

SECRETS OF WARP SPEED INTERNET WEALTH

# THE FASTEST WAY

BY MATT BACAK

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## "If Cash Automatically Filled Your Bank Account Like Magic Each Time you Flipped A Switch..."

Will You Ever Stop Doing It?



Can you see how radically your life would be transformed if you own an opt-in list of "eager beaver" subscribers who are ready to fork over cash anytime you click the SEND button?

It's hard to describe that feeling.

The sheer magic of flipping a switch and literally watching the screen as money tumbles into your bank account.



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## A True Story...

I want to begin by telling you a story.

It's about a man who was a huge success and made his first million dollars right out of college.

He built that into fifteen thriving businesses making multimillions of dollars a year and a lifestyle most people dreamed about.

He had a big house, his own private airplane, a happy family and the belief that nothing could be taken away from him.

Then one day in December of 2008, he heard a knock on his door.

Two men in suits with badges stood in front of him and they said to him the six words that can terrify even the strongest person.

“We’re with the Internal Revenue Service.”

They came into his house and sat him down. They told him that they were with the Criminal Investigation Division and began to ask him questions. They asked him questions about his business, finances, associates, and his family because this person didn't come from wealth.

He answered whatever they asked him until finally he said to them, “Why do you want to know all of this?”

And they answered, “We can't tell you that”.

“Well, what have I done wrong?” The man said.

They said, “We can't tell you that.”

“If you just tell me what I did, I'll do whatever I can to fix this but I've got to know what it is you think I've done.” The man replied.

With solemn faces, they answered, “We can't tell you that.”

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Finally he realized he should shut up and get a lawyer before he said something wrong. He asked them to leave his house.

As they walked out the door, they said, "Fine but you should know that our investigation could result in you ending up in prison for five years. Oh and have a Merry Christmas."

So the man hired a big tax attorney.

One of the top auditors in the country combed through the books of his company and couldn't find anything wrong or had any clue what brought the IRS down on him.

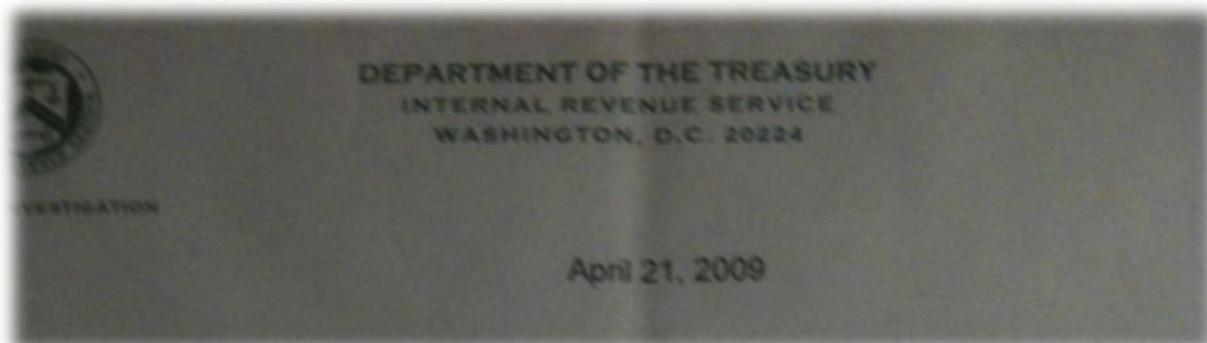
The next few months of his life became a living hell and concentration on anything was next to impossible.

His wife was close to a nervous breakdown. Sadly, she became suicidal. His kids didn't know why things at home had changed.

Every day he wondered if this was the day he would be carted off to prison.

After several months, on a sunny morning in April, a letter arrived. When he saw the IRS logo at the top of the envelope, his hands started to shake.

This is what the letter said, "You are no longer subject to criminal investigation by our office regarding your federal tax liabilities for the years 2005 to 2007. However this does not preclude re-entry by criminal investigation into this investigation."



You are no longer the subject of a criminal investigation by our office regarding your federal tax liabilities for the year(s) 2005 through 2007. However, this does not preclude re-entry by Criminal Investigation into this investigation.

The matter is presently in the Examination Function of the appropriate Operating Division for further consideration.

He showed it to his attorney who said "In all my practice, I've only ever seen two of these. What you have here is a golden ticket."

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With this in your hand, you can get out from under this whole ordeal. It's not a get out of jail free card.

And they can come after you again, anytime they want, with no warning, and with no more explanation than you got the first time.

But the question is are you willing to do whatever it takes to make sure that this never happens again to you and your family?"

Desperate, the man replied, "I'll do anything."

His lawyer then said, "You'll have to lose everything. You're going to have to bankrupt all your business and cut all your business ties. Stop doing everything you're currently doing. You can't be associated with anything the IRS might have been investigating. You will have to start over from nothing. You will not be able to have a continuation of anything you've ever done in all your fifteen companies."

This was not what the guy wanted to hear.

He was mad, pissed off, scared and depressed but he had no choice.

"Just one condition," he told his attorney, "I won't leave my employees or merchants holding the bag no matter what."

So dipping into his own personal pocket, he paid everyone that he owed and bankrupted all his hard-earned fifteen companies. He said goodbye to his wealth, career and livelihood. He was finally free and he was broke.

And one more thing you should know, that guy was me.

This entire story is absolutely true.

I shared this story with you because I want you to know that when this happened, I lost everything. I watched all my dreams go up in smoke. I watched my plane, which was a childhood dream, and all my companies sold in auction. Almost overnight, I went from being wealthy to being completely broke. I went from making over \$20 million dollars a year (just by using the internet) to making nothing. Perhaps you are reading this report because like me, you have been forced to start over, for whatever reason. When I lost everything, I was where many of you are right now but I had a burning desire to provide for my family, to create a good life for them, with a nice house and a solid future for my children.

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In his tape Lead the Field, Earl Nightingale said...

“Action is a great restorer, a builder of confidence. Inaction is not only the result but the cause of fear. Perhaps the action you take will be successful. Perhaps different action or adjustments will have to follow but any action is better than no action at all.”

This inspired me to take action by building a new email list from scratch. I made over a million dollars the first year with this strategy then I made over two million the next year and so forth...

For the last four years, through my struggle to rise from the ashes, I've learned the methods, secrets and abundant resources of the internet, which enabled me to get back my wealth, my comfort and the security I once enjoyed.

It's those powerful methods and secrets I wish to share with you now.

With this information, you can start from nothing, like I was forced to, and achieve all the prosperity you want for yourself and your loved ones.

Even though my life changed dramatically, for reasons completely out of my control, I'm still a very blessed man. I have an amazing family, who has stayed by my side throughout all the troubled times. I also have lots of fascinating clients from all over the world and it has been my pleasure to teach them the very same things I am going to share with you in this book. I wrote this book and I share these secrets with the world because I know that without the help of others, I would not be where I am today.

I've been very fortunate and I want to help people who are struggling to succeed.

When I hear that someone has taken the information I've shared with them and surpassed their expectations of success, I am overjoyed.



Matt Bacak

P.S. To this day, we've never found anything amiss in any of my businesses. Since then, the IRS has never explained to me what they were investigating. I have received no further communications from them in any way.

# The Formula

Here's step by step how to get big results online fast. If you haven't started taking notes or highlighting text, this is where you start.

I'm going to share with you a formula and this exact formula is what I used to make \$2.1 million dollars online in one year.

Disclaimer: I'm not a mathematician. My math is Matt's math. (My wife Stephanie says my formula is mathematically incorrect and if you've ever taken a beginner's algebra course, you'll know she's right.)

The formula is...

$$X + X + X = \$\$\$$$

It's really that simple.

I came up with the original formula while at my company I owned before the IRS came into my life.

The company was called Frontier Marketing. We were doing about \$3.2 million dollars in that company alone and my other 14 companies were doing millions of dollars as well.

While running Frontier Marketing, I came to understand my business model by breaking it down into X's.

Frontier Marketing's business model, in the simplest terms was  $X + X + X = \$\$\$$ .

The three X's were CD + Scheduler + Events.

I had page where people filled out their information to get a free CD. Once they filled out the information, a scheduler would then pick up the phone and call them. The scheduler sold them an event, where they would show up and learn from a guru, me. So this model at Frontier Marketing was a guru business model.

After the IRS came, I knew that I couldn't use any vendor I used before and my attorney advised me to not sell any of the products I previously sold. So I said to myself, "I can't

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do the free CD. I can't do a sales team. I can't do the free events. I can't use the guru model. I can't sell the same stuff. So what the heck do I do?"

Then it hit me. In a moment of clarity, I remembered my closet of cassettes and VHS tapes.

You're probably familiar with Tony Robbins and guys like him. I used to buy cassettes and VHS tapes of his and other motivational speakers through a distributor. In my closet, I kept all my inventory of these tapes. Finally, I said to myself, "This is dumb. What good is it to have a closet full of inventory if I have nobody to sell it to?" That was a pivotal moment for me. It was at that moment that I started building a list. I knew I needed to focus on getting people that want to buy stuff instead of focusing on what to sell. Once I had buyers, I could find something to sell. That was the easy part.

From my previous experiences in the internet marketing world, specifically as a list builder, I knew that building a list was the most valuable list I could ever create and that it is the fastest way to make money online. An email list is when you collect people's email address for the sole purpose of mailing offers to them.

To build an email list, you need to focus on three things.

Subscribers, Clicks and EPC (earnings per click).

$$\text{Subscribers} + \text{Clicks} + \text{EPC} = \text{\$\$\$}$$

Andrew Liles began his journey into the internet marketing world in 2012.

Here's what he had to say on my formula. "The formula was a little different to me at first because it doesn't make sense as a normal math equation, but with this 'new math', you've narrowed focus down to the essence of the business – subscribers, clicks and earnings per click. I've heard you say, if what you are doing has nothing to do with any of these three, then don't even worry about it. These three things are the main foundation for building your income."

He brings up an excellent point that sums up the reasoning behind creating a formula like this.

It's a tool to help you narrow down the focus of any business.

When you take a business model and break it down into three simple parts, it's easy to understand how to profit from that business.

You can take the formula  $X + X + X = \text{\$\$\$}$  and apply it to any business.

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For instance, if you have a plumbing company, when you break it down to its simplest form, you get three X's- phone calls, appointments and completed jobs. It looks like this phone calls + appointments + completed jobs = \$\$\$.

One thing to take into consideration is that the formula won't work if any of the X's equal 0.

My assistant and a couple of my students have corrected me on my formula saying it should be  $X * Y * Z = $$$$  because if one of the variables equals 0, then the whole formula equals 0.

Mathematically, they are correct and if it helps you to understand this point, please think of it that way in your head as you read along.

The fact is that you can't get clicks unless you have subscribers. You can't get EPC unless you have clicks.

The formula won't work if you have a 0 in any part of the equation and also if the second X is not higher than 100. (We'll discuss why the second X must be higher than 100 in an upcoming chapter.)

Over these next few chapters, we are going to delve deeper into the three X's so you will gain a complete understanding of how these three things are going to make you money but first, let me explain what you need to get started.

### **Power Pointers**

- $\text{Subscribers} + \text{Clicks} + \text{EPC} = $$$$
- If it does not have to do with subscribers, clicks and EPC, then do not worry about it.
- The formula will not work if any of the X's in the equation equal 0.
- You must follow the equation in the direction that it's going to make money, i.e. you cannot start at EPC and work your way backwards. You must start with subscribers, then go to clicks, and then go to EPC.

## How To Get Started

The first thing I did was buy a domain. It didn't matter where I got it from but I had to find a domain. An example of a domain would be [www.mattbacak.com](http://www.mattbacak.com).

A couple of things to keep in mind when purchasing a domain name. Keep it simple.

Make sure the domain name is consistent with what will be on the page.

Don't use product names unless of course, it's your own. And also, just as a general rule, try to stay away from using numbers, dashes and underscores in your domain name.

Next I purchased hosting. Hosting is... Personally, I like to host all my stuff on a Unix or Linux server.

I do not like to host it on a Windows server. Everywhere I go, it seems as if everybody is using Macs. It is usually a more stable platform. However, I use PCs. Yes, on purpose. I force myself to use a PC because I know what my customers use.

All of my customers use PCs. Therefore, I use a PC so that I can understand my customers. When I create my trainings, I'm using a PC so it doesn't interfere with the experience my customers have. Why don't I use a Windows server to host my stuff?

Think about the blue screen of death. That's why you want to make sure you are hosting on a Unix or Linux server.

Before deciding on a hosting provider, consider closely the features that they provide. Don't base your decision just on price because a site that offers cheaper hosting per month may not have all the features you need. It's also important to think about the company's support. What kind of support do they offer to their users? Check on reviews of the companies you are considering. See what their customers say about their services and customer support.

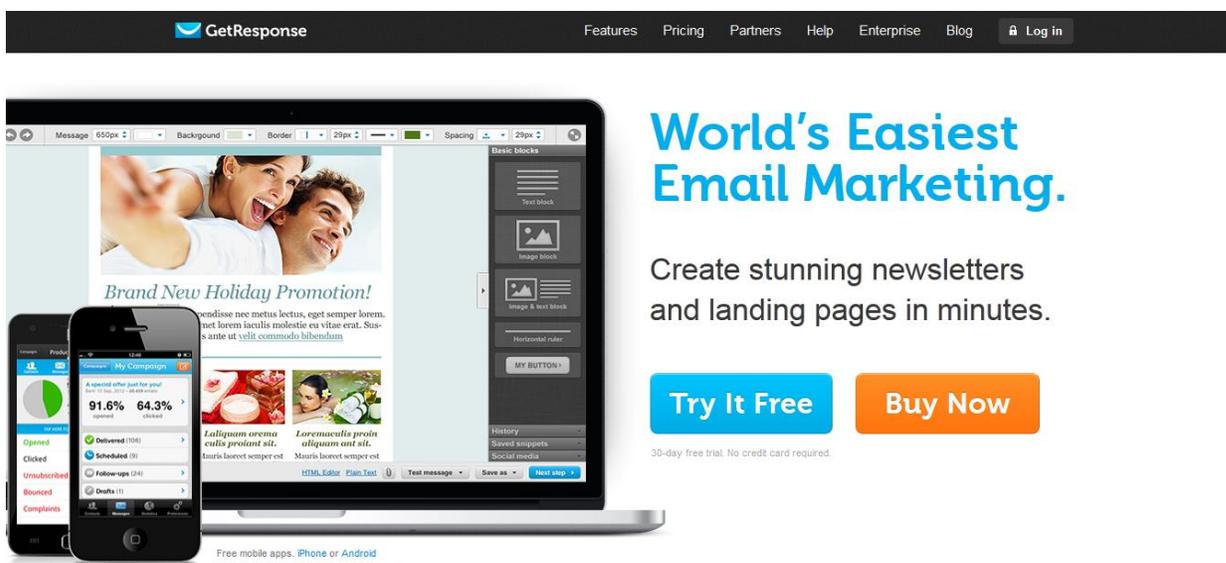
This should give you a good overall idea of what you'll be getting yourself into if you choose a particular provider.

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After I purchased hosting, the next step was getting an autoresponder. An autoresponder is email service that allows you to send out emails to a large group of people and set up a sequence of emails to send out to your list. I didn't want to have all my eggs in one basket so I got multiple autoresponders from different sources.

Out of all of them, the autoresponder I like the best is GetResponse.com.

The way GetResponse.com works is that basically for each subscriber you have in there, you pay x dollars (per subscriber). The thing I like about it is they handle all the email delivery. They handle everything for you.



The image shows a screenshot of the GetResponse website. At the top, there is a navigation bar with the GetResponse logo and links for Features, Pricing, Partners, Help, Enterprise, Blog, and Log in. Below the navigation bar, there is a large banner with the text "World's Easiest Email Marketing." and "Create stunning newsletters and landing pages in minutes." To the left of the banner, there is a laptop displaying a newsletter design with a "Brand New Holiday Promotion!" headline and a smartphone displaying a mobile app interface with statistics like "91.6% Opened" and "64.3% Clicked". To the right of the banner, there are two buttons: "Try It Free" and "Buy Now". Below the buttons, there is a small text: "30-day free trial. No credit card required."

There are two things to keep in mind when choosing an autoresponder- statistics and deliverability.

Choose an autoresponder that shows you all the important statistics. To have a profitable business, you need to know your numbers and that includes how many people on your list are opening your emails, how many emails bounced, how many complaints you have, etc.

Deliverability is an important aspect in deciding on an autoresponder because if your autoresponder isn't delivering, you're wasting your money. Once again, check on review sites and see what people are saying about the autoresponders you are considering. Find out what statistics you'll be able to view and the deliverability rate of each provider.

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Lastly, I went out and set up an opt-in page. An opt in page is a page where people opt-in (subscribe) to your email list in order to get a free product. Essentially, they are filling out their email address into a form that collects it for you to use later. I will tell you the one thing the IRS couldn't take away from me was anything I purchased from my own pocket so I got to keep a few things.

Everything I built in my companies went away but anything I personally bought I got to keep. This was one of the pages I was able to keep. It's an example of an opt-in page. It says, "How to build a large mailing list that will become your own ATM machine."

**Claim Your FREE Newsletter Now (\$97.00 Value) - Available For A Limited Time Only**

## "How To Build a Large Mailing List That Will Become Your Own ATM Machine!"

*"You're about to discover the most powerful strategies for building your email list quickly and easily!"*



The 'Powerful Promoting Tips' newsletter is one of the most real-life, here's-how-to-do-it online newsletters you'll ever find on the internet with profitable strategies you can use to rapidly grow quality subscribers. For example...

You'll discover:

- How to effectively target buyers to your products or services
- How to market yourself and pack your ezine with eager, qualified participants, and make even more money with your emails almost effortlessly
- The "Self Promotion Secrets" to make your list grow while you sleep (even for our friends who are not technically savvy)...
- How to quickly write "Killer" Emails specifically designed to make people whip out their credit cards and Buy Your Product or Service.
- ...and much, much more!

*Matt Bacak*  
- Matt Bacak

**YES, I Want To Learn The Secrets To Building and Profiting From My Own Opt-in Email List...**

**Just Fill In Your First Name & Primary Email Address In The Form Below...**

Email:

[Click Here For FREE Sign Up >>](#)

If at any point you find that the information is no longer relevant to you, you can simply click the link at the bottom of any email and you'll be automatically unsubscribed.

**SPAM** Your privacy is protected. Your information will never be shared. We hate spam too!



(I call my computer the ATM machine and my wife's computer the Vault.) This is what an opt-in page looks like. It's designed to get people to opt-in to your email list. This form is created by Get Response. So when people fill in this form, they're going into my Get Response account so I can send an email out to them.

When I'm at my land, I use an Get Response's app they have for mobile devices. I can login to my Get Response account and push send. It's kind of cool. I can be anywhere and still make money.

The trick to creating an opt-in page that will interest people in giving you their email address is to give them something valuable for free. My go-to product to give away is a report or a PDF with valuable information. You could also give away an audio file, a

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video series or even software. (My good friend and neighbor, Shawn Casey, gives away software.) Decide what will work best for the type of list you want to create because the bottom line is that you earn people's trust and attention by giving stuff away. People think, if this guy gave me this for free just for giving my email address, I can't imagine what I'm going to get when I give him my credit card.

To review, here are the steps you must take to start making money online:

- Purchase a domain
- Purchase hosting
- Find an autoresponder
- Set up an opt-in page

Now I started out with the intention of getting big results.

I wanted to do it a lot faster because what you don't realize is when you're making a lot of money, and then all your income goes away overnight, you're put in a position where you have still all your personal expenses and it isn't a pretty picture.

I literally didn't have any money at the time so I needed to figure out a way to squeeze out every dime out of the traffic I had coming in. Traffic is basically just the people who come to your opt-in page. (We'll talk more about how to get traffic in a later chapter.) I knew I could build my list by getting more traffic or I could maximize that traffic.

This is where I got really good.

I maximized my traffic by having a converting opt-in page.

You've got to have a converting opt-in page.

Think about this. If you get 10,000 people that come to your page and you get 0 people that convert or opt-in, then basically all you have is a big goose egg. You have 0. The answer is 0. You won't make money.

So to make money, you must have a converting opt in page, which bring us to the first X in the formula

**Power Pointers**

Here's what you need to do to get started:

- Purchase a domain
- Purchase hosting
- Find an autoresponder
- Set up an opt-in page

# Subscribers

The first X in the formula is subscribers.

A subscriber is a person who fills out their email address on an opt-in page. They are opting in to your list to receive the free gift you offered and to also receive further communication from you. Without a converting opt-in page, you will have no subscribers. If you have  $0 + X + X$ , it will equal 0 dollars. You must get subscribers to make the formula work.

In order to get a great converting page, you need to split test. Split testing, sometimes called AB split testing, compares the effectiveness of two or more webpages to see which one gets a better response.

Sadly, you must split test yourself. Anyone who split tests well is doing it for themselves and not offering their services to the public.

I personally use Google Analytics to split test. Inside it, they have a feature called Content Experiments, which allows you to test and eliminates the guesswork of designing your website. It allows you to test variations of your page so you know which design leads to the most conversions. In our case, a conversion is someone who opts in.

That's how we get subscribers.



#### **Content Experiments: Test and improve your web pages**

Eliminate the guesswork from designing your website. Test variations of your pages so you know which designs lead to the most conversions. You can simply set up these tests in Google Analytics, under Experiments in the Content section.

[Learn more](#)

When I do my testing, I split test radicals first. Radicals are two radically different looks and feels of a webpage.

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For example, two radically different pages would be one page that is the prettiest page you've ever seen and one page that is the ugliest page you've ever seen.

The pretty page is one I would want to show my mom or my grandma. The ugly page is so ugly that I would be embarrassed to show anyone, especially my mom or grandma. Why would I split test two pages that are polar opposites of each other? It's because when you split test radically different pages, you get radically different results.

The way Google Analytics works is that it drives traffic to each page by sending the first person to page A, the second person to page B and the third person to page C. Then it repeats the process, starting over at page A. Once I review the results, I can identify the winner, which we call the control.

Split testing is essential in determining your success as an internet marketer. Many internet marketers do not split test and they are missing out on valuable information that could help them to make more money. Lots of internet marketers will tell you that they split test but really, they are optimizing by tweaking something small, like the color of the font or the size of the picture. The key in split testing is split testing radicals.

To give you a better understanding of split testing and radicals, I want to share you with you my favorite gun.



This gun is called The Judge. I bought this gun to protect my children when we go out to our land. We often run into rattlesnakes and other animals. Out of all the guns I own, this is my favorite.

In the picture above, notice the ammo laying beside The Judge. The smaller ammo is a rifle bullet. Here's a close up.

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