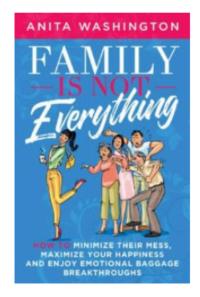
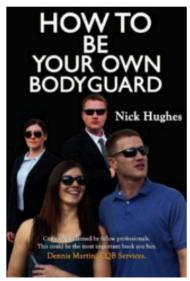
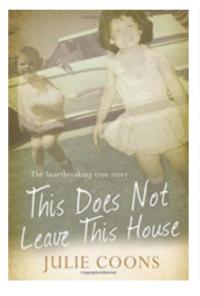
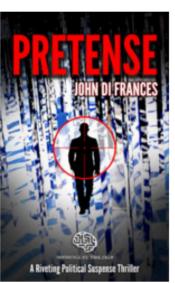


## Who is this for?









SELF-HELP Authors

**HOW-TO Authors** 

**MEMOIR Authors** 

FICTION Authors









Deliver to Geoffrey
Duncan V9L 6S2

Departments -

Browsing History -

Geoff's Amazon.com

Today's Deals

Gift Cards

Registry

Hello, Geoff

**Orders** 

Buy a Kindle

Kindle eBooks

Kindle Unlimited

Prime Reading Best Sellers & More Kindle Book Deals

Free Reading Apps

Kindle Singles

Newsstand

Accessories

Account & Lists -Content and Devices

Kindle Support



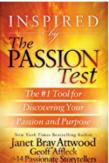
### √ Following

Follow to get new release updates and improved recommendations

### **Geoff Affleck**

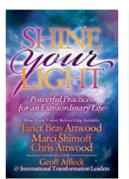


Kindle Edition \$0.98



Paperback

\$10.10



Kindle Edition

\$7.45

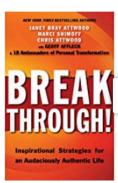


Paperback

\$9.08



\$2.82



Kindle Edition

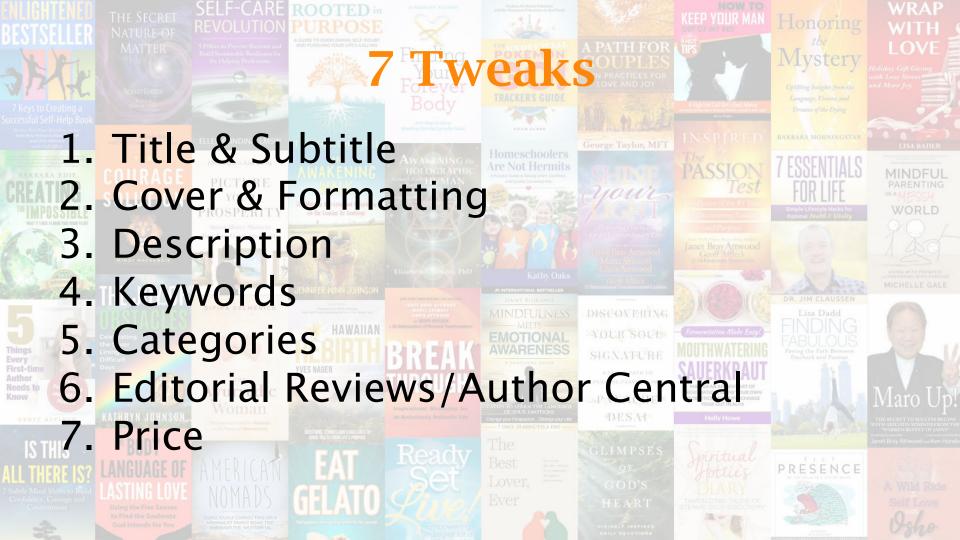
\$7.47

# What if you could sell just <u>one more</u> eBook and <u>one more</u> paperback **each day?**

- 70% Royalty on \$4.99 eBook = \$3.49
- Royalty on \$14.99, 200-page paperback = \$5.75
- Total = \$9.24/day = \$277/month = \$3,326/year
- Sell **five** additional books per day = \$16,632/year!

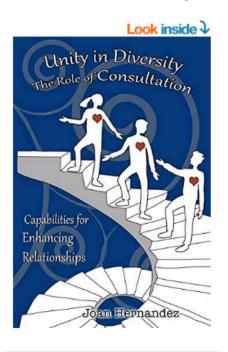
### What We'll Cover

- 1. The 7 conversion factors that affect your Amazon sales ("7 Tweaks").
- 2. Live Amazon optimizations.
- 3. Two ways I can help you.



# Mistake #1: Confusing Title

Kindle Store > Kindle eBooks > Parenting & Relationships



# Unity in Diversity: The Role of Consultation (Capabilities that Enhance Relationships Book 2) Kindle Edition

by Joan Barstow Hernandez ~ (Author), Jessica Lani Kamál Kerr (Illustrator)

Be the first to review this item

> See all 2 formats and editions

Kindle \$5.93 Paperback \$7.99

Read with Our Free App

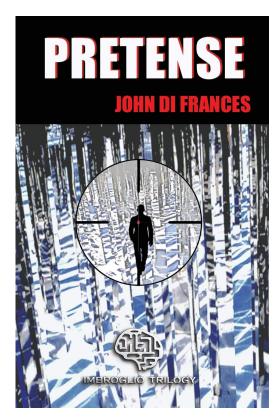
1 Used from \$9.14 6 New from \$7.99

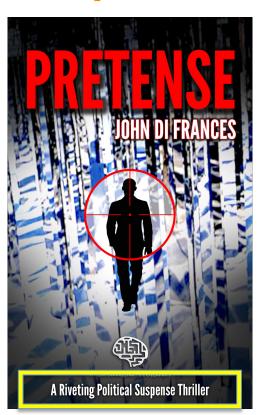
Would you like to help your family, team, or organization to make better decisions and to do so more rapidly?

Would you like to better your relationships with those who think differently that you do?

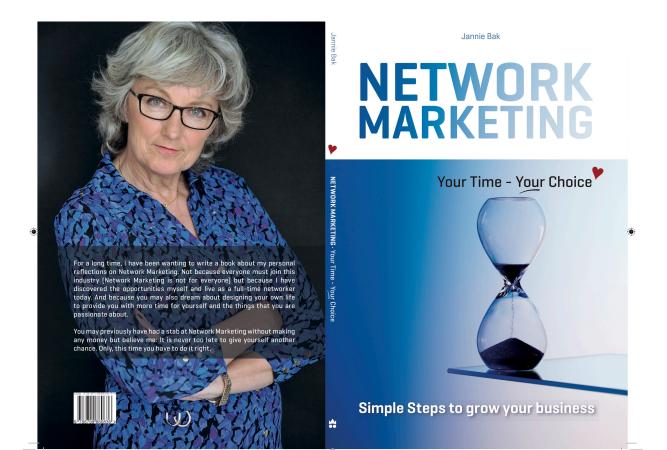
< Read more

# No Subtitle/No Keywords





## Mistake #2: Amatuer Cover



### **How to Succeed in Network Marketing**

"The network marketing industry is very fortunate to have such an accomplished entrepreneur!"

-Nancy Failla, International Network Marketing Trainer

"All you need to grow your business or for the brand new distributor taking her first steps." -Belinda Donkin

"Open, honest and exactly what our industry needs." -Annette Hammerich

You may be new to network marketing or have previously have had a stab at it without making any money. It's okay if you haven't found success yet and it's never too late to give yourself another chance with a new perspective. Long-time network marketer, Jannie Bak shares her personal story and reflections on her decades in the business.

#### Some of the concepts covered in this book include:

- · What is network marketing and what are the benefits?
- How to find the best company for you
- What skills are required to succeed?
- Should you represent more than one company?
- How to handle network marketing "haters"
- . How to align your business with your passion
- . How to find the best mentors

This book also provides a helpful recommended reading list, offers prospecting and follow up techniques, and a 6-step meeting template that feels good to you as you share from the heart.



Jannie Bak, vintage 1958, had a long career in sales and marketing and found her place in life, when she was introduced to Network Marketing. She enjoys public speaking on Network Marketing and love to grow and learn along the way. She is motivated - not by money, but by feelings. Happiness and love are her inner fuel in life, and her dream is to help her friends and colleagues succeed and to inspire thousands of people to live their personal live with joy and passion.

# NETWORK Marketing

NETWORK

ANNIE

A START-RIGHT GUIDE TO BUILDING A BUSINESS THAT FEELS GOOD TO YOU



- Any Department
  - Kindle Store
     Kindle eBooks
  - Nonfiction
  - Business & Money

#### Marketing & Sales

Advertising

Consumer Behavior Customer Relations

Marketing Public Relations

Sales & Selling



JANNIE BAK

#### **Best Sellers in Business Marketing & Sales**

Top 100 Paid Top 100 Free

#1

kindleunlimited
NETWORK
MARKETING

Network Marketing: A Start-Right Guide to...

→ Jannie Bak

★★★★★ 2

Kindle Edition \$0.00 #2

How to Start a

★★★☆ Kindle Edition \$0.00

# Mistake #3: Description that Doesn't Sell the Book



### **HORROR** Kindle Edition

by J.R King (Author)

Be the first to review this item

> See all formats and editions

Kindle \$2.98

Read with Our Free App

The Darkest Night is a collection of short stories of dark horrors. These stories will raise every hair on your neck as you dive deep into the terror that awaits. Read if you dare.

Length: 106 pages V

Word Wise: Enabled v

Enhanced Typesetting: Enabled >

# Mistake #4: Keywords are too broad, too narrow, low traffic, or too competitive

Too broad: "happiness"

(too many competitors)

Too narrow: "books on how to find happiness in life"

- (low search traffic)

### Too broad – High search / Very high comp

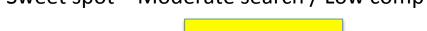
KEYWORD

stumbling on happiness

NUMBER OF



AVERAGE MONTHLY





N/A

GOOGLE

530

EST. AMAZON

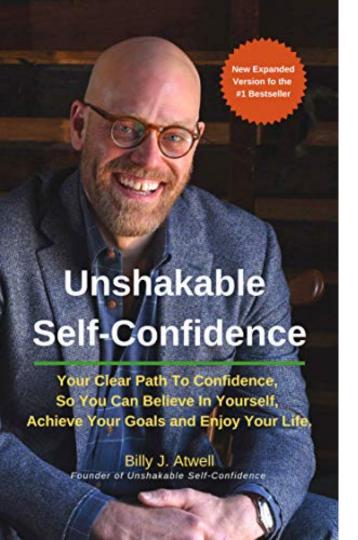
81

COMPETITIVE

AVERAGE MONTHLY GOOGLE EST. AMAZON COMPETITIVE **EARNINGS + 0** SEARCHES/MONTH \$ 0 SEARCHES/MONTH SCORE

\$121,228

40



# Mistake #5: Poor Category Choices

"Immoral choices"

Amazon Best Sellers Rank: #30,132 Paid in Kindle Store (See Top 100 Paid in Kindle Store)

#1 in Exports & Imports

#1 in New Age Divination with Graphology

#1 in Sculpture (Kindle Store)

# **Poor Category Choices**

### Product details

File Size: 699 KB

Print Length: 90 pages

Page Numbers Source ISBN: 8799880830

**Publication Date:** October 30, 2018 **Sold by:** Amazon Digital Services LLC

Language: English
ASIN: B07K2DDWQC

Text-to-Speech: Enabled 

✓

X-Ray: Not Enabled 
Word Wise: Enabled
Lending: Not Enabled

Screen Reader: Supported 

✓

"Too broad. No chance at bestseller."

Amazon Best Sellers Rank: #3,041,350 Paid in Kindle Store (See Top 100 Paid in Kindle Store)

#37725 in Books > Self-Help > Success

#95936 in Kindle Store > Kindle eBooks > Nonfiction > Self-Help

Publication Date: October 30, 2018
Sold by: Amazon Digital Services LLC
Language: English
ASIN: B07K2DDWQC
Text-to-Speech: Enabled 

✓

X-Ray: Not Enabled Word Wise: Enabled

Lending: Not Enabled

Screen Reader: Supported

### 1 DAY AFTER: Category selection optimized

Amazon Best Sellers Rank: #3,048,667 Paid in Kindle Store (See Top 100 Paid in Kindle Store)

#207 in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Marketing > Telemarketing

#230 in Kindle Store > Kindle eBooks > Business & Money > Entrepreneurship & Small Business > Home-Based > Sales & Selling

#334 in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Sales & Selling > Sales Presentations

ASIN: B07K2DDWQC

Text-to-Speech: Enabled 

✓

X-Ray: Not Enabled 

Word Wise: Enabled

word wise: Enabled

Lending: Not Enabled
Screen Reader: Supported 

✓

### **After complete Amazon Optimization**

Amazon Best Sellers Rank: #111,234 Paid in Kindle Store (See Top 100 Paid in Kindle Store)

#10 in Service Industry (Kindle Store)

#12 in Telemarketing (Kindle Store)

#14 in Retailing Industry (Kindle Store)

### Mistake #6: Editorial Reviews

- Not enough reviews
- Reviews not credible
- Formatting errors



About the Author

Ed Halliwell is a mindfulness teacher and writer, and co-author of The Mindful Manifesto: How Doing Less and Noticing More Can Help Us Thrive in A Stressed-Out World (2012). He leads public mindfulness courses, workshops and retreats, as well as mindfulness sessions in organisations. Ed is also advisor to and former co-director of The Mindfulness Initiative, which is supporting the All-Party Parliamentary Grou on Mindfulness to develop mindfulness-based policies for the UK. He wrote the Mental Health Foundation's 'Be Mindful Report', which spearheaded an influential campaign to fund mindfulness training in the NHS. Ed is a faculty member of the School of Life in London.

### **Editorial Reviews**

### Review

Abramson tells a powerful and eye-opening story that sets this book apart from other self-improvement titles. Infused with humility and self-awareness, his expertise feels hard-won, credible, and real. A poignant and vivid personal story designed to help others recognize their mental roadblocks.

-Kirkus Review

You Can Choose Your Life is a thoughtful, kind, real guide that will introduce you to how to discover your own freedom.

-Tama Kieves, Best-selling author of Thriving Through Uncertainity

I highly recommend You Can Choose Your Life as a must on your reading list. Assertively yet gently, Abramson invites you to bring down barriers that you may have set up for yourself that keep you from living life as you truly wish to live it.

-Stephen Eric Levine, Author of A Storm Chaser's Journey to Paradise

It's apparent the author has put heart and soul into this book, both a personal and spiritual reflection on his life and how choice can make all the difference. -Rev. Dr. Daniel Kanter, Senior Minister of First Unitarian Church of Dallas

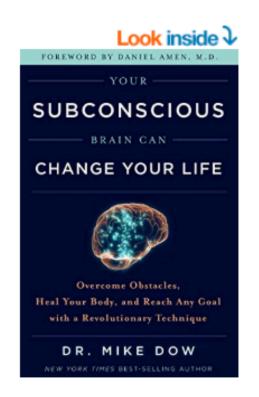
Abramson has presented an approach that allows us to explore for ourselves some of the biggest questions that stand in the way of us having a life we want.

-Alice V. Ruffel, PsyD, Clinical Psychologist

If you choose to read this book, you may discover what is holding you back in life, and what you can do to make your life more fulfilling.

-Steven Land Taylor, Author of Row, Row, Row Your Boat: A Guide for Living Life in the Divine Flow

# Mistake #7: Price Too High



Your Subconscious Brain Can Change Your Life: Overcome Obstacles, Heal Your Body, and Reach Any Goal with a Revolutionary Technique Kindle Edition

> See all 2 formats and editions

Kindle
\$21.48

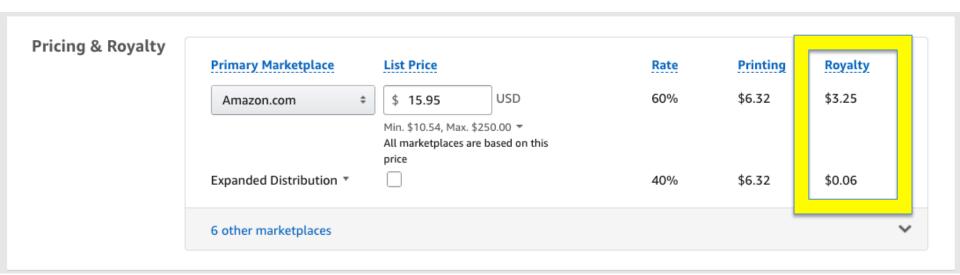
Hardcover
\$17.70

Kead with Our Free App

36 Used from \$17.92
51 New from \$17.70

by Mike Dow (Author)

## **Price too Low**







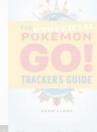


























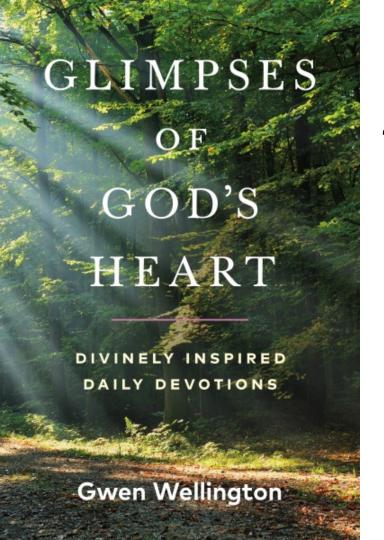






# LIVE OPTIMIZATIONS





### **CASE STUDY**

Published December 2017 – initial flurry of sales and International Bestseller status.

"Then sales plummeted as did my euphoria." In early 2018 hired Geoff to do Amazon makeover.

- New subtitle
- New front cover
- New copy for the back cover
- Reformatted book interior
- Created an Author Central page and uploaded my editorial reviews
- New book description for Amazon
- Optimized key words and categories
- Amazon Ads
- 3,248 downloads from 5-day free campaign
- #1 bestseller status in all ten categories.

Any Department

Kindle Store

Kindle eBooks

Religion & Spirituality

Christian Books & Bibles

Theology

Angelology & Demonology

Anthropology

Apologetics

Christology

Ecclesiology

Eschatology

Ethics

History

#### Liberation

Pneumatology

Saints & Sainthood

Soteriology

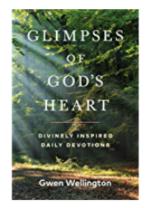
Systematic

### **Best Sellers in Christian Liberation**

Top 100 Paid

Top 100 Free

#1



### Glimpses of God's Heart: Divinely Inspired Gwen Wellington



Kindle Edition

\$2.99

Any Department

Kindle Store

Kindle eBooks

Religion & Spirituality

Christian Books & Bibles

Bible Study & Reference

Atlases

Bible Study

Biographies

Commentaries Concordances

Criticism & Interpretation

Dictionaries &

Encyclopedias

Handbooks

History & Culture

Language Studies

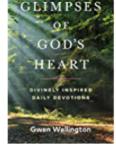
Meditations

New Testament Study

### Best Sellers in Christian Reference

Top 100 Paid Top 100 Free





Glimpses of God's Heart: Divinely Inspired Daily...

Gwen Wellington **★★★★★** 10

Kindle Edition

\$0.00



"I am proud of my presence, and my book's presence, on Amazon."

### —Gwen Wellington

#1 Bestselling author of *Glimpses of God's*Heart

### "Done For You" Amazon Makeover

- Title, subtitle, cover & interior recommendations
- Copywriting for Amazon description
- Amazon Keywords recommendations (high traffic/low competition)
- Amazon Category recommendations (10 eBook + 10 book)
- Author Central optimization
- Pricing recommendations
- Make all the Amazon changes on your behalf
- Amazon Ads campaign set up
- One phone consultation + email access

Only \$697.00



"In the space of one day the book hit #2, and the next day it was #1 in more than one category. Having someone with this level of start to finish publishing savvy and the technical expertise in marketing strategy and execution is simply revolutionary."

—Dr. Lisa Turner

Feb 10...

### Product details

File Size: 9314 KB

Print Length: 458 pages

Publisher: Turner Creek Publishing; 1 edition (June 14, 2017)

Publication Date: June 14, 2017 Sold by: Amazon Digital Services LLC

Language: English ASIN: B0721TJVGZ

Text-to-Speech: Enabled

X-Ray: Enabled

Word Wise: Enabled Lending: Not Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled ™

Amazon Best Sellers Rank: #313,934 Paid in Kindle Store (Se

#210 in Kindle Store > Kindle eBooks > Business & Mone #261 in Kindle Store > Kindle eBooks > Crafts, Hobbies 8

#521 in Books > Business & Money > Real Estate > Buyin

### Feb 12 - 2 days after Amazon Makeover...

Amazon Best Sellers Rank: #67,238 Paid in Kindle Store (S #1 in Kindle Store > Kindle eBooks > Crafts, Hobbies #1 in Kindle Store > Kindle eBooks > Engineering & #2 in Kindle Store > Kindle eBooks > Crafts, Hobbies

# **Amazon Best Sellers**

lar products based on sales. Updated hourly.

6 weeks later...

Amazon Best Sellers Rank: #43,719 Paid in Kindle Store (See Top 100 Paid

#1 in Energy Efficient Home Design

#1 in Contracting Engineering

#1 in Roofing Engineering

Transportation

Engineering

< Civil

Construction Carpentry

Contracting

Electrical Estimating

Heating, Ventilation & Air Conditioning

Masonry

Plumbing

Roofing



#1

kindleunlimited



House Keys: The Essential Homeowner's Guide to...

> Lisa Turner

**★★★★★** 32

Kindle Edition \$4.99

\* Kind \$81

Mai

> C.\

## Schedule a 15-min discovery call:

Interested in a

"Done for You" Amazon Makeover?

geoffaffleck.com/call

### Not everyone can afford \$697...

and you may prefer to learn how to do this on your own.

That's why I've created the...



Tweak your Amazon Listing to Sell More Books

A step-by-step system with #1 bestselling author and self-publishing coach, Geoff Affleck



## **Course Overview**

### Module 1: Making a First Impression

Title, sub-title, cover, back cover, interior + list building

### **Module 2: Copy that Converts**

Description, Editorial Reviews

### **Module 3: Getting Discovered**

Keywords, Categories

### Module 4: Re-launch Your Book

Pricing, Promotions, Amazon Ads, Re-launch Blueprint



### **Course Overview**

- Four 90-min video training modules with step-by-step instructions for optimizing your Amazon listing
- Lifetime access to the training
- Resources, templates, checklists
- Facebook group



### What Would This Be Worth To You?

You may be losing out on **hundreds of dollars** *every single month* by having a poorly optimized Amazon listing.

What if you could sell just **one more eBook** and **one more paperback** each day?

- 70% Royalty on \$2.99 eBook = \$2.05 x 30 days = \$61.50
- Royalty on \$14.99, 200-page paperback =  $$5.75 \times 30 \text{ days} = $172.50$
- Total Royalty = \$234/month = \$2,808/year

### **Bonuses**

I want to support you and help you to know where to focus your attention so that you actually do this and get results...



# Bonus 1: Amazon Scorecard

I'll personally review your book listing and give you a 20-point assessment with comments on my **Amazon Scorecard** (\$100 value)



#### Amazon Scorecard

Aut	hor: Sally Smith	
	ok Title: A True Story That I Made Up	Rating 1= Poor 5=Excellent
		1 2 3 4 5
1.	The title is catchy, memorable, and/or evokes emotion	
2.	The subtitle gives a clear indication of what the book is about	
3.	The text on the cover can be read on a Amazon thumbnail	
4.	The cover design is clean and professional	
5.	The cover image and colors help convey what the book is about	
6.	The interior design is professionally formatted	
7.	There is a link in the front of the book to the author's opt-in page	$\checkmark$
8.	The eBook's price is appropriate	
9.	The print book's price is appropriate	
10.	The Amazon description sells the book by being reader-centric	
11.	The description is the optimal length	
12.	The description uses headings, bold, italics, bullets and other html formatting	
13.	There is a call to action at the end of the description	$\checkmark$
14.	The keywords are optimized for high search/low competition	
15.	There are at least 5 editorial reviews	$\checkmark$
16.	The editorial reviews are correctly formatted	$\checkmark$
17.	The book is in 10 categories in the Kindle Store and 10 in the Book Store	
18.	The categories have been strategically chosen (low competition)	
19.	The Author Central page has been optimized (About the Author, From the Author, etc.)	
20.	The book has enough Amazon customer reviews	$\checkmark$
	TOTAL SCORE (max 100)	66
	TOTAL SCORE (Max 100)	00

#### Comments

Your book has a great title and the subtitle is keyword-rich. The cover is great but make the subtitle larger so it can be read on an Amazon thumbnail. Your pricing is right on. Add a bold heading to the description and a call to action. Remove the cover designer's name from the description. Your categories look good but we will research that to be sure. Consider adding a link for a free gift download to the inside cover of the book if you want to build your email list. Work on getting some editorial reviews now. Look Inside is not enabled yet.

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# **Bonus 2: Personal Support**

#### **Personal Support**

- FOUR LIVE 60-min Q&A Zoom calls
- Recordings available + Email your questions if you can't make it live
- Email Q&A support via the course website



(\$600 value)



## **Bonus 3: Referrals**

In case you decide to get a new cover, fix some formatting issues, or are working on a new book...

#### Access to my "Rolodex" of trusted outsourcers:

- Cover designer from \$10
- Interior designer/eBook formatter from \$0.25 per page
- Editor
- Proofreader

(Save hundreds of dollars)



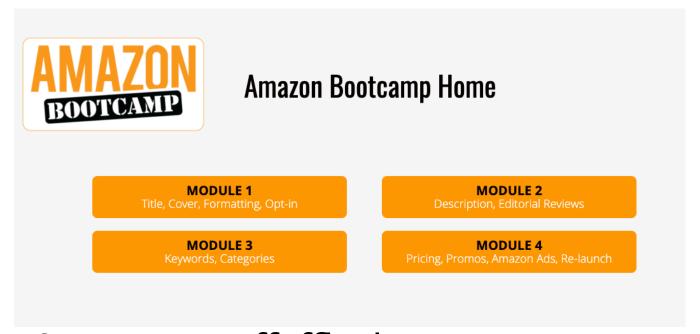
# Value of course and bonuses: \$997+

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### When You Enroll



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# **House Keys**

The Essential Homeowner's Guide to Saving Money, Time, and Your Sanity Building, Buying, Selling, and Maintaining a Home



**Lisa Turner** 

#### **CASE STUDY**

Published June 2017 with bestseller status 32 Amazon reviews Feb 2019 Amazon Optimization

- Decided not to make changes to subtitle or cover for now
- New book description
- Improved high traffic/low comp keywords
- 10 new strategic categories
- Added editorial reviews
- Revised price
- Amazon Ads campaign
- #1 bestseller status in 3 categories.

### This Works!



Ariann Thomas April 19 at 11:50 AM

After taking Geoff's Amazon Best Seller course, my book hit the Best Seller list in 3 categories and has been on the best seller list for a week in al least 1 category. Yeah Geoff. Thanks for the help.



6 Comments Seen by 35

Merryl Hammond @

"Mad Like Me" is #1 on Kindle!

To: Geoff Affleck

Hi Geoff,

Thought you'd like to know that "Mad Like Me" just hit #1 in bipolar category in the Kindle Store, and it's #7 in paperback. Delighted with that!

Cheers for now, Merryl Merryl Hammond, PhD

Mad Like Me: Travels in Bipolar Country A memoir merrylhammond.com

#### **Product details**

File Size: 13720 KB Print Length: 287 pages

Publisher: Consultancy for Alternative Education (CAE Canada); 2 edition (September 4, 2018)

**Publication Date:** September 4, 2018 **Sold by:** Amazon Digital Services LLC

Language: English ASIN: B07H43QYGS

Text-to-Speech: Enabled ♥
X-Ray: Not Enabled ♥
Word Wise: Enabled
Lending: Not Enabled

Screen Reader: Supported 

Enhanced Typesetting: Enabled 

✓

Amazon Best Sellers Rank: #42,902 Paid in Kindle Store (See Top 100 Paid in Kindle Store)

#1 in Kindle Store > Kindle eBooks > Health, Fitness & Dieting > Counseling & Psychology > Mental Health > Bipolar Disorder

#3 in Kindle Store > Kindle eBooks > Medical eBooks > Diseases > Brain

#11 in Kindle Store > Kindle eBooks > Medical eBooks > Specialties > Psychiatry

Would you like to tell us about a lower price?

#### Best Sellers in Bipolar Disorder

Top 100 Paid Top 100 Free

#1



Mad Like Me: Travels in Bipolar Country

Merryl Hammond

**★★★★** 8

Kindle Edition

\$4.93

#### "Geoff's stuff works"

From: N Hughes Subject: Epic

Date: March 5, 2019 at 2:49:07 PM PST

To: "geoff@geoffaffleck.com" <geoff@geoffaffleck.com>

Hey Geoff,

Just wanted to say that today's session was worth the price of the whole course. Great stuff.

Regards

**Nick Hughes** Author of How to Be Your Own Bodyguard

#### Product details

File Size: 1220 KB Print Length: 326 pages

Publication Date: October 1, 2011

Sold by: Amazon Digital Services LLC Language: English

ASIN: B005Z8L6YG Text-to-Speech: Enabled 

✓

X-Ray: Not Enabled Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled 

✓

Amazon Best Sellers Rank: #10,372 Paid in Kindle Store (See Top 100 Paid in Kindle Store)

#5 in Kindle Store > Kindle eBooks > Nonfiction > Travel > Reference

#1 in Kindle Store > Kindle eBooks > Health, Fitness & Dieting > Exercise & Fitness > Martial Arts #3 in Kindle Store > Kindle eBooks > Nonfiction > Sports > Individual Sports

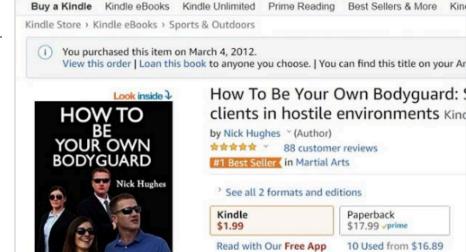
Nick Hughes

Follow the Author

Nicholas Hughes ▶ Geoff Affleck

Kindle Store \*

If any of you are wondering if Geoff's stuff works I just hit #1 on Amazon by following his advice on categories and key words.



= amazon

Deliver to Nicholas
 Cornelius 28031

How To Be Your Own Bodyguard: 5 clients in hostile environments Kind by Nick Hughes ~ (Author) 88 customer reviews #1 Best Seller (in Martial Arts See all 2 formats and editions.

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Read more

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Paperback

\$17.99 vprime

MASTER THE SKILLS OF A BODYGUARD AND REDU BEING A CRIME VICTIM

+ Follow

Now you don't have to be rich enough to hire your own bo skills in this book and take care of yourself the way the pre

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