

"7 Insider Secrets To Newbie Success!"

© By Ewen Chia

Brought To You By:

Newbie Cash Machine™

"Finally! Even Newbies Can Make REAL Money Online With These Simple Step-By-Step Cash Machines!"



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Introduction

I used to be where you are today...

As someone who went from newbie to a successful Internet business owner, I know exactly what you're going through in trying to get things off the ground.

It is THE reason I've made a commitment to helping others achieve success.

Every day I receive questions from my subscribers:

"Ewen", they ask me, "what am I doing wrong? I've been promoting a great product as hard as I can for months now, but the sales just aren't coming in!"

Well, I finally got fed up! No, not at my subscribers – but at the thought of so many people's hopes and dreams being dashed, simply because they don't have the right information...

There's simply no good reason *not* to succeed online, unless you secretly fear success or have some other issue blocking your efforts.

Now, I knew that I couldn't possibly mentor every single person one-on-one. As much as I would like to do that, it's just logistically impossible.

Instead, I decided to sit down and create something that would take people by the hand, and really give them the absolute, fundamental and step-by-step blueprint for starting a profitable business.

I decided to call it **Newbie Cash Machine™**, and it really is (in my opinion) the **ultimate newbie's guide**. Now, what you'll get here is just a taste of the information that's in Newbie Cash Machine™. What I cover here includes many of the main concepts from Newbie Cash Machines™ in an abbreviated form.

While you aren't getting the full-course meal here, you still just might pick up a piece of information that shows you what you've been missing. I've tried to hit all of the main areas where newbies run into trouble. This includes things like market targeting, traffic generation, e-mail follow ups and maximizing profits.

For some of you, this information might be totally new. For others, it can serve as a reminder/refresher on basic marketing principles. So, sit back and get ready to go through this list! Could YOU be missing out on one of these 'secrets'?

To Your Success!

Ewen Chia

Secret #1: Using The Proper 'Tools'

This has a lot to do with professionalism. One common thing a lot of newbies do is "play" for a while at marketing. They don't want to invest in any business tools until they think they've got a 'sure thing'.

The problem is that you'll never know the real profit potential of your market until you're taking your business seriously, and really giving it all its worth.

In order to do this, you need to project a professional image, *and* invest in the marketing tools that make your life easier.

Here I am talking about things like: **a proper domain name, real web hosting** and an **autoresponder**.

If you're trying to get by with, for example, a free web host, you're leaving a *lot* of sales on the table.

The reason is that the *perception of credibility* is a big factor when it comes to what influences your customer's buying decisions. It's also a matter of *targeting*.

Think about this example: let's say you're searching for a "dog training" e-book. Which URL would you rather visit?

<http://www.freehosting.com/user/allboutdogs> or

<http://www.ultimate-dog-training.com/>

You'd go to the second one, right? Just looking at the URL you'd intuitively believe you're going to find something close to what you're looking for there.

Having a **generic, but market-specific, domain name** is one tactic emphasized in the **Newbie Cash Machine™** system. You need your own URL hosting on a real, *dedicated* web host.

Those 'free hosting' sites you might be tempted to use aren't all they claim to be. Often, they'll place their own advertising on *your* home page.

Plus, you're often limited in terms of how much control you have over editing your web pages, uploading images and inserting code for things like autoresponders.

Speaking of autoresponders, this is another tool you've got to invest in. You've got to have a way to capture the contact information of the people visiting your site.

Otherwise, you're just wasting traffic.

Most sales are *not* made on the first visit to a web site. People come to you in search of *information* first.

In order to give them that information, you've got to capture their name and email address so you can follow up with them. Autoresponders make this process a snap.

Now, those are the two big ones – but there are other tools you need to employ whenever you can. One of these is '**link cloaking**'.

For regular merchants this doesn't matter, but it's *crucial* for affiliate marketers. There is a litany of reasons for cloaking your affiliate links, many of which you've probably heard before:

- ✓ *Affiliate links are 'ugly' and people naturally don't like to click on them*
- ✓ *Affiliate links are 'obvious', and people will avoid clicking on them just for the sake of denying you a commission*
- ✓ *People will try to get discounts or steal commissions by putting their own affiliate nicknames in place of yours*

And so on, and so on...but, the important thing is, in this day and age, there's simply no reason for you not to cloak your links.

If someone emailed you, and said, "Hi Jim, I just found this great site you should check out here: <http://www.some-site.com/cwf122gh.cgi?&aff=1014462>", would YOU want to click on that link? Probably not.

There are a lot of different link-cloaking tools available, and some are fancier than others. For example, the hot thing now is the "recommends" script that can take a link like this:

<http://chiaewen.secretaff.hop.clickbank.com>

And turn it into this:

<http://www.EwenChia.com/recommends/saw>

Even if you can't afford one of these scripts, you can always use a free service like <http://tinyurl.com> to shorten and cloak your links.

So, if you do nothing else, get yourself up to speed with professional tools. This means *at minimum* getting your own domain name, web host and autoresponder account.

Don't be afraid of spending some money on your business!

Honestly, you can grab all the essential tools you need for around \$40-\$50/month. The difference this makes in your results will be worth it, and will more than pay you back.

Secret #2: Target The Right Market

This is probably the most common newbie mistake – not targeting the right market.

Unfortunately, it's also the one thing that can kill your results even if you're doing everything else right.

Improper market targeting is usually a case of choosing a market that is *too broad*.

If you're currently making this mistake, don't feel bad. Even experienced marketers fall prey to this mistake. It's easy to get lost in all the options.

What happens when you're in too broad of a market, and how can you tell?

Well, your conversion rates will be low. You'll be driving a lot of traffic that you *think* is targeted, but find that the sales just aren't where they should be. You keep pumping more and more traffic, you keep changing your offer and still...no one is buying.

The two things you have to look at here are:

- ✓ **Your product**
- ✓ **The keywords you use to describe your market**

There needs to be a close match between the two.

It's not just about targeting a market, but about targeting the product to the market.

Let's look at some examples of proper and improper targeting.

Scenario #1 – When Your Market Is Too Broad

Let's say you decide to go into the "dating and relationships" niche. You've got plenty of affiliate products to choose from: everything from match-making websites to e-books about how to attract the opposite sex or mend a broken heart.

Now, one of the biggest mistakes you could make is to take keywords like "dating advice" or "dating tips" as the basis for driving traffic to your offers. While those keywords are relevant, they likely aren't targeted enough for your products.

Why?

Think for a moment about the number and types of people who might be searching for "dating advice". The market is huge! You've got people of all ages and situations searching for this information. There is no "one size fits all solution".

Yet, there you sit trying to promote a very general e-book about dating, when you've got not just hundreds *but thousands* of competitors – competitors with much more in the way of resources and brand exposure.

It's too broad and it's too risky because you're facing a market where people have an unlimited number of options. They could literally go anywhere to get advice; and, unless you've got something really special, you're left to rely on sheer numbers and luck to make sales.

Scenario #2 – Proper Targeting

Ok, let's counter the situation from scenario #1. We're still interested in "dating and relationships", but we want to find a *much* smaller segment of that market to target.

If you're in business as an affiliate, this is the point where you need to research as many products as you can in order to find ones that fit a relatively narrow audience.

The goal is to *specialize* in one subject.

A good example of this would be deciding to target men who want to learn how to attract women. There are some unique products out there devoted solely to this subject. One that comes to mind is David De'Angelo's "Double Your Dating" program.

Notice you've narrowed your market here by *exclusion*.

You aren't targeting women. You aren't even targeting every man out there looking for dating advice. You're just after the guys who need some extra help in the romance department.

Now, *this changes everything*. It changes the types of sites you advertise on and the types of keywords you use in your pay-per-click campaigns.

You're not going after "dating advice" anymore. Instead, you're after those guys who search on things like "attract women", "why nice guys finish last", "date a model", and so on. Both your product and your market match up perfectly.

Even your follow ups will be easier. Instead of trying to be all things to all people, you can focus on the one subject your audience is most interested in. This makes it a cinch to give them exactly what they want, and your sales will go through the roof.

Targeting the right market comes down to doing proper market research before you begin.

This process is covered in full in [Newbie Cash Machine™](#) with a no-nonsense formula that makes hot, profitable markets practically fall right into your lap.

It's really a lot simpler than you think! The key is to start brainstorming through *your* own interests. What you're looking for is what I call an '**affinity market**'.

An affinity market is simple a market based around a subject for which you have an affinity or liking. This can be a life-long hobby or even some area of expertise from your education or work life.

You'll see why this is important a bit later when we talk about the newbie mistake of not building a good list relationship. The main thing to understand now, though, is that having an affinity market makes everything you do ten times easier.

It is *very* difficult for a newbie to go into a market of which he or she has limited to no knowledge.

To begin with, you'll be hampered by lack of familiarity with market "language" or lingo. Imagine, for example, trying to go into the 'real estate' niche when you don't know about things like 'adjusted exercise price', "living expense insurance", "negative amortization", and so on?

If you don't understand what your market *means* when they search for this information, then you really don't know what they're looking for, or whether it's the type of information they'll pay a price to get their hands on.

After affinity marketing, some of the other tricks I reveal center on narrowing down your market to a laser-targeted "sub-market" or niche.

One of the ways you can do this is just by going to places like **Amazon.com**, and checking into popular titles. You can see "clusters" of information this way.

For example, let's say you're interested in birds as pets. You might find that information on how to teach parrots to talk is (currently) more popular than general care and feeding titles.

You can also start pulling out keywords and phrases from these titles, and use those to do further keywords research on the market, and find out how popular it is (based on the number of searches in the search engines for those keywords).

The final key is to get a profitability estimate on your market.

This isn't as simple as determining popularity or demand. You've also got to look at the profit margin on the products you want to sell, weighed against things like advertising costs and competition.

If you're having trouble with market you're in currently, I suggest that you revisit your research. You *might* be in the wrong market. However, it might also be that you've targeted the wrong product to that market, or just need to switch over to a different segment of that market.

If you think market-targeting might be what's holding you back, then don't hesitate in making the necessary changes. It is *far* better to take a step back *now*, than keep plugging away with the same results for another month or more. A quick course correction may be all you need to start seeing your desired results.

Secret #3: Driving The RIGHT Traffic

One problem most newbies face is a lack of knowledge about how to drive targeted traffic to their web sites.

Too often, newbies fall prey to traffic scams and fads that suck away valuable time and money, but don't produce results. Usually, these bogus traffic systems promise to deliver things like "one million visitors for \$99".

You've got to avoid these types of schemes at all costs!

Not only is that traffic untargeted...its usually not even *real* people going to your web site! They just use robots to generate a bunch of fake hits to your site to make you think your getting what you paid for.....

[Newbie Cash Machine™](#) addresses the *real, proven* methods for generating targeted traffic. Once you've seen how it's done, you'll realize that generating traffic is *easy*.

If you're new to online business and wondering what you need to do to generate real traffic, then you need to focus on learning about the following methods:

- ✓ **Pay-per-click advertising**
- ✓ **Article marketing**
- ✓ **Social networking**
- ✓ **Market-specific blogs, forum and groups**

These are the methods that really work to drive qualified visitors to your web site. These are the methods that allow you to laser-target your market, and drive quality traffic without squandering your budget.

Further, when using these methods, you'll also be learning even more about how your market thinks, what their 'hot buttons' are, and how best to communicate with them.

Let me give you some examples of what I mean:

First, let's look at keyword-based (pay-per-click) marketing. One thing you'll find is that certain keywords will convert for you better than others. Sometimes, the keywords that convert are going to surprise you.

You'll have at least one keyword you think is super-targeted, yet it fails to bring in qualified visitors. Meanwhile, you'll probably have some keywords you tossed in on a lark, and it turns out they convert like crazy.

The real lesson will come in finding out *why* this happens. Often, you'll find that certain keywords describe your market *generally*, but they don't reflect the segment of your market that your product is targeted towards.

And sometimes, well, it can be a mystery :-) But, you can take the keywords that *do* convert and start looking for variations, synonyms, etc. that you might have missed – then, focus more of your budget towards those terms while dropping the losers.

Now, let's look at yet another example...

One traffic method covered in [Newbie Cash Machine™](#) is that of driving traffic from market-specific forums or groups.

In order to do this, you have to join these groups and become an active member of the community. This gives you an opportunity to do even more market research. You'll be in the thick of things and learning a lot about your market's needs just by reading the threads and discussions people post to these groups.

There's really a domino-effect in play. The better you understand your market, the better you become at driving qualified traffic. Likewise, the more traffic sources you learn to exploit, the more you'll know about your market.

By digging out all the places where your market “hides” online, you get the big picture about how they operate. E.g, where do they go? What do they talk about? What sites and products are already popular with them?

Do they make a lot of “word of mouth” recommendations? How trusting are they of online businesses, and what do you need to do to gain that trust?

So, you see, there's more to traffic than just paying for clicks. There's a definite strategy involved, and you need ***multiple traffic generating strategies*** in your arsenal – and those strategies need to allow you to target your market dead-on.

Secret #4: A Proven Sales System

How will you make sales online? Do you know? Do you have a step-by-step plan for driving traffic to your site, and then *converting* that traffic into paying customers?

You've got to have a system in place. What action do you want your visitors to take when they reach your site? How are you going to introduce them to the product?

There's one method focused on in [Newbie Cash Machine™](#) that works like gangbusters for affiliates.

Instead of using a traditional squeeze page, you create a page that displays a full-length _____, with an opt-in form below it.

Visitors read your _____ – and, if they like the information you've given them – they opt-in to your list, where you follow up with them using more information.

The power in this system rests on the fact that you're positioning yourself more as a helpful 'expert' than as a salesman. You pre-sell the product by putting *more* information and more *power* back into the hands of your subscribers.

You do the job of educating the potential customer, and let the merchant's sales page do the job of selling and 'hyping' things up.

You get a lot more sales this way, and you also get *less* in the way of refunds.

It's a simple system to set up and it takes a lot of the guesswork out of your marketing. Eliminating the trial and error approach will make your life a lot easier.

Newbies far too often get into a pattern of switching around their sales funnel before it has time to work. Maybe you started off with a squeeze page, didn't like the results, and so you took it down and replaced it with articles or direct links to products.

What happens is your site becomes unfocused, and visitors don't really know *what* action to take.

That's why using a [proven system](#) can make all the difference. It gives your site *one* focus, and basically forces your visitor to make a decision: opt-in or leave.

And it's only when you have full control over directing that visitor to where *you* want them to go that the real sales results start coming in.

Secret #5: Effective Follow-Up

Following up with an opt-in list is a process that also benefits from having a plan or system in place. In other words, you need to be strategic in your follow ups.

Some of the common follow up mistakes include:

- ✓ **Using the solo affiliate emails written for you by a product owner without editing them or changing them up.**
- ✓ **Too much emphasis on 'hype' and hard sales pitches**
- ✓ **Failing to educate or pre-sell prospects**

You could sum all of these mistakes up into just one: **failing to develop your own voice.**

It's really crucial that you cultivate your own style and tone. Remember, your subscribers are going to see plenty of hype on the merchant's sales letter. What they really need from *you* is solid information.

What's so special about the product you're promoting to them? Will it address their concerns? How does it fit in their big picture?

Answering these questions for your prospects should be deliberately paced over a span of days, or even weeks. You've got to resist that urge of trying to hard sell them in the first couple of emails.

One of the concepts I lay out in [Newbie Cash Machine™](#) is that of continuing your _____ on a smaller scale in your follow ups.

So, for example, let's say that the _____ on your affiliate opt-in page covers the main pros, cons, benefits, etc of a product. However, there are still a lot of subtle details you've left out, and this is exactly the type of information you start feeding to your prospects in your follow ups.

Now, in order to do this, you really need to *own* the product. You've got to be able to pull out information from the product itself, as well as talk about your experience from a customer's perspective. Let's pretend that you're promoting a 'weight loss' e-book. You'd want to be able to send out something like this:

Hi First Name,

I don't know where you are in your current weight loss program. Maybe you're just getting started. Or, you may have already lost a lot of weight, and you're just trying to shed those last 20 pounds.

There's one thing I know for sure, though: at some point you're going to hit a *plateau*. You know, its that point where you get 'stuck' at a certain weight, and just can't seem to drop those last few pounds no matter what you do. This is exactly where I was when I got my copy of **[insert product name here]**.

I didn't expect to see that topic covered in depth in the book, but it was! And I was very impressed by what I learned. While I can't explain it quite as well as **{author's name}** does, it works something like this.....

Basically, your body does NOT like to lose weight! Big surprise, huh? It's the very things you do to start the initial weight loss that will eventually cause you to plateau. This is because your body strives to maintain balance between energy intake and out put.

One big mistake people make is to cut their calories TOO MUCH to try and trick their body into losing more. But, the body sees this as a sort of 'attack', and so it ends up hanging on to all your extra fat in an act of self-preservation. The more calories you cut, the more your body doesn't want to let go of the fat it has stored up.

[product name] has a truly mind-blowing trick for getting around this, but its too involved to go into here. What I CAN recommend to you for now is to go calculate how many calories it takes to maintain your current weight, and then cut those calories ONLY SLIGHTLY BELOW that number through either diet or exercise. Don't cut more than about 100 – 200 or it won't work.

<http://www.youraffiliatelink.com>

Cheers,
Your Name

Now, do you notice how different that type of message is from a 'traditional' affiliate sales pitch? You're giving people information they can use *right now* without buying product.

A lot of newbies are afraid to do this because they think people will just take that info and run with it.

But, nothing could be further from the truth. By giving people a taste, you're actually *proving* the value of the product to them, and giving them an even bigger reason to buy. You're making the product *relevant* to their lives in a way they can touch, see, feel and test.

This approach completely trumps 'stock' solo ads and hyped up sales pitches. Just put this to the test in your own business. The results will speak for themselves.

Secret #6: The "List Relationship"

This is really related to #5 above.

Part of the follow up process involves *going beyond mere promotion*. There's nothing that deadens the responsiveness of a list faster than hitting them with the same information, in the same format.

You've got to build a real relationship, and you've got to keep your subscribers on their toes.

In other words, you want to:

- ✓ **Increase their perception of you as a trusted source of high-quality information**
- ✓ **Throw in an element of surprise so that they always want to open and read your emails.**

One of the methods for this that I recommend in [Newbie Cash Machine™](#) is that of using "**insertion messages**".

Insertion messages are just emails that you send to your list apart from your pre-programmed, product-focused autoresponder sequences.

Let's say you've got a 5 part follow up series for a product. Somewhere in-between the messages in that sequence, you want to send out a "surprise" mailing.

The purpose of the mailing is to jolt your subscribers back into full attention by surprising them with a gift. This gift can be anything from a free report to a longer, information packed article(or link to a blog post).

The key here is you give them a gift in the form of super-valuable content or information.

Something they normally would expect to pay for.

It's all based on the principle that you do have to *give* in order to receive.

People are much more likely to do business with you when they see that you're truly focused on helping them, and not just trying to get them to cough up their money.

That said, you really *should* be in a market where you feel you can *help* people.

If you're just in it for the money, and don't really care what product you're selling or who you're selling it to...well, *it shows*.

People can sense this a mile away. The people who join your list do so because *they are the experts* when it comes to their own interests and concerns.

If you don't share those interests with them they'll be able to tell. Your lack of interest and experience will show in everything you do.

When you don't care, you can't connect and you really can't write anything more than a shallow follow up. Your subscribers will know that *you* don't know what the heck you're talking about.

I really can't stress this enough:

Find a market you can relate to, build a list, and build a solid relationship with that list.

Secret #7: Monetize Additional Channels

I hate using a cliché, but I can't think of a better way to say this: when it comes to making real money online, there's no such thing as a "one-trick pony".

The 'gurus' and the 'super-affiliates' you hear about? They aren't raking in that money off of just one product or one sales model.

The big profits come from having *multiple revenue streams*.

Now, money-making opportunities are everywhere, and all you have to do is use your imagination. Almost anything can be monetized. You can squeeze way more revenue out of your existing traffic than you realize.

There are two different 'channels' of monetization I focus on in [Newbie Cash Machine™](#).

- ✓ **Multi-product affiliate marketing**
- ✓ **Content monetization via blogging**

In the first case, what I recommend is that you roll all of your affiliate products from one market into *one* site.

What I mean by this is that you collect a themed group of products for a target market, and you promote them from one central location, rather than setting up different web sites with different squeeze pages.

This model works when you are presenting the products from an "_____ " approach. You basically create _____ for *all* of the products you want to promote, and roll out each of those in your autoresponder.

So, when someone signs up to your list because of your "lead" _____ about Product X...your follow ups *don't stop* at Product X. Instead, you put a little break between sequences, then start following up on a totally new product to that same list.

What's great about this is that you can create follow up promotions for as many products as you want. You could load your autoresponder up with enough follow ups to last you a year – which means ***you'll have all of your promotions on complete auto-pilot.***

The other reason to do this is so that you can present of a variety of product options to your subscribers. Maybe some of your subscribers decided they weren't interested in the first product you offered them.

That's OK. You'll have plenty more offers to present to them, and you don't have to lure them onto a second list to do it.

You'll also be able to experiment with different types/prices of products.

Why stick to promoting one e-book, for example, when you can present additional offers for things like videos, home-study courses, membership sites, etc..?

And don't forget to throw in some recurring revenue streams while you're at it. You should definitely be promoting at least one product that pays you a recurring commission!

Now, one of the other techniques I talk about in [Newbie Cash Machine™](#) is that of monetizing a blog.

Creating a blog is actually an extension of building the relationship with your list. You need a place where you can post in depth content – things like articles and videos that just don't fit into an e-mail format.

So, when you send your subscribers over to your blog, you've got a whole new piece of real estate where you can insert additional profit opportunities for yourself.

For example, you can place Google AdSense onto your blog. You can put up product banners which are linked over to the merchant's sales page with your affiliate link. You can even *sell* some advertising space on your blog if you've got enough readers.

The point, though, is that your list is a ready-made source of traffic you can send directly to your blog. You may have someone sitting on your list who has never bought a thing from you, but he or she may click on one of your Google AdSense advertisements. Ding! That's a few more cents added to your bottom line.

See what I mean? It is a ***cumulative effect***.

You've worked hard to build your list, so you don't want to just leave it sitting there. You've got to find ways of continually recycling your traffic, and placing more profit opportunities in its path.

What Happens Now?

We've covered some of the biggest success secrets that newbies should have in their businesses. My guess is you found at least one of them to be relevant to your situation.

Though I've said this before, it bears repeating: you've got to have a system in place.

You need a [step-by-step](#) plan of action that takes you from idea to implementation. You find a market you want to go into, but how do you get there step-by-step?

I think one of the problems for newbies is that there's *too* much information out there about making money online. A lot of tactics get presented to you piecemeal and out of context, and you're never shown the big picture of how and why to use these tactics.

That's why I created [Newbie Cash Machine™](#). There's a void that needs to be filled with a product that lays everything out from start to finish.

In it, you will learn:

- ✓ **How people really make money online, and what different models are used**
- ✓ **What affiliate marketing is, and why it's the best model for newbies**
- ✓ **The 3 step formula of _____ + _____ + _____**
- ✓ **How to find a hot, profitable market**
- ✓ **How to choose affiliate products for your market**
- ✓ **How to write your first _____**
- ✓ **How to build a real affiliate, opt-in landing page**
- ✓ **How to write and schedule follow ups**
- ✓ **How to drive market-specific traffic**
- ✓ **How to monetize your traffic on all levels**

This isn't just theory, either. I've taken into consideration the difficulties many newbies have with the *technical* aspects of setting up their business.

So, I've also included plenty of **step-by-step screen shots** showing you how to set up your affiliate accounts, register for things like Google Adwords and use an HTML editor to create your web pages.

Newbie Cash Machine™ sets a new standard in being one of the most comprehensive "how to" guides for newbies ever created!

Consider investing in the system if you're ready to take control of your online destiny.

Isn't it time *you* went from newbie to full-fledged, successful business owner?

[Click Here To Start Now!](#)

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"Finally! Even Newbies Can Make REAL Money Online With These Simple Step-By-Step Cash Machines!"



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