

The automated sale blueprint

James: James Schramko here. Welcome back to SuperFastBusiness.com. This is episode 885. Today, we're going to be talking about how to automate your sales machine. Of course, when it comes to automating your sales machine, the very best platform that I like to use for that is 10XPRO.io. Welcome, John.

John: Hello, how are you, James?

James: Good, thank you. John Lint, founder of 10XPRO, is a whiz at this stuff. This is what the platform was created for. You may have heard us talking about 10XPRO as a membership site platform, you may have heard us talking about it as a course platform. And now, we've been going through the campaigns. We've done the live sale campaign, we've done the essential campaigns you need.

But this one is the automated sale campaign, where you're going to be able to make sales and build your list at the same time on autopilot without having to glue together 17 different tools or buy multiple subscriptions. The only things you'll need for this are some kind of email system, which you probably alrespady have, whether it's ActiveCampaign, Ontraport, Infusionsoft, and maybe a couple of others, and 10XPRO.io, which you can check out at that website.

So John, talk us through this campaign. We're also doing a screen share. So if you want to see this on SuperFastBusiness, go directly to that episode, or on our YouTube channel, and you'll see this where you see episode 885. Take it away, John.

This is how the thing is structured

John: Awesome. Yeah. And yeah, of course, I'm sure that they will be able to download some of the documents and blueprints that we are going to share. And that's exactly what I'm sharing right now in my screen. I'm showing you the blueprint of what we call the automated sale campaign. It's a great way to build your list. That's the primary goal.

But then, of course, we want to start making sales, and we want to do a special offer right after someone opts in. It's a great opportunity to thank them for joining your community, for giving them a little reward, whether this is a little discount, or maybe some special bonuses. And we talked about this, how to do a special offer, in the previous episode. So check those episodes out if you need a refresher.

But basically, it's a special offer, right? It's a great opportunity to welcome them to your community, give them what you promised them, and then start making an offer. And just a quick reminder, this is part of a course that I have in 10XPRO, that all the 10XPRO.io members get. It's a course that we call More Money Now. And I'm showing this in my screen right now. So it's basically where I teach you all of the campaigns that you will ever need in your online business.



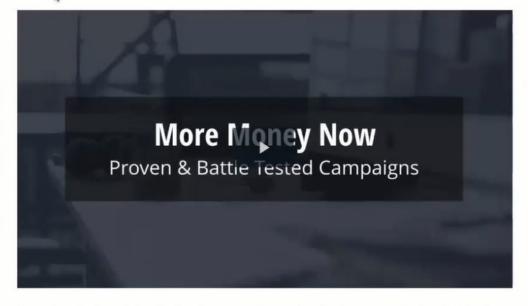
Dashboard

Live Campaigns

Automated Campaigns

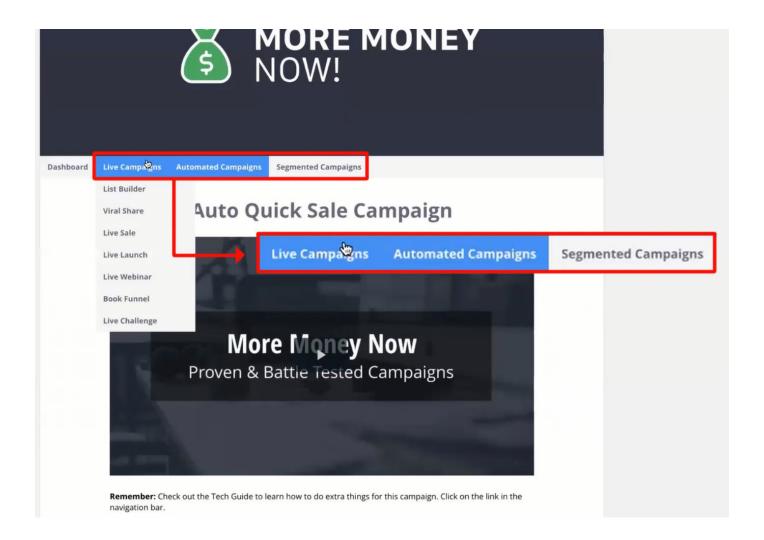
Segmented Campaigns

Auto Quick Sale Campaign



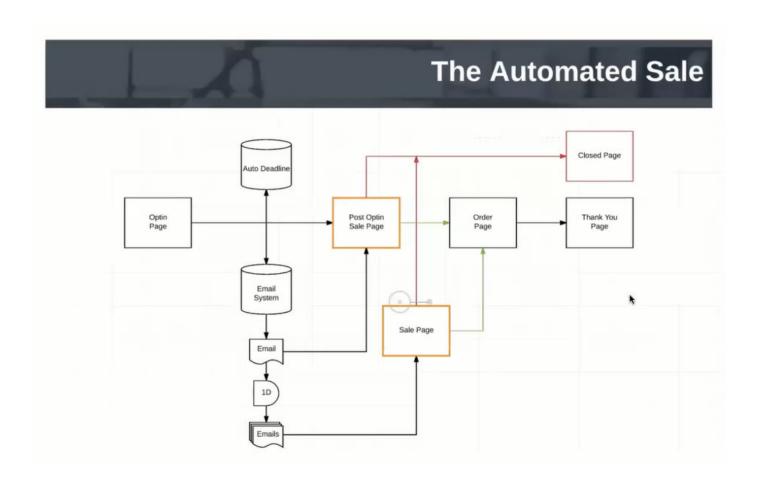
Remember: Check out the Tech Guide to learn how to do extra things for this campaign. Click on the link in the navigation bar.

So we have live campaigns, we have automated campaigns, we have segmented automated campaigns, it's really high, hardcore, very advanced stuff.



We have the automated campaign, we're going to talk about the quick sale campaign today. But if you wanted to do, with 10XPRO, a live sale campaign, we talked about this last week, you want to do a product launch right there, you want to do a live webinar campaign, it's right there, you want to do a book funnel, a challenge, all of these is explained.

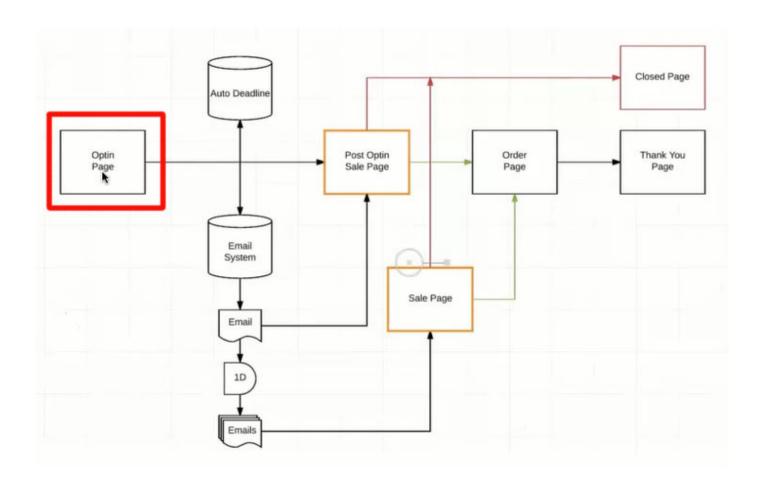
As you can see in my screen, this is what we are going to cover today, I'm going to show you the automated sale campaign. All of these campaigns come with an overview, which we're going to do today. I'll show you how to set it up in 10XPRO right here, and then also how to set up the emails that you might need in your campaign. I'll also give you the blueprint that you can see right here. So that's a little sneak peek.



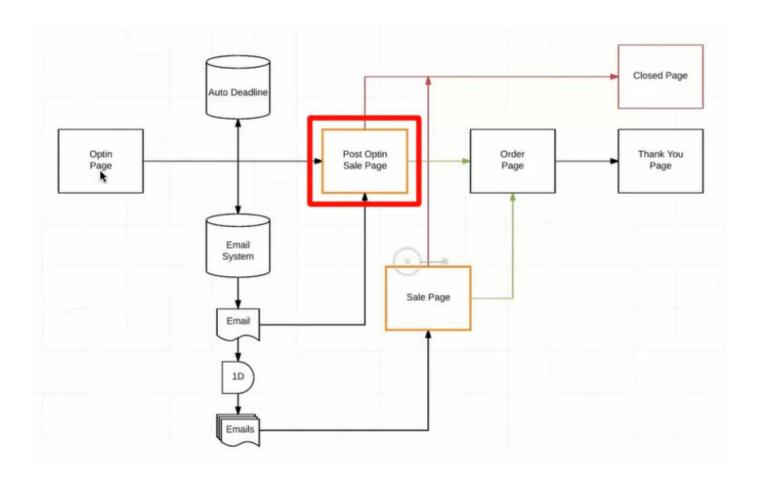
So if we go through the blueprint, in terms of understanding the strategy behind this campaign, it's very simple, actually. It's kind of like a mix between the live sale campaign that we did last time and the list builder campaign that we talked about in the first episode, when we talked about campaigns.

The pages that make it up

So we have actually four main pages and then two extra pages. The first page is, of course, an opt-in page. What is an opt-in page? It's a page where you're going to invite them to join your email list in exchange for something valuable. That can be a report, cheat sheet, a blueprint, a video, maybe something else, right? Something that's going to solve one specific problem, something that's going to give them one specific solution.



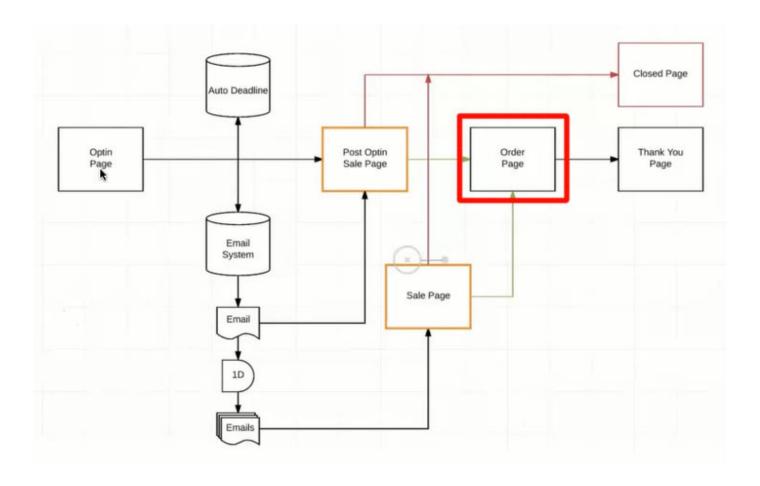
So that's an opt-in page. When they opt in, what happens? They reach the page that is telling them, Awesome. The thing I promised you, so the blueprint or the cheat sheet, is on its way. I sent it to you, to your email address that you provided. In the meantime, check out this video where I show you some extra stuff, obviously related to that, right?



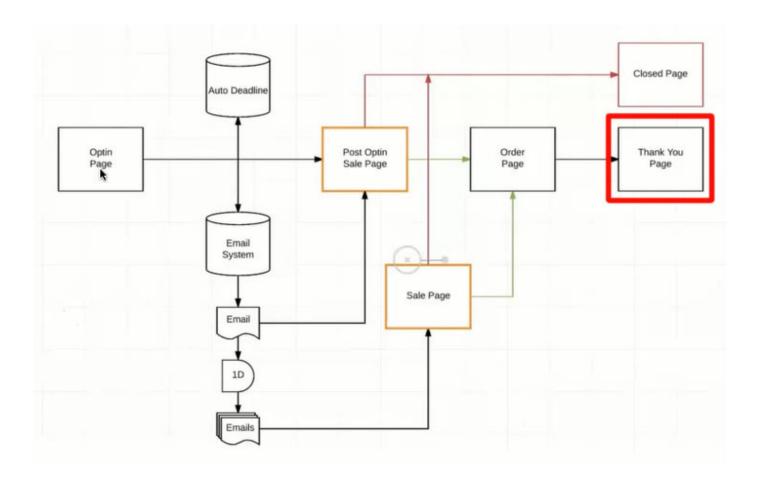
So if they opted in for a blueprint, a cheat sheet that is five steps to get bigger muscles, then what you could do, you say, Hey, awesome, the cheat sheet is on its way. In the meantime, check out this video where I show you a quick hack that you can use to get bigger biceps, for example, right? So now, I'm interested, right? I know that the report is coming. I'm watching this video.

This is very important, is what I call the value VSL. So basically, it's going to be a sales video, but it's a value-based video, right? So it's a sales video where you first teach, you provide a ton of value. And then at the end, you do a transition to tell them more about your product. So that's what we're going to do, and I'll cover that in more details as we go through the campaign.

But bottom line, you're just telling them it's coming, watch the video to learn something else. And then at the end of that video, Hey, if you liked this, you're going to love my course, or my membership program, check it out, here are all the details. And then, of course, what they can do is that they can click on the button that will appear.



After some delay, the button to order will appear. And then they can click, they can go to the order page, like I'm showing right here in the blueprint, and then they submit their details, their credit card, or PayPal, and then they can reach the thank you page.

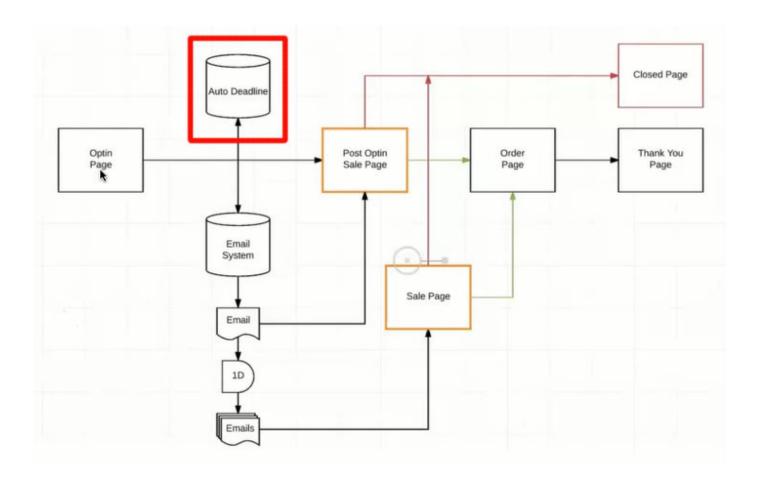


Now of course, you can build this campaign into a bigger campaign by adding upsells, downsells, and we do have one-click upsells, one-click down sells, all of that, in 10XPRO, it's all built in. But you can quickly add that in if you want to. But at its core, to keep it simple, you just have those four pages - opt-in page, the sale page after they opt in, order page, thank you page.

How the email part works

But now we do two things as well, very important things. The first thing that we do is that when someone opts in, we're actually going to send them, of course, to your emailing system. This is extremely important, because then you can follow up with them. And because you have now an automated campaign, you can then follow up with them to remind them about this special offer.

And then, of course, the next day, if for example you have done, in our case, we are going to do a two-day campaign, then it's all on autopilot, because the second thing that we do when someone opts in, we are going to register them to what we call an automated deadline. So that means that this user who opts in will have a deadline that's going to be calculated on the fly at the moment of opt in, that deadline will be calculated, and it will be set on the website for this user.

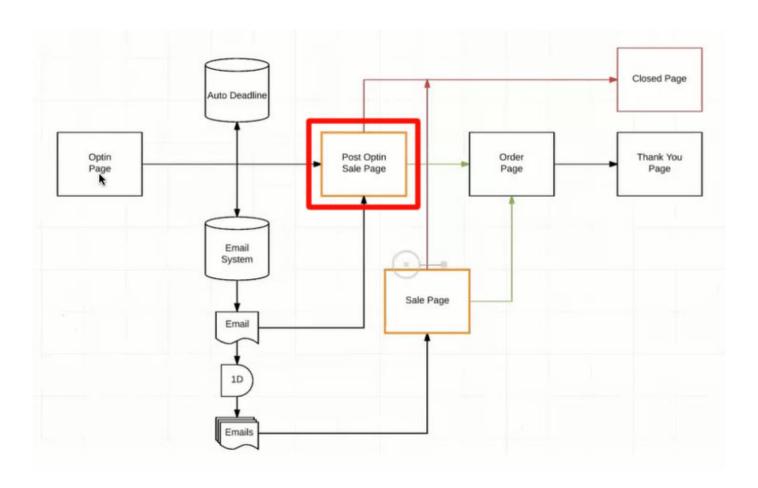


So now the website knows who they are and what is their deadline. That means that when they come back to those pages, if for example, you send an email, which you should, you should tell them, Hey, here's the cheat sheet. On that first email, remember, you offer them something here in exchange for their email, they're going to get an email with that thing, Hey, here's the PDF that I promised you, here's the link to download.

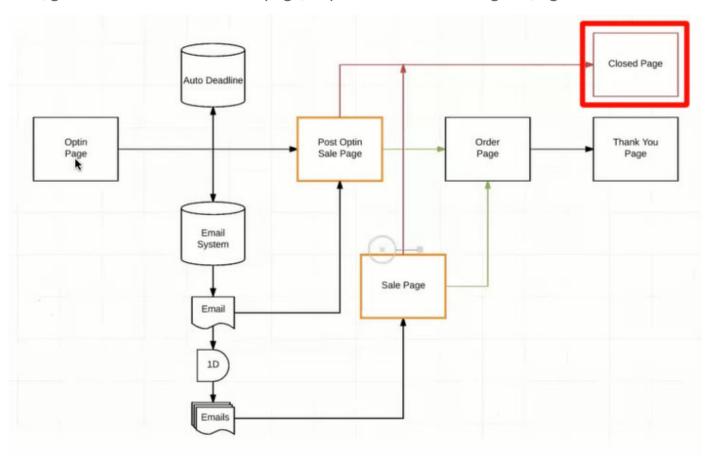
What the timer does

And of course, what you can do, because you're making an offer, you might have some text below, reminding them that, Hey, by the way, the special offer that I'm telling you on the page is going to be available until - that's the beauty - until this day at that time, and it's all automated. And of course, you can have an email timer as well, right there on that email.

So now they can click, they can go to this page. And you can see that this page has an orange border. And the reason is because this is a dynamic page. It's not a page that anyone can access. People can't just share that URL and go to that page. The system will check, before someone can land, it will check, are they registered to that deadline? Yes or no?

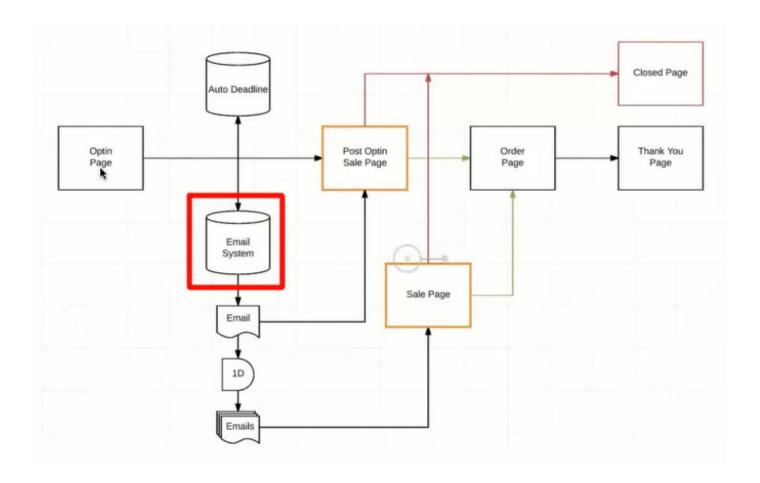


If no, get redirected to the closed page, as you can see in the diagram, right here.

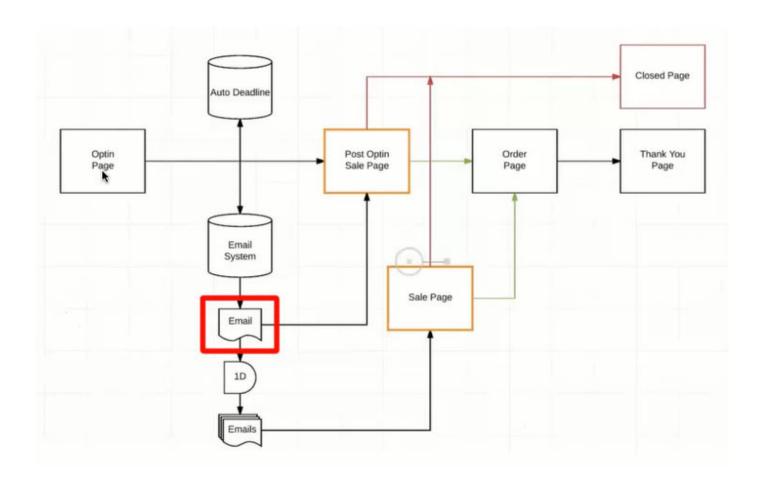


If yes, they can land, and the timer that is going to be on that page will be dynamic to them. So we'll say, Okay, there's only one day and four hours left, or there's only 20 hours left for you, et cetera. And all of that is dynamic. And of course, once the timer reaches zero, they can't go to that page anymore, they will be automatically redirected to the closed page. That's why you have here that fifth page in the campaign, which is a closed page right here.

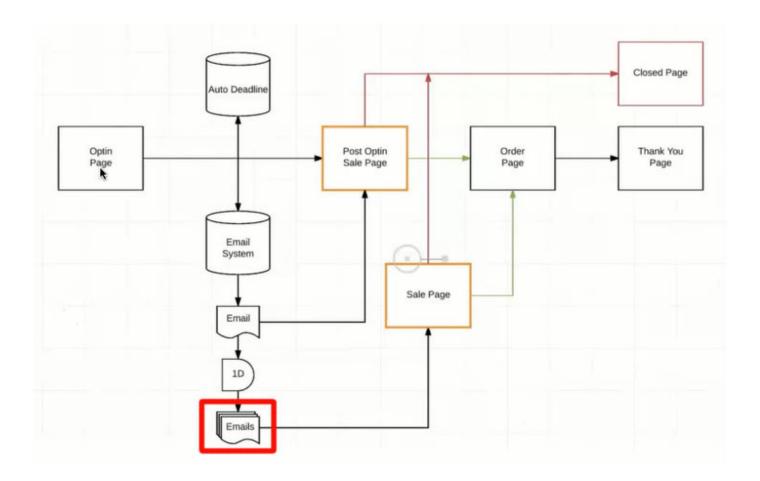
So now what you can do, they are in your emailing system, of course, they landed on the page after they opted in, they see the offer, and whether they're going to buy or not.



What you're going to do, you're going to follow up with some emails right here. As you can see, the first email is just telling them about the cheat sheet and giving them a link back to the sales page.



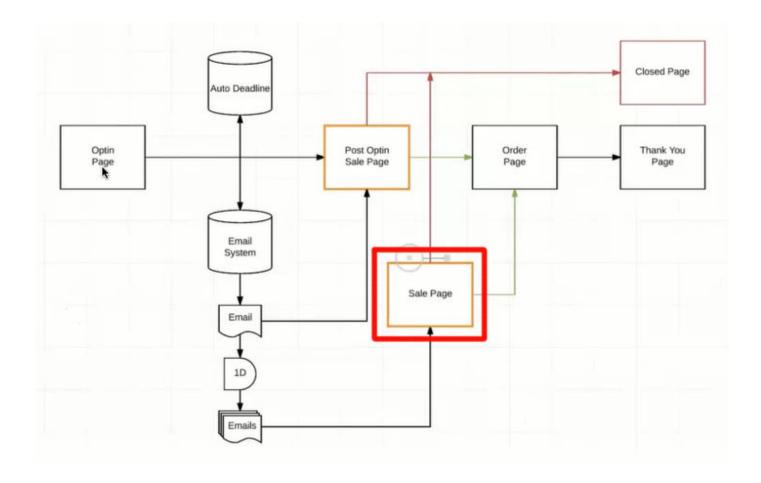
But now you can ramp things up, because if you're doing, for example, a two-day campaign, then the next day, it's always a good thing to remind them that this is the last day. So, very simple emails. One day later, as you can see here in the timer on the blueprint, one day later, you can send different emails.



You could send two emails. One in the morning, letting them know that it's going to expire tonight. One later that day, saying, Hey, there's only a few hours left. Again, no hype, only letting them know the facts. This is what's going to happen. And the reason why they're getting this special offer is because they just joined.

So in your emails, as part of your copy, you say, The reason I'm doing this is as a thank you for you to joining my newsletter, my waiting list, my subscribers' list, and it's a great way for you to get these bonuses, whatever these might be, whether it's a discount or something special, right?

And now, they go here, they have X amount of time, like I said, you have an email timer as well built in with 10XPRO that you can add to your emails. It's counting down. They can either go, and right here you see that you have an extra page. It's actually the same as the other one, but instead of just telling them on that page, Hey, the cheatsheet is on its way, there's no point in telling them that because you already said that on the first page.



What you could do, you could just send them to a page that recaps the offer, because that's what it's about. That's what you're saying in those emails on the last day, you're telling them that the special offer is going to expire. So you might want to send them to a page that only talks about the offer. That page is also protected with the same timer.

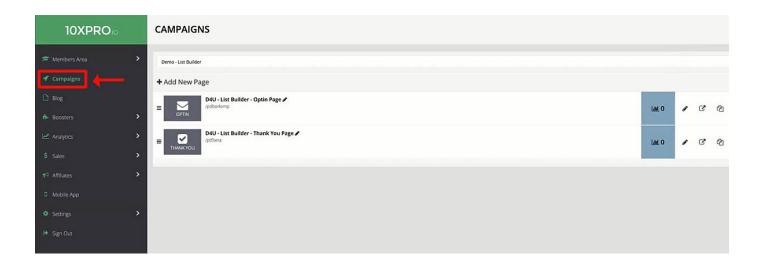
And that's why the logic is the same. If they have access, they can land, but then we check, what's their deadline? And if the deadline is in the future, they can land, if the deadline is gone, it's past, then they cannot land, they can reach the closed page. So now that's an overview of the entire campaign.

Reminder, that in 10XPRO, you have all the details here. And also, if you don't know what to say, in those videos, we have also an extra program that is available for our member, called the Sale Copy Shortcut, where I show you exactly in details, what you need to say, how you should present the offer, all of that stuff.

And I think I've kind of mentioned it last week, but it's basically step by step, I give you the templates, you just need to basically tweak it, customize it for your own audience. And then you have a sales letter that's going to be really good and working, right here, you can add it right there.

Setting it up is the easy part

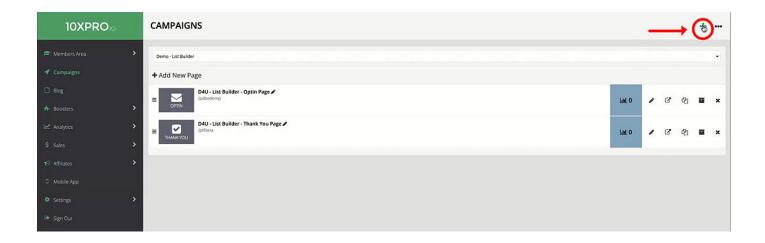
Now, that's the overview. How do you set it up? That's the easy part. I can keep it super short. In 10XPRO, you're going to log in, you're going to go to campaigns, right here.



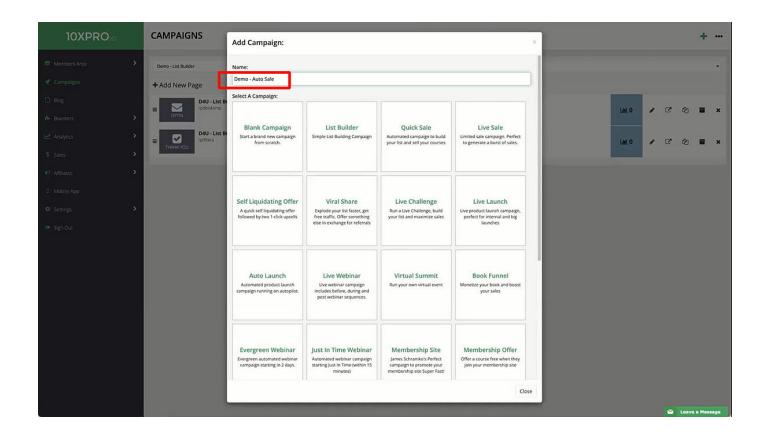
And of course, if you don't have 10XPRO, it's going to be more difficult. But obviously now, I gave you the strategy, you understand the strategy, you understand that you need an automated deadline, some email timer that is also automated, you need an order page, a thank you page, you need an opt-in page, a way to build your list and connect with your emailing system, with us, it's just one click.

Right here, for example, in my campaign, I'm going to create a new one, right, I'm going to do this on the fly. So to create a campaign, it's very easy.

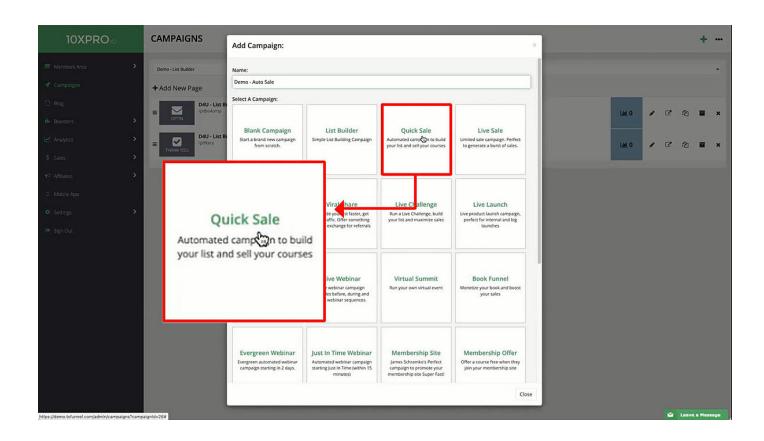
The only thing that you need to do is to click here on the plus icon, you're going to get the pop up, give it a name.



So let's call it Demo Auto sale, right? Right here.



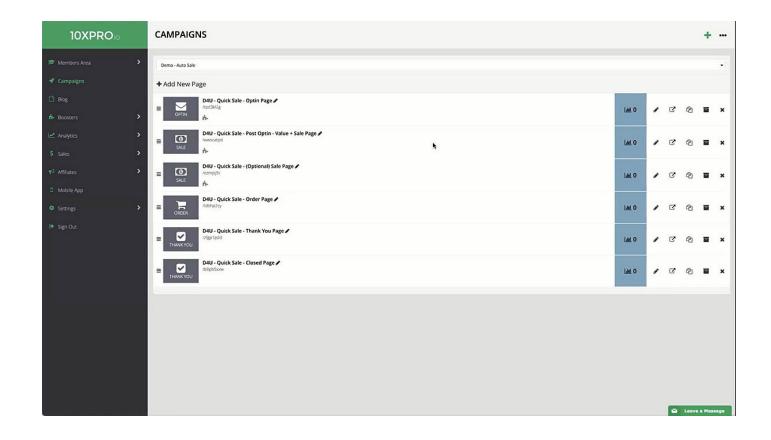
And I'm going to pick this campaign. We call it the Quick Sale. It's a quick way to make a sale, automated campaign to build your list and sell your courses.



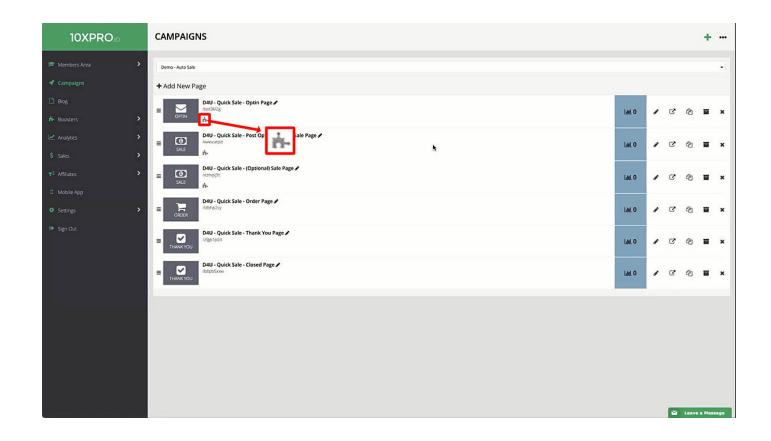
As you can see, there's plenty of campaigns, we talked about it last time, you want to do a live sale campaign, you want to do a product launch campaign, right here, you want to do an automated product launch, it's right here. You want to do a live webinar, a virtual summit, a book funnel, evergreen webinar, just in time webinar, we have actually five types of automated webinars. So it's everything that you need right here.

How you configure the deadline

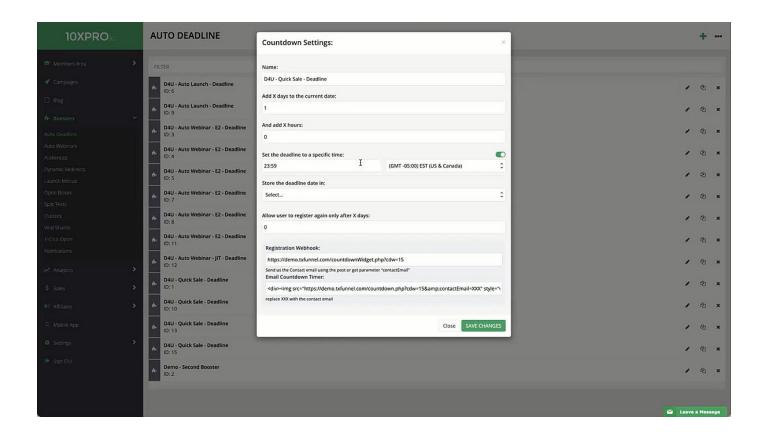
But let's keep it simple. Auto sale, I can click on Quick Sale right here. And you see, boom, just like that, all the pages that you need are set up. Okay? Everything is here.



And you see that little puzzle. That is what I talked about. That is that automated deadline widget that is built in.

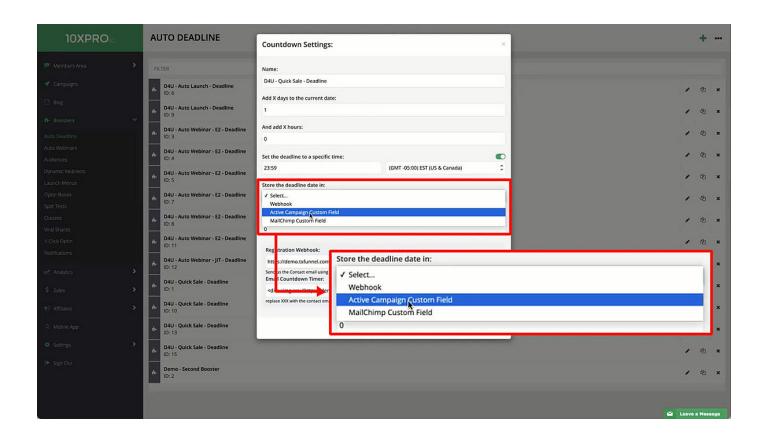


And if I click on that, you will see that now you can set it up, you can actually set up here, this automated deadline and see what's the logic, right?



So in this case, what we do is that when someone registers, we're going to add one day, and zero hours. And then we're going to set the deadline to be 11:59 for this time zone. So now the system will calculate my deadline based on my registration time. And this information will be saved on the website, but also you can be sent to your emailing system, so then you can then have that date in your email message.

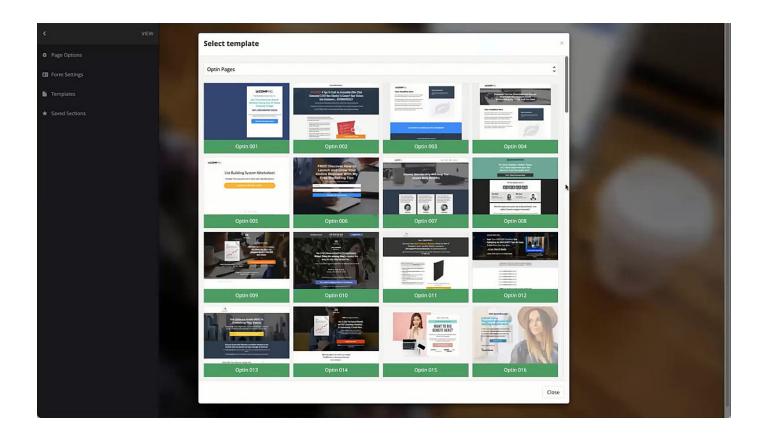
The only thing that you need to do is just basically use a drop down and select, where do you want to, for example, save that deadline in your emailing system. This is really powerful, because then you can customize your messages as they go through the campaign. So you can say, Hey, the offer is going to expire tomorrow, or it's going to expire on Thursday at that time. And that date is dynamic, right? Just like the email timer dimension.



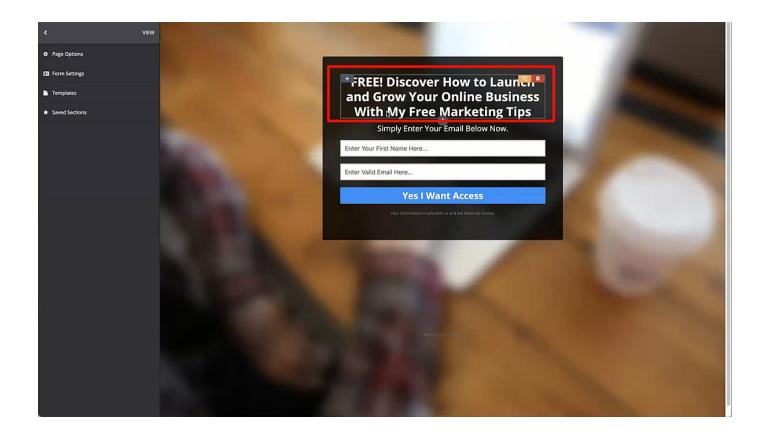
Let's check out the pages

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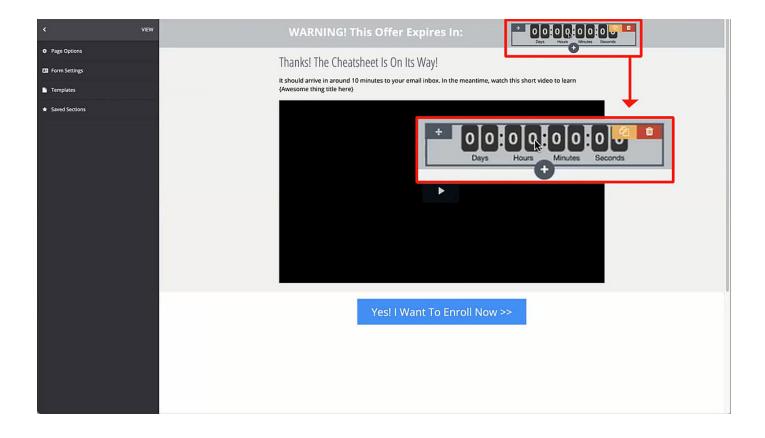
So if we look at the pages, opt-in page, of course, you have plenty of templates that you can select right here and customize, and you have tons of different opt-in pages to basically just offer something of value in exchange for an email.



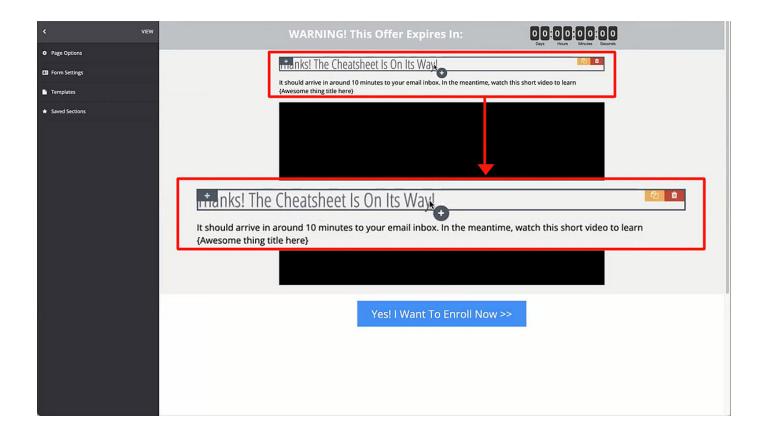
So how to do this, cheatsheet, etc..



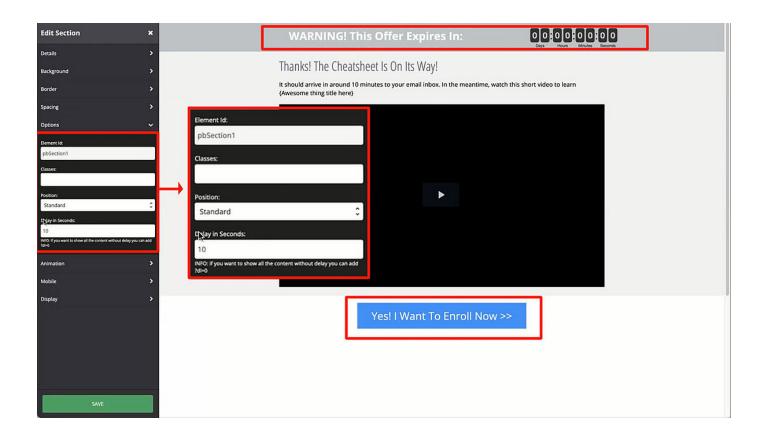
They opt in, they go to a sale page that has the deadline timer right here.



But it also tells them that the cheat sheet is on its way, watch the video for this awesome, cool other tip.



And then what happens is that these sections right here on top and the button are actually hidden at the beginning. But what you can do is that you can actually have an option to delay. You see here, it says delay in seconds.

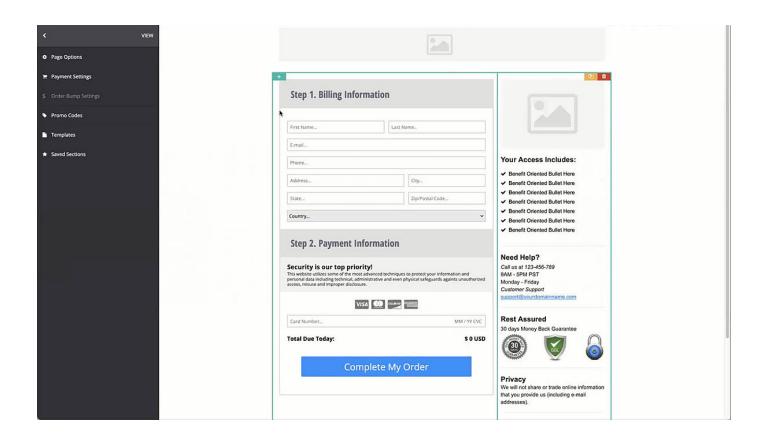


So now these section of the page are only going to appear, for example, when you start making the offer in the video, because at the beginning, they just landed, they just want the cheat sheet. You're telling them that there's an awesome, cool trick that you're going to share in the video. If they watch it, it's just like a value video.

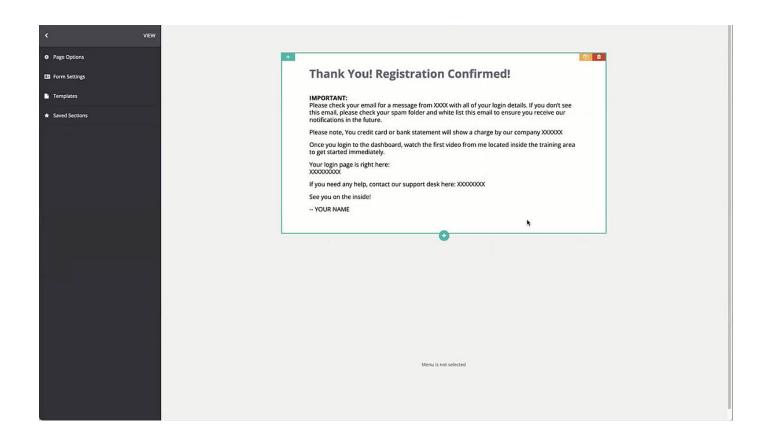
Only later, you're going to do a transition and tell them, Hey, if you want more, if you enjoyed that tip and if you want 10 other tips, well, check out my course, or my membership program where we go deep into how to get those results. Let me tell you about it. Here it is. So at that point, you can have the offer will expire, you can have the deadline timer, and you can have the button appearing after the delay.

And again, in 10XPRO, it's just a matter of adding some value right here to the delay. And that's it, you don't have to do anything else, you don't have to struggle with plugins, scripts, and extra systems, it's all built in, right? So that's the next page that they are going to reach after they opt in.

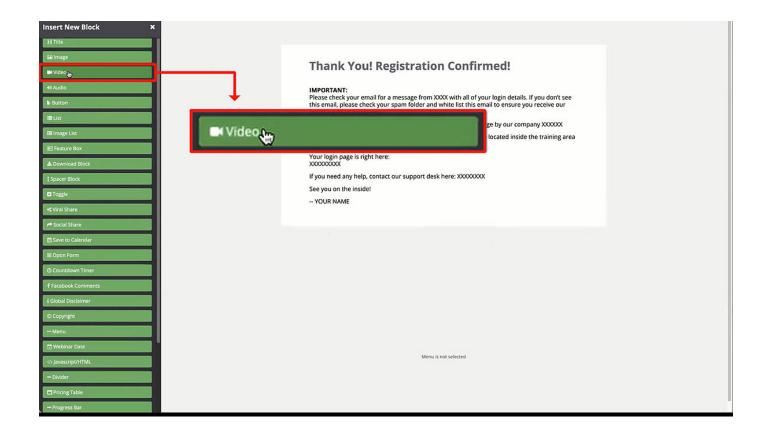
And if we go back to our map, that's what we did here, right? So then they go to the order page, if they click, and then the thank you page. The order page can be as fancy as you want. You can customize all this, bottom line, you're accepting payments.



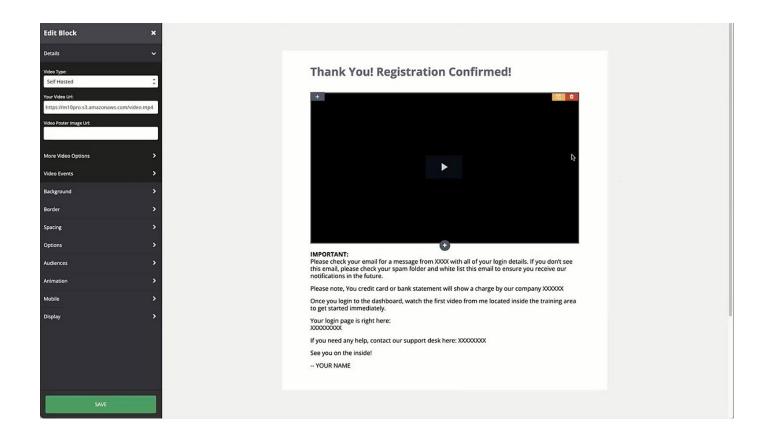
And then the thank you page, of course, you can customize this, it just recaps what's going to happen next, you're going to get an email, you can log in here.



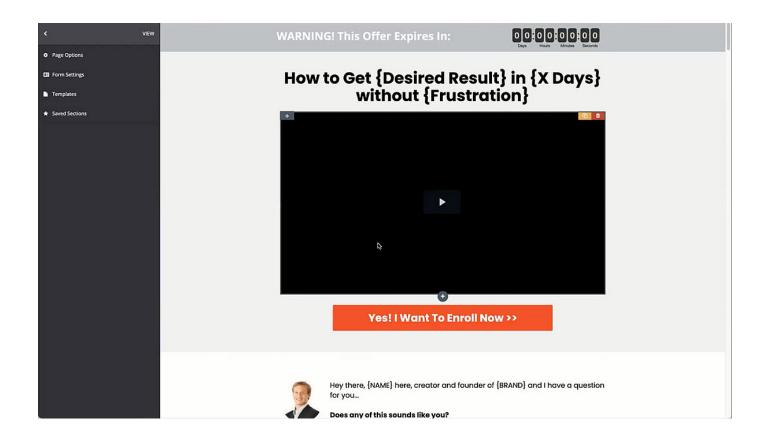
And if you want it to have a video, this is how easy it is with 10XPRO. I click on the plus button right here, and I'm going to select the video. I click video right here.



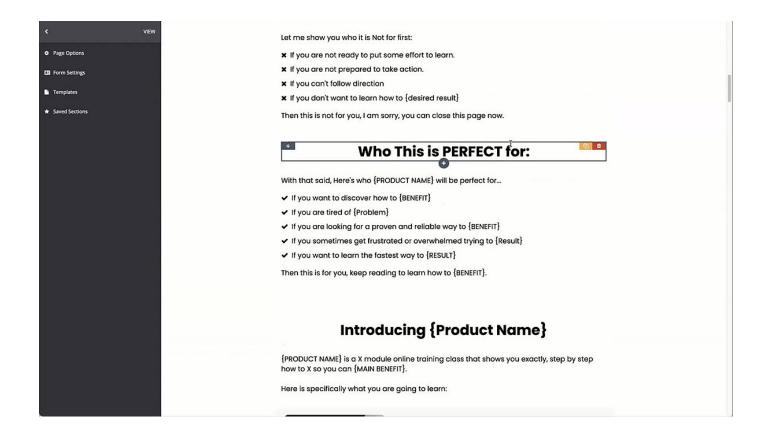
And then boom, I have added a video. And you can basically put whatever you want here on the page.



So that's how it is. That's the funnel. The next part is, of course, the email reminders, and sending them to that extra page. That extra page is also built in. And it can be more a sales page. So you can see here now, I'm talking about the desired result, I have the timer on top, I can have a video if I want to. And otherwise, it's just a sales letter if you want to, otherwise, you can just have a video.



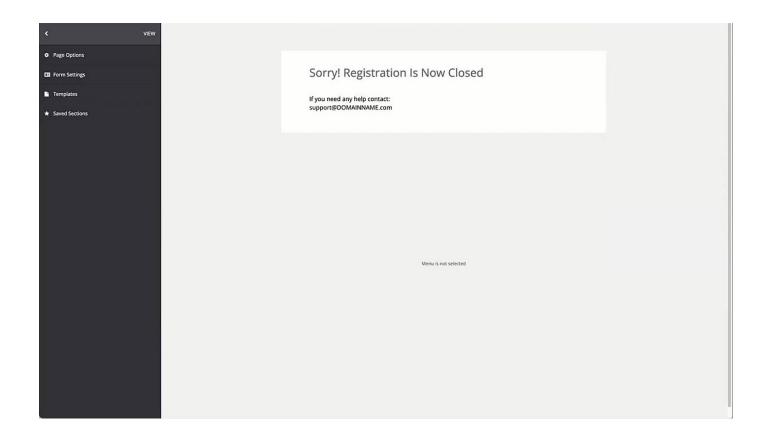
But this is basically a template that you can easily install with 10XPRO. It's all built in. And I, of course, in the course, in the Sale Copy Shortcut, I show you exactly how to customize this, where to put your benefits, how to do the transition, how to build value, how to destroy the price, all of that stuff.



But bottom line, you're making an offer. If they click, they go to the order page, if they buy, they go to the thank you page.

And now it works on its own

And if at any point someone tries to reach a page, and they don't have access to, they're going to reach the closed page. And remember that if they try to go to this page after the deadline has expired, the system as well will redirect them to the closed page. And all of that, once you set it up once, it works 100 percent on autopilot.



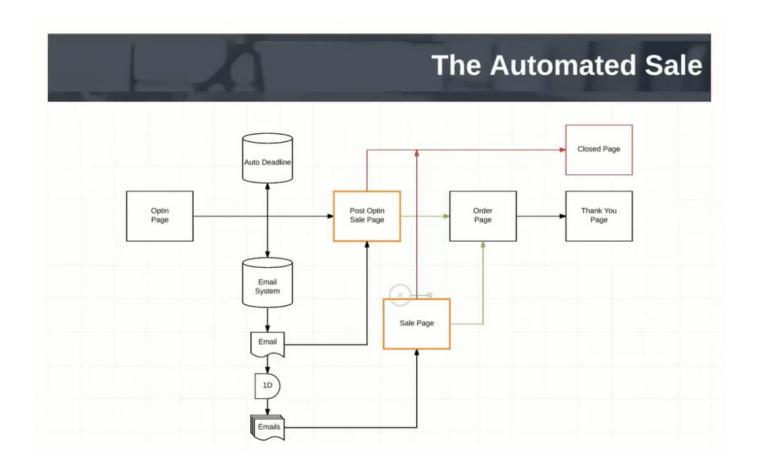
So now you're building your list by maybe sharing that opt-in page on your blog, you're maybe doing ads on social media, whatever it is, you always have a link to that opt-in page, offering them something cool. But as soon as they opt in, you can make an offer, a valuable offer that's going to help them even more, welcome them to your community.

And all of that is on autopilot. All of that is helping you make sales on autopilot. And that's going to help you if you're doing, for example, ads on whatever platform, it's going to help you break even straightaway, so pretty much, you're getting free traffic to your online website, you're building a list, you're making some money here.

And then later, if you have other offers, then that's how you can double, triple, quadruple your profits right here by adding more. And this is something I call cascading profits, where you'll always have different campaigns, different contingency plan. If people say no here, that's okay, because we can put them into any of the other campaigns.

And I mentioned some of them here, product launches, webinars, automated sale campaigns, all of that. You can then cascade people into different campaigns, but this one, it's fantastic to get started, start building your list, start making an offer from day one so they don't think that, Hey, I just opted in, why are you promoting this thing three months later?

Here, you're telling them, Hey, I'm here to help you out. And the way I'm going to help you out is yes, with valuable free content. But also, I have premium content that you can check out if you want to where you can get even more results, more coaching, more services from me.



So that's an overview. I hope it wasn't too long for your audience, James. I know I talk a lot. But that's a super important campaign that everyone should have installed in their business to start getting the foundation of automation in their business.

What you've got, in summary

James: Love it. Okay, so you got this automated sales machine, it's going to capture email addresses, it's going to make offers, it works on autopilot. The bits you need to make it work, optional. You could have your own domain name. So you can have your 10XPRO installation working from your own domain name, but you don't need hosting or anything. 10XPRO does all of that for you.

You will need somewhere to send the money, whether it's PayPal or Stripe, and an email system and 10XPRO. They're all the ingredients. And of course, something to sell helps, but that's up to you, whatever you already got in place. If you're finding it difficult or you haven't been able to glue it all together or make it work on autopilot, or you've got all these multiple subscriptions and it's a mess, 10XPRO is going to solve that for you.

We're going to put all of the screenshots from this episode in the transcription at episode 885 on SuperFastBusiness.com. You can see the video on our YouTube channel or on our website, Episode 885. John, thank you so much for sharing with us. I love what you're doing there with 10XPRO, it's very powerful.

I know we've started off with the simple stuff, and we're getting a bit deeper. But I have a sense that our audience are very interested in this stuff because at the moment, they're basically getting bogged down, they're getting stuck. They see this dream of having an automated machine, but it's very hard to technically get going.

You've just shown us how we can get there with one click, filling in some words, hooking into our email system and payment method, and we now have a business. I've really been enjoying using 10XPRO on one of my own websites. I appreciate the power of it. Thank you for doing what you do.

John: Thanks for having me.



Power up your marketing strategy with help from **James**

CLICK HERE