's had some big business successes, Rachel makes it a point to live a full life, traveling and pursuing her many interests.

We've got a lot that we're going to cover here. Rachel has a really unique system that people have been getting incredible results with. In fact, in some cases people are getting sales the same day they start. You're about to learn how you can create very simple products, get them shipped out for you without having to buy any inventory and get them listed on some of the world's biggest eCommerce sites.

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This whole system is very simple, and I recommend you pay very close attention to this presentation. This is one of those things where you think, "Why didn't I think of that?" And when you see how easy it is, I trust you will want to get moving on it fast, especially before the holidays hit. Rachel, thank you for being here. I know you've got a ton to cover, so I'm going to let you take it from here.

Rachel: Thanks Dave, you have such a great radio voice. Anyway guys, thank you for being here. I'm really looking forward to our time together. There's a lot to cover and we're in such an awesome time period right now because holidays are coming, now's where so many of the sales happen. This is just really, really cool. So basically the presentation is about how you can look over my shoulder as I show you how you can make daily sales on the world's biggest eCommerce sites without spending any money up front.



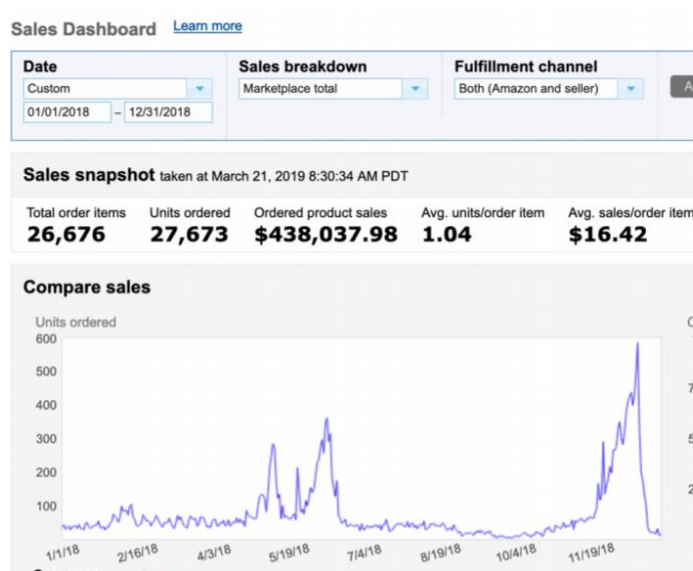
And so the big idea here, what we're going to be going over mostly is how you can make very simple text-based phrases. So for example, maybe you make a phrase like, the best mentor ever, and then put it on pictures of blank products like mugs, posters, shirts, pillow cases, and sell them. So you take your... And we'll go into it in depth, but you take your designs, put them these products, sell them on sites like Amazon, Etsy, eBay without having to actually buy any inventory or anything upfront and make passive sales.

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So I'm going to walk you through exactly how you can do this and exactly how you can start making sales. And I don't know if you've watched other trainings. I know sometimes a lot of speakers will give you their whole spiel on the rags to riches story and their come up and all this. But I actually have a lot of content I want to share with you. I'm not going to do that. I want the training to speak for itself. But just so you know that I know what I'm talking about, that I'm actually getting results. And this is worth your time. I thought I would show you my sales from last year.

My Amazon sales last year



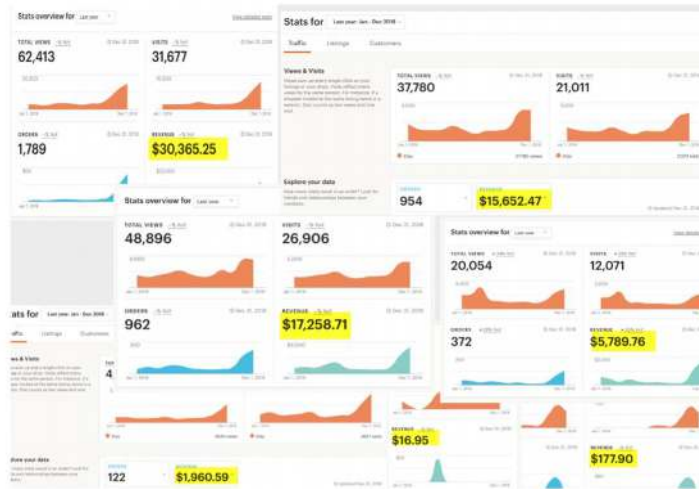
So you can see here \$438,000 on Amazon, which I mean you can see during holiday periods at peaks. So mother's day, father's day, and then especially Christmas, black Friday through Christmas, huge opportunity there.

But every month I'm making at least five figures a month. And I averaged out last year to \$36,503 a month in passive income.

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7 Etsy stores brought in another \$71,221.73



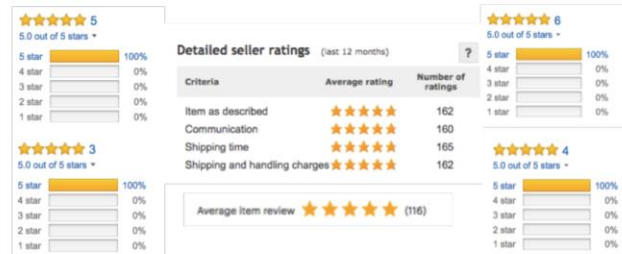
And then on Etsy that brought in another \$71,221 and 73 cents. So just between Amazon and Etsy, that's over \$500,000 in pretty much passive income. We'll get into profit breakdowns and everything later on. I'm sure you want to know how much of that was take home and I'm going to be completely transparent about everything. And so as you watch, you'll see all of that.

So yeah, there's Amazon, Etsy, and then there's other stores as well. So Amazon and Etsy are certainly my biggest, but there's also sales coming, a healthy amount of sales from places like eBay, Bonanza, Amazon Europe, Amazon Canada, Wanelo. So lots and lots of sales opportunity. And the cool thing is, it's all via selling products that you can be really proud of.

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And all of this is via selling products
you can be proud of :)



We're selling high quality products that people love here. Just a sample of some of the reviews that have come in on the different sales. So we have a lot to cover. I get excited, I go fast. I had a big green smoothie right before this, which gives me a lot of energy, so I'm going to do my best to go slow, but please make sure for your benefit you're giving this your full attention.

If you use a notebook, have that out. If you use a text pad, whatever you do to take notes, we're going to go over a lot of really cool stuff and I'm going to give you a lot of different action items and practical things that you can use to start making sales yourself for this quarter and ongoing.

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So we're going to dig in the how, how to do everything. And before we start with that, I thought I'd quickly go over why you want to pay attention to this system.

Because, I can show you my numbers all day long, but first I want to make sure that this is something that you believe in too, that you think that you can do well with and it makes sense for you. So we'll dig into why it's great, why it works for so many people, and then we'll dig into the how.



So the first thing is what the system is, what I'm going to show you helps you get in front of thousands of people. So when we're posting on sites like Amazon, Etsy,

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eBay, you don't need to know how to get traffic on your own. You don't need to learn how to do paid ads or search engine optimization or anything because we're basically going to these sites that already have millions, billions in cases of customers, and we're just going to instantly get in front of those people without having to learn how to do anything crazy on our own. It just instantly levels the playing field for us.



You don't need to spend any money. So with this method, you don't have to buy any inventory. You don't have to pay for designers and they show you how to make super ugly designs in seconds, how... You don't have to pay for paid ads or anything. I mean, it's super minimal. Keep it as simple as possible.



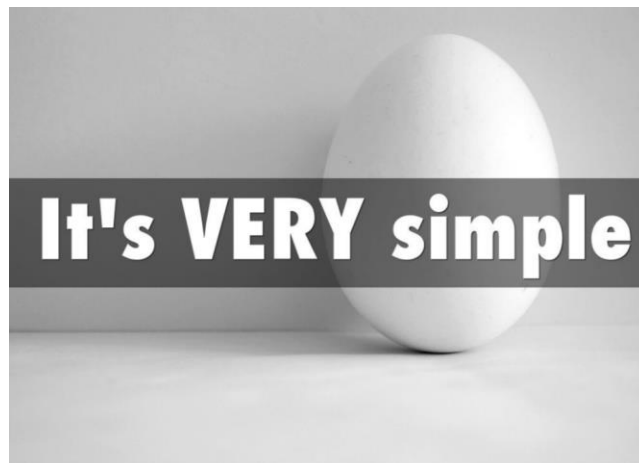
You can spend as much time as you want on it. So you can really make this as passive as you want. So I personally, I mean I haven't spent time on it probably a

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month at this point because I have a couple of other businesses that take up a lot more of my time. Really for me, I started this as a kind of a fun thing to do. I just love coming up with the designs. I think it's really enjoyable.

It's a stress reliever for me, so I only put time into it when it feels good. I mean some people put more time into it and that's great too, but it's not something that, it's like, like some of the paid ads or something where you're up throughout the night making sure that nothing's happening wrong and you're not paying too much money and all these things.



It's a very, very simple system. We have children doing this. It's super, super easy as you'll see when I walk you through everything, so there's nothing complicated. It's just a really enjoyable thing.

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Passive Income

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	5:11 pm
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	3:42 pm
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	2:33 pm
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	2:31 pm
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	2:24 pm
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	11:00 am
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	10:10 am
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	8:48 am
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	8:38 am

It creates passive income. Here's just a screenshot from some of the sales coming in only on Amazon. As I said, there's other places where sales come in.



And then like I keep saying, it's just fun. I can see we've had some other people go through this, and this is literally the funnest business ever.

"I have to force myself to stop when I'm on a roll." Another one, "Just reached my hundredth listing on Etsy. This is addicting." And then another one, "Seriously loving this business, it truly is a lot of fun just like you said."

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It's a system...

My Low Hanging method is a **7-step system**.

It's formulaic. You just follow the steps, and you make money.

If you follow my guidelines... you simply cannot do it wrong.

And so now it's time for you to enjoy this as well. So I'm going to give you as much as I can here in our hour together. I'm going to, I have a lot of content ready to go for you and we're going to go over things that basically cover what I call, my Low Hanging System.

So the Low Hanging System is a seven step system. It's a formula. You follow the steps and you will make sales. I mean if you follow my guidelines you really can't do it wrong and you'll see why as we go along. The system indisputably works. As I said, we've had some people go through it and you can see here all these people saying that they got good sales.

One of the ones as my favorite is Todd over in the middle on the right side, he said, "I got my first sale. Not sure how I did it. All I did was sit back and pray about it, to get a sale, what do I do next?" But all kinds of people. "I've put nine mugs up on eBay three hours ago, already sold two. Just plain ugly black and white ones." And lots and lots of really great results here.

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What we're going to cover

- * How to make these ugly designs that sell like gangbusters on sites like Amazon, Etsy and eBay
- * How to find winning concepts in seconds
- * How you can sell hundreds of products without ever touching inventory or buying a thing
- * How to get items sent from USA (and some on Europe) on your behalf

So what we're going to cover is I'm going to show you how you can make those ugly designs that sell like gangbusters on sites like Amazon, Etsy, and eBay. How you can find winning concepts in seconds. How you can sell hundreds of products without ever touching inventory or buying anything, how you'll get your items sent from USA. So this isn't one of these things where it's like use Ali Express and have orders sent from China and make all your customers and that. It's not like that at all. You're going to get items sent from within the United States, some in Europe as well on your behalf.

What we're going to cover

- * The exact designs responsible for bringing in many thousands of dollars
- * My exact 7-step system for bringing in lots of sales
- * The exact profit breakdowns you can expect to make per product...
- * The #1 rule for doing well with this model (it directly goes against the majority of advice out there)

And then the exact designs responsible for bringing in many thousands of dollars that I've sold. So I'll show you different designs that I've made. And then I have

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one design that brought in over \$54,000 just in Mother's Day and then on and on and on. So we'll go over those.

My exact system for bringing in the sales, exact profit breakdowns you can expect to make per product and then the number one rule for doing well with this model among many other things. My commitment overall though for you for this presentation is that you're going to learn exactly how I made over \$500,000 in completely passive income last year, how you can too, and then I'm going to walk you through every single step.

Okay, so I'm making a bunch of big promises here and as you probably suspect at the end of this, I'm going to have an offer available for you to purchase if you want. I don't want you to even consider it though. If you feel like I haven't fulfilled on my commitments so far, so if that sounds good to you, please type in yes. I'm going to get a sip of water and then we're going to dig in to see... To show you how all this goes.

Dave: All right, here come all the yeses. I'm excited about this presentation and I don't want to, I want to say something I'm going to, to something you pointed out is that you can do this system. You know, you can do it full time if you want. You can spend five minutes a day if you want and you're still going to get some results. That's what I love about this.

Rachel: Yeah. Thank you. And guys, thank you. I'm seeing so many yeses. This is awesome. I really, when you guys are energized and you guys are into it, it pumps me up, so thank you for that.

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You create simple text-based designs...



Okay, let's dig in. Let's go into, first I'll show you kind of the general system overall and then I'm going to dig into how to do each piece. So the general system is you're going to create these simple text-based designs. For example, you see this one here, world's okayest employee.

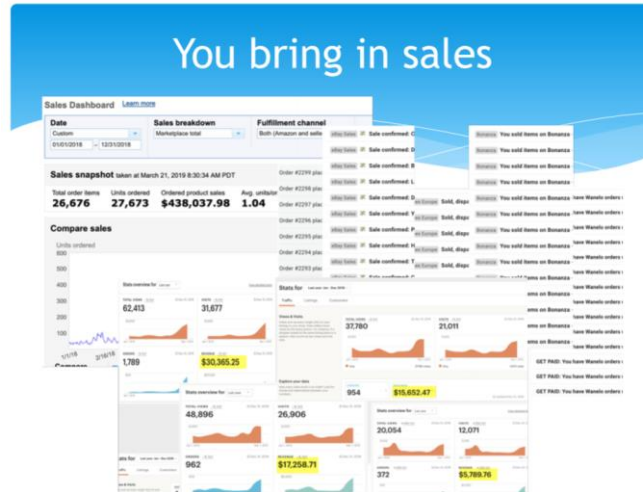
You put them on multiple products



You put that one design on multiple products.

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And then you bring in sales. It's kind of the general, how it goes. So we'll go into each step here, a little bit more in detail.



So the first one, step one is we're going to be coming up with phrases to put on these different products. And so the whole thing here is you know how you, you might go on Amazon and you're maybe if you're looking for a gift for someone, maybe you would type in something like funny gift for daughter or a birthday gift for seven year old boy or gift idea for a knitter or whatever.

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for funny engineer mug, another one might be funny pit bull mug or funny drummer or mug or drummer gift idea, something like that.

These are all mugs that make sales and you can see they're ugly, but it doesn't matter because we're just selling super inexpensive impulse purchases. These mugs are less than \$20 but they still, I mean if you have a friend or a colleague or someone that has a pit bull that they really love and you buy them this mug, it looks really thoughtful, you know? So that's why it's so easy to make these sales.

And the cool thing about this particular method is that we kind of just throw spaghetti at the wall and we test a bunch. You really can't mess up. As we go through, I'm going to show you how you can make these designs in seconds. And so we come up with the designs really quick. We pop them on the products, show you how to do all of that, and we move on.

We're never really having to think too much about any one design or put too much headspace into it. So we're throwing spaghetti at the wall, that's kind of what makes this really fun because we don't have to worry about anything being perfect. We don't have to risk anything. So it's like easy and we're just testing. And so to come up with phrases, there's a couple of different options. I'm going to walk you through how you can do some of them.



So the first one would be using Google images. So let me actually walk you through here, take you onto Google images and I'll show you what we would do if we were wanting to come up with phrases. So let's say for example, I'll just use the

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example I often use. We want to come up with a phrase for let's say we decide we want to do something about knitting. What I might do is do a search for something like, funny crocheting because it's like a complementary niche, you know. So I look for funny crocheting memes here and I'll see if I can find anything that I could put as a design for knitting.

So here's one, I crochet because punching people is frowned upon. So what I would do is I would just have a notepad file. I just actually opened one up here, and I might just type in really like quick, I knit because punching people is frowned upon or I mean I usually will just rewrite it a little bit. So maybe... Because I don't want to just take anyone's phrases, but you can change it around enough where it's your own phrase.

So maybe we could say something like, since punching people isn't socially acceptable, I knit. You know, that could be a phrase. And P.S, right now I'm talking about knitting, but we could do the same thing since punching people isn't socially acceptable, I run, I scrapbook, I jog, I kite surf, whatever. So we can take this one phrase and put it across lots of different things.

But let's see, I crochet past my bedtime. We could do, I knit past my bedtime. You think chocolate is addictive? You've obviously never tried knitting. Drink coffee, knit and sleep, would be another one. And so on and on and on.

Now this is just for doing a search, by the way, for funny crocheting meme, but I could do something like funny crocheting quotes. Funny crocheting shirts and then get a whole bunch of more ideas. So here I like crocheting and maybe like three people we could do. I like knitting and maybe three people.

What does this one say? To crochet or not to crochet. What a stupid question. So same thing to knit or not to knit. What a stupid question. To scrapbook or not to scrapbook. I mean it's so easy to come up with tons and tons of phrases and that's just one avenue, Google images. There's other ones too.

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Pinterest is another one. If we wanted to do a search for things here, let's see, I just searched for like funny crocheting.

I'll do quotes here. There's quotes, memes, all kinds of things. We could come up with more ideas. Crafting each day keeps the crazy away. So knitting each day keeps the crazy away would be one. Just pour me my coffee, hand me and my knitting and slowly back away. That would be another great one. I just want to crochet and ignore all of my adult problems. That's another one, I just want to knit and ignore all of my adult problems. Scrapbook, run, all the things and then same deal we've done. I just didn't search it for funny crocheting quotes, but we could do all kinds of things.



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Another thing that you could do to find ideas is you could look and see what's already selling on other sites.

So for example, we have a tool here called SpotWins. That is part of the Low Hanging System that I use where basically you can go in and then just see, and you could do this manually too. Do a search for something and then see what's actively selling. So this tool basically sorts it by items with the most sales, with the most views depending on what it is. And so for example, for here, if I did a funny lawyer shirt, we have, trust me, I'm a lawyer, we could do, trust me, I'm an engineer, trust me, I'm a plumber. All kinds of things.

Usually there's a lot of different ones. Smart, good looking lawyer. It doesn't get any better than this. Smart, good looking engineer. Smart, good looking plumber. World's okayest, insert job description here. The cool thing is every site that you look at often has different designs.

So I'm a lawyer to save time, let's assume I'm never wrong, I'm a knitter. I'm a scrapbooker, I'm a runner. I'm all these things, let's assume I'm never wrong. So here you could sort of either by favorites or by views. And then same deal, like Wanelo is another one. They have a couple of these that are down right now, but...trust me, I'm a lawyer, instant lawyer, just add coffee, instant scrapbooker instant blah blah blah. So you got the idea. There are tons of ways to find different designs.

I mean these are just a couple, but oh my gosh, I'm finding design ideas all over the place all the time. It's really fun. So option one was using Google images, option two using Pinterest, option three, seeing what's selling. And as I said, there's tons of ways to find different ideas.

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Recap / Things To Remember

- * Create phrases for groups of people who are actively looking for things to buy
- * We do not want to copy completely - you can make variations ("Scrapbooking makes me happy" can be "Scrapbooking is my happy place")
- * You can change out words for brand new niches ("Scrapbooking makes me happy" becomes "Soccer makes me happy")
- * Start with word-based designs (*though some of the things you can do with images are shockingly easy*)

So to recap for this section, basically what we want to do is we want to create phrases for groups of people who are actively looking for things to buy. So we're not trying to reinvent the wheel here and come up with phrases that we think are funny or anything like that. We're catering to people who are raising their hands by typing in certain phrases and saying, "I want to spend money on blank." And then that's where giving them.

Of course, we don't want to copy completely here. You can make variations. So something like scrapbooking makes me happy, could be changed to scrapbooking is my happy place.

You can change out words for brand new niches. So that same scrapbooking example could be scrapper, kite surfing, running, jogging, crocheting, all the things. And I mean, you can see how many designs I came up with in just a few seconds for just knitting. But then if you take each of those designs and put them on a hundred plus different niches, I mean, there's endless amounts of things that you can create.

I say start with word-based designs. That's usually what I sell. Text-based designs. There are some really cool things that you can do with images that we can get into later. But for now, I'd say start with word-based designs because those are the lowest hanging fruits and create a lot of sales. Okay. So hopefully that was helpful for you guys. If you are ready to go for step two, then please type in yes while I get another sip of water here.

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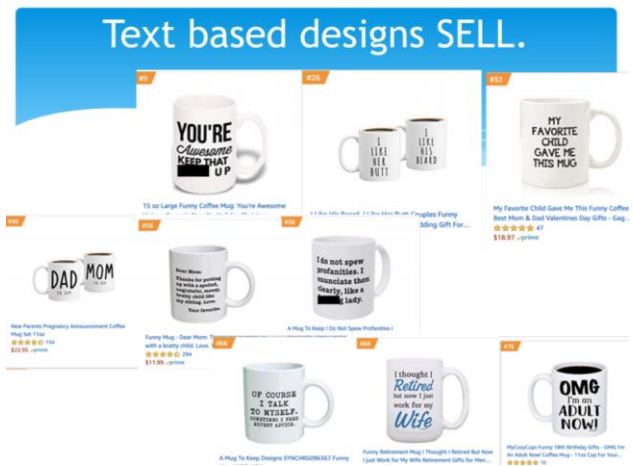
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Awesome. Yes. Yes, yes, yes. Step two. Great. You guys. Again, thank you for participating. It's awesome. There are a lot of you in here and a lot of you participating, which is glorious. I really love it. Okay, cool. Let's go here.

Step 2: Create your designs



Step two is, this is where you create your designs. So text-based designs sell. I know a lot of people think, why would anyone buy anything that's so ugly? But like I said, we're purchasing. People are purchasing these impulse items. They're less than \$20 it's an easy yes, and so to illustrate that, I pulled some of those off of Amazon's top 100 bestselling mugs.



You can see all of these here are text-based, so I just had a little blackout on a couple for those of you who are easily offended, there's some cursing, but I mean, my

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favorite child gave me this mug. Super simple, but you can see kids happy to buy that and parents laughing when they get it.

Of course, I talk to myself, sometimes I need expert advice. OMG, I'm an adult now. Super simple, but people buy them. I mean, you might have in your own house some of these same kind of mugs. And then to further just drive home the fact that text-based designs sell, you can see some of the people that are in the system. First sale on Etsy, a simple text t-shirt I never thought would sell. I'm excited. Someone just purchased eight of the same mug. Amazon sale text only, Christine, from November to December, about 349 units on Amazon, 74 on eBay. Most were just simple text only designs. Adam, my best sellers are black texts with two fonts. You get the idea. Simple, simple, simple.



Here is an example of one of the mugs that I've sold to the luckiest dad in the world. I'd love to have me as a daughter. This is one that I found something. I saw a mug that said something like, you're the luckiest guy in the world. I'd love to be dating me or something like that. And so I decided to just make a variation on it. You're the luckiest dad. I'd love to have me as a daughter and for Father's Day. I put that up a couple of years ago and made many, many hundreds of sales for father's day. And then it also sells year-round for people searching for birthday gifts or Christmas gifts or just because gifts.

And the cool thing about this design is that I was then able to put it into other variations. So, you're the luckiest teacher in the world, I'd love to have me as a

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student. You're the luckiest coach in the world. You're the luckiest lawyer, I'd love to have me as a client. So it makes like cool gifts to give people. The teacher one does really well in the beginning of the school year and at the end of the school year, which is nice and it just recycles into so many different variations.



Another one, I do this for the money, said no policeman ever. I do this from the money, said no social workers, said no government workers, said no fire fighter. There's lots of different variations we can make there too. And so basically you can start to see how you can kind of infinitely scale these designs, end up with a huge pool of assets that you can sell. Because each one of these designs, and I'm going to show you how to make these designs in seconds, can go across like 10 plus products. So you can start to have hundreds of products available to sell really quickly.

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Option 1: WordSwag

The logo for WordSwag, featuring the word "WORD" in a simple, black, sans-serif font above the word "SWAG" in a similar font. The letters in "SWAG" are colored: 'S' is orange, 'W' is green, 'A' is blue, and 'G' is yellow.

So there are a few different ways where you can make these designs. The first option I'm going to give you is a smartphone app. I'm also going to give you some desktop based tools. So don't worry, this particular one if you're not a phone person, but I kind of love sometimes maybe I'm on a plane and I just have time to waste or I'm sitting at the doctor's office or something. And so I'll just pull up the app and just make a bunch of designs really quickly.

This particular app I think is like \$5 one time fee and I'll give you some free options too. But this one is five bucks and the way it works is you download it. And then when you go to create a design, you would hit start design or whatever. I don't remember exactly what it says, but create design and then you go click transparent.

And then you're going to see a screen that says, "Double tap me to change text." You just quickly double tap that and then you can put in whatever phrase you'd like to have on there. So in this example I just wrote, "Check out this example." And then on the next screen you're going to see a bunch of different fonts that you can use. And actually if you kept on swiping, you would find a ton of different font ideas. And then within each of those fonts there's each of the numbers below and then the di, you could just hit them and the fonts will show up in a different way. So maybe there'll be like, I don't know, bigger letters or on a diagonal or horizontal, just endless different ways that these phrases can show up.

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Here's one example of one font and then another one, another one, another one. So all different types of things just from the one phrase that you're creating. And then you can do the colors as well. I don't recommend using colors in the beginning. Actually, I really liked just having the black text on a white mug, but you can do all kinds of things. And then when you're done, you just hit, done. It says, "Pic successfully saved to camera roll." You hit, close and you're good to go.



So there are several different tools you could use. PicMonkey is one of them, Picspllosion, Canva. And I'll actually just walk you through real quick how you can

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create a design. I'll show you PicMonkey. PicMonkey, I think it's like 2.99 a month, but you could do the same thing on Picsplosion for free. That's actually a tool that I had created specifically for people following this method.

Okay, so for here, let's just say we're going to create a new image. Oh, I haven't been on here in a little bit. Quickly just change this, let's hit, make it. Okay. Actually, you know what? I haven't been on this in a while. I'll show you on my Picsplosion. It's really easy. This way I don't have to spend time learning it. I don't know when they made those changes.

But Picsplosion is glorious. Let me actually show you here how it works. You just sign in. Like I said, it's free and then you can put in whatever phrase you want to put in. So let's say for this one we want to do, "Drink coffee, knit and sleep." So I'll just do, "Drink coffee." Put it up here. And then I'll just center it. Knit and then I'll just center that. We'll add sleep, put that a little bit over here. And then there we go. It doesn't look great, but it really doesn't matter because people don't care. It just needs to have whatever phrase that it is that they like. So let's just make sure these are all centered. Perfect. And now we hit, save download. And we have a design that we can sell.

And so if we wanted to go back and do, drink, coffee, scrapbook and sleep, we could do the same thing. And you see it's taking me literally a second to just type the word. And then we're ready to go, drink coffee, run and sleep. And we have another design. So you can see how you can make hundreds of designs literally in minutes. And it doesn't matter that they're ugly because people don't care. People just want the phrase that's on the product.

Quantity Over Quality



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What we're doing here is we're really going for quantity over quality. I can't say enough that people don't care what the design looks like in many instances, they just want the cheap laugh. It's a less than \$20 cheap laugh. And because we don't always know what's going to sell, we really just want to throw spaghetti at the wall. We want to take a couple seconds each design, throw it out there, and then just make as many as you possibly can instead of spending too long on any one design. Because you're seeing ugly sell that's all over the bestseller list.

Some people like to hire outsourcers



- Don't need artists
- Do need decent grasp of English
- People generally pay \$2.50+ per design
- Helps you be more passive
- I generally recommend to wait until you're earning profits

Now, in coming up with a design, some people like to hire outsourcers. I mean if you want to, you can. I generally wait. I say, wait until you are earning profits before you hire anybody, especially given how easy it is. But if you wanted to, you don't need to hire any special artists or anything, because you've seen what it looks like. Some people just like to do it, it helps them become more passive.

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Recap / Things To Remember



* **The simpler the better** - basic black and white is just fine. Intricate and fancy might do well on a specialized store but we're going for broad appeal.

* **Don't spend too much time on any one design.** The more designs you make, the more "buy buttons" you have available for people to purchase from you.

So to recap this section, a couple of things to remember. Number one, the simpler the better. So basic black and white is just fine. Black text on a white mug. Intricate and fancy might do well on a specialized store. Maybe later on you sell a lot in a particular niche and you want to try doing some new things. But I like to keep it as simple as possible. And again, don't spend too much time on any one design, because the more designs you make, the more chances there are to make sales. And the other thing is I say here the more buy buttons you have available for people to purchase from you.

So basically when I started marketing back in 2006 a mentor gave me the advice that the amount of money you make online is directly related to how many buy buttons you have out there available for people to purchase from you. And so the more designs that you make, remember each design can go on 10 plus products. And so the more you make, the more buy buttons you have, the more opportunity to make money. Oh and here's someone, "Sold my first mug on Amazon yesterday. Yeah, it was fun creating the designs even though there's simple texts, it sure is a stress reliever."

Okay. So hopefully that was helpful. If you guys are ready for step three and actually before we go to step three, if anybody has any questions that are just nagging your mind that you want to be able to cover real quick so you can kind of be fully present going forward and let me know, I'd be happy to answer those quickly.

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Dave: More buy buttons, I love it.

Awesome. Yes, quickly just go through, I know sometimes it's hard to pay attention going forward if you have questions that are driving you crazy. Susan yes, there will be a replay as long as technology cooperates. We have a lot of people step three, ready to go. Another replay question. Yep.

Partha says, "Never thought this was easy." It really is easy. That's why I call it Low Hanging System. This was fun. I actually never thought that I would even be teaching this or making it a course. I really just thought it'd be a fun kind of thing to do, laying in bed, coming up with phrases. But I went to a mastermind once and people were really encouraging me to share it with others.

Pat says, "How many mugs do you have on Amazon?" I mean, I started with, obviously I just started with one and I was making a few hundred dollars a month really quickly. Well, I don't remember how much I made off the first one, but then I have like 10 or 20, I was making a couple hundred dollars a month and so I scaled up. So now I have thousands, but it wasn't obviously like that in the beginning and I was making, I want to say I had a couple hundred up before I was making at least like \$5,000 a month. So just kept making more.

Mike says, "What if I can't sell on Amazon?" I'm not sure what your particular circumstances, but, well, a couple things. Number one, you might be able to appeal, I don't know how long it's been since you weren't allowed to sell on Amazon. But sometimes they have mercy. And then I know sometimes, I'm not giving this advice necessarily, but I once talked to a lawyer who said that if you form a corporation, which guys don't worry you don't have to form a corporation whatsoever. I'm just saying for this particular person saying that he can't go with Amazon. If you form a new corporation, a new entity, then you could create a new account, because it's not under your name anymore. It's a different identity. So that's another way to kind of bypass it. But guys, don't worry if you don't, you don't have to do that just yet.

Van Man says, "How do you go about Amazon item code for cups?" Oh, I'll walk you through how you can do that later. Actually with the system I show you how you don't need to worry about UPC codes or anything.

Johannes says, "Are lines from songs okay?" I've heard different things from different lawyers. What the official answer I've heard, I can't give legal advice, is that

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if you're the first person to use it on a particular item, like you're the first person to use it on a mug, for example, that you should be okay. That's what a trademark attorney told me. But I hear other people that say they don't agree with that. And I kind of just feel like there's so many opportunities for designs that I don't want to mess with it. I don't want to touch it, because I mean I showed you how you can come up with these designs so easily. I figure I'd rather just step away from anything that could be at all troublesome.

Michael says, "I sell on Amazon was seller fulfilled prime. So I must ship all orders received by 1:00 PM same day. I imagine this cannot be fulfilled so fast. Right?" Right, exactly. So on the mugs that you're selling, print on demand or whatever items you're selling print on demand, you would do those fulfilled by merchant and then you would have a longer handling time. And we'll walk you through, I mean I know you know how to create a listing, but I'm going to walk everyone through here in a little bit how to create the listing and how to do that. So yeah, certainly you're not going to want seller fulfilled prime.

Van Man says, "I got declined for custom cups application. How do you go about getting approved?" Well, we're not doing handmade here. We're doing something else that everyone can get approval for. So I'll walk you through how you can do that.

Partha says, "Where do you sell the most Shopify, Etsy, or Amazon?" Amazon. I don't really do much for Shopify, because when you're doing Shopify, you have to know how to get the traffic yourself and I'm trying to keep this as simple as possible.

Michael says, "Do I need help or can I run this alone?" You can certainly run this alone. You don't need help.

Jufemarlu says, "Is there a cost in posting these to Amazon?" Nope. There's no cost for posting everything to Amazon. After you make a sale there's a 15% fee from Amazon. But you're not paying anything until you're making a sale. So it's basically free sales there.

Shelly, I'll let Stephanie answer, but yeah, we're going to cover that and then some other things with that.

And then Pat says, "Do you price with shipping for free?" Yes. So you can either do, I'll usually charge for the mugs, either \$14.95 for 11 ounce white mug and then

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\$4.95 shipping or \$19.95 with free shipping. And I've been doing more of the free shipping lately. I think people, even though it's the same price, people love the idea of free shipping.

Percy says, "How do you take care of customer support if not on FBA?" People will write to you specifically and you can just answer them directly.

And Shelly, yes there is. And we will go over that.

And Michelle says, "Any other design tools?" I mean, yeah, there's lots of different designs tools, but I really like to keep it as simple as possible. I find that when people start asking about the different design tools, they're starting to overthink it and wanting to make kind of fancier designs. And I really just want to keep things as simple as possible, because that's what helps make the sales.

Okay. I don't see any other questions. So I'm going to get a sip of water and we'll dig into step three. And by the way, guys, thanks for asking questions and being so active, I can't reiterate enough that's just so much more fun when you guys are participating.

Dave: If I can say something, Rachel, and yeah, these are awesome questions. I love this. And Rachel touched on this before and some of these questions are really kind of diving into some nitty gritty. You don't need to overthink this. I mean this is an ultra simple system that honestly doesn't require a lot of thought. It doesn't require a lot of nitty-gritty down and dirty steps. I mean just keeping it simple as is the best way to go.

Rachel: Yeah, for sure.

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Okay, so the next step here is we launch on usegearbubble.com. And so this is a site where you can sign up, it's free and we're going to put the design on multiple different products. So that one design, we're going to be able to put all over the place.

Now let me actually move this down here. I'm going to walk you through how we can take that simple design and then put it on a product. So let me walk you out of here and we'll go over into Gearbubble. So you would sign up for your account and then you would just go into create your design. And let me actually just grab that phrase that we had created. Drink coffee, knit and sleep. Okay, so we're going to go here to coffee mug, you're going to hit next step. And we upload the design, go into hit upload graphic and just find the design we made in a couple seconds with Picsplosion.

So for that we'll do this one, drink coffee, knit and sleep. This is so hideous, I know, but people do not care. So we could do 11 ounce mug. I'm also going to add a 15 ounce mug. And by the way, I'm showing you how you can do this with black text on a white mug. But you can also do black mugs, you can do color changing mugs, pink, gold, silver. There's a cool color changing mug. And I mean you saw in that last screen on that you can... I use mugs the most, just because it's what I use the most. But you could take this design and put it on necklaces and bracelets and shirts and pillowcases and leggings and tumblers and all the things.

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But for that we'll just do 11 and 15 ounce mug. I'm going to say we'll keep it at \$19.95 I'm going to hit duplicate image on back and that will take the same image on both the front and the back. I'll hit next step. And the reason why I like to have the images on both sides is because for left-handers I want them to be able to see the image as well.

Okay, so we hit the next step and then we will just come up with a title. So normally I would go through and have the keywords and all this, but for now I'm just going to call this, drink coffee, knit and sleep. We can skip the description. Skip category tags for this, I'm just going to name it for choose a URL. It can be anything. So I'll just name it knitting with a bunch of numbers. I going to do this \$19.95 for the 11 ounce, \$21.95 for the 15 ounce. I'm going to do free shipping. And then I'm going to hit, I've read and agreed to the terms of service. And I'm going to launch the campaign.

Now the really cool thing about this is you'll see here in a second that it's going to give me images that I can use to then put on Amazon, Etsy, and eBay. So let's hit view your campaign and see, I now have product images that I'm going to be putting on these sites, even though the item has never been made, it's never been created. I'm not going to have to buy any inventory before I list it on these different sites. I'm just going to take these images and pop them on.

So all we have to do is I'll just right click, I'm going to hit... Oops. I wanted to hit save image as we'll do, drink coffee, knit and sleep front. And then drink coffee, knit and sleep back. And here we go. Now I have product images ready to put for sale. I could do the same thing with a 15 ounce and save them. I won't do that now because you know how to do that now. But I'm going to here in a little bit actually list this product live on Amazon. And I mean just awesome. We're not having to make an inventory by an inventory, we'll just sell it. You saw we came up with this in seconds.

Okay. Now by the way, sometimes you can make sales from just listing on the Gearbubble marketplace. Now most of the time you don't want to count on it. You want to count on making the sales from Amazon, Etsy, and eBay.

But you can see here that people are saying, "I'm laughing because it's a good problem to have, but somehow I didn't notice I sold something on Gearbubble." "I made four sales from my Gearbubble store." "Two buyers on like Gearbubble." It happens frequently.

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Okay, so what I would love to know so far is, if this has been eyeopening so far? We still have a lot more to cover, but I'd love to know if this has been eyeopening and if you've gotten some good value out of it. So please type away, let me pull up this webinar screen again and let me know what you think so far. And if you have any questions that you want me to cover, I'd be happy to do that as well.

Awesome. Thanks guys. Good getting good. Absolutely. Yes. Yes. Good. Yes. Great. I'm glad you guys have gotten so value. Dave says, "More eye opening than my fourth cup of coffee." Well, that's quite the feat.

Van Man, yes, there will be a recording as long as technology cooperates.

Victor says, "Interesting indeed." Jenna says, "It's been great." "Thumbs up." From Michael. Yes, awesome. Awesome. Thank you guys.

TJ says, "This is great. Have you ever encountered copyright problems?" So the thing about copyright is as long as you're using general common sense, you should be fine. I've had a couple, less than five, out of my thousands of products at this point, less than five times where Amazon or Etsy reached out and said, "Someone says there's a copyright issue."

And I just took it off and there was no problem. So as long as you're not going and doing something like, "Just do it." Like Nike's saying, or saying something about Walmart or whatever you should be super good. And you're changing things up, you know, you're not taking people's phrases directly or anything like that.

Jane says, "Are all of these fulfilled out of one location?" So the different products are fulfilled from different places. So the mugs I fulfill from Pennsylvania, shirts are in Michigan, I think. Necklaces are in Kansas, but they're mostly all except for the all over shirts, the shirts that have images on every inch of the shirt, those are made in Europe. But everything else is in USA.

Phil says, "Is it possible the design I made has already been done?" Sure. It's possible. And if it happens, sometimes it happens, but it's really not that often. It's not that big of a deal.

Jessica says, "What's your reason for going with Gearbubble than another site?" I mean, there's a couple things. So my fiance owns Gearbubble is one part of it. But more than that it's also because there is some really cool technology that I've co-

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created with him to make it really easy for Low Hanging sellers. So I'll walk you through exactly how that works later on, but it just makes it really simple to make passive sales.

Erie says, "Great content." Thank you. "Do you do Facebook ads or just trust on Amazon?" No, I actually advise against Facebook ads because the thing is, we are making really ugly designs that we're just, people are going to type in funny knitting mug, funny crocheting mug, and they'll see their designs and very likely they'll buy it.

But on Facebook ads, it's a different thing because on Facebook, people aren't typing in things that they're wanting to buy. We're interrupting them on their Facebook experience and trying to convince them to buy something. And so at that point, an ugly text design probably isn't going to cut it for them. It's going to have to be a much nicer design. So I don't think it's going to work very well on Facebook. I am personally really bad at Facebook advertising. I have no patience for analytics and all this stuff. So I definitely advise against it.

Yvette says, "Gearbubble is a product generation and sales site?" Yeah. So you'll make the products on there and you can get sales, but mostly we're going to use Gearbubble to post our products and other sites on Etsy, Amazon and eBay. So you might get some sales from there, but not necessarily a ton. Anything you get, I would just consider gravy, really.

Christina. Awesome. Thank you. She says, "Always love this presentation." Thank you. Thank you. I know people sometimes like to learn over and over to really get it and put it into action and all the things. So I'm glad you're here.

Judy says, "How do you find a phrase that hasn't done already?" If you know, I'm just like, you saw the different things that I was showing you before. I'll just take designs and I'll reword them and I'll pop them up. I'm not searching to see if every phrase that I've put up has been done already, because I know if I'm switching them up a little bit, it's really not that big of a deal. Like I said, less than five times has there ever been anything. I just took it off. There's been no problem.

And even if a phrase is out there already, if you're doing it in good faith and you're not stealing people's phrases, most of the time they wouldn't have copyrights on them anyway, but it would just be like no big deal. I mean there's tons and tons of products out there that have the same phrases as others, because it happens.

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Gearbubble is not a paid membership, Tazeem.

Mike says, "What about quotes from well known people?" Same for the thing as I was saying before, is you could do that in some cases, but I recommend just staying away from it. Because there's so many things that you could do without having to worry about that and sometimes some quotes are trademarked.

Let's see here. Micah says, "Gearbubble Pro was so easy to use." Yeah, it's amazing. So it's so easy to use. I love it.

Partha says, "They're innumerable sellers in Etsy. How can I expect to sell my product?" Because a lot of people are selling things for everybody, right? Like everyone's selling maybe a funny mug or funny gift or something. You're going after niches such as funny scrapbooking mug or funny knitting mug or whatever. So that's part of it. You're going to have different designs, different phrases. And there's tons and tons.

Yes, there are innumerable sellers, but there's also innumerable customers. A lot of people are on there buying, especially during these holiday periods. I mean all year long. Like I said, I'm making at least five figures a month in income. But during these holiday periods especially, I mean, you'd be shocked how much people buy, because these are again less than \$20 items. Often people buy multiple mugs, multiple shirts.

My pleasure. Uri and Yvette. Terry says, "Do you run Amazon PPC as to stand out from the thousands of mugs on Amazon?" So I say as a general rule, you do not need to use Amazon PPC. There are times where I'll experiment with it and I have great results and I'm going to show you what my results are with it in a little bit. But you absolutely do not need to do any advertising whatsoever if you don't want to. In Amazon, it's just been my experience for every dollar I spend, I'm making \$7.67 back, so I'd do it. On Etsy the ads are more complicated. I have no patience for it, so I don't touch it.

Yvette yes, please remind me. I will show you an all over design in a little bit.

Richard says, "Do you recommend 15 ounce or 11 ounce mug? What do you normally do?" I offer both because it's easy. You can just do both at the same time so you don't even need to think about it.

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I wouldn't do quotes, Micah. You could, but you don't know what the trademark issues might be. And it's just so easy to come up with other designs.

Jay says, "What kind of phrases sell during the holiday season." The same phrases that sell year rounds. I mean people are going to search for things like funny drummer gift or funny scrapbook or gift or whatever. So year round, you don't need to make any holiday specific things. And in fact I recommend that you don't because I want you to get sales during the holiday, but then also year round.

Wendy says... well, I think that one disappeared so it must have been answered.

Let's see here if there's anything else. Oh, someone says, "If the person is in Canada, can we still use Gearbubble and can we change the currency to Canadian dollars?" So it doesn't matter where you live, you can still sell on amazon.com, Etsy, eBay, you can still have a Gearbubble account and you will get paid, actually, I'm not sure how you'll get paid, but it'll convert over and relate to however it is that you need your money, Canadian money, shekels, whatever. So yeah, we have people all over the world that are doing this.

Sun says, "I've heard longer texts do sell well. Is that true?" I actually like short text, usually easy to read them the thumbnails.

Yuri says, "How many products do you recommend to list?" At least 10, 20, 50. I say the more that you list, the better because the more chances you have for selling.

Jane says, "Should I promote these images on Pinterest?" And sure you could sell, you could. But I generally recommend just focus on coming up with good designs, come up with good titles, which we'll go over here shortly and list them. And just keep listing and listing and throwing spaghetti at the wall. And if you focus on that, that's the 80/20. And then you could try Pinterest later when you're scaling up. But for now, especially right now, it's such a perfect time. Just get as many designs as you can out.

Susan, yes, you can use a fake URL. Chris, you do not need Gearbubble pro for this particular system. Gearbubble in general. The regular gearbubble.com is good.

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Johanna says, "Can you order cost products for a store?" Yes. If you wanted to order products at cost just for whatever you could, but the beauty of this system is usually you don't need to pay for anything up front.

Tim says... And then I see a bunch of questions, I'll answer a couple more and then I'll dig into the rest here. You guys are really engaged. This is awesome. Tim says, "Is there any special advice for people in the UK to use Gearbubble and Amazon, et cetera." I mean it's pretty much the same exact process. Just when you sign up, you have to go possibly to a different screen, which I cover in depth in the course.

Jay says, "Eventually do the you take down nonperforming designs?" Nope. I'm trying to make this as simple as possible. I just keep it designs up. You don't know what's going to sell two years later either. So I'm all about just making it as chill as possible.

Wendy says, "I've already been poking around in Facebook. Should I be using Gearbubble as my brand name instead of my name? If I do use Gearbubble as the brand name, do you have the trademark number that you all use?" You don't need to worry about trademark stuff. If you just use Gearbubble as the brand name, it's fine. You would just, I'll show you when I show you how you can upload your images. It just automatically defaults to that and you're good to go.

Now I'm going to get another sip of water and then we're going to dig into the rest of the system here.

In a moment, I will show you steps #4-#7.

With only a short time together right now, I don't have time to explain all of the steps to you in depth like I have been.

So, I'm going to have an offer for you that WILL explain the rest of the steps crystal-clear to you.

To "kill two birds with one stone", I'll walk you through what you get in the offer + give you steps #4-#7.

I'm also going to walk you through creating an Amazon listing.

Whether or not you decide to invest you'll want to pay attention to every word... because you're about to learn the rest of the system.

Does that sound good to you?

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So now we have these products ready to go, ready to sell and I'm assuming you guys would like the rest of the system. So here in a moment I'm going to show you the steps four through seven. With only a short time together, right now I don't have time to explain everything in depth like I have been. So as I mentioned before, I'm going to have an offer for you that will explain the rest of the stacks crystal clear to you.

So it's still, I need to find a better way to say this, but to kill two birds with one stone, I'm going to walk you through what you get in the offer that I have for you. I'm going to show you steps four through seven and I'm going to walk you through how you can create an Amazon listing. So whether or not you decide to invest in the offer, you are going to want to pay attention to every word here cause I'm going to show you the rest of the system, all the profit breakdowns and all of that good stuff. So you'll learn exactly how to get going.

So if you are ready to go with that, please type in let go while I get my next sip of water and we will jump in.

Dave: There's all the, let's go's. Go for it Rachel. Let's go. Let's go. Let's go. Let's go.

Rachel: Awesome. This is so cool. Like how active everyone is in here. I know, it's awesome. All right, let's go. Let's go. Perfect.

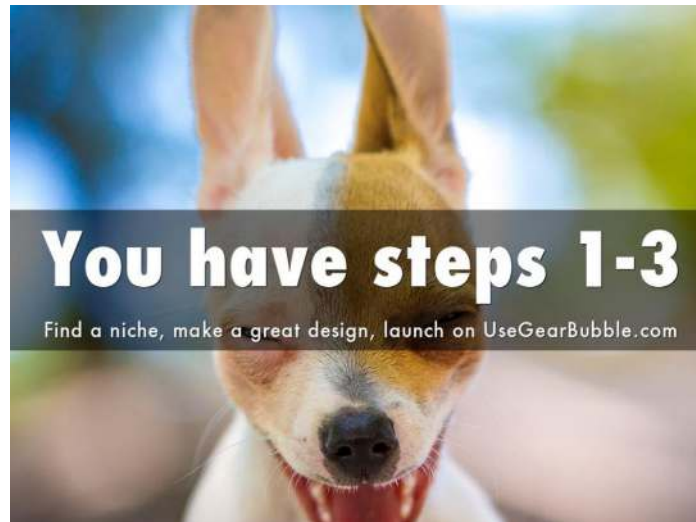


Okay, so the offer that I'm going to, the explaining is called, Done For You Jumpstart. So this is an offer that I put together. Basically, I had the Low Hanging System first and I was kind of thinking like, "What can I do to make it inevitable that

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people get sales? So beyond just the training, how can we make it so that it's a no brainer that people will get as many sales as possible?" It's really good, you'll see as we go through here.



So far, you have steps one through three, which is you're going to find your niche, you're going to make a great design in seconds, and then you're going to launch on UseGearBubble.com.



The next step here is we're going to find sales-getting keywords so that you can get found. So in this spot, and of course, we go way more in depth in here, but basically what we're covering is when people are searching on Amazon, I said, and

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Etsy and eBay, I said, "People might be searching for something like funny mug, funny knitting mug." So those are some of the obvious terms.

But then there's also kind of not-so-obvious terms like environmental lawyer gifts, for example, versus just lawyer gifts. So in the course, we go over how you can find out the different keywords that are available, all of them, obvious, not obvious.

Find sales-getting keywords

- Figure out the obvious (and not so obvious) terms people are searching for (i.e. "environmental lawyer gifts")
- Do this to get your products to the top of the search engines

And this is really helpful because it helps get your products to the top of the search engines because the more specific and the better that your keywords are, the more targeted buyers you'll get in front of.

And then the other kind of cool thing about that is when you have the more targeted buyers, then you'll get more sales. And when you get more sales, then Amazon rewards you by giving you better listings with all of your other products as well.

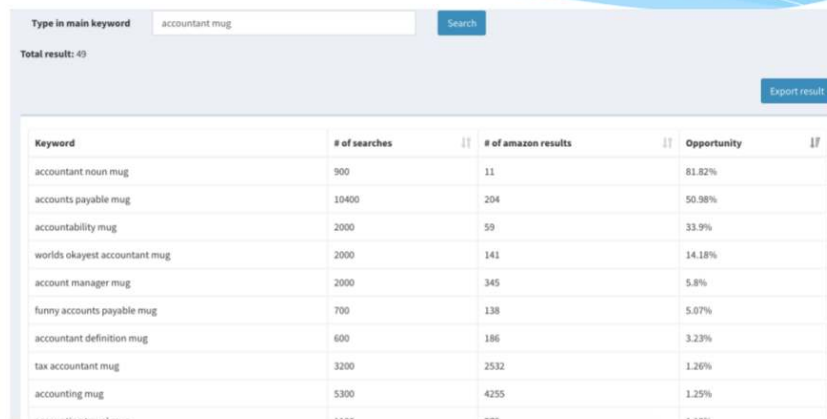
Because, I mean, the way that Amazon works is every time you make a sale, they take a 15% cut, which is fine. I mean, they're getting us in front of millions and millions of customers, so I'm happy to pay 15%, not have to learn about how to get traffic. So, but because they're making money, they're going to reward you when you get sales because they figure this is the type of person that's going to bring us more revenue. So you want to have great keywords to get in front of these targeted people and make the sales.

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So the normal way to find keywords would be to manually look through keywords, and we go over some of those things in the course, how you can come up with different phrases.

There's a "secret tool" as well



The screenshot shows a search tool interface. At the top, there is a search bar with the text "accountant mug" and a "Search" button. Below the search bar, it says "Total results: 49" and an "Export result" button. The main part of the interface is a table with the following columns: "Keyword", "# of searches", "# of amazon results", and "Opportunity". The table lists several keyword permutations and their corresponding search volumes and opportunity percentages.

Keyword	# of searches	# of amazon results	Opportunity
accountant noun mug	900	11	81.82%
accounts payable mug	10400	204	50.98%
accountability mug	2000	59	33.9%
worlds okayest accountant mug	2000	141	14.18%
account manager mug	2000	345	5.8%
funny accounts payable mug	700	138	5.07%
accountant definition mug	600	186	3.23%
tax accountant mug	3200	2532	1.20%
accounting mug	5300	4255	1.25%

And then I also have a really cool secret tool that I built for people in the Jumpstart program, and how it works is you type in a phrase, for example here, "accountant mug," and then it's going to give you all of the permutations of that phrase, however many searches there were for that phrase the last month, and then it tells you the number of results that are on Amazon for it, as well as Etsy and eBay. And then it sorts it by opportunity ranking. So you can sort and see which items have the most searches and the fewest results because those are going to be the ones that are most likely to turn into sales for you.

So I love this tool. It looks really simple, but it actually costs me many thousands of dollars in development costs. It's like my favorite thing that I've ever created because it's so freaking powerful. I've made so many sales off of this tool. So this is something that, like I said, it's part of the Jumpstart program, and I'll walk you through that here shortly.

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The next step, step five, is to launch on Amazon. So here, what we go over in the course is how you can list your products under a minute on Amazon, how you can rank high on Amazon search engine so that people can find and buy your items. You can figure out where there are places where there are basically big groups of people who want to buy your products, and you can have it where you sell it to them at a discount. And so you sell them the products and, like I was saying before, you want Amazon to see that you can make sales, and then they'll reward you by giving you more sales.



- * It takes under a minute to list on Amazon
- * Learn how to rank high on Amazon's search engine so people can find and buy your items
- * Learn where to find people who would LOVE to buy discounted products of your to increase your sales velocity
- * Learn how to sell personalized mugs (customers love this feature)

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So that's what that particular website is for that I go over in the course. We show you how you can get in front of those people, get your sales velocity up, how you can sell personalized mugs, which is something that customers love and you can sell for a lot of money, simple ways to use sponsored ads. Like I said before, you do not need to use sponsored ads. You absolutely don't. I personally barely know how to use them, but I just find Amazon sponsored ads to be so easy and just ... I mean, half the time I do it wrong. I actually, not even ... I have a guy in Bangladesh that sometimes I work with to do the sponsored ads. I don't have them on all my products. But a lot of times, he doesn't know the phrases all the time. Sometimes he spells things wrong, but you can see every dollar that I'm spending, I'm bringing back \$7.67 cents in sales. So I walk you through how you can do that, if you want to do it. You absolutely do not need to.

Make Lots Of Sales on Amazon

- * How to set your accounts up the easy way
- * Interview with an Amazon expert making \$500/day - she gives tons of tips...
- * How to sell on Amazon as an international seller
- * How you can avoid paying for UPC's for your products
- * ...and a LOT more in this section!

The screenshot shows a Facebook post from a user named 'Bank' (2 mins ago). The post text reads: 'Just want to share my results to you guys 😊 I just started my LHS project about two months ago. There are two people in my team doing the designs and upload the products for me. 95% of the work has done by them. What I did is just checking the trends and assign them the work. Now, I can make sales everyday :) Thank you Rachel Rofé! What you taught us in the LHS class is really awesome! Anyway, I have some questions. How can I make more sales from now on? Just keep listing more products? I have no idea about the title or product keywords optimization. Please give me some suggestions. Thank you in advance! PS. Sorry for the grammar mistakes. I'm not the native speaker *** PS2. If you have any questions, you can write in the comment below. I'll try to answer if I can :)' Below the text is a screenshot of a Google search results page for 'seller notification'.

How you can set your accounts up the easy way. There's an Amazon expert that I had an interview with so I went over and put that in there. How you can sell if you live outside of the US. It's super simple. How you can avoid paying for UPCs for your products. I know a lot of people think that you need to be paying \$1, \$5, \$10 every time you list a product, but I show you how you can get them for free a lot more.

And actually, speaking of international sellers, here on this slide, someone says, "I just want to share my results to you guys." He is based in Indonesia. "So guys,

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just started my LHS product about two months ago. There are two people in my team during the designs, upload the products for me." You can see all of the different sales he's making. Then, "PS. Sorry for the grammar mistakes. I'm not a native speaker." I mean, he's just doing absolutely phenomenal. So it works. It works. It doesn't matter where you live.

So now I am going to give you a demo, show you how you can sell on Amazon. I haven't done this in a little bit, so hopefully it will be just like last time. Let's actually get you out of here and show you how to do that.

Okay, so on Amazon, the way it works is you would sign up for an account on sellercentral.amazon.com, just sellercentral.amazon.com, and it's free to set up an account. They do have an option for \$40 a month that you could sign up for if you wanted, but you don't need to. And once you've signed up, you'd go to inventory and then add a product and then that'll get you here to this screen.

Now, when you're listing your product, you would go over here. And there actually is a way that you can automate this and not have to do any of this, but I'm going to show you how you can do it the manual way. We'd go here and hit, "I'm adding a product not sold on Amazon," because we've just created a product out of thin air. This hasn't existed yet, so that's why we're going to do that. Then the next thing we're going to do is we're going to do a search for novelty coffee mugs, and we're going to hit Select Category.

My internet seems to be slow here lately, but here we go. So for ... let me actually quickly type in the product name. I'm just going to do, "Drink coffee, knit, and sleep," mug. Normally I would go through and I would do my keyword research and have all the great stuff in there, but for now we'll just keep it like that. And then for product ID, I'm going to stick in a UPC code. Like I said, you don't need to have UPC codes. I'll walk you through how you can get them for free, but just I'll show you how to do it here. And then for the brand name, you can name it whatever you want. I'm just going to do, "Knitting mugs," for my brand name and then I'm going to hit Next for variations. We don't need to do variations. I'm just going to skip that.

I'm going say here, my price is going to be \$19.95. The condition is new. Quantity. Now here's the cool thing. I'm just going to put in a bunch of nines because these products are made and shipped to your customers as you make sales. You're not

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having to buy any inventory upfront. You can sell as many as you possibly want. As many as you sell will get created and shipped for you. So that's the first thing.

Then we're going to go here, "I will ship this item myself, merchant fulfilled," and that's because the other option is that you could send your inventory to Amazon ahead of time, but we don't make inventory ahead of time. We're only wanting to sell things, and we're throwing spaghetti at the wall. If it sells, great. And if it doesn't, great, because it took us seconds to do this whole thing. Okay, I'm going to hit next here. Now I'm going to upload the images. So remember when we went on Gearbubble and we ... What's that called? We grabbed those designs. We can now just take them. There it is. Drink coffee.

And even though this was actually never created before, like it's not a real product, it looks like it was. And we can start to sell. So I'm going to upload the front. I'm going to upload the back, and perfect. I'm going to hit Save Changes. And now it says, "Thank you for submitting suggestions. If approved, the detail page will reflect your improvements in 15 minutes." It is going to be approved. It happens every time. You just pop it up, and then your listing is going to be available on Amazon very, very quickly. It's like a very simple thing to do, and that's it.

So then you're launched on Amazon, so it's really, really easy. And that is if you're doing it the manual way.



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Now there is a really cool thing that you can do that is ... It's where you can just hit a button, hit upload, and then it'll automatically go over to Amazon for you. So how that works is, let me actually show you here, is ... I'm just going to refresh this.

The way that it works is you can do this for Amazon, Etsy, and eBay. It's part of an integration package that Gearbubble has where you just hit upload here, and then your mug is going to automatically get ported over to Amazon on your behalf. So you can see it says, "Product is uploading to Amazon. This can take up to 15 minutes to three hours for Amazon to process your product." And so then you don't need to do any of the stuff that I just did.

And the way it goes is that the item will automatically be shown on Amazon for you. Whenever you make a sale, then the order information, the customer name and address and everything, gets sent back to Gearbubble. Gearbubble will create the product, ship it to your customer, and then the tracking number will automatically get sent back to Amazon on your behalf. So it's completely hands off. You don't need to do anything after you hit the upload button. It's just a passive thing. So the integration is glorious.



Now the other thing we cover is how to sell personalized mugs. You definitely want to do that because you can make a lot of money doing these personalized items. So here, someone says, "Holy moly, just got a custom order for 140 pieces of

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clothing." Another one ordered 20 custom pet mugs, five custom mugs, all kinds of things. So if you might sell a mug normally for \$19.95, you can do personalized mug for \$29.95, and people will be happy to pay it because they're getting this mug with this, "Oh, it has my daughter's name, my mother's name. It's so cool." And they will pay good money for it.

So the normal thing that we're doing here is ... as I just walk you through. It's using fulfilled by merchant where you're hitting, "I want to ship this item myself to the customer if it sells." And that helps you just kind of sell unlimited products without having to buy anything upfront. You don't have to buy the inventory. You get thousands of buy buttons out into the world without paying a cent. And when you do fulfilled by merchant, it looks like this, just a regular product page. Lots of sales come from it.

Now, after people, like after you make a lot of sales on a particular product, you might opt to send your items to Amazon, to Amazon FBA. And how that works is generally you would buy inventory ahead of time, ship it to Amazon. Amazon is going to send it out for you on your behalf, and then you'll have that Prime button available. So Prime, a lot of Amazon customers love to see the Prime button. It means they know they're going to get it fast, and so it helps you make more sales.

But I don't recommend that people do that in the beginning because I don't want anyone to have to risk any money on inventory until something has been proven. But it does, I mean it does, once you have a Prime button on your listings, you're going to make more sales. You make sales either way. But if you're an Amazon shopper and you have a Prime membership, you get it. So in the Jumpstart program though, you actually ... I am going to show you how you can have items sent to FBA without having to pay anything so that you can get easy sales without having to do any risky stuff upfront. So we'll go into that in a little bit.

Next up, let me get a quick sip of water. I'm going to show you all about launching on other sites besides Amazon.

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Step six, we launch on other sites. I talk about Amazon a lot because that's where I make the most sales, but lots of people make sales on other places. And in fact, I think that Etsy is actually better for new sellers than Amazon. I definitely recommend doing both, but Etsy is just doing really great for people that are just signing up lately.

So, "I just opened my Etsy store today, just got my first sale." Another one, "I just got one order on Etsy after posted only four designs three days ago." "Just sold a mug in Switzerland via my Etsy shop that opened only yesterday." We have tons and tons of people with fantastic results on Etsy and eBay and the other sites. So what we go over in the course is how you can learn sales, getting tips for these different sites, Etsy, eBay, Shopify.

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Make Lots Of Sales on Etsy, eBay, and other stores!

- * Learn sales-getting tips for eBay, Etsy, and Shopify (optional)
- * Hear the best tips from top-selling Etsy and eBay sellers in our group
- * Learn from “flea market find” (a true testament to how I am always trying to give you good value!)
- * Learn about the automated tool that helps you rack up a LOT of feedback
- * ...and a lot more



We have an awesome group, full of great people that sell really good or that share really good tips. So we cover kind of their best tips or in the course, you have the Facebook group. There's a woman that I met at a flea market that sells on Etsy. We just randomly got into a conversation, and she said she was doing great on Etsy. I convinced her to make a video. So she goes over it in the video, how she's making so many sales, different tools that help you rack up a lot of feedback, and a bit more in there. And like I said, you can just get a lot of really great sales on these different sites.

So I wanted to walk you through how you could list your products from scratch and then different things to make as many sales as you possibly could. So here's just more people showing that they're getting sales. So that's step six.

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The next step is to process your orders. Now like I said in the beginning, if you are following this system, it becomes inevitable that you're going to make sales because that's really a rinse-and-repeat system. People are searching for these things. You create designs that are going after exactly what they're looking for. They're going to buy, impulse purchases. It's super easy for them to purchase. And so in step seven in the course, we go over how you can process these orders.

The slide has a blue header with the text "What Happens Next" in white. Below the header is a list of five bullet points describing the order fulfillment process. To the left of the list is a screenshot of a social media post from a user named Stephen, dated yesterday at 7:21pm from Fort Davis, TX. The post text reads: "Woohoo, 5 days listed on Amazon and sold a mug, was the first one I created. Thank you Rachel Rofé for such an easy to follow course. I got really excited at first and had some distractions the last couple days but this has definitely put a huge smile on my face. Great things to come." Below the text are icons for "Love" and "Comment", and a list of users who interacted with the post: "You, Donald Wilson, Stephanie Henry and 51 others".

- Your order gets submitted to UseGearBubble
- Your design is printed and put onto a product (there's no minimum order needed)
- The product is shipped directly to your customer from within the USA or Europe (not China!) in a matter of days
- You'll get a tracking number you can give your customers - or it'll be automatically updated for you completely hands-off... (more on this shortly)
- That's IT!

So what happens after you make the sale is that your order is going to get submitted to UseGearBubble. Your design is going to be printed and put on a product, whatever product it is that you're selling. So it could be mugs, posters, shirts, pillowcases, whatever it is. You don't have to worry about a minimum order or how many. It doesn't matter how many colors are on the product or whatever. For mugs,

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for sure, it's going to be printed. It's going to be shipped directly from the United States or Europe to your customer, generally in a matter of days.

Like I said earlier, this is not one of these things where you're selling stuff from China and it takes months for customers to get their stuff and you have a bunch of angry customers. I don't like that model. I don't think that creates happy people, and I want to do things that are going to make the world better. So immediately after it gets shipped, you get the tracking number that you can either give your customers, or if you're using that integration, it's completely hands off. So your customers are automatically updated. And that's it.



So the next thing we cover in the course is how you can scale up. So if you wanted to go later on, and let's say, make a Shopify store, we go over apps that you can use to make more sales, how you can build a list, how you can bundle items. So instead of just selling a mug, how you can sell, let's say a mug and a necklace at the same time, how you can set up monthly campaign strategies, a lot of things.

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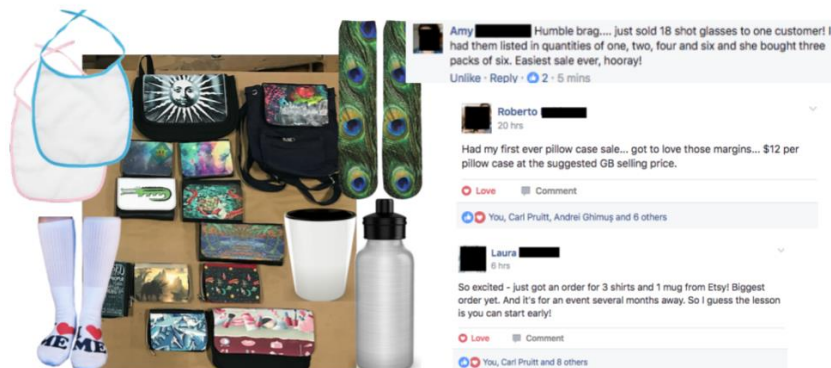
Get the most you can from this

- Free apps you can use to make more sales in your (optional) Shopify store
- How you can build a list
- How to “bundle” items and earn much more per order than ever before
- Set up monthly campaign strategies
- ...and a lot more (and growing!)



Have to highlight this one. In this post, Connie says, "Have to tag Rachel in this one. My mug sales just paid for my tickets to a Stanley Cup playoff game. This is a dream for me. I'm not making [inaudible 01:14:34] yet but enough for two possibly once-in-a-lifetime-experience tickets." That's just a fun little post that someone had made.

Sell Unique Items (More Coming)



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So anyway, on the scale up, we also talk about how you can sell other unique items. So in Gearbubble, there are a bunch of items that I showed you. And then I actually own a warehouse that has other products that we sell as well. So I walk you through how you can sell other things that aren't available to the general public, so cool things like journals, ornaments, water bottles, fun things that give you a nice unique edge.

And it's cool because there's even ... I mean, I don't think competition is a thing on Amazon because there's so many buyers and so many long-tail things that you can go after. But on these particular products that other people don't have, I mean, it's just wide open. So you could see here before ... Shot glasses are now on Gearbubble, but before they were, someone says, "Just sold 18 shot glasses to one customer, easiest sale ever," pillow cases, all the things. So it's good stuff.



So now I am sure you're wanting to know what the investment is for Jumpstart. And I haven't even gotten all the benefits yet. I mean, there's a lot of really cool things. But first, before I even go into that, let's go into the numbers because in the beginning, I told you I made over \$500,000 last year. But I'm sure most of you want to know, "How much did you actually take home? Sure, \$500,000 is great, but if you're not taking home much of it, then that's really not that big of a deal." So I'm going to get a quick sip of water, and then we will dig into these numbers. I have three huge

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cups of water here because I know I talk so much during this. Okay. Switch to my next one.

Here's the math on a print-on-demand FBM mug

For a \$19.95 11oz white mug with free shipping:

Income: \$19.95

Expenses: \$2.99 (Amazon fees), \$4.95 (mug cost), \$4.95 (shipping) = \$12.89

Net Profit: \$7.06 per mug

(You could also charge more - especially for personalized mugs.)

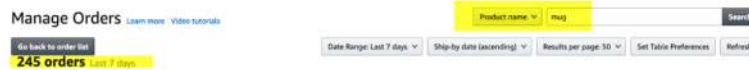
All right, so here's how the numbers work. For a print-on-demand fulfilled by merchant mug, so this is one of the mugs that we're not sending to Amazon. It's just created and shipped as we sell. The way that the math works is, let's say we're selling it for \$19.95 with free shipping, which is what I normally do. After you make a sale on Amazon, you're going to be getting \$19.95 gross. Your expenses are going to be 15% Amazon fee, so that's \$2.99. The cost of the mug is \$4.95, and then there's going to be shipping for \$4.95. So you'd be paying \$12.89 for all of the things.

Now with a mug, it doesn't matter how many colors are on the mug or anything like that. It's going to be \$4.95. So you brought in \$19.95. You spend \$12.89 of expenses. So you're making a net profit of \$7.06 per mug. Now, like I said, you could charge more, especially if you're doing something like the personalized mugs, you're doing other products, but \$7.06 passively. You don't need to do ads for it, anything like that. You've come up with these designs in seconds. That's what you make.

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245 orders in the last 7 days...



At my 245 sales that would work out to \$1729.7 a WEEK... which is \$6,919 a MONTH in PROFIT...

So, for me, when I looked at orders in the last seven days, I see 245 orders. So at 245 orders in seven days. So 245 sales, that works out to \$1,729.70 a week in a slow period, which is about \$6,919 a month in profit. So that's the take home profit just on mugs.

And that's just MUGS!

You can put the same design on pillow cases, posters, necklaces, shirts, shot glasses, and more - all multiplying your profit opportunity.

You could also put a LOT more time into this than I do.

(I treat it like a fun side project to relieve stress.)



So you can see where it says product name mug. You can put, of course your same designs on other products, pillow cases, posters, necklaces, shirts, all the different things, multiplying the profit opportunity. You could put a lot more time into this than I do. Like I said, this is kind of a fun side project to relieve stress.

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So in terms of your investment, I mean, if I charge even one month's worth of profits, \$6,919 in profit, take-home profit, I feel like, I mean, that could be fair because you have all these other months ongoing that you can make sales.

Element #1: Low Hanging System Training

- **Step 1:** Find proven niches + access to **SpotWins**
- **Step 2:** Make a great design + case studies on how we sell mugs with FREE images
- **Step 3:** Launch on UseGearBubble.com
- **Step 4:** Find sales-getting keywords so you can be found
- **Step 5:** Launch on Amazon - (Make sure to check the video on selling personalized mugs)
- **Step 6:** Post on other sites like eBay, Etsy, Bonanza, etc - Watch how easy it is to get extra sales...
- **Step 7:** Process your orders
- Optional: Scale up

Christie
Yesterday at 10:20am

Ummmmmm...I'm on Video 3 of the training and already have enough useful information to pay for the entire system. And I have 62 modules to go. Just sayin'!!! 😊

Love Comment

You, Carl Pruitt and 9 others

(This is the part that's worth \$6,919 on its own!)

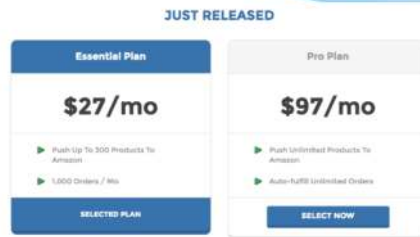
But really, the training is even, just it's one part of the Jumpstart. So that's one of the things that's included in Jumpstart. So we have all of the different systems, the steps, how you can everything happen. This is the part that would be worth, I think, just the one month's profit because you could sell for years and years and years.

But there's other elements to Jumpstart. This is a really great program that helps you get everything that you need to make sales.

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Element #2: A year's worth of Amazon Integration



You would normally pay \$97/month (\$1164 a year)

So the next thing that you would get would be a year's worth of Amazon integration. So I showed you, you could click that upload button, have your items automatically port over to Amazon, and make it completely hands off. Now this is something that is \$97 a month to push unlimited products. There's a lot of people that pay for it, auto-fulfilled, and it's normally 97 a month, \$1,164 a year. So in the Jumpstart program, to give you everything you need to succeed, you are going to get a year's worth of it for basically free.

Element #2: A year's worth of Amazon Integration



- * List a product on UseGearBubble.com and have it update to Amazon
- * Auto-fulfill your orders with one click
- * Saves you a TON of time and/or need to hire an assistant

And see, someone here says, "Love this Amazon interface. 14 orders arrived this morning automatically, pile of shipping confirmations sent out. I didn't have to

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lift a finger." This will save you a ton of time, and you won't need to hire an assistant to do this manual stuff for you.

Element #3: A year's worth of Etsy integration

Plan Details		
Essential Plan	Pro Plan	Unlimited Plan
\$97/mo	\$197/mo	\$297/mo
▶ Up to 3 Stores	▶ Up to 5 Stores	▶ Up to 10 Stores
▶ Up to 100 Products / mo	▶ Up to 500 Products / mo	▶ Up to Unlimited Products / mo
▶ Up to 1000 Orders / mo	▶ Up to 2000 Orders / mo	▶ Up to Unlimited Orders / mo
SELECTED PLAN	SELECT NOW	SELECT NOW

You would normally pay \$297/month (\$3564 a year)

You also will be getting a year's worth of Etsy integration. Now this one, for the unlimited plan, to be able to sell as many products as you want, it's \$297 a month, which is \$3,564 a year. And you are going to get a year's worth of that as well. So for free, you could see this testimonial here, Etsy I really think is amazing for new sellers. "Feel like I'm bragging today. I got Etsy approval today, activated my listings on there, got a sale two hours later."

Element #4: A year's worth of eBay integration

Essential Plan	Pro Plan
\$17/mo	\$27/mo
▶ Push Up To 20 Products To eBay	▶ Push Unlimited Products To eBay
▶ 5,000 Orders / Mo	▶ Auto-fulfill Unlimited Orders
SELECTED PLAN	SELECT NOW

You would normally pay \$324 a year

You'll get a year's worth of E-bay integration. So that's normally \$324 a year. Same deal. You list your product, hit the upload button, and then have everything processed automatically for you.

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Element #5: A year's worth of Dropship + Shopify Integration

Free Plan	Essential Plan	Pro Plan
\$0/mo	\$27/mo	\$97/mo
<ul style="list-style-type: none">▶ \$1.00/item ordered fee▶ Can only move up to 33 products to their store▶ Can only use for up to 100 sales	<ul style="list-style-type: none">▶ 1 alert, no per order fees▶ 1000 units/mo allowed at this level	<ul style="list-style-type: none">▶ Unlimited units/mo▶ Sellers have the rights to use our dropship program on 3 stores
SELECT NOW	SELECTED PLAN	SELECT NOW

You would normally pay \$1164/year

And then also the Shopify integration. So if you are selling on Shopify, Gearbubble does have an integration where you can hit the button, have your item ported over to your Shopify store. Whenever you make a sale, it gets sent back, the tracking number, and you get all of this. It would normally be \$1,164 a year. It's all included.

If you're counting...

- **Low Hanging System Training - LIFETIME Access (\$6,919 = One Month's Worth Of NET Profits)**
- **Amazon Integration (\$1,164/Year)**
- **Etsy Integration (\$3,564/Year)**
- **eBay Integration (\$324/Year)**
- **Shopify Integration (\$1,164/Year)**

This is a super-worth-it value of **\$13,135** so far...

So looking at the value thus far, if we were just talking about the training, let's say, one month's worth of profit, \$6,919, Amazon integration would normally be \$1,164 a year. Etsy integration, \$3,564 a year, eBay ... I mean, these are real-world things. These are things that people actually pay for. eBay, \$324 a year. Shopify, \$1,164 a year. So in terms of value so far, real world, I mean, even if you're ... Just

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the integrations alone are thousands of dollars worth of value. But there's actually more because this is all about how to make it inevitable that you make sales.



So the next thing included in the Jumpstart program is you get 100 done-for-you designs. So the way this works is I'm going to give you these designs. Every design is completely unique. Nobody gets the same designs because that wouldn't be valuable. So you're going to get complete unique designs, each one. I've seen people pay up to \$2.50 per design. You're going to be able to take each design and put it on 10 plus products so that you can basically have thousands of products out there ready for sales. These are text-based.

Basically the way that we've instructed the designers is to create them the way that I make my designs and make sales. So they're very, very simple but simple sells. And you can see here people saying, "As a matter of fact, one of the designs I got ... " I have a Design Club as well with the same designs. "One of the designs I got from the club is a best seller." Another one, "Just got my first mug sale. Yes, it's one of those ugly designs that Rachel's team did." Another one, "Just made my fifth mug sale. Two of them are from the done-for-you designs that came with the Jumpstart course. The Low Hanging System works."

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You also get 5 Boxes Of Mugs (180 in total) to send to Amazon (\$711 Value)



amazon.com
Prime

So that's another thing, another thing that you get, and this part is one of my favorite pieces of it is you're going to get five boxes of mugs. So that's ... Each box has 36 mugs inside to send to Amazon. So I'm going to help you figure out the best mugs to sell to Amazon that have the highest likelihood of making sales and ship them on your behalf.

Remember the math on a FBM mug

For a \$19.95 11oz white mug with free shipping:

Income: \$19.95

Expenses: \$2.99 (Amazon fees), \$4.95 (mug cost), \$4.95 (shipping) = \$12.89

Net Profit: \$7.06 per mug

So remember when we did the math for the fulfilled by merchant, it works out to about \$7.06 per mug. Fulfilled by merchant, remember, is when you're shipping it out as it's purchased.

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When you have FREE mugs the math gets very nice...

For a \$19.95 white mug:

Income: \$19.95 (mug) + \$0 (shipping) = \$19.95

Expenses: \$5.52 (Amazon fees), \$.40 (shipping + packaging Amazon fees), NO mug cost = \$5.92

Net Profit: \$14.03 per mug

A net profit of \$14.03 per mug * 180 mugs = \$2525.40

But when you ship to Amazon and you're doing the FBA, the math gets really nice because how it works then is you sell them up for \$19.95. You bring that in. Expenses is going to be about \$5.52 in Amazon fees, about \$0.40 for shipping and packaging that you pay Amazon. And we walk you through exactly how to do that in the course. But \$5.92 in expenses, no mug cost. So your net profit per mug is \$14.03 for those mugs that are sent to Amazon. So your net profit of \$14.03 times the 180 mugs that you get sent for free is \$2,525.40 in pure net profit.

And FBA is really awesome. I mean, you can get a lot of sales from it. You can see people here, "FBA mugs were sent to Amazon last week, but they're almost sold out." Another one, "I've surpassed 100 sales. 90 of them are from Amazon with the vast majority being FBA." Another one, "I've sold through 16 boxes of FBA mugs since October." I mean, FBA is awesome. It's really, really great. You can make so many sales.

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The tally is going up...

- **Low Hanging System Training - LIFETIME Access (\$6,919 = One Month's Worth Of NET Profits)**
- **Amazon Integration (\$1,164/Year)**
- **Etsy Integration (\$3,564/Year)**
- **eBay Integration (\$324/Year)**
- **Shopify Integration (\$1,164/Year)**
- **100 Done-For-You Designs (\$250 Value)**
- **5 Boxes Of Mugs (\$711 Value)**

Now we're up to **\$14,096** in value...

And so at this point, when we're going through everything that's included in Jumpstart, you get the training, all the integrations, the 100 done-for-you designs. That equals a thousand-plus products. And then you also get the five boxes of mugs. So it's \$14,096 in value so far.

\$100 In GearBubble Credits

- * Your first \$100 worth of sales are on the house
- * Send out 5 mugs and just collect the profits...
- * An obvious \$100 real-world jumpstart value

The graphic includes three screenshots of social media posts from a user named Oluwaseun:

- June 29 at 8:43pm: "Finally next milestone achieved. it felt slow, but glad I hung on. Etsy sale(s) - 5. So have officially used all the 50 credits, Next goal, 100 credits."
- Yesterday at 8:22am: "Reached my next goal of using up 100 credits. Time to load up another 100 credits."
- Yesterday at 3:48am: "Just used up my first 250 credits. Loading up another 250 credits."


We also give you \$100 in Gearbubble credits. So how this works is, after you sell a mug, you would pay the \$4.95 for the cost of what the mug is. So you, say, make \$19.95 on Amazon, and then you buy your mug to get shipped to your customer. So you get your first \$100 in purchases for free. Basically, just send out five mugs, \$4.95 for the mug, \$4.95 for shipping. That's \$9.90. You could just send them out

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basically for free. It's like an obvious \$100 real-world value that you would be paying otherwise. So you get that.

90 Days Of SpotNiches Software



Keyword	# of searches	# of related results	Opportunity
accounting software	500	52	90.40%
accounting software	2000	209	89.50%
accounting software	2000	90	95.50%
accounting software	2000	143	93.00%
accounting software	2000	140	93.00%
accounting software	700	100	85.71%
accounting software	600	100	83.33%
accounting software	2000	2000	1.00%
accounting software	1000	1000	1.00%

- Get laser-focus into the most profitable hidden gem niches
- Find what has the highest probability of selling and save time from throwing spaghetti
- Wasn't sure I'd share this... looks simple, but it cost me thousands!

You get 90 days of this glorious SpotNiches software that I was telling you about that shows you the phrases that have the most searches and the fewest results so you can drill into what makes the most sales and has the most opportunity for making sales.

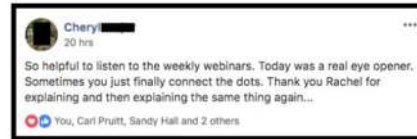
This software is just ... I love it. You can see here someone says, "My bestsellers are all because of SpotNiches results." Another one, "Gave it a whirl. Found a couple phrases. Stuck them on a mug. Sold within a few days, so it definitely works." Another one, "I'd be lost without SpotNiches." Another one, "Thank you for this awesome tool." This is from an international seller. "I had a shirt since August, didn't sell. Not once. After tweaking a few keywords from your tool, it hasn't stopped selling." So you get that.

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90 Days Of Weekly Hand-Holding Q +A Calls

- * Ask me as many questions as you need (I stay on each call until there are no more questions)
- * Get critiques on your sales listings
- * Let me help you until you're getting all the sales you desire!



You would get 90 days of weekly handholding Q&A calls. So the way that this work is that every week, I'm on a coaching call with you answering as many questions as you possibly have. I stay on every call until there's no more questions. It's not like you only get a certain amount of time. And here is where I just help with everything that you possibly need to make sales, so any questions that you have. Sometimes people ask me to critique their sales listings, sometimes just help come up with a title or whatever. Basically, I'm there to help you get as many sales as you want, really.

Here's someone, "It's so helpful to listen to the weekly webinars. Today was a real eye opener. Sometimes you just finally connect the dots. Thank you, Rachel, for explaining and explaining the same thing again." And by the way, I normally charge \$1,000 an hour for personal coaching because, like I said, I have other companies. I don't have that much time. So for you to be able to come on these calls, not have to pay anything extra, and ask whatever you want ... I mean, it's really valuable.

And by the way, on the calls we have, you can send your questions in ahead of time if you want, and I'll answer them first thing. If you can't make a call, we have replays of all the calls and then also transcripts for the calls because it's all about making this as easy as possible for you to succeed.

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What You're Gonna Get...

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- Amazon Integration (\$1,164/Year)
- Etsy Integration (\$3,564/Year)
- eBay Integration (\$324/Year)
- Shopify Integration (\$1,164/Year)
- 100 Done-For-You Designs (\$250 Value)
- 5 Boxes Of Mugs (\$711 Value)
- \$100 In GB Credits (\$100 Value)
- 90 Days Of SpotNiches Access (\$291 Value)
- 12 Weeks Of Hand-Holding Coaching (\$1,000 Value)

Total Value: \$15,487

So then when we get over here to what the value is, now we have the training, the integrations, the designs, the mugs, the credits, the SpotNiches access, the coaching, this is a real world value, really, of \$15,487. For the coaching, I put it at a \$1,000 value, but that's just one hour worth of training and for the month I put it at \$711 value for what the mugs might cost, but really if we're looking at what the profit would be, that's even more. But let's say \$15,487 in value.

And then I'm going to add one more thing.

**LIFETIME
ACCESS
TO
INTEGRATIONS!**

(That's an extra \$6216 in software bonuses every year!)

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I'm actually going to give you lifetime access to integrations for today for the Jumpstart Program. That means you'll get an extra \$6,216 in software bonuses every single year. That's what that would be worth, that's what people actually pay when you purchase Jumpstart.

Get Started NOW For Just
\$1997 Today

Signup Below:

www.BuyLHS.com/holiday

All of that is \$1,997 one time, you get access to all of that.

You can just go to the URL on the screen and there's going to be a page there where you can sign up and get started for all of that.

Now, remember the mugs alone can pay for all of that, we've been through the math. \$14.03 cents per month times 180 mugs, that's a take home profit of \$2,525.40 so everything else is gravy. Plus you have extra by just sending in the mugs and making those sell, which I help you. I have a great video on how you can sell mugs, and the weekly calls, you can ask me questions.

I mean, I love to see you make sales. We have thousands and thousands of testimonials at this point from people who are getting results with this. So sign up, I would love to see you in there. We are at a phenomenal time of year right now, quarter four, this is where so many people say they get 60-70% of their sales during this time of year, so it's really a great time.

And to kind of entice you even more. If you're one of the first 10 buyers, you'll get 1000 designs, not 100 designs, 1000 designs, which means you could take each design, put it on 10 products, and that means that you can have 10,000 plus products ready to go for quarter four, ready to make sales. *[editor note: this bonus is no longer available]*

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This is really a ridiculous, ridiculous deal. Every entrepreneur that I'm friends with tells me that I should be charging at least \$5,000 for this, legit. But I really find a lot of fulfillment out of seeing you guys excel.

This is a really spectacular value, I know it is because I see all the results. You can see here, Adam says, "I've spent \$10,000 on courses, this is the only one I've made my money back 50 times over." Another one was asking questions about the Jumpstart, says "I've done it twice, it was worth it to me." Another one, "Hands down the best investment I've made for myself."

I mean information is one thing and I've given you a lot of information. When you join Jumpstart, you get the system, you get to ask me questions, you can do whatever you need to do to make sales.

What You Get

Kelly [redacted] 4 hrs
Hey Rachel Rofé I was on the webinar yesterday, took the plunge immediately... set up my first mug last night and sold my first mug while I slept. AWESOME 🙌

So much more:

- The System:**
- Step 1:** Find proven niches + beta access to research tool
- Step 2:** Make a great design + case studies on how we sell mugs with FREE images
- Step 3:** Launch on UseGearBubble.com
- Step 4:** Find sales-getting keywords so you can be found
- Step 5:** Launch on Amazon - (Make sure to check out the video on selling personalized mugs!)
- Step 6:** Post on other sites like eBay, Etsy, Amazon, etc - Watch how easy it is to get extra sales...
- Step 7:** Process your orders
- Optional:** Scale up

Integration Bonuses:

- Amazon Integration - \$1164/year for LIFE
- Etsy Integration - \$3564/year for LIFE
- eBay Integration - \$324/year for LIFE
- Shopify Integration: \$1164/year for LIFE

5 Boxes Of Mugs (can pay for the entire Jumpstart with this alone)

100 done-for-you designs (make 1000+ products with this!)

\$100 in GB Credits

3 months of access to SpotNiches (no CC required, \$97/month after if you want it)

12 weeks of hand-holding coaching (I get paid \$1000/hour and will answer every question you have)

Kwan [redacted] Definitely, so true as the name implies, it's really a jumpstart to this biz, best money I ever spent 🙌
Like · Reply · 14h

Linda [redacted] I second that about it being well worth the cost!
Like · Reply · 14h

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Let me quickly give you a recap here of everything that you're going to get and then I will be happy to answer any of the questions that you have so you can decide if this is right for you.

Number one, you get the Low Hanging System Training, all of the steps, you get access to that, and that also includes the access to the Facebook group, which is incredible. We have an amazing, amazing moderator in there named Carl, who is invaluable. You get access to all of that great support.

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You get access to the Amazon Integration for life, Etsy Integration for life. So instead of paying \$1,164 a year, \$3,564 a year, \$324 a year for eBay, \$1,164 for Shopify, you get all of that. You get a hundred done for you designs unless you're one of the first 10 buyers, then you get a thousand, where each design you can put on 10 plus products, have a huge product catalog, all kinds of buy buttons out there because again, the more buy buttons you have out there, the more likely it is that you'll make sales.

You get the five boxes of mugs sent to Amazon on your behalf, which can pay for everything on its own. You get \$100 in GearBubble credits, 90 days of the SpotNiches software, 90 days of the weekly hand-holding question and answer calls and all of this. It just sets you up to have success, especially this time of year and it just works.

Here's people saying, "This is my first time making money online. In other words, it's the first time in a long time I've actually made a sale of something online." Another one, "This is the first thing I've made a profit with in my seven or eight years of attempting online sales, it works." More, "LHS plus Amazon FBA equals boom. I've done every method Rachel taught in the LHS and webinar in the Jumpstart, they all work."

Here's Bank at 9:15 in the morning, "So far \$743 in sales." Another one, "As the name implies, it's really a jumpstart to this business, best money I ever spent." Another one, "I second that about it being well worth the cost." Another person here, "Thank you Rachel Rofe for your genuine gift of being a giver and your Done For You Low Hanging System. We learn so much through your webinars and Q and A's, your Jumpstart trainings which really motivated me to take time from my main business each day to build the second income stream bit by bit step by step. Anyone who's on the fence about spending the 2K it is very well worth it and you get more than that back in product and learning from Rachel."

Here another one, "I'm now a two time Jumpstarter. I don't mind handing over money when I know I'll be getting even more back." Someone says, "I was in the last one, don't regret paying the two grand. I've done masterminds, private coaching where I ended up paying a lot more and get a fraction of what she teaches. This is a no brainer if you ask me." I mean more ... We have thousands, thousands of testimonials because this works. I mean, it works and it ongoing will continue to work

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because we have ... I mean the amount of people in e-commerce right now and buying things online is crazy low compared to what it could be, there's just so much potential.

Here, "I purchased two of the Jumpstarts, last year's sales have escalated very nicely. I would encourage you to give it a go." Another one, "Take advantage of at least one Jumpstart to really get motivated." Another one, "I did the jumpstart in time for Q4, definitely helped my sales and confidence."

Another one, "Please send my very best wishes to Rachel, we sold roughly 650 items between Etsy and Amazon over the last 30 days. For us it was a great achievement." She said, "Of all the designs that sold, it was mainly the ones with the holiday Jumpstart training with SpotNiches. Another one, "Official Jumpstart mugs sold out. Thanks Rachel for the kick in the pants I needed with Jumpstart."

I mean there's just so many. Here's another one, she said, basically she was really on the fence about purchasing Jumpstart because she had a big expense with a kitchen remodel that if she hadn't paid right away or before January 10th she would've had to pay interest on the entire amount of a loan that she took out. So she said, "The main reason I lamented over the decision to invest \$2,000 into your program was because of that. I'm embarrassed to tell you how broke we felt, but that's just where we were. Lots of medical bills, etc. Also after we remodeled blah, blah, blah. Guess who just took the mug money and paid off her bill of \$6,300 two days ago. I will be forever grateful."

Another person says ... Someone had asked if Jumpstart was worth it and she said, "To me being able to not work in my proper job and therefore stay home and be flexible with time, while caring for a terminally ill family member this year and still be able to send my young children to a private school based on my part-time online business income was well and truly worth it. I've hardly worked at all this year on my Amazon or Etsy businesses and yet there's still enough income coming in to keep me home and not returning to my real job. So yes, it's worth it for me. I've hardly touched anything this year."

I mean, you can see lots and lots of really great results so I mean really, at this point you basically have two choices. You can either invest, get started the next few days, have the system working, have your products listed, available for sale. The timing is awesome with quarter four, or you can just not and kind of go back to what

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you were doing. I mean, I just say this because you came on this webinar, I feel like you've had some interest in making passive income with this, if you want to see this work for you, I hope that you sign up because I know that it works and as I keep saying we have thousands of testimonials to back it up.

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- 5 Boxes Of Mugs (\$711 Value)
- \$100 In GB Credits (\$100 Value)
- 90 Days Of SpotNiches Access (\$291 Value)
- 12 Weeks Of Hand-Holding Coaching (\$1,000 Value)

Total Value: \$15,487 First Year
+ \$6216 Every Year After!

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Here is a slide that shows everything in list form on one slide of everything that you're going to get. Here is the value of everything. So \$15,487 in real world value on things and then because you're getting lifetime integration, the \$6,216 every year after worth of software that you would get. That said, I am going to take a sip of water, I'm going to go over a couple of the most frequently asked questions and then I'm going to dig into any questions that you might have.

Dave: Cool, Rachel, thank you. I'm going to jump in here for a second and reiterate some of this value. My story with this program is I bought LHS back in 2016 and I've been with Rachel since and the members area is constantly growing. We're constantly adding videos to it and the Facebook membership is just absolutely invaluable. And when Rachel says, we have thousands of testimonials, like I said, I've been watching this for four years and there are literally thousands of testimonials. I mean, it would take you hours to go through all of the successes and all of the wins that people are having and from small wins to gigantic wins. It's

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just amazing how many people are succeeding with the system and the bonuses you are getting alone with the lifetime integrations, you'll never have to worry about paying for integrations.

That's all there for as long as you do this, you're going to have those integrations and the FBA mugs, that is invaluable and the training is just such an incredible value that when I came on and said that people will often subscribe to this and they will get started immediately and they have sales that very day, that's not just marketing spin. I mean, I've seen that in the group that hey, I bought the system this morning, I went through the training. It only takes a few hours to go through all of the training and they list and they sell, literally that same day. And it's just so awesome to see so many people having these successes with this program.

Rachel: And also thanks Dave, thanks. It's helpful to hear from your perspective too and it's really cool to see how many people have been getting results. So, let's dig into some of the questions that people generally ask and then we will dig into any other questions that you guys have so you can make the best decision for you.

The first one that people ask a lot is, can you live outside of the USA? And the answer is unequivocally yes. You could see someone here says he's based in Malaysia, two sales today, all word-based design, nothing complicated. I live in Malaysia. Here's some fellow Singaporean, "No problem collecting money from Amazon." This person from New Zealand, "I've made my first sale on Amazon, here Australia have used that for everything." Another Singapore, this person from France, this person from Vietnam. Doesn't matter where you live, you can sell.

Another question that people often ask is, who's going to pay \$19.95 cents for a mug? Maybe they look at Amazon and they say, I am seeing all these mugs that are less than \$19.95 who's going to pay for that? Well, the answer is a lot of people, a lot of people, and here's a bunch of people proving it. Someone says, don't you love it when you make a mistake with price? And someone buys an 11 ounce mug for \$19.99 plus \$6.99 shipping. Another one, I was just paid \$46 for two 11 ounce mugs. We have tons of people because if you're selling a basic mug, a general funny mug, there's a lot of competition. But if you're selling something like a funny knitting mug, scrap booking, crocheting, whatever, that there's not a lot of competition for people will pay.

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Here's one, "Crossed the 10K horizon jacked up the price of three of my best selling mugs to \$22.95, they're still selling like crazy." Here's, "FBA. mugs for one of my designs are flying off the shelf. So I increased the price to \$29.95 and sold two right away, increasing to \$34.95. This person, same thing sold two at \$29.95. Here's someone, "I just listed this 15 ounce mug about an hour ago for \$29.97 and it was sold in an hour for \$30." So yes, people will pay absolutely for these different products because they love what it says. It makes a great gift, they are happy to pay.

Another question people ask is, isn't there too much saturation at this point? And you're saying that you have thousands of testimonials, that means I have a lot of competition. I mean the thing is, there's a lot of different ways I can approach this. I don't think saturation is a thing because number one, when I started selling on Amazon, there were hundreds of thousands of items on there already and it didn't stop me from making six figures, multiple six figures in my first year.

And even if 1,000 people came into this particular program, we'd still be just a fraction of the people that are on Amazon and you're going to be getting 100 unique items that you can sell. That's going to be 1,000 different products that you can put ... I mean, passionate people will buy multiple products in the niches that they love. I mean, they're cheap purchases that people don't kind of hmm and hah about, they just purchase. I mean, and think about it too, how many clothing stores are there? How many stores are there? But you very rarely see people wearing the same thing.

I mean, we live in a consumer society for better or for worse, and people will happily buy the different products. So yeah, I mean don't let competition stop you, there's a lot of people making sales. You can see here, "Happy day. My newest shop, which is only 100 days old as of today, 1,117 sales." Here's in comparing their December 2017 to 2018 they had 40% increase in sales. This person four times the number of orders from last year. This person from April to December made the same amount of money, should be in the first three months that are not even big sale periods of 2019, so there is a lot of opportunity.

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What's inside the course?



Another thing that a lot of people ask is what's inside the course. So I will give you a quick walk through here so you can see exactly what you'll be getting when you sign up. Okay, this is the inside of the course and the way it works is we have a lot of information but you don't need to go through it.

What I recommend is that people go through the Quick Start when you're signing up. The Quick Start is just the stuff that would be really helpful for you to know to get started. I walk you through the specific videos and you can either ... There's a couple of optional things, basically just all of that. If you go through and watch the things that are optional, it's 87 minutes, 47 seconds. You can speed me up if you want, have me talk faster. I walk you through how you can do that and then that gives you more than enough to get started, and then from there if you want to point and click to the different things, then you can but you don't need to.

The other thing I'll say about the course, then I'll walk you through it a little bit is that I've designed it the way that I like to go through courses. I personally don't like these long rambling videos where people take forever to get to the point. I have lots of short to the point videos that come with transcripts because I usually prefer reading, I know other people do and we just make it really easy to find whatever it is that you're looking for. We go over how you can find the great concepts, how you can make designs. I talked to a different, a lawyer, so we went over the information on copywriting in here.

How you can launch your products, different tips and tricks to make things as easy as possible on GearBubble. How to find great keywords on Amazon, how you can avoid paying for the UPC codes, how you can integrate your products if you're international. I had actually someone from England create this for you since she didn't see the same screens that I was seeing.

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How to get shown in the search engines, how to get more reviews, tips and tricks and how to sell personalized mugs and make more money with those and all kinds of things in Amazon, Etsy, eBay, Shopify, how you can list your products, even starting from scratch tips and tricks. We have a lot of people in there doing awesome, actually a lot of people doing better than me on Etsy that share in our Facebook group. I take their best tips and I compiled that in here.

Different kind of apps that you can use, how to process your orders, different things that you can sell. So remember, I said that you have access to products that are not available on GearBubble, water bottles and beer steins, glow in the dark merchandise and coasters and journals and postcards, more are being added there.

Case studies, I will often, not often, but sometimes I'll do case studies where I will walk you through how I've made sales with something or maybe someone in the Facebook group shares. I show you in these how you can make pillowcase sales really easily, how to capitalize off trends. We had one person in the Facebook group who made about \$10,000 in two days with a mug. She went through into the question and answer thing, I put that here in the case studies. I have a Mother's Day mug that I created, I made \$54,000 for mother's day and then ongoing. So I walked you through exactly how I did that, mock ups for different things, critiques.

One of the things that people ask is either how they can make more sales on a mug that's doing well or they could have a mug that they think is doing, it should be doing well but isn't. I just do critiques here, a lot of people say that this is the most valuable part of the course for them.

That's everything included in the course, and then we have a spectacular active Facebook group, which I can show you real quick that, like I said, our moderator Carl is incredible and he sleeps weird times. He sleeps in four hour increments, so no matter where you are in the world, you get an answer from him pretty quick, either him or someone in the course.

Here you can see we have a lot of people, this is just an hour ago. This one, someone posted this 13, 14 hours, so it's active. I mean we have a lot of people posting, this isn't one of these things where it's a dead Facebook group, it's very active. Yeah, there's a lot of value in there and we continually add to it.

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Okay. Let me dig back in here and what we'll do now is we will go through any questions that you guys might have. Let me go over here to the what you're going to get screen and you can see all the value and then I'm going to dig in here and see what questions are left. Actually, let me get a quick sip of water, and then we'll dig in.

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Okay, SpotNiches. Yeah, Eric, I had showed before, I have a tool that we'll go through and you put in a keyword, let's say accountant mug, and then it'll show you all the different variations for that. Accountant mug might also be accounts manager mug, accounts receivable mug, all the different variations, it'll sort through how many searches there were for that phrase the month before. And then also go on Amazon, Etsy, any eBay, and it'll tell you how many results there are for each of those phrases. Then you can sort it and it'll tell you which phrases have the most searches and the fewest results so that you know different designs that you can make to hopefully get as many sales as possible. I use that tool a lot to find underserved niches and make a lot of sales from it.

Christina says, "How many mug designs do you have on Etsy?" I would say probably several hundreds. Ann says, "Do you teach too on how to set up an Etsy store?" Absolutely. Judy says, "Girly, looking at this, I was part of something else."

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Let's see, Jeff says, "I understand I don't need a GearBubble store to launch on Amazon and I'm anxious to get started with your Jumpstart Amazon training. My question, I also purchased a Done For You GearBubble store, which should be ready soon." Sorry. "In addition to the Amazon training inside the LHS done for you Jumpstart training, are there additional training tips, tools and et cetera that will help be helpful for further building my new GearBubble store?" I would say the Low Hanging System is different from the GearBubble Pro store. There are some things that go over how you can set up monthly campaigns and how you can ... Different things to get more sales, but I would say they're kind of two different things. You could certainly take the training, the Low Hanging System, the Jumpstart training and take the products that are in your GearBubble Pro store and put them on the different sites, Amazon, Etsy, eBay and make more sales from them. But I would say there are two different ways to make you know profits really in quarter four.

Jane says, "The key to Amazon is to be on the top couple of pages. How do we get our products to these?" Well that's the thing is, I'm showing you how to get the really good keywords that'll help you get to the top, and the other thing is because we're not going after super competitive keywords, we're going after long tail things. You don't have that much competition so it's going to be very easy for you to get to the top of the pages.

Christina says, "Do I still have access to any of the holiday jumpstart training?" Once you purchase, you have access to the Low Hanging System training, the Low Hanging System, the actual training for life. If you've purchased a Jumpstart in the past, then you will always have any of the training from that past Jumpstart, everything will be in your members area, so you'll always have that. You saw people with the testimonial saying that they've purchased many times, we actually have over a hundred people that have purchased Jumpstart multiple times because just some of these elements will pay for the course.

Even if you already have all the integrations and you have the training, if you look at it, the Done for You designs, that gives you another thousand products that you can sell. That's one element that will help you make money.

The five boxes of mugs, the profit alone was what? \$2,500 or something. You could sell your five boxes of mugs, pay for Jumpstart, have \$500 leftover, everything else is gravy. You get the access to the SpotNiches and the GearBubble credits, the

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coaching, like I said, people pay me \$1,000 an hour and so to be able to ask 12 weeks worth of questions, it really is worth money. People pay me \$1,000 an hour, that's why a lot of people sign up multiple times. And then we also have repeat buyer bonuses. If you're watching this and you've already purchased Jumpstart or Low Hanging System and you want to purchase again, just post here and someone will shoot you a link to the repeat buyer bonuses.

Jane asks, "How quickly are the goods shipped? Are shipping costs for every order \$4.95 no matter where in the US and how much extra for Canada?" For 11 ounce mugs, the shipping costs are \$4.95 for anywhere in the United States and then anywhere outside of United States it's just a dollar more so it doesn't matter if it's Canada, Switzerland, Mumbai, it's going to be \$5.95 and in terms of how quickly the goods are shipped, I would say when it's a non-peak period, it's usually just one, two, three days and peak periods, I tell people to kind of count on five to seven days, sometimes it could be longer, usually it's not. Most of the time it's pretty fast. We have a lot of comments on people saying that the shipping's really fast. Obviously during holidays there's a lot more, so I just tell people to adjust their handling times.

Fiona says, "Is it possible to print the mugs included and then shipped to Amazon in UK?" Absolutely, yeah. We can ship to any Amazon that you wanted. Dave says, "Etsy integration, auto fulfill and send tracking all automatically.?" Yes, it does. Mike, my pleasure.

Yvette, yeah, she says, "Can you show the example of the all over shirt design?" Yeah, for sure. Let me walk you through or find that. Okay, so you see right here ... Let me move this. Okay, so this right here where it says Low Hanging System Rocks, this takes up the entire space of the shirts so that on the front and the back, that's an all over shirt compared to a regular shirt that just has the design here in the middle.

Okay. My cursor is not working with me, here we go. Christiana, "Yes, I did purchase Jumpstart twice, thanks Rachel." Well thank you Christina, really thank you. And I'm not sure if we're going to be in this one or not, but yes, definitely would be able to give you the link. I see you asked her for the link to the special Jumpstart. Alfia also asked for the repeat. Yeah, Melvin also asked for the repeat. I see a lot of you are asking for that, so Stephanie or Dave, I'm sure will get them to you.

Dave says, "Regarding the five boxes of mugs, can we wait until we have known winning designs to redeem the mugs?" The way that works is you have three months to

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redeem your ... Actually it's going to be longer for this one, and I have great training inside the Jumpstart section on how you can select FBA mugs. I walk you through all the different things that I use to decide if something's going to be good. And then also when you come to the weekly coaching calls, a lot of people will show me the options that they have for FBA mugs. They'll ask me what I think and then usually I'll just rate it on a one to 10 what I think about it, and we just drill down until you find some good mugs that have a high likelihood of selling.

Okay, we got a lot of people asking for the repeat link. Let's see here ... I think those are being answered. Yes, Dave says, "Want those holidays ..." Yeah, I see the question going like crazy, "Want those to FBA for the holidays." Yes. I definitely recommend getting your mugs to Amazon before the holidays because the thing is it's crazy, as it gets deeper and deeper into the season when we have December 19, 20, 21, 22 and all these last minute shoppers are wanting to buy, we can't necessarily do this all with fulfilled by merchants. We can't start shipping things 19 and 20, 21, first because their shipping times and stuff, but if you've already sent stuff to Amazon, you can still sell deep into the season number one. Number two is a lot of people will just start making their prices go sky high because people will pay for them, they're desperate to find gifts.

You can take your mug from \$19.95 to \$24.95 to \$29.95, I showed you some people selling \$34.95 deep into the season and people are paying.

Yvette say, "Do we have input into the Done For You designs?" We used to make it so that you could choose the different designs and you could give the phrases that you want the designs for. We don't do that anymore because a couple of things. Number one, I want people to ... The benefit of doing it where you don't get input is that you get access to designs that you might not have thought of.

I really want people to have access to different things than they might normally see it because a lot of times people will look at the designs and they'll be like, "This is a lot more simple than I thought it was going to be, but it's working, I'm making sales off of it." It really helps people not over-complicate. And then also, because it's so easy for people to make designs, whatever design you might request, it's going to take you a couple seconds to make yourself. So I would rather you just spend the time doing that and then just get new things that you might not have thought of. Because,

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you might end up getting into new niches you never thought about, make sales and scale up from there.

Dave says, "The 1000 done for you designs are all unique." Yeah, absolutely. So with all of these designs that we give you, they're completely unique. I mean it could be like maybe one person gets keep calm and scrapbook and another person gets keep calm and kitesurf. It may be same general phrase, but no one's going to get the same design that another person got, because that's not valuable. If someone searches for a kitesurfing mug and there's a thousand of the same designs, that's not useful for you. And so, I wouldn't want to do that. So yeah, they're completely unique.

Terry says, "I have a GrooveKart store, it would be great if you could integrate with them in the future." Awesome. I will pass on that feedback. But, I'll pass on the feedback. I'll also say that usually for the low hanging method, we don't do a time with the stores just because, the whole beauty of, one of the beauties of low hanging system is we're going to where the traffic already is. Amazon, Etsy, eBay, because those companies are spending billions of dollars in acquiring more customers. And so, I'm not trying to learn paid ads or search engine optimization or any of these things. I'm just going to where the customers are and giving them the products.

So with the other store stuff, yeah I think if you already have an active store and stuff, it would be awesome to have the integration. I just don't just do store much, because I don't know very much about getting traffic off of these different sites. I'd like to learn at some point once I get these other companies a little bit more automated.

I don't see any other questions I don't think. I'm going to dig through here to see if I've missed anything, but if you have any other questions that you would like me to cover, by all means ask now.

And then we had a lot of people that have already purchased Jumpstart before that were asking for the repeat link. So I'll say again, a lot of these elements will more than pay, even if you already have the integrations and the training. A lot of the other elements will pay for the Jumpstart, but we have an awesome program with extra special bonuses if you end up signing up again. So if you're at all interested, I definitely recommend signing up. I don't know how many we've sold so far, but maybe you could be one of the 10 I'm not sure.

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My phone's not uploading here. Okay. All right. We'll see. But I would love to see, this is the perfect time of the year to get as many sales as possible. I showed you my income sheet at the very beginning and you saw, it just had a crazy spike. I mean from November through Christmas, the sales are tremendous. So I would love for you to be in position to get as many of them as possible.

Okay. I am, let's see. This one looks like a long one probably for Stephanie. Christina says, "Amazon, Etsy, eBay are the best. What about a Gearbubble Pro store?" So I think Gearbubble Pro is great in terms of if you want to sell products and you have a store that you can point people to. It's just not part of the Low Hanging System model. The Low Hanging System model is to go where the sales already are and get in front of those people.

Cheryl says, "I've purchased the program twice, but haven't taken action. I know the price today could easily pay for itself, but I don't have the confidence right now. Does the basic training change from earlier launches? I already have an Amazon store from another business and I'm wondering do I just add Jumpstart start products to that store?" So yeah, the Low Hanging System training, the basic training you get access to for life so you don't have to worry about that, that's going to be there forever. And then, for in terms of getting the confidence, I would say, you could use the Facebook group for those of you that ended up signing up for Jumpstart, you'll have the weekly coaching calls. I'm going to do some accountability training.

I'm actually thinking, there's a really cool app I don't know if you guys have heard about, it's called Marco Polo. It's free and you can make these video-based groups with people. I was thinking that maybe it would be fun. We'll see if you guys want to do it where we have a group where we just hold each other accountable for listing more designs and stuff each day. Quick little videos. Anyway, yeah, so definitely accountability is going to be a big part of it because we're in such a perfect time right now. I want you guys to make your designs and get as many sales as you can. I mean this is just prime time.

Okay, Christina, I don't really have a ton of information on the Gearbubble Pro store, because it's not really part of the Low Hanging System thing. But, if you have questions, please email seller@gearbubble.com or if you have a specific question that I can answer quickly, let me know. Maybe I can.

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Dave says, "can a VA get access to my Gearbubble account to push products to Amazon, et cetera?" Yeah, you'd have to give them your main login. I don't think they have outsourced it, I know they are going to, I'm not 100% if they outsource your access. I know they were working on it.

Let's see. Yeah, Marco Polo is the app. Christina and awesome Laura. Okay, I don't see any other questions. I'll give you guys another moment here if you have any other questions. Otherwise, I mean I can't reiterate enough. We're in such a perfect time of year right now. I really hope that you guys take me up on this, because I've gone through to just think about everything that we could possibly do to make it as easy as possible for you to make sales. And, between the boxes of mugs and the done for you designs and the coaching and all the things, if you put this to use, it's inevitable that you will get results.

Dave: And one more thing, Rachel, if I may jump in for a second, is that, I've been doing online business for a very long time and one of the cool things about this is, it's fun. It's fun to do, it's fun to build these products and to get them up and sell them and to see the sales come in and it doesn't feel like work. And, when you get in and you do these things and you noticed that, it's just something that really drives you more and more and more every day to list more designs and get more up and get more eyeballs on your products. So, it just doesn't even feel like you're doing any work.

Rachel: It's so fun. Right? I love it. I love it. Thank you for saying that. I love it.

Oh, a couple more questions. So one person is asking, "I have no experience with Amazon. Can I still do well with this package?" Yeah, I mean the training covers exactly how you can get started. Go through the Quick Start training, you saw it's less than 90 minutes and it walks you through exactly how you can get started listing your products. You don't need to have any experience whatsoever with Amazon.

Next question. "Aren't we too close to the holidays for this to work?" No. I mean this is the perfect, perfect time right now to do it. I mean, October 1st is the beginning of quarter four. You list your products now, get them on Amazon, Etsy, eBay. I mean, so most of the sales come between mid-November, black Friday, but we'll say mid-November through Christmas.

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And so, if you can start getting your listings up now, get your designs up now, you are really primed for when massive amounts of people are purchasing like crazy and this is phenomenal time.

Let me see... "That sounds amazing. Why would someone not make a nice income with this?" That's a good question. So I mean there are a lot of people that are doing really awesome with it. You've seen the testimonials. I would say the biggest problem that people might have with the system is a lot of times people try to like over complicate it. So I'm serious when I'm just like if someone's searching for funny knitting mug, give them a funny knitting mug. A lot of times people think that it can't be as simple as it actually is and so they try to over complicate it or come up with phrases that they think are funny.

I mean you can have the coolest phrase in the world, it can be smart, unique, whatever, but if nobody is searching for it, then it'll never get found. And, so sometimes that's the problem is people are just overthinking it, but if you're just doing what I say and you're just making designs for exactly what people are looking for, there's just a lot of opportunity. That's why there are all these testimonials from people saying that they're doing well because it works.

Dave: Yeah. Absolutely it works. Just follow the system and it will work for you.

Rachel: Yes. So someone here, "do you teach paid ads also?" So I show you how I do Amazon ads like half-heartedly, but it works in the screenshot I showed you, for every dollar I'm spending I'm making \$7.67. You do not need to do paid ads whatsoever, this is just for Amazon. I don't do Etsy ads. There is training on how to do Etsy ads from someone who does it better than I do. I don't do it. And, I certainly don't do Facebook ads.

I mean the thing is I don't have patience for ads. I'm not good at it, this is my third business. I have two other businesses that I have to put a lot more time into. And, so something with ads where I have to go back and look and see if things are working and pull the ads and, "Oh no, I walk away and suddenly I've spent \$1,000." I don't have patience for that. I want to keep things as simple as possible.

"Can you comment about quotes in other languages? Like Spanish? Do they sell or stick to English?" Yeah, that's a really good question. We actually do have people

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that sell... so you can sell both on amazon.com in other languages and then you can also sell in other sites. So Amazon Europe, Amazon Canada and so people do sell in other languages. I would say for the most part English, but you have SpotNiches, use the tools to put in and see what other people are looking for and there are, we do see some sales. Like I said, I have a warehouse and we actually fulfill a lot of the mugs. We send out the mugs for people and I see other languages moving through.

"Do you suggest sticking to mugs for awhile?" Yes. I tell everyone, start with mugs, 11 ounce mugs. Maybe next move to travel mugs or shirts. I think those are the bestsellers and just keep it simple. I think that works the best. I know that works the best.

Christina says, "for the Gearbubble store, we have to do advertising to make sales?" I mean sometimes you'll get organic sales from it as well for the Gearbubble stores. I know I've actually made organic sales on the store, but I find it's easier to make sales where all the customers already are.

Okay. Mike, that's a kind of customer service question, so I'm going to leave that to Stephanie. Yvette says, "Thank you, I've been wanting to try this." Yeah, it's awesome. I really, really love it and it's just so fulfilling to see everyone, or not everyone to see so many people get great results.

Jeff, I'm not sure about the bonus design, so hopefully Stephanie or Dave can let you know if the bonus is still available.

Jerry says, "I see that November 1st is the deadline for Amazon FBA." Oh, well the thing is, is sometimes Amazon stops receiving mugs at a certain point in November. So I would definitely say send in your mugs, your free five boxes of mugs sooner rather than later. There is training in the course, like I said, on how you can select the best mugs. Come into the weekly coaching calls. I'll be more than happy to answer any of your questions to help you select the best mugs possible. If you don't send them in by November, then after the new year Amazon starts accepting again and so you could send them. But, I think it's actually better that there's a month to do it now because humans seem to work better under tight deadlines. So it'll be a really nice push for you to get the designs out there.

Christina says, "the main reason for a Gearbubble account is to put our designs on it and then have the Amazon, Etsy, eBay integrations." Yep, exactly. And then, 11

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ounce mugs, yeah, I like starting with 11 and 15 ounce mugs. It's the same screen, so I just do 11 and 15 ounce and hit upload.

Let me see here if there's any other questions. I don't see anything else. Mike, please shoot an email on that, it's not something for a webinar, it's like a personal thing and then anyone else have any questions? I would be more than happy to answer.

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I'll just cover it one more time. What you get if you sign up in the meantime.

So you're going to be getting the Low Hanging System training. Which you get lifetime access to that and just one month's worth of my profits, and my profits go up pretty much every month at \$6,919 and they get the Amazon integration normally \$1,164 a year and you get that for life. Etsy integration, normally \$3,564 a year, you get it for life. eBay integration, \$324 a year for life. Shopify, \$1,164 a year normally, you get that for life.

You get a hundred done for you designs. I put a \$250 value at it, thinking \$2.50 a design, but, I mean you're making a thousand products with that if you take each design and put it on 10 plus products. So I mean what's it worth, right to have a product catalog of a thousand plus products. I think a lot of people would happily pay

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at least a thousand dollars for that. You get the five boxes of mugs, which just selling out the mugs alone more than pays for the course. You'd have \$2,525 in profit and then you'd get \$100 in Gearbubble credits. 90 days of SpotNiches access and then 12 weeks of coaching, which people pay me \$1,000 an hour normally for the coaching. So that's \$15,487 for the first year in value and then \$6,216 every year thereafter.

So great, great value and you pay a fraction of it. The timing is so perfect this time of year really. I mean there is not a better time sign up for this than right now. So I really hope to see you inside.

Yvette, the URL was just for signing up for Gearbubble. So just like making any kind of URL

I don't see any other questions. Dave, do you have anything else to add? It's fine if you don't.

Dave: Oh yeah, I just want to reiterate again how amazing this system is. Like I said, I've been following this, from the genesis of the Low Hanging System and these Jumpstarts and you just keep adding more and more and more value to this. And, if you purchase, you get in, you get into the Facebook group and you start talking to other members and you start seeing all of these wins and everybody in there that just has success after success after success. It's just absolutely an amazing community.

And, we do have Carl in the Facebook group, like Rachel talked about earlier, he's always in there answering everybody's questions. And, you get the webinars with Rachel, the Q and A sessions, those are invaluable because there are no dumb questions. If you get stuck somewhere, come to the Q and A webinars and ask Rachel. And, the value of the integrations is incredible. The five boxes of mugs for FBA. I mean, that alone will cover the cost of the course and then some. So just jump in and get in with us and you're going to have a ton of fun and this is the prime time to do it 'cause we are coming into the fourth quarter and sales really do spike around the holidays. And, it's just a lot of fun. I mean just come in and try us.

Rachel: I love it. Okay. Let's see here. Oh, a couple more questions came in.

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Allen says, "how many stores can we have on Gearbubble with a lifetime access?" You don't actually even need to create stories on Gearbubble. You can have unlimited stores, unlimited products.

Lady Yvette says, "deadline for this system?" I mean it's going to be available for the next few days. I would say sign up sooner rather than later if you can, because I want you guys to get primed for quarter four. So now's really the time to be making your designs and just, the sooner you sign up, the more success opportunity for quarter four.

Someone says, "thanks Rachel. Amazing webinar. I think at first Donald talks fast, but you're really faster than him." That's funny.

Jeff says, "have just placed my order. Thank you." Awesome Jeff, thank you for signing up and I'm looking forward to seeing you at the calls.

Christina says... she's talking to Stephanie. Okay.

So I guess that's it guys. Thank you so much for being here this whole time. I hope that you got a lot out of the... Oh and then, sorry, someone else just wrote.

Yes. So when you get the five boxes of mugs, there's printing on it, so you're going to pick a design to put on top of it. I will help you pick the design and then we'll ship it to Amazon for you. And so, we're going to work together to hopefully help you find the best design so that you could pay off this entire course and everything else be just gravy.

Okay, so with that answered, thanks guys for being here this long. I hope you got a lot of value for those of you who have signed up or those of you who have re-signed up again, thank you very much. I am really committed to making this extremely awesome for you, to helping you get sales, having a great quarter four and we are in it together. So you can just... ideally have a replay as long as technology cooperates.

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What You Get

Kelly 4 hrs

Hey Rachel Rofé I was on the webinar yesterday, took the plunge immediately - set up my first mug last night and sold my first mug while I slept. AWESOME 😄

So much more:

- **The System:**
 - **Step 1:** Find proven niches + beta access to research tool
 - **Step 2:** Make a great design + case studies on how we sell mugs with FREE images
 - **Step 3:** Launch on UseGearBubble.com
 - **Step 4:** Find sales-getting keywords so you can be found
 - **Step 5:** Launch on Amazon - (Make sure to check out the video on selling personalized mugs!)
 - **Step 6:** Post on other sites like eBay, Etsy, Amazon, etc - Watch how easy it is to get extra sales...
 - **Step 7:** Process your orders
 - **Optional:** Scale up
- **5 Boxes Of Mugs** (can pay for the entire Jumpstart with this alone)
- **100 done-for-you designs** (make 1000+ products with this!)
- **\$100 in GB Credits**
- **3 months of access to SpotNiches** (no CC required, \$97/month after if you want it)
- **12 weeks of hand-holding coaching** (I get paid \$1000/hour and will answer every question you have)
- **Integration Bonuses:**
 - Amazon Integration - \$1164/year for LIFE
 - Etsy Integration - \$3564/year for LIFE
 - eBay Integration - \$324/year for LIFE
 - Shopify Integration: \$1164/year for LIFE

Karen 14h

Definitely, so true as the name implies, it's really a jumpstart to this biz, best money I ever spent 😊

Linda 14h

I second that about it being well worth the cost!

www.BuyLHS.com/holiday

And then, for those of you who just wanted to wait until the very end, just go to the link on the screen. We also put it over in the chat box and then just click on that. You can sign up and we'll get you started. It is such a great time to get started. Quarter four, this is where so many people are purchasing. I mean the timing could not be better. Thanks guys. Again, I hope to see you inside the members area and to see you on the calls.

Special offer ends October 8, 2019 at 11:59pm Pacific – Join Now!

<https://buylhs.com/holiday>