



# 5 Steps

## to Start Selling Your Services Online

- 1 Choose your service.
- 2 Choose a niche.
- 3 Analyze your competition.
- 4 Choose a selling platform.
- 5 Create an online presence.

# Selling Your Services

**Robert W. Bly**



## **Selling Your Services:**

**Selling Your Services** Robert W. Bly, 2025-08-22 From the author of the *Copywriter's Handbook* comes Robert W. Bly's *Selling Your Services: Proven Strategies for Getting Clients to Hire You Or Your Firm*. If you sell any kind of service whether professional, personal or technical, this book will give you the information you need to bring in large numbers of sales at the fees you want.

*How to Sell Your Services Online* Peter Sellers, 2021 About twelve or thirteen years ago your ship came in and you may not have even realized it. You see, that was about the time that personal computers started appearing in homes around the world and we all started accessing the Internet. At the time many of us didn't realize it, but the playing field had just been totally leveled and things that you never thought would be possible became possible. Your ship came in. If you didn't realize that your ship had arrived, back then there is good news: You still have time to catch that ship before it sails away. With the use of the Internet, you can start your own business with very little invested. In fact, you can start your own business and become financially secure, if not financially independent, with very little. This is what I meant when I said that the playing field had been leveled. Because we have the Internet, you have just as much of a chance at success as you would if you started a brick and mortar business. In fact, the chances of success are even higher, although many people don't realize it. You see, with the Internet, you don't need the large investment that would be required to start a traditional brick and mortar business. You also won't have that overhead every month. You are also not subject to being limited to customers in your geographic area. You have a global customer base. That is what increases your chance of success. But you must also consider the other side of the coin. Anyone can start a business online, and right now today there are millions, if not billions, of online businesses. Not all of them do succeed. It takes time, patience, and know-how to make it work. It does not, however, take a lot of money. That isn't to say that it doesn't take any money. Anyone who tells you that you can successfully get an online business off of the ground for free is pretty much lying to you. Since you are reading this, the chances are good that you have considered starting your own online business at some point. You may have even done so successfully. But if this is all new to you, you may be a bit concerned about the fact that you don't have a product to sell. If you are not new to the whole idea of making a living online, you may have already realized the truth: everybody has something that can be sold online. What I'm talking about here is services, as opposed to physical or digital products. When you sell services, you and your service are essentially your product. Now, if you have a service, a skill to sell, you have just increased your chances of success with an online business tremendously. Anyone can create or buy a product to sell to others. In fact, there are millions of people doing that right now, and again, not all of them are successful. In fact, few are successful, but not everyone has marketable skills. When a product creator wants to sell a product and they do not have marketable skills, guess what? They hire someone who has the skills that they lack. Those that have sense enough to hire a professional to get the job done right are more likely to succeed. That's where you come in. If you really think about it, you probably have skills that may not be very marketable out in the physical world, but those same skills

may be in very high demand online If you are a programmer the chance that you will be hired by Microsoft and move to Redwood California to work in a cushy office is slim to none Those jobs are already taken But there is lots of work to be had and it is provided by people who are not sitting in an executive office in Redwood As an Internet Marketer you have most likely needed to hire the services of various professionals These may have been writers graphical designers web designers or programmers But the chances are good that during your career as an Internet Marketer you ve picked up a few skills of your own For example as an Internet Marketer you probably know quite a bit about writing sales copy Do you have any idea how much that skill is worth online There are copywriters making anywhere from 2000 on up to 20 000 for writing one webpage of sales copy right now The difference in their rates depends on how well known they are and how much success they have helped others to achieve There are more and more people coming online everyday trying to break into online business They have absolutely no idea what they are doing but they think that they know how to get started It doesn t take long before they realize that they don t have a clue and they start looking for help Why isn t their sales page working Why aren t they moving up through the ranks in the search engines They need help and they are willing to pay for it Again that s where you come in Internet marketers sell products and sometimes they supplement their income by selling their skills to other Internet marketers It is a very common thing and believe it or not most Internet Marketers *Sell Yourself* Fred Berns,1998-04

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