

## 1: Hypnotic Writing | Download eBook PDF/EPUB

*A lot of what I'm revealing to you in this advanced course in Hypnotic Writing is about the psychology that motivates people to buy. I'm really talking about "Hypnotic Persuasion." After all, if you are writing sales letters, ads, and news releases, you are probably writing them to motivate people to see things your way, and to do what you ask.*

Joe Vitale Dear Friend, Have you ever wondered how money-making ideas seem to flow non-stop to some people like water pouring down a waterfall, while others seem to struggle trying to come up with just even one profitable idea? That question used to drive me crazy when I was struggling trying to make my first dollar marketing on the Internet. Now that things are different, as I now pull in millions of dollars from the Internet, I often get the question, "Joe, where do you get all of your ideas and inspiration for your products and books? I usually quote the famous saying, "Success leaves clues" and explain how I study successful people, successful marketing promotions, and find ways to duplicate their success in my own business. But recently, I had such a dramatic mind-shift that it nearly turned my business upside down. Within an hour of when the big ah-ha moment hit me, I found myself updating my marketing and business models for all of my products like a crazy artist working feverishly on a new masterpiece. This mind-shift was so profound that it kept me awake into the wee hours of the morning and I realized that not only did I need to change the way I do business on the Internet, but everyone else would need to in order to survive. This is going to blow you away. Now before I tell you how you can use this powerful marketing method in your own business, allow me to explain how this big idea came to me. I was worn out from being on the phone for nearly six hours and knew it was time to take a break. All morning I had been staring out the window in my office. It was a beautiful day. There were no clouds in the sky and there was a cool breeze blowing that made everything feel so calm and peaceful. I headed downstairs, grabbed a bottled water, my small notebook and pen that I always carry with me where ever I go, and then headed out the door to go for a walk to clear my mind. As soon as I stepped outside into the fresh, crisp air, I took a deep breath and felt all of the built-up tension melt away. The breeze hit my face and I closed my eyes listening to the sound of the wind blowing through the trees and the birds in the distance. I allowed myself to let go, and shift my mind from "marketing-mode" into a more calming and relaxing state. I opened my eyes and proceeded down the walkway and took a sip of the ice cold water I carried with me. As soon as I reached the end of my driveway, I noticed a small patch of flowers that our landscaper must have just planted. I stopped and looked at them for a moment, and then continued to walk down the road letting my mind roam and decompress. The mental picture of the flowers completely consumed my thoughts. And before I knew it, my mind somehow connected the petals extending out from the center of the flower with how we market our businesses on the Internet. I continued to let my mind roam, almost laughing at how crazy my thoughts were. Suddenly, two other images popped into my mind. But this time, these images were different. These images were actually something that I could draw, even with my lack of artistic ability. I took out my small notebook and quickly drew these two images that were as clear as day in my mind. As I looked at what I had drawn, I asked myself, "What does this mean My next "Big Idea" came crashing down on me like a ton of bricks falling off a story building. I increased my pace and wanted to get home as fast as I could so I could get in front of my computer. I needed to jot down my big idea and try and create a better image of what I had in mind. By the time I got home, my mind was racing - and I felt it in my gut that I was onto something big. So big in fact that I knew that I needed to document this entire process of how this idea came to me. I ran upstairs to my office, grabbed my camera, and went back down to the edge of my driveway and snapped a couple of photos of the flowers that somehow created such a powerful stir within me. Next, I went back upstairs onto my computer and attempted to create the two images that would hopefully look a little better than my drawings. As I stared at the two images, an entire business model appeared in front of me. A business model so inspiring and masterful that I spent the rest of the evening writing the plan out. By the time I turned off my computer at 3: Bear with me here For this example, the center circle represents you and your business, and the smaller circles represent your customers. Fairly simple thus far, right? Now in order to first obtain those customers, you need to market your product or service. You could market using Google AdWords, through

your newsletter, JV partners, on forums, press releases, and other traditional one-to-one marketing methods. But this time, as you can see, all of the circles are interconnected. Can you spot the clue? We have moved into the Age of Engagement. Many of your customers are connected to others like never before. People are now engaged with what their friends, family, and peers are doing. Not too long ago, word-of-mouth was spoken from one person to the next. Yes, word-of-mouth was a powerful marketing tool, but could only travel as fast as the spoken word. However, today is different, as words can travel quickly across the Internet at speeds of light. Within just a few minutes, word about your product or service can spread to thousands and thousands of people because of Social Media. Are you starting to see the big picture here? Many of your customers are highly connected because of Social Media. Your marketing reach is now 10, times longer and wider than ever before. So what all of this comes down to is that there are new marketing opportunities and strategies that you need to start taking advantage of right now. Just like the information in my previous best-selling Hypnotic Marketing ebook, the opportunities and strategies within Social Media are not some fly-by-night ideas. Once I had the strategy perfected, I contacted several of my previous marketing clients to see if any of them would be interested in implementing a new marketing strategy. Instead of selling a full course, I decided to put it into bite-sized segments and send them through email over a period of a few months, which allowed me to provide step-by-step instructions and action items. And to ensure my methods would not be shared with the world, I had each student sign confidentiality agreements. December 19, After a lot of thought and consideration, I decided to take this strategy and combine it with others which I called, "Hypnotic Marketing Strategies" and began writing a book called, "Hypnotic Marketing". March 28, HypnoticMarketing. May 26, I pulled the HypnoticMarketing. I had too many irons in the fire and had no plans of offering this ebook to the public ever again as a stand-alone product. May 11, After telling them no no less than 6 times the guys at Nitro Marketing who handle parts of my business finally get me to agree to allow the Hypnotic Marketing ebook back on the market. However, I agree to do it for only one week and then it must be closed forever. I was shocked to say the least when 5, orders came in. March 8, I saw the flower, got a big idea, and went to work. I decided that it made the most sense to package all of the new 2. This is the first major update to the three-step Hypnotic Marketing process in nine years! As you can see by the above time-line, the Three-Step Hypnotic Marketing Formula has been around for 11 years. Now that you know the story behind how my latest business-altering idea came to me by looking at flowers, and the history behind Hypnotic Marketing Another term that you may be familiar with is, "Web 2. However, when I looked at many of these websites after my big idea hit me, I found mostly poor attempts at actually marketing a product or service. Not to mention even less attempts using any form of Hypnotic Marketing. The viral marketing home runs are few and far between. And it seems that somehow in the hustle and bustle and excitement of Social Media, most people are completely missing the mark. Very few videos on YouTube are Hypnotically compelling. Very few MySpace pages Hypnotically draw people to you. Very few blog posts have headlines that are Hypnotically written to drive highly targeted and qualified traffic to your blog. Very few profiles on FaceBook use Hypnotic Marketing to attract new friends or business contacts. Very few replies on blog posts are Hypnotically written to instantly excite and drive readers to your website. Very few people have figured it out. Imagine never having to scratch your head wondering where your next customer is going to come from. Imagine having the nearly sixth-sense ability to know exactly where your customers are, and the exact words to type to have them quickly order your product or service. This may sound far-fetched, but I can assure you, this incredible power can be created within your business. And it all starts here. At times like this, you need to go back to the basics and concentrate on what has proven to work time and time again. The methods have and will always work. And now, for the first-time in nine years, the Three-Step Hypnotic Marketing Formula has been updated with never-before-seen information on Hypnotic Social Media Marketing. I wanted to find someone who was an expert that I could extract all of the secrets and hidden gems about Social Media Marketing from. And she prefers it that way. At the time I just thought she was magic and had no clue that she was a Web 2. As the saying goes, when the student is ready, the teacher appears. Little did I know that our paths would cross again, and that my teacher was someone who I thought I already knew through a friend. I actually thought she was just a web programmer. Come to find out, I was wrong. I can assure you that Miss. Although I cannot tell you who Miss

W.

## 2: Advanced Hypnosis

*By investing in this e-book on "Advanced Hypnotic Writing," you've made the first step in not only becoming a copywriter of nuclear power, but possibly also becoming a hired writer who creates hypnotic sales letters, ads, and news releases for others at big pay!*

Is this exciting or what? Before we get into the meat of this book, I want to tell you something few people know. My first e-book, "Hypnotic Writing" the course that went online early in the year and stunned me and everyone else with all the sales for it was actually written some ten years ago. It was originally a spiral-bound manuscript that I sold in the back of the room when I gave talks and seminars. It was a nice money-maker for me. And countless people read it, used the secrets revealed in it, and went on to write sales letters and even books. But I never published the book or ever intended to. Over the years the president of Aesop. I had never heard of Mark before. So much for how smart I am. Finally I sent Mark the text file for "Hypnotic Writing. And virtually every sale was due to one powerful sales letter! You can see it at [http:](http://) The thing is, that book was written, as I said, some ten years ago. What you are now reading contains many of the most closely guarded secrets for writing words that glue people to the page. This material covers the gap over the last ten years. Now before we jump into the meat of the three sections of this book, let me explain what I see in your future. Now stop and think about this. Not only are you going to become a "Hypnotic Writer" by taking this course, but you will also become a highly skilled "Hypnotic Copywriter" a smoking gun for hire! You will soon be able to write sales letters for yourself, but maybe even more importantly, you will soon be able to charge hefty fees to write sales letters for others! Ready to get started? Hypnotic Sales Letters and the Power of Your Mind to Make Money "Smart as any dog, human beings tend keenly to attune their ears--and their attention only to that which selfishly concerns them. In this first section you will learn the psychological tricks to use in your sales letters and any writing, for that matter that make people take the action you want. I mean this in the most sincere way. The power to change behavior through the written word is awesome. Use it with wisdom. This alone is worth GOLD. Are you drooling to get started? And both are out of print. But I also have good news for you concerning these books. It taught me more about understanding people than any other single work. And since Collier was a genius at writing virtually anything, the book is a classic by a man able to reveal how he accomplished all he did. In short, get this book. The bad news is the book has been out of print since the s. You might search for a copy at. And from time to time various copywriters bring the book back into print through a limited edition run. So keep your eyes and ears open for it. Also see the resources section at the end of this section for a lead on someone who may still be selling the Collier book. The second book is not as well known as the first. It was published in in England. I checked on it before writing this lesson and, to my sad surprise, the book is now out of print, too. Again, look for it at. There are plenty of other good books out there, still in print, to help you. See the end of this section for a recommended book by him. And at least two of my own books contain material on writing sales letters: Get it at [http:](http://) In many cases all you have to do is follow what the authors tell you to do. The fun is only beginning, my friend! A "Hypnotic Writer" believes he or she can influence people with written words alone. If you have that belief, you have power. Words start and end wars. Words start and end romances. Words start and end sales. But you also need something else. When I am convinced something will help people, my enthusiasm for my product or service gives me power. And that power helps me write in a hypnotic way. In my first e-book, "Hypnotic Writing," I offer an example of a sales letter I wrote many, many years ago maybe even 15 years ago. If you have my e-book, you can look in it to see that letter. People actually read my "Hypnotic Writing" ebook, read the sales letter in it, and try to order the software described. Thoughtline is an old DOS program. Yet countless people continue to read my sales letter for Thoughtline and continue to try to buy it!! They still send me checks! Now THAT is the power of a sales letter! I had to remind him that the program is out of print, and my sales letter is in my ebook just as an example of a winning sales letter. He still wanted to buy the software! What is the mysterious key ingredient that makes people want to buy even when the item is no longer around? I call it sincerity. I still have to write well, of course, and engagingly. But my spirit will infect them. My desire will

motivate them. And when you have that sincere belief in your product or service, it ALONE goes a long way in hypnotizing people. So the first thing you must have is a belief in what you are trying to sell. And the next thing you must have is the belief that you can sell it through a sales letter. With that mindset, you are ready to begin hypnotizing readers. How can you tie up that thing you have to offer with that bait? The desire for them is, consciously or unconsciously, the dominant idea in his mind all the time. How can you tie this up to the thing he wants, in such a way that the doing of it will bring him a step nearer to his goal? Do that and you can get rich. But HOW do you do that? Find out what moves them, and push those buttons. For now, just keep reminding yourself that people buy for emotional reasons, and rationalize their buying with logical reasons. One proven way to convey emotion is through story. Collier wrote about the need to paint pictures in the minds of readers to involve them emotionally in your sales letters. One good illustration is worth a thousand words. This is one reason why I began this book by urging you to read certain books. Those books have model letters, headlines, even sentences, that you can adapt for your own uses. Collier even mentions this fact in his letter book. He says the following Pick something you want to write a sales letter for. In a recent magic magazine I even saw, "They laughed when I said I was going to be a magician until they saw my first check! Again, find and read the above mentioned books to discover headlines and sales letters that have worked before. Then practice adapting them to your own needs. Looking at old sales letters can help stimulate your creative juices as well as help you hone in on what it is you want to sell. Here are a few for you to chew on. See if you can determine what makes them work: They generate curiosity, as in the the one about why some foods explode in your stomach. Or they ask you a question. Or they urge you to answer their questions as in the headline about working out the date of your own death. The key point is this:

### 3: Hypnotic Marketing by Dr. Joe Vitale - [www.enganchecubano.com](http://www.enganchecubano.com)

*Advanced Hypnotic Writing has 8 ratings and 0 reviews: Dr. Joe Vitale is the author of far too many books to mention here. Here are just a few of them.*

### 4: Advanced Hypnotic Writing Review

*Hypnotic Marketing is an eBook written by Joe Vitale that illustrates his 'secrets' of copywriting to take control of potential clients. The eBook has great claims attached to it on different sites Joe Vitale and marketing Hypnotic Writing.*

### 5: Joe Vitale - Advanced Hypnotic [www.enganchecubano.com](http://www.enganchecubano.com) Download - Link 4share

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*Hypnotic Marketing is an eBook written by Joe Vitale on what he illustrates as 'secrets' of copywriting to take control of potential clients. The eBook has great claims attached to it on different sites Joe Vitale and marketing Hypnotic Writing.*

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*Ch. 1: How to Write Hypnotic Letters that Make People Follow Your Commands Chapter 2: The Unusual Mindset of a Hypnotic Writer Chapter 3: "Give me 5 minutes and I'll prove YOU can write Hypnotic Letters, too!"*

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