

Liz TOMEY

THE MAKING OF AN INTERNET MILLIONAIRE



**Learn What It Takes
To Become A
Millionaire Online**

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Introduction:

According to the www.Dictionary.com, a millionaire is defined as:

“A person whose wealth amounts to at least a million dollars, pounds, or the equivalent in other currency.”

So, what is an Internet Millionaire?

In a nutshell, an Internet millionaire is someone who spots an opportunity, creates a plan, and organizes a team or leverage on software or tools to seize it.

An Internet millionaire is also one who has the ability to create his own opportunity or cash in on ideas, may it be his own or other people's.

This is especially true if you have the desire to start an Internet business, which sells digital products.

Now, the thought of you becoming an Internet millionaire can be intimidating, but the truth is that, anyone can be an Internet millionaire, if they really want to.

What Makes An Internet Millionaire?:

While most people enter into the world of Internet Business fueled with dreams of making money and creating wealth, only so few really do make money.

So, what really parts the minority who is making most of the money on the Internet from the rest who are struggling just to make a few cents? Here are some of the essentials you must have in order to become an Internet millionaire.

The Plan...

In my opinion, this is one of the most important aspects of anyone's Internet business. And with so many Internet business start-ups that fail almost everyday, having your own Internet business plan is more important than ever.

Several people may start their own Internet business but more often than not, I notice that their "plans" have one thing in common and that is to make money.

I would be lying if I said I started my own Internet business not for the money but the truth is that there is more to my business undertakings than just the money.

To me, making money is not a good enough reason to start an Internet business. Your Internet business plan should fulfill the customers' needs, regardless of the niche as long as there is a demand for it. When that is accomplished well, only then you will begin to make your money from your Internet business.

As you can see, it is perfectly okay to go into business to make money, but money goes to those who first have the desire to serve, give before receiving, and prove their worth. I also tend to notice that those who have a genuine plan tend to stay in business longer than those who are only looking forward to make the next quick buck.

Be aware of your own Internet Business plan because even though you may or may not state your business plan in your web pages, anyone can tell if you are genuinely helping someone with their needs or just trying to sell something, consciously or subconsciously.

Most beginning Internet business owners give up easily especially when tough times come (it will come, that is for sure) or in the first few months of their Internet business. This is often because they hold on to a bad plan. As I have said earlier, making money is not enough a good reason for a plan for your business!

Focus...

Also, a good plan, and a genuine one at that, helps maintain your focus especially in the infancy stages of your Internet business. A genuine plan also keeps you going even when the going gets tough.

With so many advertisements, business opportunities, money-making programs, and the fair share of scams and hypes, being focused is more important than ever. It might be easier said than done in most instances but that is not the case with a real Internet millionaire.

Most beginning Internet business owners, probably because of the lack of their Internet business plan, importance, and passion, jump from one opportunity to another. In my opinion, this is not an ideal thing to do.

Now, I am not saying that I am against jumping opportunities. I have accepted bad offers that are not workable on a few occasions and bailed myself out before I jumped onto another offer. But all too often, most people are really impulsive and acting on "instant gratification".

I strongly urge that you build your Internet business because no matter how complete your Internet Business can come with, whether you have purchased Resell Rights to a proven, selling product or a turn key business, you still need to put in time and effort to build your Internet business.

Leverage Users...

An Internet millionaire, in contrary to most small Online Business owners, is one who leverages on the efforts of other business associates and software. While small online business owners leverage on software and tools, too, but the distinctions between a big time Internet millionaire and a small online business owner can be seen in the sophisticated network of business associates and affiliates.

The good news is that today, the Internet allows even one single person to achieve so much with the leverage of software and tools available to make daily tasks easier in the pursuit of growing their business.

But that does not mean you can define yourself as an Internet millionaire just yet. The fact is that you can only achieve so much and seize only so many opportunities by yourself. If you are planning to seize bigger opportunities, you will need to assemble a team of people with the required expertise or resources.

The statement “time is money” may be true to small online business owners, but that is not the case with the huge Internet millionaires. The sayings for the Internet millionaires may very well be “time over money”, because an Internet millionaire thinks in terms of time rather than money, enabling them to make more and more money with less and less effort done on his part.

The Skills You Need As An Internet Millionaire:

Your journey towards being an Internet millionaire is made up of knowledge and skills from the following areas of expertise:

Leadership

It is okay not to be a leader when you are working for someone else, but it definitely NOT okay when you start your own Internet business.

In the world of business, leadership is not an option but rather an obligation, and that applies even to the Internet. Just because you work from home does not mean you do not need to be a leader of some kind.

It does not matter whether you work alone or you have 10,000 people working for you. Being able to tell yourself what to do is important and this is especially crucial when you make a decision that will leave impacts on yourself, your Internet business, and maybe the business associates you network with.

So what constitutes an Internet millionaire with good leadership?

1. The ability to communicate with other Internet business owners, experts, and specialists who are better than they are. This is a skill very important and I believe that this skill is more needed by any budding Internet millionaire rather than the established ones.

The early stage is probably the toughest of all stages in the Internet business and this is where most Internet businesses fail. Most budding Internet businesses fail because they failed to communicate with others who are better than them.

The over-used excuse “Those Internet businesses are successful because they have been established for 4 years” makes no sense to me because the truth is, the established Internet millionaires, like everyone else, also started with virtually nothing on day one of their

Internet business. But one of the reasons these successful individuals grow rather contract is because they have the ability to communicate with individuals who are better than they are. And very often, the Internet millionaires instill a certainty or a promising success to the people they network with, even though they were not successful yet.

2. The ability to fix things when they go wrong. Owning your own Internet business means you are in full control. This certainly demands more discipline and control on your part than at a regular 9 to 5 job. When you work in a company and make a mistake, the company pays for it. When you make a mistake in your own Internet business, you have to be able to bear the consequence.

If you do not have any plans of bearing the full consequence, you had better fix what went wrong fast.

3. People care what you have to say. Whether you have 100 or 100,000 people in your mailing list, people do bother reading your emails. And when you send out endorsement letters to products or services you are selling or that you are an affiliate for, people do bother purchasing from you.

Call it your own “fan club” or a “cult” if you want to, but remember that people with poor leadership and communication skills are those no one will ever listen to. This can be a cruel and harsh reality but the good news is that you do not have to be a “guru” but a leader.

Tip: You are now finally given a golden chance to be independent and free by starting your own Internet business. However, if you have been spending most of your life taking orders from someone else, running your own Internet business is going to be a challenge. But the good news is that leaders are made, not born. I believe that if schools can train people to become employees, I am sure that there are also schools that can train people to become employers or entrepreneurs. Therefore, I urge you to invest in a few self-help books on leadership at the nearest bookstore.

Selling

If you cannot sell, you cannot make money. You cannot even call yourself a businessman of any kind in the first place. Selling is the No. 1 skill you CANNOT go without even when it comes to online business.

When you write your sales letter, you are selling. When you negotiate with other business people and associates, you are selling. When you talk to your subordinates and professionals, you are selling.

If you hate the idea of selling and you are attracted to programs whith so-called “requires no selling on your part”, becoming an Internet millionaire is probably not in your future.

This is because no matter what ideas or resources you have, without the ability to sell, you cannot turn them into assets. If you have not mastered this skill yet, now is the time for you to learn to sell.

It would not be easy, but it is a skill worth learning and time worth invested in.

Marketing

Marketing deals with bringing your product or service to a worldwide audience. If you take a look at most of the successful Internet millionaires out there, most of them come from a direct response marketing background. Even the school dropouts and job-quitters learn marketing, in one form of education or another.

Investing

The ability to put in your money, time and effort and pull in profits manifold.

Networking

Business is about people and no people means no business. Even though you are working from home, and do not need to meet your prospects in person or travel long distances, you still have to communicate.

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