

## Special Report

# How To Use Simple Surveys to Create Best-Selling eBooks & Info-Products

- By Jim Edwards

Co-Author – “[Turn Words Into Traffic](#)”, “[eBook Secrets Exposed](#)”, “[How to Write and Publish Your Own eBook... in as little as 7 Days!](#)”, “[33 Days to Online Profits](#)” and “[The Lazy Man’s Guide to Online Business](#)”

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## About the Author



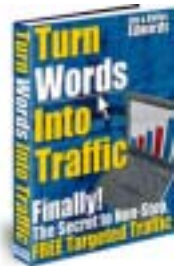
*Jim Edwards*

Jim Edwards is a dynamic and entertaining speaker who has developed, marketed and operated outrageously profitable online businesses for both himself and his clients worldwide since 1997. Jim writes <http://www.TheNetReporter.com>, a syndicated newspaper column helping “non-technical” people use the Internet for both fun and massive profits!

Jim is a frequent guest speaker nationally at conferences and seminars on such subjects as search engine and directory traffic generation, “shoestring online marketing” and more. He is the author and co-creator of numerous highly successful e-books and “info-products”, including:

→ **[“Turn Words Into Traffic”](#)**

Finally! The Secret to Non-Stop, FREE, Targeted Website Traffic!



→ **[“eBook Secrets Exposed”](#)**

How to Make MASSIVE Amounts of Money In Record Time With Your Own eBook (Whether You Wrote It Or Not!)

→ **[“The Lazy Man's Guide to Online Business”](#)**

How to Work Less... get Paid More... and have tons more Fun! Learn the Super “Lazy Achiever” Mindset!

→ **[“How to Write and Publish your own eBook... in as little as 7 Days”](#)**

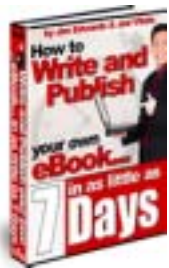
"How to write and publish your own OUTRAGEOUSLY Profitable eBook in as little as 7 days - even if you can't write, can't type and failed high school English class!"

→ **[“33 Days to Online Profits”](#)**

Finally, the First Practical, Step-By-Step, Roadmap for Internet Success No Matter What Product or Service You Sell... 100% Guaranteed!"

→ **[“Affiliate Link Cloaker” Software \(PC\)](#)**

STOP Affiliate Link "Hijackers"... Dead in their tracks! New software keeps 'Internet Pickpockets' From Stealing YOUR Money



→ **[“Selling Your Home Alone”](#)** How to sell your house yourself and avoid the real estate commissions!

→ **[“The TEN Dirty Little Secrets of Mortgage Financing”](#)**



## Why do a Survey?

One of the things that I preach in the ebook I co-authored on how to write and publish your own e book in as little as seven days is using surveys to find out exactly what people are interested in buying - **before** actually sitting down to write your ebook.

One of the biggest - if not the biggest - mistakes people make when it comes to creating ebooks is not doing the proper amount of research on how big or how focused a market actually exists to purchase their ebook – **before** they write it.

As a result of this mistake, many people spend huge amounts of time creating, writing, publishing and marketing ebooks that nobody but they were really interested in reading in the first place.

This mistake causes disappointment, lost time and lost money for many aspiring ebook authors.

It's a shame really, because if they had gathered even some basic information from their target audience they could have made some simple changes and adjustments right from the start that would have enabled them to make money... rather than get smacked in the face with disappointing results.

To my knowledge, the fastest way to research what your target audience wants in an ebook is to **directly ask them** using simple surveys that determine the subjects they're most interested in buying, learning about, or getting more information.

**I have personally used simple surveys to help me write ebooks that have generated many tens-of-thousands of dollars in sales...** all of it much faster, easier, and more efficiently than I ever could have done by “guessing” what my audience wanted!

Here is a simple guide to help you do the same thing...

## What are **Two Major Benefits** of doing a simple survey?

### **1. Don't Guess What Prospects Want**

The number one benefit of doing a simple survey before writing your ebook is that you **don't guess** what people are interested in buying - **they will tell you!**

If you do it correctly, a simple survey is the fastest way to gather the necessary marketing intelligence you need to write your ebook or, just as importantly, to make a decision **not** to write your ebook based on the responses you get.

**FACT:** Sometimes you might think you have a great idea for an ebook. But after you ask a few hundred people if they would buy it and the majority say no or don't care, you've just saved yourself a whole lot of work because you won't write the ebook!

### **2. Create a Highly Targeted Prospect List**

If done correctly, you can actually compile your initial, **best prospect list** using a simple survey!

What do I mean?

A survey done properly turns into a list of your best prospects! When you run the survey, people who respond favorably to certain questions should be filed in a way you can easily contact them once your ebook is done. Cut them a special deal or give them advanced access because they have already said they are interested in the subject!

Anyone who answers "Yes! I would be interested in buying an ebook about \_\_\_\_\_ in the next six months" is the first person you want to email once the ebook gets done!

These are just a couple of the benefits of doing a survey, but I would have to say that the overriding benefit of doing a survey is that you get the priceless information you need about what your prospects will buy almost immediately... **if you do it right!**

## 2 Hidden Psychological Effects That Boost Sales

Doing a simple survey has two hidden psychological effects that can increase your ebook sales dramatically....

First, on a subconscious level, using simple surveys demonstrates to the people - especially if they are existing customers or the customers of a joint venture partner - that you are actually interested in what they think. **You care about what they want** rather than just trying to ram as much product as you can down their throats.

People appreciate and remember that.

Second, a simple survey plants a seed in the minds of your target audience. They'll start wondering:

- What are you up to?
- What kind of information are you coming out with?
- How good will it be?
- When can I get this?
- How much will it cost?
- How can this help me?

**They actually start watching out for your new ebook!** I've had people email me a couple weeks after running a survey asking when and where they could buy my new ebook.... and I hadn't even written it yet!

Think for just a minute about that!

Imagine having people waiting in eager anticipation for you to finish your ebook (one you haven't even started) so they can buy it from you!

Oooh – it sends shivers down my spine to think of all those sales rolling in as a result of just running that simple little survey.

## What are the questions you should ask in a survey to virtually guarantee a best-seller ebook?

Your purpose in running a survey is first and foremost to find out what your target audience is interested in buying. What **problems** are they having, what **information** do they need, what **expertise** are they **craving** so you can provide it and get paid in the process!

A critical point you must remember is that **the way you ask the questions** will directly impact the types of answers you get! You must ask questions in a way that give you the answers you need... not the answers you want to hear!

You must structure your questions so you extract your audience's actual opinions, wants and needs.

Here's what I mean:

If you just ask a lot of "yes / no" questions you will get one of two responses - either yes or no. Duh! That's simple.... **or is it really that simple?**

If I asked you "Would you be interested in an ebook on how to make a \$30,000 dollars on the Internet in 7 weeks, guaranteed - or I will pay you \$2,000 out of my own pocket?" many people would answer "yes".

Let's say 60% of people surveyed said "yes".

Based on that I decide to go write my ebook.

Based on that answer I go off and write an ebook on setting up your own accounting practice and delivering services over the Internet... the only problem is I didn't ask how many of the people I surveyed were accountants!

I really have not clue how many people would be interested in buying, yet I think I'm working on a best seller!

**Result:** Nobody buys the book because I not only didn't isolate the size of my target audience within the group, but I got "yes" answers from people who can't even buy the ebook!

Here's a better way...

A better way to do this is with a two-question or three-question approach:

Question 1 – "Are you an accountant?" Yes / No

Question 2 – "If you answered 'Yes' to the question above, would you be interested in learning to offer accounting services over the web that result in \$30,000 worth of billing in only 7 weeks, guaranteed?"

Question 3 – "If you answered 'Yes, you are interested – how interested are you?"

~ Very interested

~ Sort of interested

~ Barely interested

I could write 50 pages on how to ask questions, but I will tell you that you must use a common sense approach when it comes to creating and asking questions.

Let's look at a highly successful survey I've been running for the last 4 months...

Here's a sample survey I send out to the people who purchase "[How to Write and Publish Your Own eBook... in as little as 7 Days](#)"

I want you to notice several things as you look at the survey:

1. Notice how I use the subject line to pull people into the email
2. Notice how I used the introduction to the survey to set people up as to why I'm doing a survey and how I'm going to use their answers. The curiosity factor has a powerful psychological effect on my readers. Also, introducing the survey like this has **massively increased my response rate!**

3. Also notice how when I ask a “Yes / No” question I immediately ask a question that shows the degree to which people are interested. Most people who are interested in writing ebooks will answer “yes”, however I also want to know the degree (hot, warm, cold) to which they are interested.
4. Finally, notice how I obviously reward (bribe) people to take two minutes to answer the survey! People will take the time if there is something in it for them!

The answers I've gotten from these particular questions have been very enlightening – for myself as well as my subscribers. Quite frankly, I've been somewhat shocked and amazed (in a good way) with the answers I've gotten!

Subject: [[firstname]] - 2 minute survey + Free Gift

A Free Gift in return for your help!

Hi [[firstname]]

Jim Edwards from [www.7dayebook.com](http://www.7dayebook.com) here.

I'm working on a new project that should take ebook writing and marketing to the "next level".

Rather than guess what people want, I decided to ask you - someone who is interested in writing, publishing and selling ebooks.

==> A FREE Gift (bribe) for you!

Below is a short survey - it should only take you about 2 minutes to complete and email back.

As a thank you (\*bribe\*) for filling out the survey I will send you a FREE Gift -- two interviews I did with two of

today's top Internet Marketers: Yanik Silver and Danny Sullivan.

(You will \*love\* this one!)

Yanik Silver talks about how he got started with his Ultra-successful Instant Sales Letters website and how he went from zero (0) to over \$100,000 a year in less than 12 months!

Danny Sullivan - the original search engine guru - drops some great nuggets of wisdom about using search engines to promote your site!

You sure won't find these interviews anywhere else on the web for free!

Once you return the survey I will send you the articles personally (since I won't be sending them by autoresponder it may take an hour or two in between checking my mail... but I \*will\* send them to you)

Please take \*two minutes right now\* to fill out the survey and you'll get a couple of very informative articles for your time.

Thanks in advance for your feedback and help.

Jim Edwards

Co-author "How to Write and Publish your own eBook... in as little as 7 Days"

<http://www.7dayebook.com>

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Ebook survey

Directions: Just hit your email "reply button" make "X" marks in between the [ ], fill in numbers, or answer Yes or No as indicated in each question.

Then "send" the survey back to us.

1. Please rank these in order of importance (1,2,3,4,5) with #1 most important, #2 next most important, etc.

Learning how to get more prospects to your website (traffic)

Learning how to make more money from each book sale

Learning about systems / software for ebook delivery

Learning how to create a stream of "passive" income

Learning advanced techniques for how to create ebooks quickly

2. Which would you be most likely to buy in the next 6 months (X in each box that applies)

Ebook "compiler" software (makes "ebooks")

Advice on Ebook marketing

Advice on pricing ebooks

Advanced techniques for selling more ebooks

Advanced techniques for creating ebooks quickly

Other: (fill in here)

3. Ebook software

Would you be interested in Independent Reviews of various ebook software creation programs.

(Yes / No in the box)

If "yes" - How interested? (X in the box)

Very Interested

Interested

Slightly Interested

4. Ebook delivery

Would you be interested in step-by-step, "paint-by-numbers" instruction on how to set up a totally automated ebook delivery system on the web?

(Yes / No in the box)

If "yes" - How interested? (X in the box)

Very Interested

Interested

Slightly Interested

Thanks for your input. Please email this survey form back along with your name and email to:

Jim Edwards at  
info@7dayebook.com

I will send you your FREE gift for taking the time to fill out the survey.

Jim.

<http://www.7dayebook.com>

## So what types of things have I learned from the surveys I've done?

I would say the biggest thing I've learned from the surveys I've done is that people are very interested in ebooks that show them step-by-step how to solve a problem.

No matter what the survey - no matter what the subject – people indicate they love step-by-step information.

That's the reason our [“33 Days to Online Profits”](#) ebook -- which I co-wrote with Yanik Silver -- has done so well. It lays out how to promote your business online, step-by-step over 33 days. Our guarantee very clearly states that if you follow our plan for 33 days you will start making money and if you don't... we'll give you your money back - no questions asked!

Another thing I've learned from surveys I've done is that it's important to keep surveys short and also to give people a " bribe " for actually participating in the survey.

People are busy and most people sort through their email - whether consciously or not - by judging each message with the "what's in it for me" mindset. There's nothing wrong with that - I do it too!

**It is critical** to give people a little **reward** for taking your short survey.

I've also found that surveys should be no more than 8-10 questions... and preferably somewhere around 5 or 6 questions.

Finally, I've also learned it's important for people to be able to give you individualized feedback in addition to the usual “yes / no” or multiple choice questions surveys ask. Sometimes people have feedback or an answer to a question they need to be able to tell you in just a few words. Some of the greatest ideas I've gotten recently have been from people telling me, in 5 to 10 words, something they wish I would do for them... or tell them how to do... or show them how to do.

## How do I structure my survey?

An ebook survey will usually have up to four types of questions. They are:

1. Multiple Choice
2. "Yes / No" – "True / False"
3. "If so, how much"
4. Select all that apply

Now, I'm sure there are a few people out there who would like to debate with me and say you can have all kinds of different questions on a survey. But remember, we're all about taking **simple surveys**... and this is about as simple as you can get to still obtain the information you want.

### Multiple Choice

Multiple Choice questions help you to narrow down what people are interested in.

If you have one idea for an ebook, chances are you've had three, four, five, or six ideas that you're evaluating - especially when you start brainstorming various titles and subjects.

One of the best things you can do is to put those 4, 5, or 6 titles or subjects in front of a large group of people and ask them "Which **one** of these would you be most likely to purchase in the next six months?"

If they can only choose one answer, this forces people to choose the one subject that absolutely **most** interests them.

### **“Yes / No” – “True / False”**

“Yes / No” – “True / False” questions are used to help you determine how interested somebody is between two choices. For example, ask someone “Would you be interested in learning how to do \_\_\_\_\_ ? Yes or No?”

“Yes / No” question will help you know how many people in the group are interested based on a given choice, but here's where most people make a **critical mistake!**

You must find out **how interested** someone is (to what degree)... and this is where we use the "If so, how much" qualifying question.

### **"If so, how much"**

The "If so, how much" question enables you to gauge the overall interest or intensity level of interest based on a “Yes / No” – “True / False” answer. After you ask a “Yes / No” – “True / False question, in most cases, you want asked this question – “If you answered ‘yes’ to the above question, how much?” - and then give them three or four choices of level: very interested, interested, somewhat interested, barely interested.

The number of people who answer each of these will provide some of the most valuable information you can gather.

So, for example, if you ask a group of people "Would you be interested in learning how to promote your website in news groups without getting flamed? Yes or No?" and 75% of the people answering the survey say “yes”? That is a good sign. ☺

Then let's say 90% of the people who say “yes” indicate they are "very interested" in learning this particular marketing technique. With those two answers you should feel confident that your subject audience has a high level of the immediate interest in this topic.

**That is a great sign. ☺**

## **Select All That Apply**

These are questions were the reader does just that – select all the answers that apply to them. These are great for very quickly finding groups of subjects that interest your target audience.

## **The Mechanics of Conducting a Survey**

You really have two choices for conducting your survey...

### ***Use a Basic Email Message – Virtually No Cost***

Your first choice for conducting a survey is simply to create the survey in the form of an email message - similar to the survey I showed you previously in this report.

You would simply send a survey out to your group or, if you don't have a group, you would find a joint venture partner who has a group they want to know more about.

You could even respectfully post some notices in discussion groups and news groups asking people to take your survey - as long as it was OK with the list moderators. If in doubt, ask the moderator if it is okay to do some market research in their group and how they want you to handle it.

In the case of news groups or discussion boards, you could even set your survey email up on a simple autoresponder so that anyone who is interested in taking the survey could send an email to the autoresponder and receive the survey automatically.

Another option is to post the autoresponder address on your website and ask people to participate, however, this is the slowest way to get the responses you need.

Regardless of how you do it, the upshot is that you must get this email into people's hands so they can respond back with their answers... and then you send them a little bonus for participating so more of them will respond and all of them will have a good opinion of you.

### **Advantage**

The advantage of conducting a survey this way is that it doesn't cost you any money and doesn't really require any technical expertise on your part. If you're reading this report,

chances are you're very capable of typing up the email, sending it to some people, and asking them what they think.

### **Disadvantage**

The major disadvantage of doing surveys strictly via email the way I've described is that you have to manually collect and calculate your results. Once you go above 40 or 50 responses, especially if they all come in on the same day, it starts to become a huge pain in the neck and leaves room for significant mathematical error.

With the survey I first sent to the "seven day ebook" purchasers we had over 400 surveys come back in 24 hours. It took me the better part of a day to compile those results and I know I made some mathematical errors.

### ***Use a Service or Software – Automation is Key!***

Your other choice for conducting a survey is to use some sort of web-based survey service or a software package.

The majority of these will compile your survey results for you in "real time" so that as people respond to the survey you can see the results of how they responded. Best of all, everything is computed automatically for you. The disadvantage is that the majority of these services are very expensive and quite complicated to use - though I have found one that is neither complicated nor expensive... but more on that in a minute.

Here is a recent survey I conducted for my affiliates to find out more about what they were looking for from the [www.ebookfire.com](http://www.ebookfire.com) affiliate program I run to sell my ebooks.

I'll show you the results of the survey on a following page. Please take a look at how the questions flow in order to obtain the information as fast and effortlessly as possible.

**eBookFire.com Affiliates Survey**

How easy was the initial eBookFire affiliate signup process?

Very Easy

Fairly Easy

Neutral

Fairly Hard

Very Hard

---

What tools do you want to help you sell more?  
(Select all that apply)

Email Teasers

Ezine Ads

Articles to run in your ezine

Specific step-by-step instruction

other:

---

If you selected "other" in the previous question  
please give brief details:

---

How often do you want to receive "eBook Fire  
Affiliate Updates"?

Once a week

Once every 2 weeks

Once every 3 weeks

Once a month

Only when new information is available

---

Do you want to know about other people's affiliate products that I \*sincerely\* believe can help you make more money?

Yes

No

---

Is there anything else you want me to know or do for you to help you succeed with mine or other people's products?

---

In order to get your Bonus for answering the questions, please make sure you enter your name and email address below.

We will never share, rent or sell your name. Your privacy is safe with us.

Email:

First Name:

Last Name:

---

[Learn How to Do Your Own Online Survey?](#)




Here are the results from the survey. It gave me some incredible marketing intelligence as to what my affiliates wanted and I instantly gained access to the information rather than having to sit there and compile it manually.

## One Minute Poll Response Summary for eBookFire.com Affiliates Survey

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### How easy was the initial eBookFire affiliate signup process?

---

Very Easy		66.67% (86)
Fairly Easy		26.36% (34)
Neutral		6.98% (9)
Fairly Hard		0.00% (0)
Very Hard		0.00% (0)

---

### What tools do you want to help you sell more? (Select all that apply)

---

Specific step-by-step instruction		58.91% (76)
Articles to run in your ezine		50.39% (65)
Ezine Ads		44.96% (58)
Email Teasers		41.09% (53)
other:		16.28% (21)

---

### If you selected "other" in the previous question please give brief details:

---

Text Answer	Count
2-tier affiliate program	1
A "be done" utility or a little more free time.	1
a web site	1
All above and anything else for beginner and pro.	1
An autoresponder course for me to use to promote	1
credit card	1






---

email autoresponder courses	1
Free ebook customized with affiliate links	1
help building my website.to have a link to ebook	1
html formated articles for free content.	1
increase traffic	1
JV email scripts	1
lead generator for pre-qualified leads	1
links to up & coming market places	1
need to write a series of lessons to promote your	1
Offline Marketing Ideas	1
Opt In E-Mail Lists	1
ready made pop-up	1
Sample Sale Letters and Ad Copy	1
step by step process	1
templates	1

---

**How often do you want to receive "eBook Fire Affiliate Updates"?**

---

Once a week		44.19% (57)
Once every 2 weeks		26.36% (34)
Only when new information is available		20.93% (27)
Once a month		7.75% (10)
Once every 3 weeks		0.78% (1)

---

**Do you want to know about other people's affiliate products that I \*sincerely\* believe can help you make more money?**

---

Yes		92.25% (119)
No		7.75% (10)

---

**Is there anything else you want me to know or do for you to help you succeed with mine or other people's products?**

---

<b>Text Answer</b>	<b>Count</b>
No	35
a good website is my main concern	1
Advice on advertising (I am new to this)	1
any tech on copywriting and sales letters,	1
Anything to keep me motivated to go on and on...	1
As above. Step by step. Too much this and that.	1
Best place to advertise on a limit budget?	1
Better ways to increase conversion rates.	1
Can I buy other books at a discount now?	1
Case Histories	1
cheapest way to set up own web site	1
Concrete ideas that I can immediately use.	1
Do you have an ezine that accepts articles?	1
eBook offer to affiliates with sales!	1
effective free and pay marketing sites	1
have samples or time limited versions of the ebook	1
Help with my own website	1
how do I generate traffic	1
How to build traffic and mailing lists	1
how to effectively market with minimal investment	1
How to make money with affiliate programs	1
How to set up a way to accept credit card orders.	1
I am very new at this-more training for me.	1
I love to use articles (after personal recommendat	1
i need to consult with you if I encounter problems	1
I think your unadvertised bonuses are great idea	1
I will duplicate your activities, bring it on	1
I would like to know how to get content to offer	1
ideas for getting more traffic	1
just give me your best technique in promotion	1
Just Keep me informed	1
Just step by step examples	1
minisite search engine listing tips for overture	1
More affiliate success tips	1
more info on free advertising	1

more tools please,.....	1
Mostly, how to get MORE traffic to my URLs	1
Places to get email lists	1
Provide an overview of programs that REALLY work	1
Provide brief writeups to go with the links.	1
Provide Opt In E-Mail list suppliers details	1
Recommend free domain hosting site(s), as	1
sales letters	1
Sample pages.	1
Set up a pre sell page,collecting email addresses	1
take out the pop under from the fsbo affiliate sit	1
Updates	1
Validity of the program or product.	1
web design and hosting	1
What work for you in marketing.	1
Where are the best sites to place advs.	1
Yes, I like step by step instructions!	1

---

Number of Participants: 129

As you can see the results are very easy to read and, more importantly, easy for me to understand and use immediately.

## So how do you use your survey results to write a best selling ebook?

It's very simple really!

### Here's the magic formula...

Ask whole lot of people what they're interested in learning or doing, and then asked them how interested they **really** are so you can tell whether it's just a passing interest... or if there is a **burning desire** to learn the information you are considering publishing in ebook form.

### You want to choose the subject they have a burning desire to learn!

One of the oldest and most widely read success books in the history of the world offers a very simple formula for getting what you want...

### *"Ask and you shall receive"*

Regardless of your religious views, this is a proven formula that applies in most areas of everyone's life, especially in business.

If you want to write a best selling ebook in the shortest period of time possible... with the least amount of headaches... and virtually no guessing what your prospects want - then simply "ask" them what they want and **give it to them!**

The fastest way to write a best selling ebook is to "ask" using a simply survey to find out what they're interested in - and then give it to them!

Once you choose a subject, if you need help writing the actual ebook then check out → [How to Write and Publish Your Own eBook... in as little as 7 Days!](#) for help and advice on writing it *FAST!*



## What Survey Service do I recommend?

I recommend using [One Minute Poll](#) for the following reasons:

1. They take you step-by-step through the survey creation process. You will be up and running with a kick-butt, professional survey in no time flat!
2. They make easy for you to "bribe" your survey respondents by automatically delivering your free bonus to people who participate in your survey. You don't have to worry about handing out the bonuses to people who respond... the survey service does it for you.
3. [One Minute Poll](#) automatically calculates all of your survey results in real-time so at any given moment you can see exactly how many people have responded to your survey, how they responded, and compare answers immediately.

They also have really cool graphs that display the answers visually so you can get an immediate feeling for what your audience wants without the number crunching headache!

4. For what other survey services charge, at least all the ones I've seen, [One Minute Poll](#) is dirt cheap, yet they provide all the great high-powered services others charge an arm and leg for... and they do it for much less than the cost of a quality autoresponder.

**If you are serious about writing a best selling ebook**, then the first place to start is by surveying your target audience to find out exactly what they want - so you don't waste time on anything else! You can do the survey yourself manually through email, or you can do a lot faster (and a lot better) by using a service such as [One Minute Poll](#).

I urge you to go check out [One Minute Poll](#) right now!

I wish you much success with your next ebook. If you have any questions, comments or feedback on this special report please send them to [surveyreport@ebookfire.com](mailto:surveyreport@ebookfire.com).