



Getting It Done!

The Steps To Taking ACTUAL Action

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Introduction

I want to ask you a question, right off the bat.

“What made you get into Internet marketing?”

Take a minute to think about it, and read on.

Is it to make MORE money while working less? To spend more time with your family? To have more time to pursue the things you’ve ALWAYS wanted to do in life?

Your goals go something along those lines, right?

But tell me...

Has one of your goals ever been,

“To befriend my computer? To spend each waking moment with it, loving it, stroking it and hugging it as much as I possibly could?”

No?

I didn’t think so.

And guess what, it was NEVER one of my goals either... but in my first year of Internet marketing, I fell into that trap.

See, I’m obsessive compulsive. What this means is when I first started getting into Internet marketing, I felt like I needed to know EVERYTHING before I could even take the first step in setting up a first campaign!

And guess what the result was?

Me, reading and reading, 12 – 14 hours per day for the first 5 months. No income. No profits. **Nothing.**

And then my folks gave me a bit of a dilemma...

“Either you start bringing some money into the house within a month, or we’re shipping you off to university next semester.”

And since I’ve always HATED school, or the possible idea of spending the next 40 years in a 10 x 10 cubicle, that condition **lit a fire under my a****, forcing me to take the advice of every SUCCESSFUL affiliate marketing I’ve met to that date.

The advice? It was...

“Stop thinking. Start doing.”

Simple, right?

So that’s what I did.

I ignored the fact that I didn’t know everything about the industry, I ignored the fact that I didn’t have 10 people sitting behind me, telling me if every one of my moves was the right one... I ignored it all, and I just ran with it.

Within a week, I set up my very first domain and hosting, a landing page, and began to market this landing page.

A week later... I had my first 3 sales come in.

I earned more in 1 week than I did in 5 months.

Through the secret, amazing approach that was being bashed into my skull for the past 5 months, from day one... taking some friggin’ action.

And I finally figured out HOW to start taking action.

To me, and to about 95% of you, Internet marketing is a **hot seat**.

That’s all Internet marketing should be!

You sit down. You get your work done at a feverish pace, and you get the hell out of the house and enjoy life!

Remember why you’re interested in Internet marketing.

It's not to sit around, and attempt to make some money.

You entered Internet marketing to make ENOUGH money to be able to enjoy your life to the fullest.

And this is what the report will teach you to do.

To **stop viewing** Internet marketing as some sort of sea monster, and as a simple tool to make you the money that you want.

Because Internet marketing is not hard.

Anyone who ever says that Internet marketing is hard either:

- a) Does not understand it fully, and therefore, just needs to listen to me more 😊
- b) A guru moron who's trying to pre-sell you the product that will "make Internet marketing easy, instantly!"

Yes, Internet marketing takes some time to get started in (a lot less than trying to get your bachelors in business within 4 years, after which you'll end up working at a McDonalds as it is, with the beautiful economy of today), but it's not friggin' difficult.

Just start taking some action!

And now... let me show you how.

Step 1: Ever Run A Race?

Many of you have emailed me, asking for help, so you know that I'm a very friendly guy.

But do you know what the one thing is that just TICKS me off the most?

When a person is complaining and whining about just how their business is not making any money... and when I ask them what they're concentrating on, they give me 10 different things.

And I go,

“Are you kidding me? I'm going to hurt you.”

Okay, okay, I don't threaten to physically harm my students, but if I could get away with it, I would.

I mean, come on, have you ever done a race? Any sort of race at all?

I'm assuming you have.

Now... WHILE running this race, did you concentrate on moving ahead of ONE person at a time, the person who's just currently ahead of you?

Or did you concentrate on beating the guy who's currently 4 people ahead of you, in the front?

The answer is pretty obvious, right?

So how is your IM business any different?

You won't win the race, beating the person in the front if you don't beat the person DIRECTLY in front of you first!

So step one basically entails:

Focus on **one** thing at a time. Do NOT move on to your next idea until you have completed your first.

And when I'm talking about focus, my friends, I mean FOCUS.

Turn off your MSN. Turn off your phone. Lock your office door.

Seclude yourself completely, and put the ONE project you're working on in front of your face.

You'll have little choice but to work 😊

PS – Keep a notepad and pencil beside you at all times while you're working. You're allowed to have project ideas, and you SHOULD be writing them down. You're just not permitted to throw down your first project and move on to the next!

Step 2: Life Of A Snail

Have you ever watched a snail crawl around?

Yeah, it's a little boring, but when you grow up on a farm (as I did up until the age of 8), things like that tend to get noticed on occasion.

A snail slowly crawls in a single direction until it gets to its destination. It doesn't take a day off. It doesn't take a week off. And it certainly doesn't say,

“Hey, you know what, I'm not in the mood today. I think I'm going to go watch a movie.”

And neither should you!

Like a snail, you should be taking a step in the direction of your goal **EVERY** single day.

I recently saw an interview of the best copywriters in North America of today, and when asked how much they work, EACH and EVERY one of them have said that they work every single day!

Now, this doesn't mean that you have to put in 8 hours a day, 7 days a week!

All that you have to do to get used to taking action is to do at least ONE project task per day. Even a little task!

Hell, on your weekends, just write a SINGLE article! Just 10 minutes of work!

Every time you're taking action, every single day, you're getting more and more used to it. And you're curing yourself of the very problem that's stopping you from succeeding!

And that's all you have to do to complete step two:

Do something that progresses you **every, single day**. No matter how small.

Step 3: Thinking Before Doing... Kind Of

As you were growing up, I'm sure your parents told you countless times,

“Think carefully about what you're doing before you do it!”

Know what's funny?

It doesn't work that way in the world of Internet marketing.

After all, you probably have been thinking...

You've been thinking quite a lot, about which steps to take, how to take them with maximum impact, etc... and where has that gotten you?

Absolutely nowhere.

And this is where I introduce something I personally use every day.

It's called the 60-second rule. And although quite a few people are aware of it, many do not know about it! And even more choose not to use it, which I think is just plain wrong.

The 60-second rule is pretty simple.

Whenever you're facing a decision... make it within 60 seconds! Hell, keep a stopwatch around your neck if you have to, while you train yourself!

I wrote a 20-page report for a JV partner the other day. It took me an hour and a half, about 30 minutes after he told me he needs one written.

His response?

“Hey man!

Just re-read the report... I can't believe you got it done so quickly!

I'd give anything to be able to write like that...”

...

I got done, in 2 hours, what takes most people 3 – 4 days to do.

Why?

Because they plan. They research. They do all of this UNNECESSARY work, take hours and hours on deciding... when they don't have to!

It took me 30 seconds to decide if I was hungry or not. And I began writing.

And I can bet my next paycheck that this report was better than any in the niche that took 3 days to research and produce!

So use the 60 second rule!

And don't just use it for work! Practice it with everything.

Go through just **ONE** day, applying the 60-second rule, and you'll realize just how much stuff you can get done.

It's... mind-boggling.

And that's step three of learning to take action.

Stop thinking about WHAT you're going to do, and begin doing it. Use the 60 second rule to make all of your decisions that aren't directly related to your project... and you'll get a heck of a lot more done, in a heck of a lot less time.

Which of course means that you've got more time to do what you originally intended to do... enjoy your life!

Step 4: Hard Days Turn Into Easy Days

This is the final step in curing you from 'action paralysis', and I'll be honest:

It's a pretty tough step to take.

Or, at least, it will seem tough now, because you may not have mastered the first three steps... but trust me, it's not.

Remember what I said, nothing in Internet marketing is hard!

Anywho, the fourth step is simply taking the hardest task of your day... and doing it **FIRST!**

For example, today, I've got to create some back links, post on a couple of forums, and write this report.

What's the most time consuming, and difficult project of the day?

This report!

(Not that I'm saying that I fear or dread the thought of writing the report. Not anymore. I'm used to taking my difficult daily tasks head on.)

And after I complete this report... the rest of my day is going to feel like a day of lounging around on the beach! It's all downhill from here!

So this is why it's absolutely **essential** for you to 'eat the frog' at the beginning of the day! Everything else will seem like pizza!

And remember, the key is to do this on a daily basis. To train yourself to take down the heaviest project first!

When you achieve this, you'll begin to enjoy work. You'll begin to work faster, get more done, and produce higher quality results!

Your Checklist

All I have to say is...

“Just take it one step at a time.”

Starting from Step 1, work your way through to Step 4, and you'll realize that you're taking action WITHOUT even knowing it!

Make sure that you follow the initial step for 4 – 5 days without trouble before moving on to mastering the next step!

So just to recap:

Step 1 – Focus on ONE project at a time. Make sure you turn off ALL of your distractions, and isolate yourself. And from there, just sit down and stare at your project. If you can do even that, you'll start working on it without even knowing it!

When you do that for 4 – 5 days without stopping...

Step 2 – Start working **every day**. Even if it's on a weekend, do something small. Write an article. Just take ONE step in the direction towards your ultimate goal every, single day! Get used to working a little bit, because trust me, once you've got success, you'll be managing your business for an hour a day, and fishing (or surfing and rock-climbing), for the rest of the day!

And when you achieve that...

Step 3 – Learn to **stop thinking** so much! Use the 60-second rule to go through your daily schedule and see how much MORE you'll get done, with time to spare! Try to use the 60-second rule throughout your whole day if you can, but make sure that you use it throughout your work day.

Finally, here comes the last step...

Step 4 – ‘Eat the frog’ first thing in the morning! Take the HARDEST task of the day, and complete it first! Because when you complete the hardest daily task, the rest of your day is going to be super-productive, and seem VERY easy!

And when you finally master Step 4, you’ll get a very nice surprise...

“You’ll have taught yourself to take action, without every worrying about it!”

And from there, the sky’s the limit!

Talk to you soon,

Vadym Zhabkin

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PS – If you’d like to learn EVERYTHING you need to know to succeed in Internet marketing for free, check out www.HelpingAffiliate.com today!