

LEARN THE  
EXACT STEPS TO  
START MAKING  
MONEY WHILE  
YOU SLEEP!

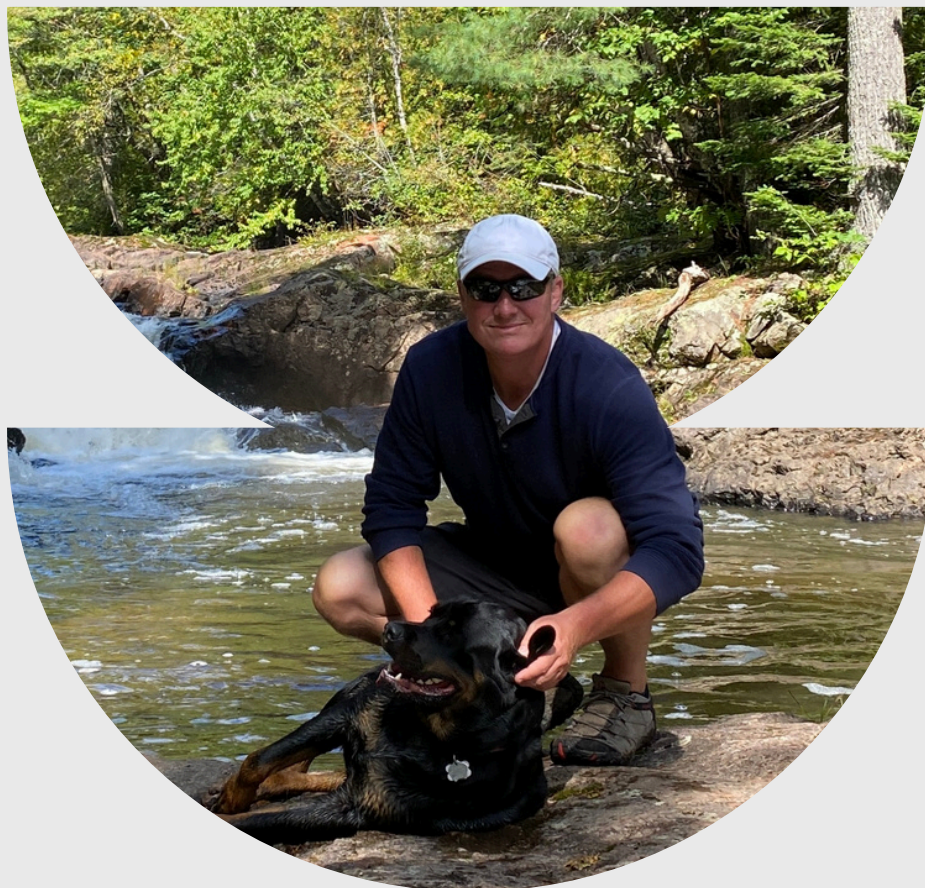
# DIGITAL INCOME

# UNLEASHED

CREATE PASSIVE INCOME

AND GROW YOUR BRAND

@REAL.STEVE.GIBSON



# HEY, I'M STEVE

I was just like you, working a 9-5 corporate career and was struggling with bills, missing out on family time & generally burnt out. That's when I found digital marketing 6 years ago as a **complete beginner** and it has completely changed my life. I went from struggling financially to waking up to \$500-\$1000 days, and recapturing precious family time.

I'm passionate about helping Gen-Xer's learn how they can make passive income from the comfort of their home, break free from that 9-5 grind and gain time & location freedom. **LET'S DO IT!**

Steve Gibson →

# IN THIS GUIDE

You'll learn not only how to create your own digital product, but also how to do the research behind it to make SURE it's something that will sell. I will also walk you through branding, setting up your back-end systems, and all the legal things and logistics as well. It's going to be so much FUN!

Tag me on your Instagram story ([@real.steve.gibson](https://www.instagram.com/real.steve.gibson)) while you're working through this process! I'd love to see what you're up to!

[@\\_real.steve.gibson](https://www.instagram.com/real.steve.gibson)

# DIGITAL MARKETING 101

Digital marketing in the most basic terms is the art of selling products, typically digital ones, using online platforms like Instagram, TikTok, Pinterest, Facebook etc. It is one of the biggest opportunities to make an online income for complete beginners because it's a low-cost, high-return system.

You can create and sell your own digital downloads, such as ebooks, workbooks, content creation templates, website layouts, courses, and more.

You also have the option to “repurpose content” and sell products that are “done-for-you” a.k.a having MRR or PLR rights.

I'm sure you are wondering what that means exactly. I'll explain that on the next couple of pages! These products are either low-ticket or high-ticket, so I am going to explain that first!





# LOW-TICKET & HIGH-TICKET DIGITAL PRODUCTS

You might be familiar with the terms low-ticket and high-ticket digital products, but what exactly does that mean when it comes to making passive income?

## *Low Ticket*

Low-ticket digital products refer to more affordable digital items, typically priced between \$20 and \$100. Their lower price point makes them easier to sell and more accessible to a broader audience. These products, like ebooks, guides, checklists, and templates, are particularly favorable for beginners due to their simplicity in creation.

## *High Ticket*

On the flip side, while high-ticket digital products come at a higher price point they typically offer extensive value and in-depth content. While they require more effort to create and sell, the returns are significantly higher. Common examples include courses and coaching programs. The distinction between low-ticket and high-ticket products is crucial for understanding the varied dynamics of the digital product market.

# DONE-FOR-YOU DIGITAL PRODUCTS

Ok NOW I'll explain done-for-you (DFY) digital products! **This business model is unique because it provides ready-made products you can choose to resell for 100% profit, offering you a shortcut to your digital success.**

DFY products are a great starting point because you don't need experience or expertise aside from some basic canva skills, which can be easily learned! It's a total game-changer for quickly creating passive income.

The two most common types of DFY are "Private Label Rights" (PLR) and "Master Resell Rights" (MRR).



## MRR "MASTER RESELL RIGHTS"

"Master Resell Rights" (MRR) refers to a type of license that allows you to resell a digital product AND allows your customers to resell it as well! **I only sell courses with this license, meaning you not only get to learn everything in the course, but then, if you choose to, you can resell it and keep 100% of the profit!** At first I was worried it was some kind of scam, or MLM but the more research I did the more I realized that because there is no upline or downline, no one else is benefitting but me! And you will too!



## PLR "PRIVATE LABEL RIGHTS"

"Private Label Rights"(PLR) is even more unique because they are digital products that you have the option to edit, rebrand, add to, or take away from, sell as your very own and of course keep 100% profit as well. Most of the guides and workbooks I create and sell will not only have MRR attached, but PLR as well. **This helps you get your business going 10x faster and will get income flowing into your bank account sooner than anything else.**

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# 01: GETTING PREPARED

Before we start, I think it's important that you get familiar (at least somewhat) with the different tools we will be using. You can even go ahead and create your accounts if you'd like!

**Canva** - this is how you'll create your digital product and bring it to life! (and make it pretty) You can sign up for the free account for now, because it's all you'll need to get started. You may want to upgrade in the future (I eventually did) cause there are lots more options with the paid version, but start off with the free one.

**Stan Store** - this is where you'll be creating your sales page for your first product! Your stan store link is what will end up going in your bio when you're all finished. You will also be able to house other (external) links in your stan store such as Amazon affiliate links, books you love, etc.

**(you get 14 days free with the link above, so wait to create this account until you have your product done and ready to list!)**

**StanStore** will also be your email marketing platform! It's the one I use and I'm OBSESSED with it! The emails are beautiful, simple and highly readable!



# 02: CHOOSING A BUSINESS NAME

Now it's time to choose your business name! Getting creative with this is one of the fun parts. :)

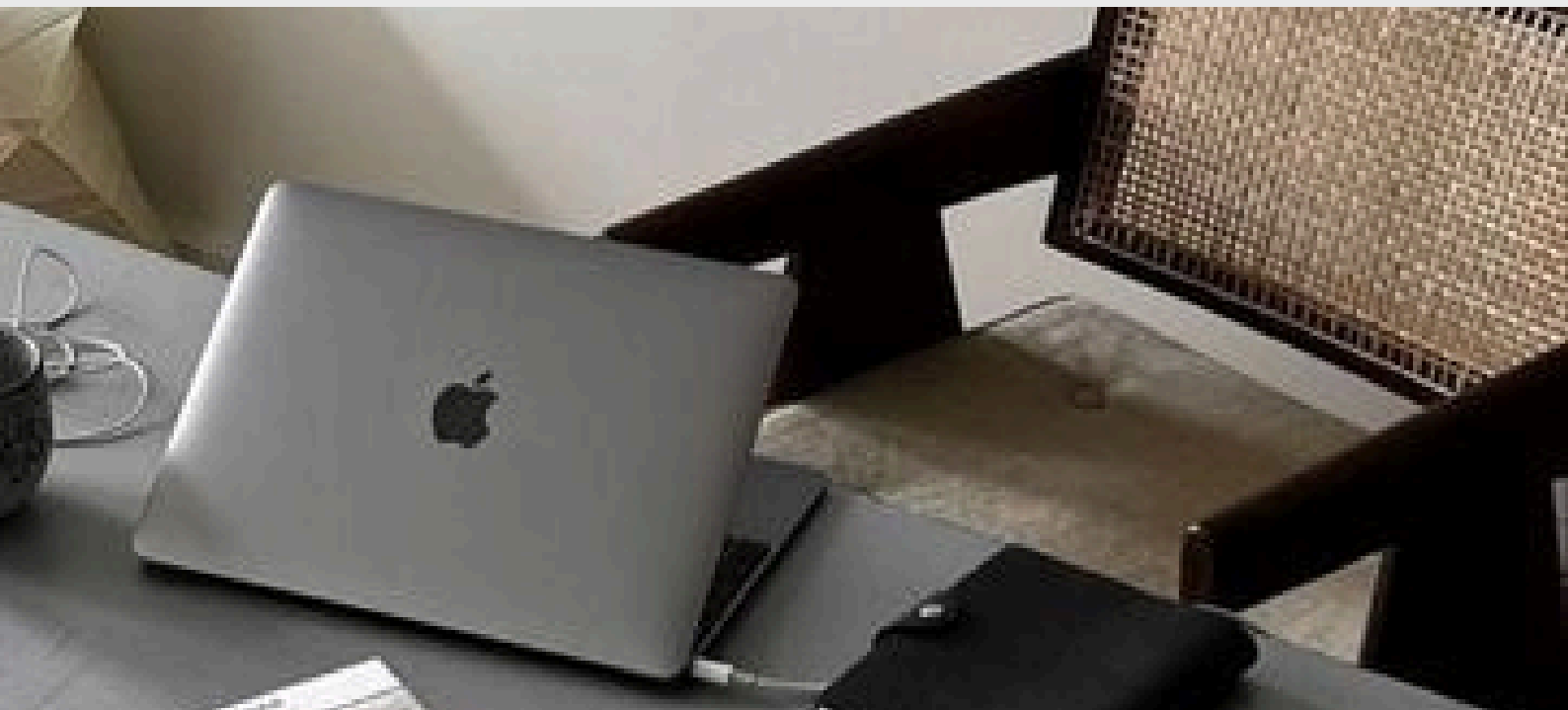
But before you decide on a the perfect name, here are some things to consider:

You want your business name to **clearly communicate** what your business is all about. It's helpful to use keywords in your business name denoting exactly what you do.

**When in doubt**, using your name is never a bad idea! And a word of advice-- if your niche has do to with making money, choose something more unique than "makemoneywith\_". That handle is simply overused and will make you blend in. You want to STAND OUT in your niche and your handle is the first step.

Keep it simple and straight to the point.

But also, don't overthink this. You can change it later if you need to, so pick a name and LET'S GO!



# 03: DEFINING YOUR NICHE

Defining your niche is going to help you get crystal clear about WHO you are speaking to & who your product is helping.

## What is a niche?

Some people never see success in their business because they never clearly define their niche. And they never clearly define their niche because they mistake their customer avatar (aka their ideal customer) for their niche!

**Your niche is simply the problem you solve. Period. It is not the person you solve the problem for.**

There are thought to be 3 “evergreen” niches. AKA, if you stay in one of these categories, you will ALWAYS make money. Health, wealth, and relationships. If your niche isn’t classified under one of these overarching niches, don’t worry. You CAN still find success! It’s just much easier to find success in one of the big 3.

## What problem do/can you solve?

And don’t put too much pressure on yourself here. You only need to take people from point A to point B. You don’t have to take them from 45lbs overweight to competition stage ready with your product. You only need to help them lose the first 5-10lbs. (This is just an example, of course)

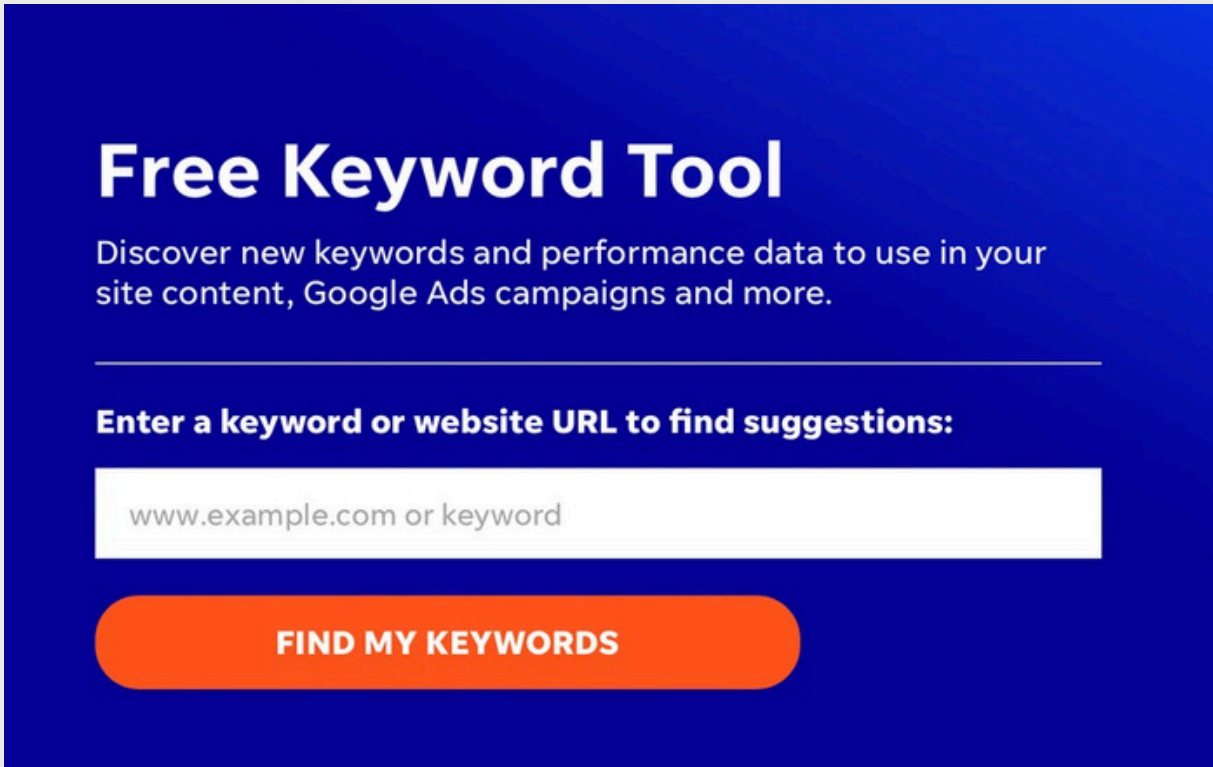


**This will help you!** I want you to write down ALL of the problems you can solve. Don't leave any stone unturned. This will also double as your product idea list.

### Keyword research

Alright, now here's where we find out JUST how profitable your ideas are. Use **Wordstream** and start searching some keywords from your product idea list!

Keywords are so handy for helping you discover how many people have the problem you solve, by uncovering just how many people are searching those terms on search engines every month! To find a truly profitable niche, you want to aim for 20k searches for each keyword. Save all keywords you've searched and make sure you keep note of how many searches they have.



**Free Keyword Tool**

Discover new keywords and performance data to use in your site content, Google Ads campaigns and more.

Enter a keyword or website URL to find suggestions:

www.example.com or keyword

**FIND MY KEYWORDS**

I'll use my niche as an example - I create and sell digital products and I help other people create and sell digital products. (like i'm doing right now with this guide!)

So I searched "digital products" and found out it only has about 18k searches per month. Not bad, but not good enough. (remember, I said we want at least 20k searches, otherwise it may be hard to find the person with the problem you solve, if they even exist!)

digital products

18,100

This is why knowing the problem you solve is just as important as the product you sell! While I may sell digital products that teach people to create their own digital products, it's not the problem itself but only the solution to the problem....so what's the problem I'm solving, you ask?

Keywords	Monthly search volume
make money online	301,000
make cash online	301,000
generate income online	301,000
create money online	301,000
ways to make money online	74,000
ways to earn money online	74,000
ways to get money online	74,000

I help people make money online. (I can just hear the lightbulbs going off in your head right now)

Another really helpful tip when you're thinking of a problem you can solve within your niche is **AnswerThePublic**. You can find out what terms people are searching and make sure to include those in not only your keyword search, but your content as well!

Simply search the keywords you found on [Wordstream](#) that are related to your niche, save the questions you find people are asking using those keywords, and BAM!!

You will most likely find WAY more than one problem you can solve...but let's just pick one for now. You don't have to solve every problem within your niche in one digital product.

Trust me, it will sell MUCH better if you can clearly define ONE problem you solve with that product. Remember, you only need to deliver one result to your customer. Point A to point B. Don't **overcomplicate** this.

Also, this won't be as applicable until further down the road, but I promise you'll remember I said this:

Pay attention to the other problems your customers express to you as they're solving one problem with your first digital product. **Take note!** These conversations will give you ideas for your NEXT digital product. (And trust me, the ideas NEVER stop coming!)

# 04: BRANDING

Let's get you the perfect branding to show off!

When you think of branding, what do you think of? For me, colors are the first thing that come to mind.

Colors are super important and communicate the vibe of your brand to people even before they read your words.

I chose clean and crisp colours for my branding. Cream, grey, and white are the main ones. I feel that it gives off a calming, concise, professional vibe.

Your brand color palette helps you to create the feeling you want someone to have about you and your business. Colors can give the right impression of you to the right people. (Bonus: it will attract people like you who are also attracted to those colours! So make sure your color palette is true to YOU!)

## **Questions you want to ask yourself before picking colors...**

How do I want to come across? (energetic, vibrant, calming, trustworthy, professional, etc)

What emotion do I want to elicit in my audience?

What are the favourite popular brands of my audience and what does their branding look like?



# 04: BRANDING BASICS

It's also helpful to scope out your successful competitors (aka people who solve the same problem as you) and see what their branding looks like.

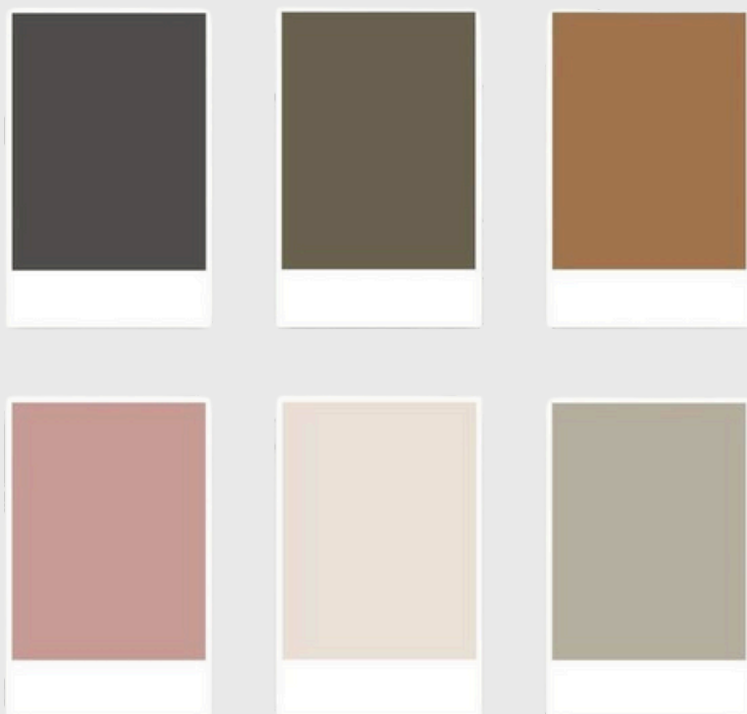
**Don't copy them, but get inspiration from them!**

Trust me, copying someone NEVER works. Take the principles they use and apply them to your own content, but never copy.

## Color theory

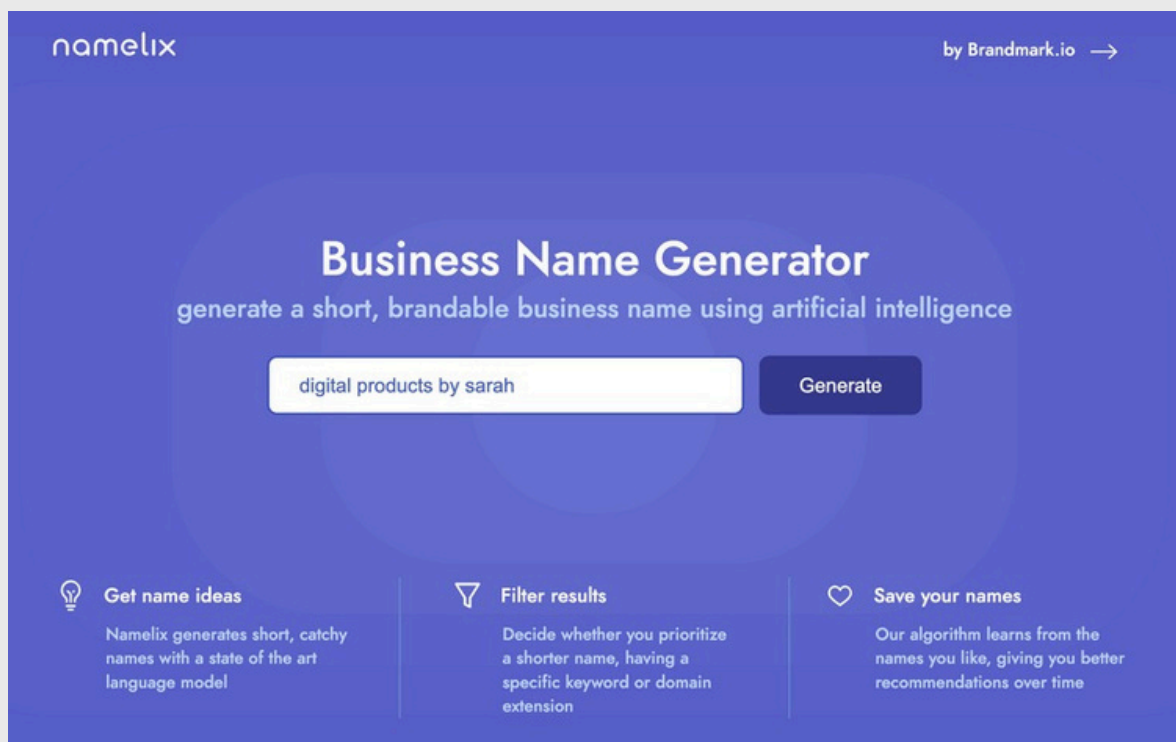
Different colors elicit different feelings in your audience, and also express different things to them about YOU and your brand.

## Color Palette Ideas



After the Psychology...you also want to take into account Practicality. Make sure your text color is able to be read against your background color. (THIS IS SO IMPORTANT AND CANNOT BE OVERSTATED!) **You want your message to POP.**

**Namelix** is a helpful tool for both NAMING your business AND coming up with your branding colors! Once you search your keywords and decide on a business name and logo, you can click on the specific logo/name you like and it will give you a color palette and a mockup!



# 05: DOMAIN AND EMAIL

*This is not a key step unless you would like a professional email name. We can work around this by implementing emails via Stan Store that will come from your business name.*

The main reason you would choose to get a domain name isn't necessarily so you can set up a website right now. The main reason you want a domain name is for the professional email. That way you can get your email list up and running now and ready to go as soon as you launch your digital product!

I recommend staying as close to your business name as possible if not your whole business name.

For your professional email name, I recommend something like this:  
[oneword@yourdomainname].

You could also do: [yourname@yourdomainname.com]

Watch these videos to learn how to...

**[Register and set up your domain](#)**

**[Set up your professional email](#)**



# 06: COMING UP WITH YOUR PRODUCT IDEA

Great. So now that you have your niche (problem to solve), you need to figure out HOW you want to solve it.

With an **ebook** full of tips and info? With a **guide**? **Journal**? **Templates**? **Subscriptions**? **Videos**? A full-blown **course**? (I do NOT recommend the last one for your first digital product!)

**Here's a video** that will help you get your creative juices flowing!

**Just know that people will pay for anything as long as it solves their problem.**

If you already have a business and you have things in your business that you use (email templates, coaching packets, etc.) and that can be turned into digital products, you could start there!

In my opinion, guides or ebooks are the easiest and most effective way to get your foot in the door with your first product. They also have a high perceived value.

Here's my **Digital Product Creation Planner** that you can use! Write out the different topics you want to touch on and add notes for each topic! (it was originally a course creation planner, but you can tweak it to work for your digital product!)



# 07: CHOOSING A NAME FOR YOUR PRODUCT

The name of your product is an extremely vital piece. It can actually make or break your sales....as dramatic as that sounds.

My mentor once said **“Clear is better than clever”** when it comes to naming a product you’re selling. So it’s best to clearly communicate what result your product delivers vs something that sounds cute or is an alliteration.

**Bonus points if your product has any of these words in the title: How to, Guide, Proven, Ultimate, 101, Framework, or \_\_\_ days (example: 10 days, showing a time frame to expect results).**

Example of a product name that probably won’t sell very well: “My Favorite Recipes”

Example of a product name that most likely WILL sell: “7 Recipes Your Picky Kids Will Love, Guaranteed”

Use the name of your product as a HOOK to reel your ideal buyers into the product page! If the name sucks, chances are they’ll never make it that far.



# 08: PRODUCT CREATION

The most popular (and my personal favorite) place to create your digital products is Canva! Canva has free ebook templates (that can double as guide templates!) that are beautiful, and will really help you paint the vision and create a beautiful digital product.

**All you really need** is the free version of Canva, but the pro version will give you TONS more options. So it's definitely something to consider down the road! But for now, free will do.

**If you don't happen to like any of the templates on Canva**, you can purchase one from etsy that you like! I actually bought THIS template I'm using for this guide from etsy for about \$5! I searched "minimal ebook template" and was able to find one that perfectly fit my personality.

**You'll also want to set up a Google Drive** if you haven't already. (It's free) If you have a gmail account, you should already have access to a google drive. (Whenever I need to find my google drive, I literally just google "google drive" and find it every time) This is where you'll save your creation (make sure to save it as "anyone with the link can view" that way every single person doesn't need to "ask permission" to view the file)

A really cool thing about google drive is that whenever you make updates to the product, your customer will automatically have access to all the new updates! (A huge selling point!!!)



# 09: SETTING A PRICE FOR YOUR PRODUCT

Have you ever noticed that the price of most digital products ends in a 7? \$27, \$37, \$47, etc. **There's a psychology behind this** and statistically, products priced with a 7 at the end - Sell better. (don't ask me why, I don't make the rules)

One thing to consider is that **you want the VALUE of the product to be higher than the price.** For example, this guide of mine that you are reading right now is worth every bit of \$157 (at least!), but I priced it at \$57. The value WAY exceeds the price! I also wanted to make sure that Gen-Xer's, "the everyday dad or mom", college student, and young married couple could afford this without breaking the bank or stressing if they did NOTHING with it. (We all know how that goes....I have tons of things I've bought and never read!)

There is also something to be said for **UNDER promising and OVER delivering.** I think that is kind of a lost art these days. This builds trust with your audience and will produce faithful customers who buy whatever digital products you put out.

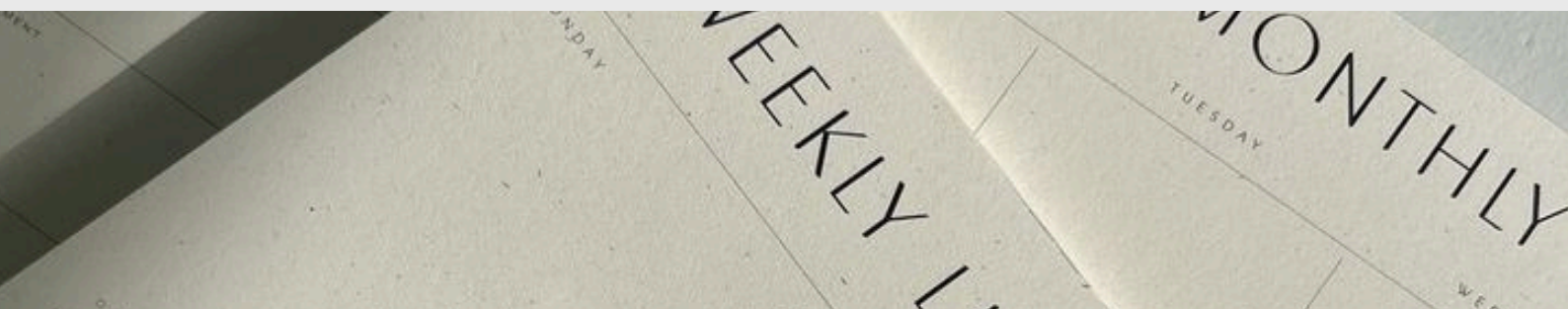
**I like to keep my products priced under \$100.** I think that's a good rule of thumb, especially when you're first starting out. It's much easier for someone to pull the trigger on something under \$100 than it is for something over \$100.

When setting a price for your product, you also want to factor YOUR goals into the equation.

What's your first income goal for your first month? \$2,000? How many ebooks will you need to reach your goal?

- 74 ebooks @ \$27 each (roughly 3 sales/day)**
- 54 ebooks @ \$37 each (roughly 2 sales/day)**
- 42 ebooks @ \$47 each (roughly 1.4 sales/day)**
- 35 ebooks @ \$57 each (roughly 1.1 sale/day)**
- 29 ebooks @ \$67 each (1 sale a day)**

This part gets me really excited. When you see the breakdown like that, I swear it does something to your brain and immediately you feel like **"Wow, this is completely doable!"** (and if you are feeling the opposite - Please don't stop reading this guide until you get to the end with the Mindset recommendations!)



# 10: SCOPING OUT THE COMPETITION

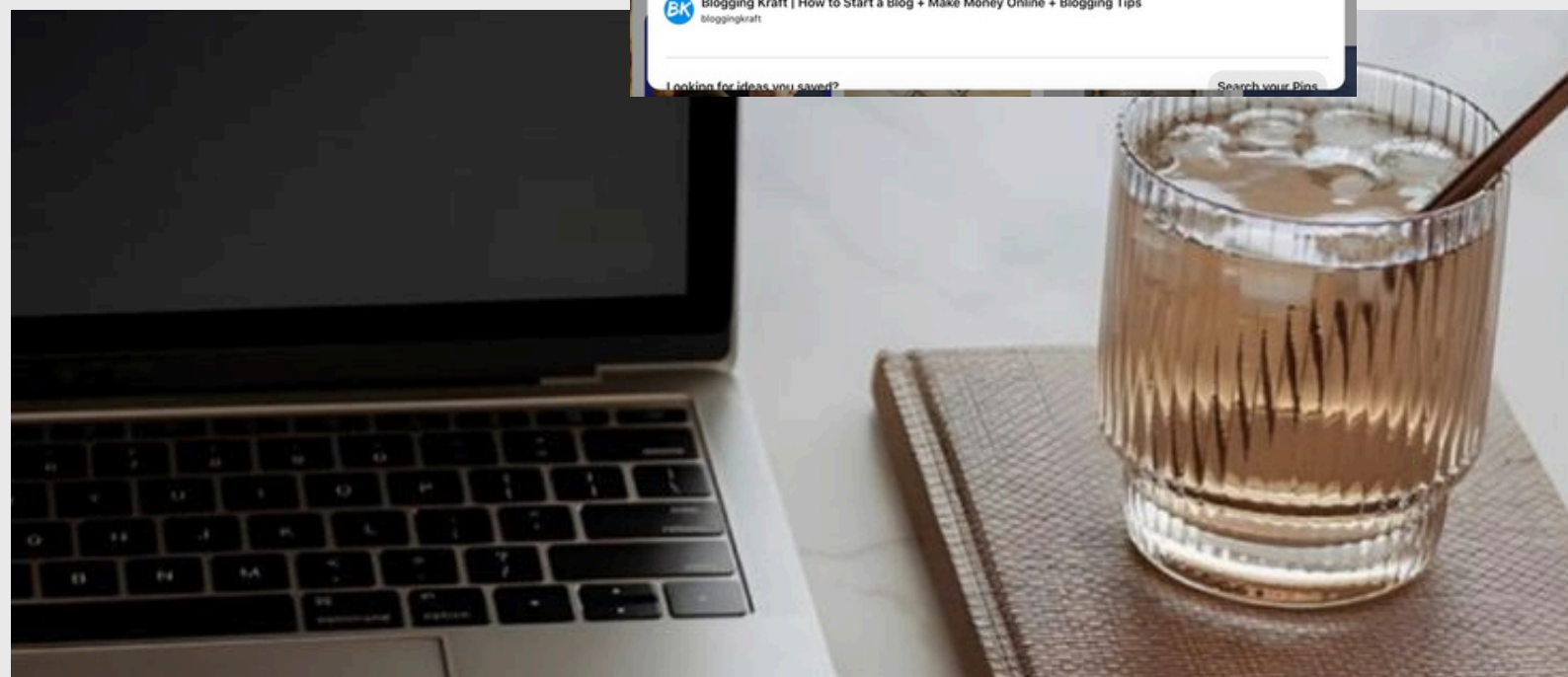
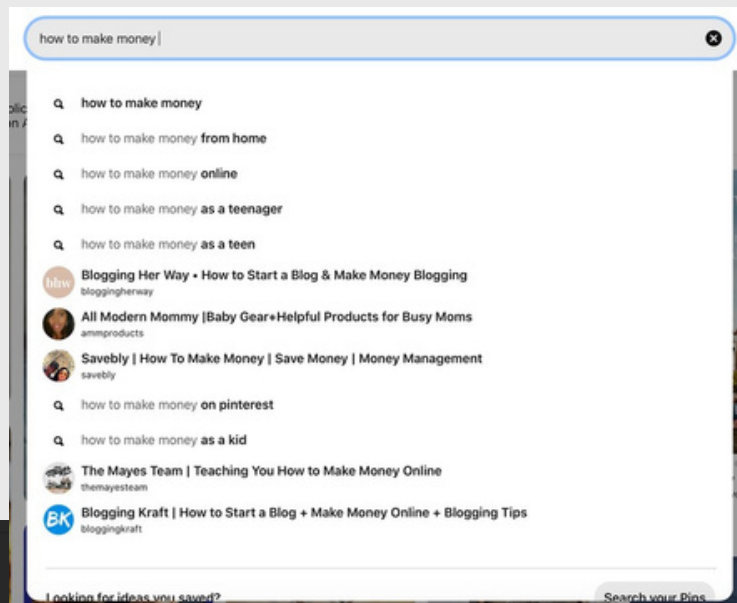
This part is really important, so don't skip it. ;)

You want to know enough about what your competition is doing so that you know the gaps that you can fill in the market, but not so much that you start to sound exactly like them and start making your content look exactly like theirs. (Been there done that....don't do it!!)

You also want to see how your competition is pricing their products so you can follow suit if you have a similar product.

The first place I want you to conduct your research is on all social media channels you use! Pinterest is a great one even if you don't use it. Think of it as a social media search engine that will connect you to things and people on MANY platforms.

When you search some of your keywords, pay attention to what auto-populates. You'll also see some of your brand new competition pop up! Click and check them out. I always head straight to the link in the bio - but, that's just me!!



# IF YOU HAVEN'T BY NOW..

It's time to start putting your actual product together!

First, I recommend doing a **BRAIN DUMP of every topic you want to touch on**, and THEN organizing them into sections (or days, or steps). Once you have each topic organized into a section, you can start putting it all together in the ebook template!

I don't know about you, but I find that a guide/outline really helps me when I'm creating. You totally might work better just winging it, but doing it that way in the past has left me with A LOT of unfinished projects because they just start to seem disorganized and overwhelming.

**So, organize FIRST!**

Then create.

[Don't forget to use my Digital Product Creation Planner for help!](#)

And my biggest tip here is [Just Get it DONE](#). Done is better than perfect. You can always go back and tweak/edit it later. Your customers will have the Google Drive link when they purchase and will be able to access all of those updates as well.



# 11: MARKETING YOUR PRODUCT

The way I learned how to market my digital products was through a course that cost me \$900 (I also sell it and believe wholeheartedly in it! It comes with resell rights so you too can sell it as your high ticket item, [click here to learn more about it](#). But I will highlight the key points when it comes to marketing your product.

**For right now, I just want you to focus on Instagram.** Unless you're already familiar with other platforms like TikTok and Pinterest, in which case you can repurpose your content to drive traffic to your Instagram.

But Instagram is such a unique place and such a great platform to not only build an audience but also to NURTURE your audience. The algorithm is very unique in that way. It's definitely my platform of choice and where I have started focusing my efforts!



# 12: INSTAGRAM

When marketing your products on Instagram, **you have to keep in mind that Insta is a NURTURE platform** first before it's a conversion platform. Meaning, your audience wants to get to know you more than anything else. So weave your personality throughout your content!

If you want help to grow on Instagram without guessing, burning out, or chasing trends, **InstaClubHub** is a solid place to start. It gives you clear direction, proven strategies, and ready-to-use content ideas—so you're not staring at a blank screen wondering what to post.

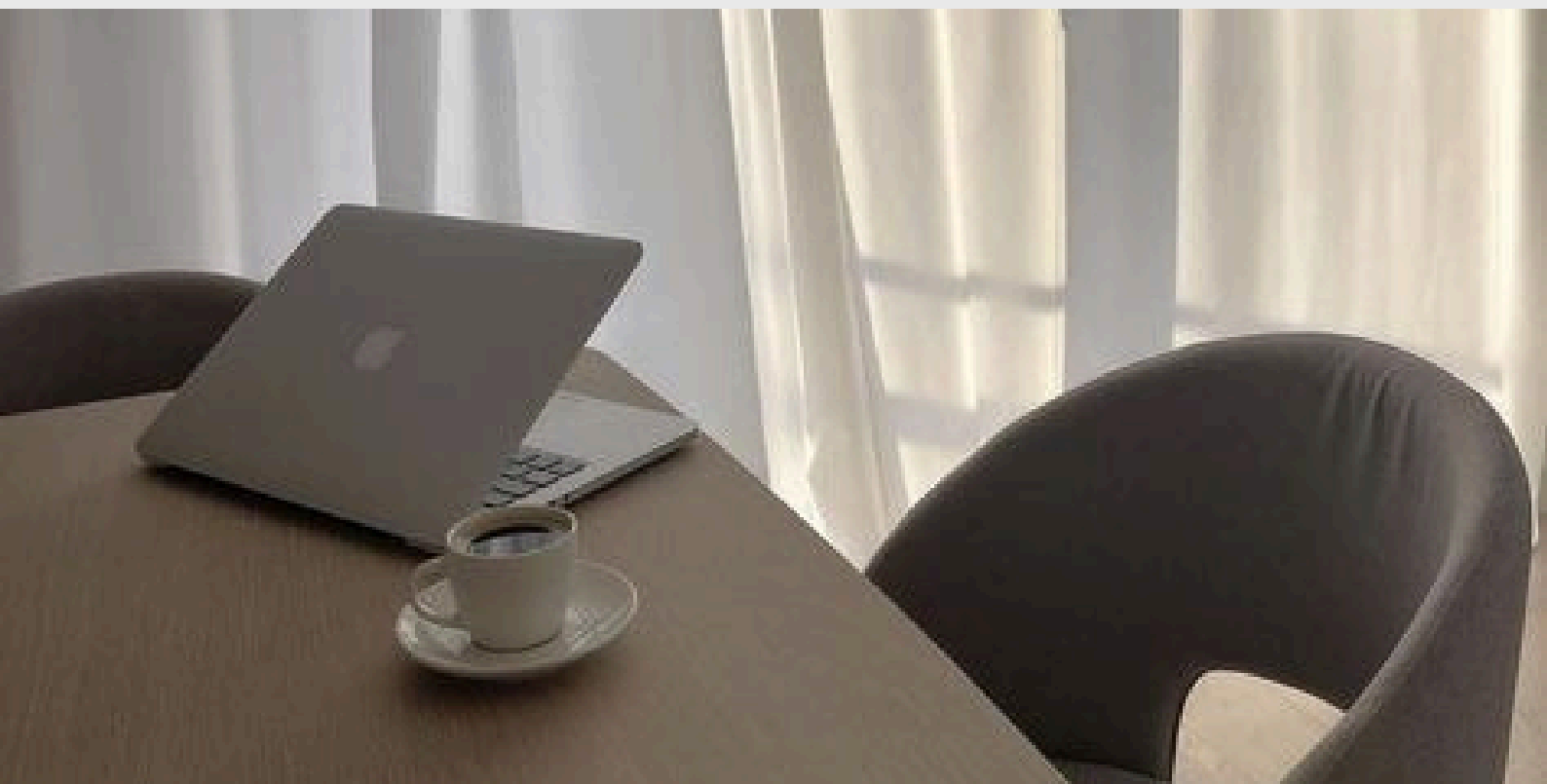
I recommend sticking to REELS, **and keep your feed mainly business**. What I mean by that is---- don't go putting videos of you and your friends at concerts with no context behind it and without tying it into your offer somehow.

**It's best just to keep your personal life to your STORIES!**

**Think of your Instagram reels as the party, and Instagram stories as your HOUSE!** You're inviting people in to get to know you more intimately, so that's where all the personal stuff should go! This will help you build a know, like, and trust factor with your audience as well.

Keep your stories to 6-8 stories per day though, and go for QUALITY. Mention your offer at **LEAST** once a day!

It's also wise to weave business and personal content into both reels and stories by TELLING stories. By posting about WHY you started making your own digital products, you can connect with your audience on a deeper level than if you're just listing off features of your product or benefits your product can provide.



# 3 ACCOUNTS TO FOLLOW FOR INSTAGRAM TIPS



**@EVELONGFIELD**

trending sounds + hooks



**@MISSCAROLINEFLETT**

Instagram tips, tricks, and cool hacks



**@HERCONTENTCOACH**

AI and all things Chat GPT for content

# AUTOMATIONS FOR INSTAGRAM

Many chat is the BEST KEPT SECRET that isn't really a secret at all. Pretty much anyone you see who is posting a call to action asking their audience to comment with a keyword for certain info is using Manychat!

For example, I can ask my audience to comment a keyword, and then my chatbot sends them more info automatically. Even, while I SLEEP! That's why this is so helpful and so huge.

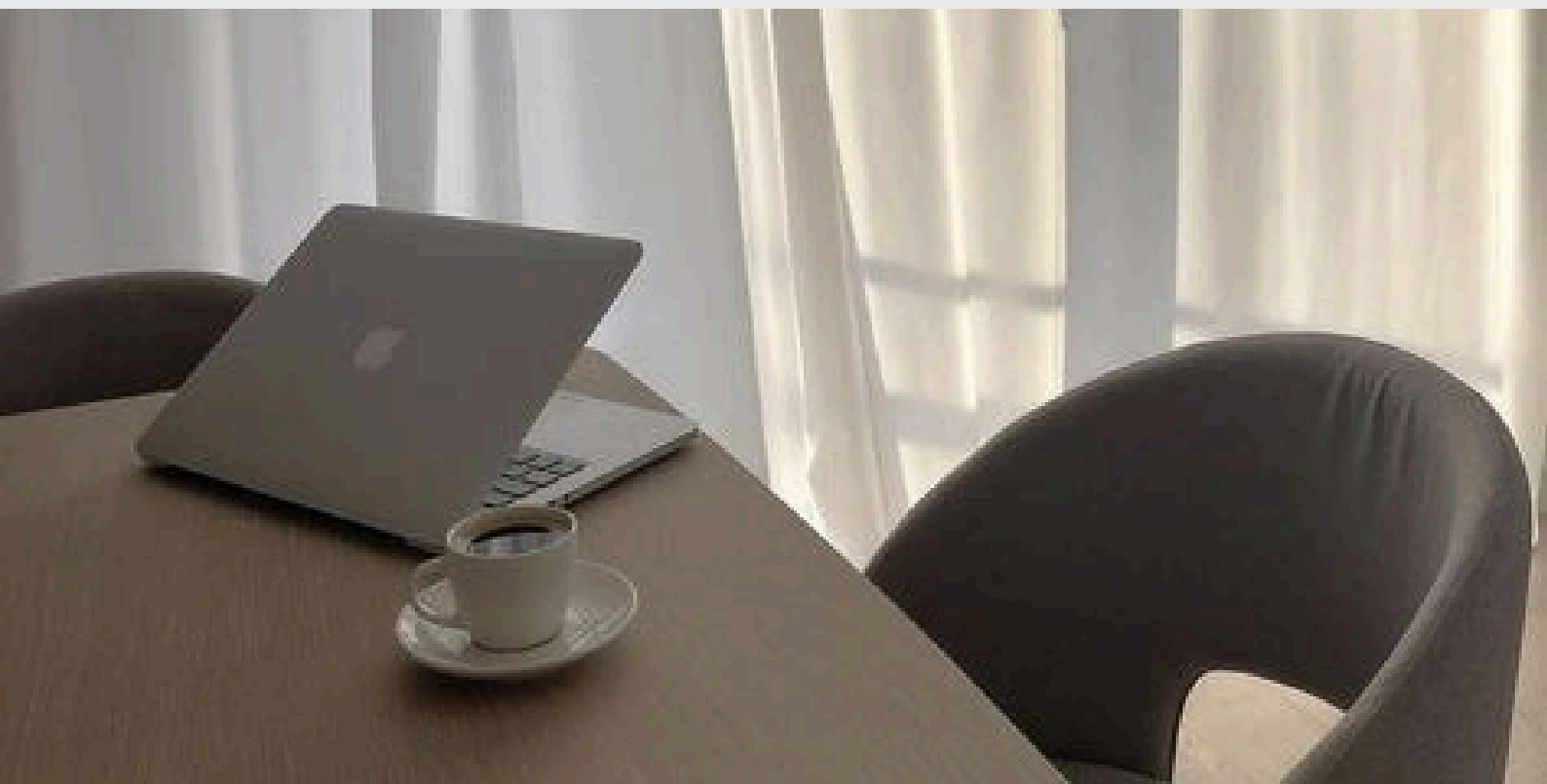
You can use the basic free version, but I will warn you, there are LOTS more features and flexibility with the paid version.

Here is a great tutorial on how to use ManyChat! (but it is pretty easy to figure out on your own as well!)

## NOW WHAT?

Now start documenting your journey of creating your product. Start speaking DIRECTLY to the person who has the problem that your product will solve!

You can also start collecting emails through a question box sticker in your stories! That way you'll have a list of warm leads to launch to when you launch your product.



# 13: YOUR EMAIL LIST EXPLAINED

**Isn't email dead?**

No way! In fact, email marketing has always been the most tried and true method for converting sales long term than any other method. Think about it. If someone finds you on Instagram, clicks on your link to purchase, but doesn't purchase....then what? They're gone forever...

**That is....**

Unless you have an email marketing system!

Think of your Instagram, link in your bio, etc. as the front end marketing and your email campaign as your back end marketing. You want to cover both ends!

To keep things super simple, I use StanStore for my email campaigns too! You can get a **14-day free trial here!**

**StanStore** is simple, easy to navigate, user-friendly and customizable. It's one of my favorite tools to use!



# 14: YOUR LEAD MAGNET

## What's a lead magnet?

A lead magnet is another thing that is incredibly simple, yet so many people seem to be overcomplicating it.

Have you ever seen someone offer a free guide or resource with info relating to their niche? Yep, that's their lead magnet.

It's how they build their email list with people who are interested in the topic they solve a problem for. And with the lead magnet, they can give them free value in exchange for their email address.

You do NOT want your lead magnet to be something that is straight garbage (that will not build trust). You want it to be something that they'd actually pay money for! Something with some real actionable steps or tips or info.

It can be anything from an ebook, to a guide, to a journal and anything in between. Even just a Google Doc with tips is acceptable! Just make sure it's something YOU would put your email address in a box for.



# 15: YOUR OPT-IN FORM

Your opt-in form is how you'll capture those email addresses in exchange for your valuable lead magnet.

You can set yours up beautifully using [MailerLite!](#)

1. Go to your MailerLite account and click on SITES. Select Landing Page for your opt-ins.

2. You can have the button redirect to a different URL (instead of a thank you or confirmation page), and I recommend having it redirect to your google drive link for the freebie! Just take them right to it since you have their email now!

3. You'll want to add a 'Group Name' and name it something like "freebie" or "freebie list" so you know what that audience is there for and can keep track of who downloaded it.

You'll want to have your freebie take them to your offer on StanStore. What you'll do is go in and set up an email sequence and the first email will be to ensure they get the "freebie". All subsequent emails will take them to your offer on your Stanstore.



# 16: SETTING UP YOUR EMAIL CAMPAIGN

Your email campaign is truly what is going to allow you to automate your sales and allow you to earn while you sleep.

So now you need to write a few emails in your sequence to sell your “freebie grabber” on your product!

**Here's a free email series that you can have and tailor to your paid offer!**

**AND P.S.** Don't forget to TEST everything before you launch!

Enter your email into your freebie opt-in and make sure you get that first email and that the freebie is delivered to you flawlessly! **Test it all** and make changes accordingly.



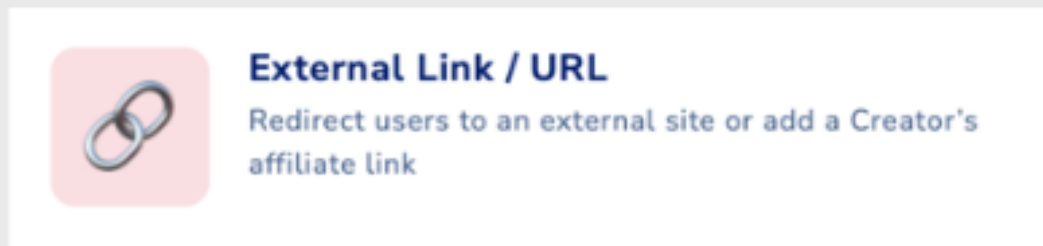
# 17: SETTING UP STAN STORE

Your stan store is going to be your ONE STOP SHOP for all things you create! Your freebie, your digital products, and all of your links! (Even things you like) Think of it as a link tree and a shop all in one.

Step 1: [Create your Stan Store account using this link](#) if you haven't already (this will give you 14 days free!)

Step 2: [Go through this getting started sequence](#) to make sure you get set up the right way!

Step 3: Add the link to your freebie form as a product and choose to add it as an “external link”



Even if your product isn't quite finished yet, go ahead and start setting up the sales page for it!

This is a great time to go back to the check out your competition stage and read some sales pages! Get some ideas and apply them to your own!

When it comes to STAN STORE sales pages, the shorter they are, the better they sell.

Don't go crazy with details.

Use a video of you explaining it and all of the details if you must!

# 18: LAUNCHING YOUR PRODUCT

HERE WE GOOOOOO!

I am so excited for you to LAUNCH your first digital product, my friend. YOU DID THE HARD WORK, now it's time to execute the steps! And of course, continue to create content to drive traffic to your freebie and your offer. **(My Ultimate Reels Guide! will help with that! I'm telling you, go grab it if you haven't already!)**

So first, make sure you have your StanStore link in your bio on Instagram! Get in your stories and SHARE YOUR EXCITEMENT! Energy is sooo contagious! I swear, during my first month of selling my digital product, so many people who purchased from me told me it was my ENERGY and EXCITEMENT that sold them first! DO NOT DISCOUNT YOUR ENERGY!

Also, it's ok to be nervous and unsure. But I recommend reframing your mindset. (We'll talk about that in a minute!) This is something EXCITING you're doing for you and your family. This has the potential to CHANGE your life forever and help so many people solve a problem!

**Here's an incredible video about marketing to your followers. Please watch it!**



## **Start sharing your story!**

This is so vital! Start creating content and sharing your story now! Talk about why you created your product, what that method of solving the problem has worked for you, paint the picture for them.

It takes over 100 touch points for someone to get familiar with you, and about 7-8 touch points for someone who is already familiar with you to want to buy your product. The good thing about this is every story, comment, reel, etc. they interact with is a touch point! So if you're putting out 2 reels a day, 6 stories a day, and interacting with comments, this can happen quickly. Let the compound effect happen in your favor.

So please keep in mind that even if you sell ZERO on day one, that means nothing. Instead, keep track of your analytics! Is your Instagram reach or engagement growing? Track THOSE things and I promise you'll stay encouraged.

Also, take note of what kind of content does well, and repeat that in DIFFERENT ways. (Please never copy)

And don't forget to ask for testimonials from your buyers! You can do this by emailing them and asking, or if you know specific people who have used your product and have been loud about their results, use those screenshots as testimonials!!



# 19: GOAL SETTING & MINDSET

## How important is mindset to a business?

It will literally make or break you. I'm a firm believer that what you put out is what you get back. And if you have a negative mindset, you will act accordingly and that'll be what you're putting out in the world! CHANGE IT! I'm telling you, **the best investment you will ever make is in your MIND.**

[Watch this Ted Talk about the secret to changing your mindset.](#)

## Goal setting

Setting goals is VITAL. I know you probably want to skip this step, **but don't.**

Think of your monthly income goal, and divide by 30. Divide by your product price. That's how many you need to sell.

Create your content schedule accordingly. Do you need to post MORE to reach more people? Do it! Do you need to be in your stories more? Do it! Do you need to send out incentive emails once a week? Do it! Whatever it takes. **I always say AIM HIGH with your goals vs. low.** Don't go for realistic. Be WILDLY UNREALISTIC. **That's where the magic happens.**



*Learn about*

# THE LEGACY BUILDERS PROGRAM

Expand your biz knowledge, learn to scale OR go all in on passive income like I did!

There are tons of MRR courses popping up in the digital marketing world right now but it's important you choose carefully as many leave a lot to be desired when it comes to value!

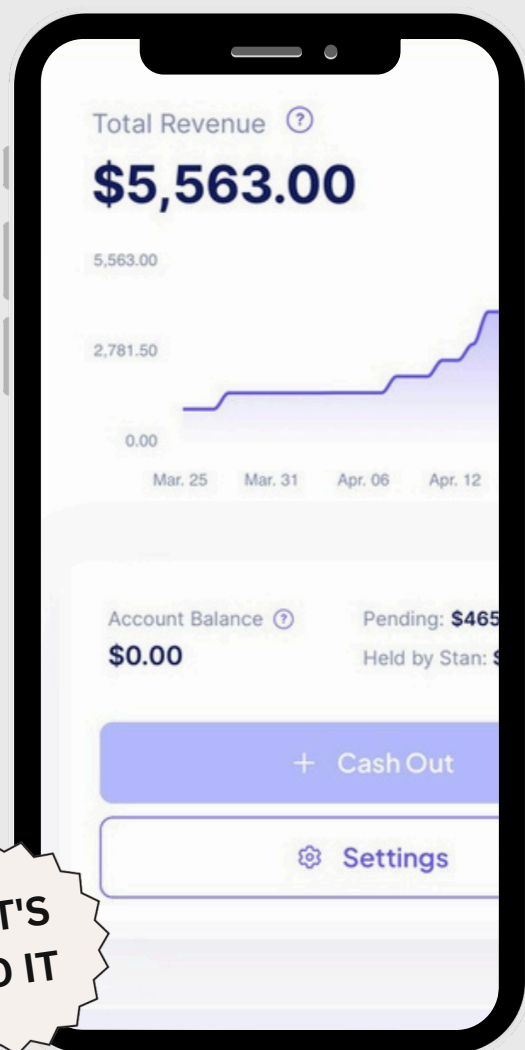
**Legacy Builders Program is by far the BEST MRR course on the market right now!!!**

Learn everything you need to know about online business, branding and social selling PLUS, as a bonus make 100% profit back from every sale if you decide to resell the course you choose!

**It's win win, only one sale makes back your full investment!**

Hit the link below and learn how you can start passive income online through **Legacy Builders!**

[LEARN MORE](#)



LET'S DO IT

MAKE MONEY WHILE YOU SLEEP LEARN TO MAKE MONEY WHILE YOU SLEEP LEARN TO MAKE MONEY

ES CHECK OUT MY COURSE CHECK OUT MY COURSE CHECK OUT

# *Congratulations*

Congrats on getting started on creating your own digital product!!

And not only that, but doing the RESEARCH to make sure it sells! Please reach out to me on IG if you have any questions.

Also, I'd love it if you'd tag me in a story to show me what you're up to and what you have created!

Cheers to passive income for YEARS to come!

Steve Gibson



CONNECT WITH ME ON INSTAGRAM  
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