

# Low Hanging System Done For You Jumpstart Spring 2020



**Presented by: Rachel Rofé**

**With: Don Wilson**

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## DONE FOR YOU JUMPSTART

Don: So we've got a ton of people on the call here. It looks like we have, from what Rachel said, people from all over the world.

So I'd like to first and foremost, thank you very much for coming out today. I truly appreciate your time. I'm going to be respectful of your time and hopefully provide you with a massive amount of value today. So I've got Rachel here. I've known Rachel for decades now. She's been an entrepreneur, I believe since 2006. She's had many different companies from e-commerce companies to gigantic production warehouses. They do most all of the orders for Gearbubble. So she's a very, very seasoned entrepreneur, whose done it all from scrappy little startups to huge companies with hundreds of employees.

And I think her claim to fame is how well she's been training people on how to sell on marketplaces like Amazon, Etsy and eBay. She's been doing that now for half a decade. And this is the number one way that people get their very first sales with Gearbubble. And what I see in 2020, the number one way I see people getting sales on the internet. So I'm going to stay out of her way most of the time here. She is the expert in this. I'm going to turn it over to her. Everybody, welcome, Rachel.

Rachel: Thank you. Thanks guys for being here. And what we're going to do is we're going to go over basically how you can look over my shoulder, as I show you how I make daily sales on the world's biggest e-commerce sites without spending any money upfront. So I've been working on putting together a really thorough training to help you get some sales ASAP.

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So the big idea here, what we're going to be going over is how you can make these super simple designs. I'm going to walk you through exactly how to do it, put them on products like shirts, or mugs, or posters, or pillow cases, and then sell them on lots of different sites. So I don't do the whole rags-to-riches thing and everything, but here's a picture of me and my nephew. I've generated, since I've started marketing, eight figures in business. I've helped customers and students for many years now, create nine figures in student results.

And just so you can see that I do get results with what I'm talking about, and this is worth your time here, you can see this is a screenshot from last year, Amazon sales were \$412,000.

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## My Amazon sales last year

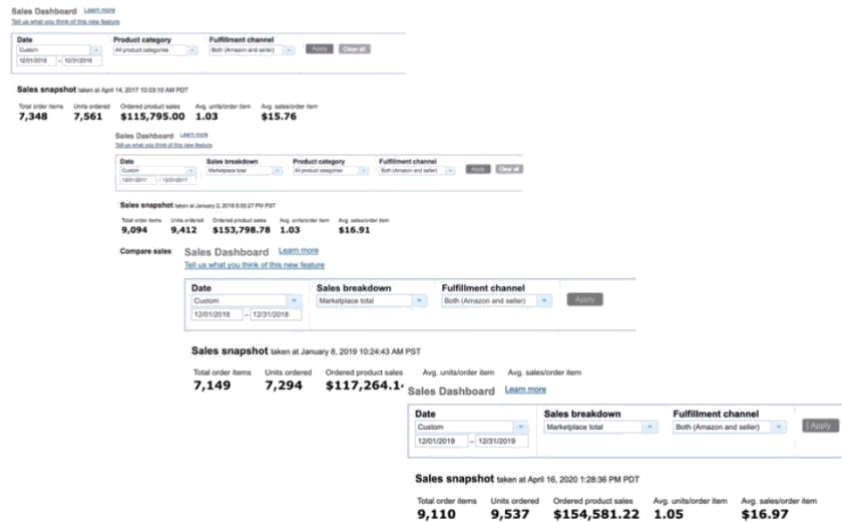


Which this is a business, but I actually don't put much time into at all. I have three businesses. This one I put very, very little time into at all. So this is mostly passive income. Last quarter, you can see here, \$69,474.92. And this is something that has been working for years. So you can see here, I have screenshots from 2016, 2017, April 2017, April 2018, April 2019, April 2020. For years, five figures a month. And you could see that this last screenshot here is \$40,000 last month because sales are crazy right now. As you'll see, they're just through the roof. And like I said, every month I make at least five figures in income.

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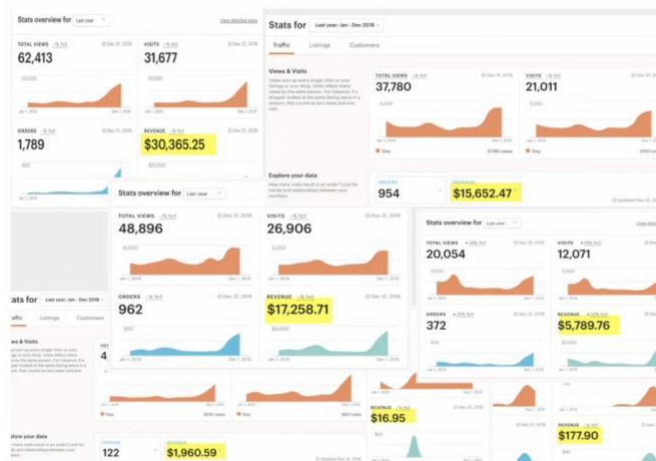
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Every year, income comes in like clockwork...



And then during the holidays, you can see here from my December screenshots, since 2016, every year has been at least another six figures in income. And those are just Amazon. So you can also see that I do Etsy.

Then Etsy stores bring in even more money...



Here's some more screenshots over there, and then other stores as well. So there's eBay and Bonanza, Amazon from other countries and Wanelo and all

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this. So lots of different opportunities to make sales. And it's all via selling products that you can be proud of.

**And all of this is via selling products  
you can be proud of :)**



See some of the reviews over here, and we'll go into all the different products you can sell and how you can sell them easily.

Okay, so I get excited guys. I go fast, make sure that you're giving this your full attention. I have a lot of content to share. If you have a notebook or however you keep your notes, I would keep it out, because we're going to go over a lot of different things that you can start to implement very quickly.

Now, when you dig in, a lot of people want to know, is this something that there's still room to earn money with? Is it something that you can do? The answer is yes, on both accounts. You'll see exactly why.

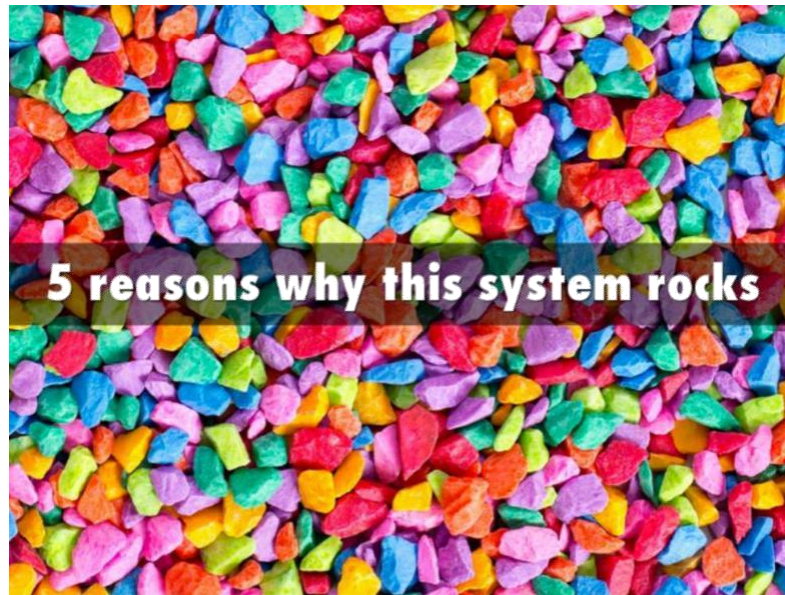
The thing is, a lot of the different types of businesses out there, I don't want to say they're set up to make you fail. But a lot of stuff is harder than it's made to sound. So things like FBA, you have to buy inventory or you have to know traffic for affiliate marketing and on and on.

But what we are going to talk about, it's kind of obstacles are eliminated. You don't need, no Facebook, no inventory, no China. It's very different to what most people talk about. It's extremely simple and it creates cashflow positive very quickly.

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So five reasons why this system rocks, why you want to be doing this? Why it's so powerful? And then we're going to dig into the system.



So the first thing is that with this system, it helps you get in front of thousands of people because we're working with the world's largest marketplaces, right? So this isn't something where you have to create your own store and learn how to get traffic, no. Amazon, Etsy and eBay, they have spent billions of dollars acquiring customers. And so you get to just instantly list in front of their customers, get your products in front of all these

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different people, like leveling the playing field without having to know traffic.



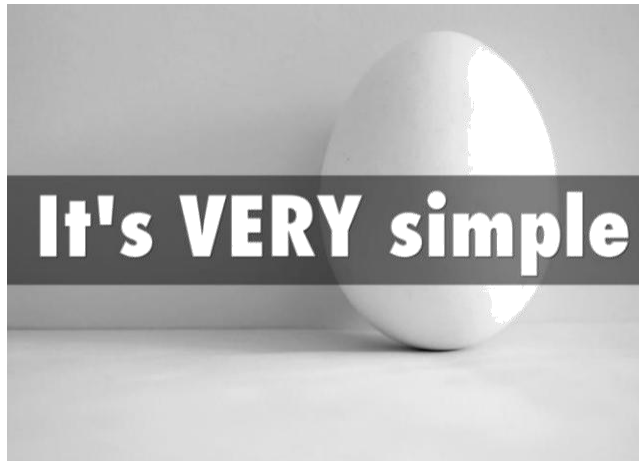
You don't need to spend money because you don't need to do paid ads. You don't need to buy any designs. You don't need to pay for outsourcers. You can keep it super cheap, spend nothing to get going.



You can spend as much time as you want on it, or as little time. I mean, personally, I probably spend less than an hour every month on this because I, like I said, have my other businesses.

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It's extremely simple. We have people, very young children all the way to probably eighties and nineties doing this because it's, as you'll see, super easy to do.



<input type="checkbox"/>	<input type="star"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	5:11 pm
<input type="checkbox"/>	<input type="star"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	3:42 pm
<input type="checkbox"/>	<input type="star"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	2:33 pm
<input type="checkbox"/>	<input type="star"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	2:31 pm
<input type="checkbox"/>	<input type="star"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	2:24 pm
<input type="checkbox"/>	<input type="star"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	11:00 am
<input type="checkbox"/>	<input type="star"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	10:10 am
<input type="checkbox"/>	<input type="star"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	8:48 am
<input type="checkbox"/>	<input type="star"/>	<input type="checkbox"/>	Seller Notification	Sold, ship now:	8:38 am

Creates passive income. And it's really fun. Don mentioned at the beginning, I've shown many people how to do this at this point, because it keeps exploding. There's so much opportunity.

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You can see how people are saying, "This is literally the funnest business ever. This is addicting. It's truly a lot of fun, just like you said."

## It's a system...

My Low Hanging method is a **7-step system**.

It's formulaic. You just follow the steps, and you make money.

**If you follow my guidelines... you simply cannot do it wrong.**

And now it's time for you to enjoy this as well. So I'm going to be giving you as much as I can in our time together.

And I call this a system. It's my Low Hanging System. It's seven steps. It's really formulaic. You follow the steps. You can't do it wrong. And the system indisputably works. Here are just some of the thousands, someone told me

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that we have so many testimonials, that it's obnoxious, from people getting results. And it's a very cool time right now specifically, because sales are exploding. You could see here, so "Happy Christmay everyone, because sales are so good, it's like Christmas." Another person, "It really does feel like Christmas. I wasn't prepared for the onslaught of orders." Another one was "Black Friday crazy."

I actually own, or I mentioned, I have a couple other businesses. I own a warehouse that processes some of these orders. I had to text our hiring manager, said, "Do you know how many people we've had to hire at the warehouse to keep up with this?" Last I heard it was 50-plus. You could see text message back in, 91 people we've hired to keep up with all of these orders. That's a picture of some of the packers over at the warehouse.

## What we're going to cover

- \* How to make these ugly designs that sell like gangbusters on sites like Amazon, Etsy and eBay
- \* How to find winning concepts in seconds
- \* How you can sell hundreds of products without ever touching inventory or buying a thing
- \* How to get items sent from USA (and some on Europe) on your behalf

So what we're going to cover, we're going to cover how you can make these ugly 10-second designs that sell like gangbusters, on sites like Amazon, Etsy, and eBay. How you can find winning concepts in seconds. How you can sell thousands of products without ever touching inventory or buying a thing. How to get items sent from within the United States, some in Europe, on your behalf.

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## What we're going to cover

- \* The exact designs responsible for bringing in many thousands of dollars
- \* My exact 7-step system for bringing in lots of sales
- \* The exact profit breakdowns you can expect to make per product...
- \* The #1 rule for doing well with this model (it directly goes against the majority of advice out there)

Designs responsible for bringing in many thousands of dollars. My exact system, exact profit breakdowns you can expect. Because if I give you these big numbers of making money, but there's no profit, it's not worth your time, right? So you'll know exact transparent breakdowns. The number one rule for doing well with this model, and a lot more.

So basically my commitment to you for our time together, is that you're going to learn exactly how I made just under \$500k in completely passive income last year. How you can too. And I'll walk you through every single step. So I know I'm making some big promises here. As you probably suspect, at the end of this, I'll have something for sale. I don't want you to even consider it if you feel like I haven't fulfilled in my commitments thus far. If that sounds good to you, I'm going to get a quick sip of water. Please type in, "Yes." And we will get digging in. And guys, the more active you are, the more I appreciate it. It's awesome. I just love to get the engaging back and forth.

Don: I'm just interrupt you for a second. This chat box is flooding with "Yes." And people are super pumped, so I'm super excited. And if it is lagging slightly on the question box guys, it is because there's almost 900 people on this call. And hundreds of yeses flying in. So Rachel, people are super excited.

Rachel: Oh my God. Guys, thank you, thank you. Thank you for being active. That makes it so fun. This is insane. I don't think I've ever seen a webinar with this many people. Okay. So cool. Let's dig in to step number one.

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You create simple text-based designs...



So the general system here and we'll go in-depth, is you're going to be creating very simple text-based designs. For example, this "World's okayest employee."

You put them on multiple products

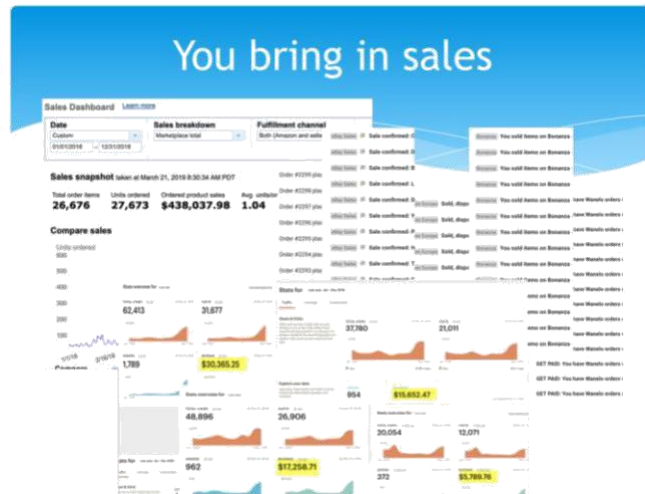


And then we're going to put them on multiple products.

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And then we will be bringing in sales.



So the first step here is to come up with phrases.

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This is where we decide what to sell  
the people who want to give us money



Now, this is where we decide what to sell, the people who want to give us money. Because you know, if you're on Amazon, let's say, you might do a search for something like "Funny gift for daughter," or "Funny mug for spouse or husband, or wife," or whatever. Everybody does that all the time, right?

Maybe you want to get a thoughtful gift for someone, you look for a funny scrapbooking gift. And so what we're doing is we're creating designs for people that are looking to buy from us.

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## Some examples that work



Some examples of things that might work, you could see here, if someone was searching, for example, for "Funny engineer mug," or "Funny pitbull mug," or "Gift for drummers," or something like that. Now, the thing that makes this different than any other model here is that we are not trying to convince people to pay us. We're not having to do something like Facebook ads, where you're saying, "Hey, look at my product. Don't you want to buy it?" It's different. What we're doing is people are saying, they're raising their hands, they're saying, "I want to spend money on this." And then we're saying, "Here you go. Here's an easy way you can buy from me."

So there's no convincing. That's what makes us different, and a lot easier than most other business models. There's no convincing. It's simple. Now in this process, you really can't mess up because as you'll see, I'll show you how you can create these designs in seconds. And so we're just throwing spaghetti at the wall and we're testing a ton. Because you can throw up these designs so quickly, you can have hundreds, thousands of products to sell really easily. So you don't have to stress about any one, two thing. Any one thing, because we're not going to ever take a lot of time on anything specific.

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Okay. So if you wanted to come up with phrases, there're lots of ways that you can do it. Let me actually take you out of the slides here. And I'm going to walk you through how I might come up with some ideas if I wanted to create a new phrase.

Now I'm here in Google. Maybe I'll do a search for, I'll look for "Funny knitting shirts," for example. And I'm going to go to Google images, and I will just look and see what are some things that I might be able to put in, that would be something that I could use as a phrase? Now, I am never going to just steal somebody's phrase. You'll see, we're just trying to switch it up a little bit. So for example here, "I like knitting and maybe like three people." I might say something like "I like running and maybe a handful of humans," would be one thing that we could say.

So we're switching it up. But we're still getting something that we could apply it to running as one example. You could say, I like running. I like scrapbooking. I like kite surfing. There're tons and tons of niches that you could plug into. And once you see how quickly you can make these designs, you can see how you can start to sell tons of different products. Here's another one "I knit because punching people is frowned upon." We could do, "I scrapbook because punching people is frowned upon." Or "It isn't socially acceptable." We'll change it, let me just grab a phrase. And then you could go on and on. There're all kinds of different things. And you could do this for all kinds of different niches. I did, "I don't always knit. Oh wait, yes I do." "I don't always run." "I don't know a scrapbook," on and on.

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That was "Funny knitting shirts." We could do "Funny knitting memes," and have a whole bunch more different ideas, "Funny knitting quotes," et cetera. Right? So that's one thing. And you can see here, where we could start to write a bunch of phrases out really quickly and start to get like, we could come up with a hundred-plus phrases really within a few minutes. So that's one option.



*[editor note: yes, the photo above is Option 3, directly after Option 1 - on the webinar, she did Option 1, then 3 and then 2 😊 ]*

Another thing that you can do is, as part of the Low Hanging System that I have, we have this software, but you can do this manually too. And what it does is it goes into different sites and it will look to see how many items are selling for specific niches. So for example here, and this just helps you get some more ideas of things that might sell. And of course, we're never copying, but it gives you some ideas. So "I'm a solicitor. Let's save time and assume I'm never wrong." Could switch it up to "I'm a plumber. I'm an engineer." Etsy, here's some more things that we could do.

I don't know. This is, oh, I put in lawyer. So "Lawyers make the cutest babies." You could do this for all different types of niches. "Will give legal advice for tacos." You could do something like, "Will give scrapbooking advice for coffee," since a lot of times we put these on mugs. Although you could do it on all kinds of products. "Will give running advice." "Will give," on and on and on. So you could do that with all different types of things. And on this particular tool, it goes through all different sites here. So that's another way.

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You could also go on Pinterest and do a search. For example, let's do "Funny knitting shirts," see what comes up. "If I can't bring my yarn, I'm not going." "If I can't bring my running shoes, I'm not going." "Don't talk to me, I'm running," would be another one. So you guys are getting the idea. You could, oh, here's a great one. "I don't always crochet. Sometimes I'm asleep." I love that one. "I don't always knit. Sometimes I'm asleep." We'll put that in our idea file here.

And there's, I mean, so many different things. Sometimes people will say they'll be driving, and they'll see a bumper sticker on the car in front of them. And they'll love the idea. And they'll go in, change that up.

Now, at this point, by the way, sometimes people ask me, "What about copyright? Do you ever get in trouble?" Well, you'll see how I'm able to create these designs so quickly. And I say that because at this point I've got many thousands of products that, I didn't start with thousands obviously, I started with one. Got a couple hundred dollars a month from that, and then scaled up.

But with all these thousands of products, I've only ever had a handful of issues with trademark, and the marketplace has just reached out, told me to take it down. I did, and there was never a problem. As long as you're operating in integrity, you're not just copying people's phrases, it's not an issue.

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## Recap / Things To Remember

- \* Create phrases for groups of people who are actively looking for things to buy
- \* We do not want to copy completely - you can make variations  
(“Scrapbooking makes me happy” can be “Scrapbooking is my happy place”)
- \* You can change out words for brand new niches  
(“Scrapbooking makes me happy” becomes “Soccer makes me happy”)
- \* Start with word-based designs *(though some of the things you can do with images are shockingly easy)*

Okay, so to recap this section, and some things to remember, first is, we are always creating phrases for groups of people who are actively looking for things to buy. So they are saying, “I want to spend money on this.” And all we’re doing is we’re giving them exactly what they want to spend money on. So it’s much, much easier than having to convince anybody to purchase. We are never going to copy completely. You can change out words for brand new niches. So “Scrapbooking makes me happy,” could be “Soccer makes me happy.” “Kite surfing makes me happy.” “Knitting makes me happy,” on and on.

And we are always going to start with word-based designs. Word-based design sell really well. You’ll see, as we go on, exactly how it works, and why it’s so powerful. Okay.

So if you guys are good to go on that, type in, “Yes.” If you have any questions that are going to plague you until I can answer them, then I am happy to answer those real quick. And then we can dig into section two. I’m going to get a quick sip of water.

Don: I’m going to jump in, make sure that everybody’s paying attention. Because I don’t want “Yeses.” I want you to put, pop-pop in the box, if you can hear my voice, and you’re ready for Rachel to get started on step two. Oh, we got lots of pop-pops.

Rachel: I see a potluck in there.

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Don: All right. So people are pumped, Rachel. They're paying attention. We got pop-pops saying, "Yes. We're ready to go."

Rachel: Okay, awesome. Oh wait, someone just, let me just see if this is a ... Someone says, "Is there a good way to see what niches sell well?" Well, here's the thing is, because this is Low Hanging, we're keeping this as simple as possible. I don't want you to have to do any research on what niches sell well. You'll start to see how we can create these designs so quickly that it won't even matter. You can just throw spaghetti, throw it up there. If it works, it works. If it doesn't, it doesn't. Okay, cool.

Let's see if there's anything else here about what we talked about so far. I mean, we'll definitely have a lot of time for Q&A too. But okay, what fonts do you recommend using for designs? We'll go over that here in the next step. So perfect.

I guess we will go, ... Someone says "What happens if you come up with a design that already exists?" That can totally happen. And, it's not really a big deal. It happens all the time. And it's pretty much a non issue. Like I said before, there's been a handful of trademark issues ever. And basically they just write to you, they say, "Take it down." You do when you're done. But most of the time, I mean, out of thousands and thousands of products, this has really been a non-thing. So you don't have to worry about it too much at all. Okay.

What if people steal, or copy a phrase from you? Yeah, that happens too. But no worries, basically. I just expect it to happen. And there are some ways that you can protect your stuff, which we could talk about later too.

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## Step 2: Create your designs



Okay. So let's dig in here to step number two, which is to create your designs. This is fun guys, because I'm going to show you a couple of things, as well as the revenue that they've brought in. And then how you can make these designs. So first of all, text-based designs sell so well. Here's screenshots that I took from the Amazon bestseller list.



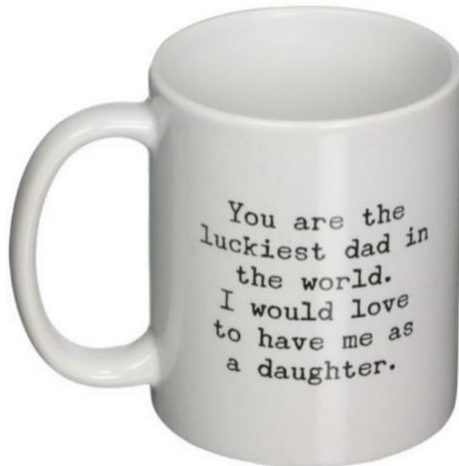
You can see these are all just simple text on a mug, very easy to create, but they sell like crazy because what we're doing when we're going on these huge marketplaces is, we're trying to create designs that as many people as possible will like.

And so we don't try to make them fancy or have all these different components because each new component could disconnect somebody, right?

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Let's say you have red text, so I might not like red text, they might not buy it. But it's hard black text, everyone's fine with that. So lots of best-sellers here. We have some people, some of the people that we went through the training, saying, "My best sellers are black text." Another one, "I'm a designer, but I found the most simple design with a common saying that I slapped together in 30 seconds has become my best seller," on and on.



Okay. So here's one of the first mugs that I have created. And it says, "You're the luckiest dad in the world. I would love to have me as a daughter." Now, the reason why I even thought of this, because I saw another mug that said something like, "You're the luckiest boyfriend in the world. I'd love to have me as a girlfriend." And so I changed this over to "dad." I put it out around Father's Day and we sold a few hundred very quickly. And even though it sold then, it also sells around the year because we have birthdays, we have just because gifts, and then other father's days. Because I did this one a few years ago. We did it for dad, mom, grandma, grandpa, because you could easily change it out.

Then we also did it for a teacher, so "You are the luckiest teacher." You could do so many different variations, coach, blah, blah, blah.

Now just that one phrase with its permutations, I have an inventory software here that tells you how much you're doing in sales. I'd made 38 variations. You could see where it says viewing one to 38 of 38 SKU items. Just this one phrase has brought in \$67,831.66. I should have put it on more industries. But

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like I said, I don't always put that much time into this business because of my other companies. But it's powerful.



Here's another one. "I do this for the money. Said no policeman, ever." You can do this with all different types of niches, right? "I do this for the money, said no firefighter, government worker, social worker," on and on. That phrase I put in 68 items and it's brought in \$20,690 so far. And when you see how quick these designs are to make, I mean, it's pretty awesome.



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Here's another one. Very simple, "Best bus driver ever." Think about how many different phrases you can put this on. I put it on five. So I put it on a mug, a travel mug, on and on. That brought in \$8,125 and counting.



Okay. So for making your designs, there's a few different things that you can do. WordSwag is one option. That is a phone-based app and we're going to go through it by the way, both the phone tool and then also a desktop tool. But for WordSwag, if you get that, it's I think \$4.99. The other option I show you will be free, but it's \$4.99. And what it is, is you open it up and then you can say, you want a transparent background. So this is, I'm going to walk you through as if you were on the app, you pick transparent background. And then it's going to say double-tap me to change text. You would go in and put in whatever text you wanted. You saw, we could come up with these phrases very quickly. For example, here, "Check out this example." And on the next page, there's going to be all different types of fonts that you can use.

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And then within the fonts, you can click the little guide and then the fonts will show up different sizes and shapes and landscapes and stuff. And then there're tons of different fonts. So, here's one example of that one piece of text, it might look like this. It could look like this, or this, or this, or this. There're all different things that you could do. You could even add color as well. So it takes a few seconds and then it says, "Done. Pic successfully saved to camera roll." And you are ready to go. You have an image ready to put on your products and sell.

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## Web-based tools



Now I promised some web-based tools. Let me also show you how you can make your design here on the desktop. So Picsplosion is a tool that I use to create designs. How that works is you would hit text layer. I'm going to just pop that in. Look, all I'm doing is I'm copying the sprays that we put over there and we have a design ready to go. I'm going to hit download image, and we are good to go. Now, maybe we want to change it to, "I like scrapbooking and maybe a handful of humans." Here we go, we have another design, took another couple of seconds to create. "I like basket weaving and maybe a couple of handful of humans." And we could change this, make it smaller, move it around.

You could also, if you wanted to, but that's getting a little too many extra seconds for something this simple, right? So anyway, you can see, you can get these designs very, very quickly. Excuse me. And so we have these, we've created them basically in seconds. So it's very easy to start adding them up.

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## Quantity Over Quality



Now, the thing is, what we want in this section here is we're going for quantity over quality. We never know what's going to sell. So we just want to throw spaghetti at the wall and see what sticks. We're never going to put too much time in any one place.

## Some people like to hire outsourcers



- Don't need artists
- Do need decent grasp of English
- People generally pay \$2.50+ per design
- Helps you be more passive
- I generally recommend to wait until you're earning profits

Now, some people like to hire outsourcers for their designs. I've seen people pay anywhere from \$1 to \$2.50 for a design. It can help you be more passive. And normally I tell people, wait until you're earning profits, but it is something that people do.

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## Recap / Things To Remember



\* **The simpler the better** - basic black and white is just fine. Intricate and fancy might do well on a specialized store but we're going for broad appeal.

\* **Don't spend too much time on any one design.** The more designs you make, the more "buy buttons" you have available for people to purchase from you.

And just to recap this section, the simpler, the better. So basic black text on a white mug is awesome. I usually use something like Arial Bold, or Keys on WordSwag. You don't want to spend too much time on any one design, because the more designs that you make, the more buy buttons you have available for people to purchase from you.

When I say buy buttons, when I first started marketing full-time, I've been actually marketing since 1997, which is crazy. But 2006 is when I went full-time. And around that time, someone told me that the amount of money that you make online is directly correlated to how many buy buttons you have out there, right? Like how many opportunities you give people to purchase from you.

And so you can see here making these designs so fast that you can create many buy buttons very, very easily. And so you'd be want to do that versus try to overthink any one particular design. Okay, so hopefully that makes sense, guys, if you have any questions before we dig into step three, let me know. And otherwise we will dig in.

Don: Let me jump in real quick. Is everybody learning something so far? Like, are these designs more simple than you expected? And you know how you got to answer me? If that's a yes, put a pop in the box. Good luck! Getting a lot of pop pop's first. People are loving it.

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Rachel: This says go, go, go. Simple's better. Perfect. Okay, great! Well then let's dig in because someone says seems too simple. Yeah, it works. It absolutely works. It does seem too simple, but that's why I call it Low Hanging System. Right? Low hanging. I want to keep it as chill as possible. It's very simple. And the designer, this is easy. Yeah. Since the design's easy, marketing was the question. That's a great point. We'll go through and I'll show you how you can get these designs because I don't spend time on the marketing either.

What we do is we create great designs. We optimize them. I'll go over that here in a little bit. And then that's it. You just keep throwing out these new designs, and they make sales. You never need to worry about getting too much traffic to any one thing. Okay. So yes, this is a legit live webinar somebody asked. And the tool is Picsplosion that we talked about before P-I-C-S-P-L-O-S-I-O-N. Okay, cool.



So let's dig into step three now, which is to launch on UseGearBubble.com. So remember, we're going to take that design that we've created and in just a couple seconds. And we're going to put it on lots of different products. So let me actually walk you through what that looks like to launch.

Here I'm going to go to launch campaign traditional. And in this example, I'll do a coffee mug. Although you could do all kinds of different products. We're going to hit upload design. And here is the design that we have created on Picsplosion. So we'll just make this a little bit bigger here. Now I'm going to do a couple of things. First, this is selling an 11 ounce mug. I'm going to add another style so we can also sell a 15 ounce mug. And I'm going to hit

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duplicate image on back, so this way it shows up on both the front and the back of the cup, so left-handed are accommodated too.

So if you're thinking this looks super ugly. Yeah, it does. But you guys saw the screenshots from Amazon before. People totally are fine to buy ugly mugs because it makes them chuckle. Right? It's like an under a \$20 purchase that makes them laugh, or it makes a thoughtful gift. And so it works. It totally works.

Okay. So I'm just putting here, my title, I like running and maybe a handful of humans. For the URL you can put anything. I'm just going to put a bunch of letters. And then, for the pricing, usually I'll do \$19.95 and free shipping, or \$14.95 and \$4.95 shipping and handling. So for now I'll just do \$19.95. For the 15 ounce mug, I do \$2 more. And then you just click, I've read and agreed to the terms of service and launch campaign.

And that's it. It's very, very simple. And so what happens now is we ended up getting product images that we can go and sell, even though we've never actually made this product or had it created in person. So what I'm going to do is I'm going to save this image. We'll save the front. And I want to do this because I'm going to walk you through later how easy it is to plug this into Amazon and sell. Even though this has actually never been created. We have this wonderful mock-up here and it's going to look like it is.

And you can see guys, like how long did all this take cumulatively? Seconds, right? To create these designs, we could go into Picsplosion and make another one and then, bada-bing bada-boom, super, super simple.

Now, by the way, on Gearbubble, most of the time we're using this as a launchpad to sell other products. But you can sometimes make sales by the way, just from the marketplace here too. So people will say, "If I just made the store, sales from my Gearbubble store, I've just got a sale, don't know how it happened."

And the product quality is awesome. Here's one says, out of 67 reviews, "I've never, ever, not even one time had someone complained about the quality or shape of the mug. Just the opposite. People always comment, how high quality the mugs are." Another person with her last three reviews, all positive. Another person in case you need any assurance about quality, someone's basically raving about it. So I would love to know guys, we still

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have a ton of content to share, but I'd love to know so far, has this been eye-opening for you?

Awesome. Awesome. Lots of yeses. Perfect. Good. There's so much more but things have to keep going since it seems too easy. I know, but that's really, like I said, Low Hanging System. I'm keeping this as simple as possible. It's just a win, win. And you know, it's especially good right now, by the way, because people have been home. They're more accustomed to e-commerce shopping than ever before. And so it's just, I mean, the sales are through the roof. You guys saw the screenshots. People are calling it Christmay.

Okay so, you have the products now ready to sell. So I'm going to give you the rest of the system here.

In a moment, I will show you steps #4-#7.

With only a short time together right now, I don't have time to explain all of the steps to you in depth like I have been.

So, I'm going to have an offer for you that WILL explain the rest of the steps crystal-clear to you.

To "kill two birds with one stone", I'll walk you through what you get in the offer + give you steps #4-#7.

I'm also going to walk you through creating an Amazon listing.

Whether or not you decide to invest you'll want to pay attention to every word... because you're about to learn the rest of the system.

**Does that sound good to you?**

So what I'm going to do, because we're already 32 minutes in, is like I said before, I have an offer to share with you. So what I'm going to do is I'm going to kind of kill two birds with one stone. I'm going to walk you through what you get in the offer that I have available for you. And then I'm also going to give you steps four through seven. I'm going to walk you through how you can list on Amazon, give you a demo, give you the profit breakdown, and then also walk it through everything that you would get with the Jumpstart system that I have.

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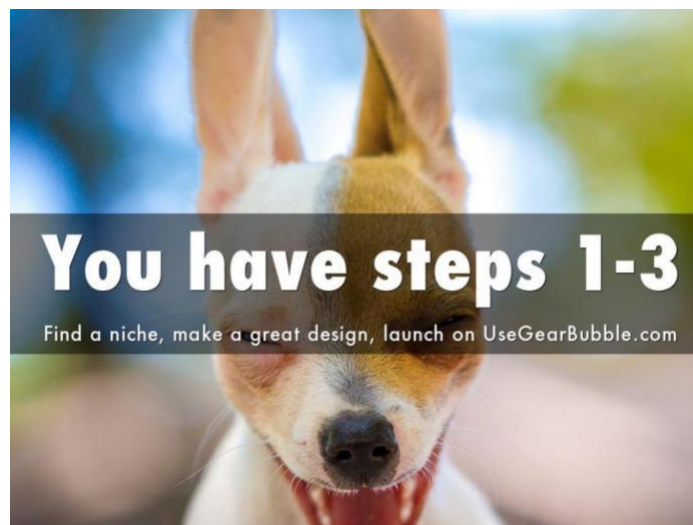
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So if that sounds good to you, you want to kind of get both of those going, give me a yes or a pop pop. I'll get some water and we will dig in.

Don: I like how you said pop pop there.

Rachel: Yeah. Thanks. Awesome. Awesome. Awesome. Guys this is, thank you for being so active. I can't say it enough. It makes it so much more fun. Someone says, "Jumpstart me." Okay. Cool. Cool. All right. Let's dig in.



So you have steps one through three so far, you're going to find your niche, make a great design and then launch it on UseGearbubble.

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Now the next step is to find yourself sales-getting keywords so that you can get found.

### Find sales-getting keywords

- Figure out the obvious (and not so obvious) terms people are searching for (i.e. “environmental lawyer gifts”)
- Do this to get your products to the top of the search engines

So what we do in this step and what we cover in the Jumpstart program is to figure out the obvious and the not so obvious terms that people are searching for. Because you could certainly make a design like funny lawyer gifts. And then there's also kind of honey pot niches that you might not have thought about, like environmental lawyer gift, for example.

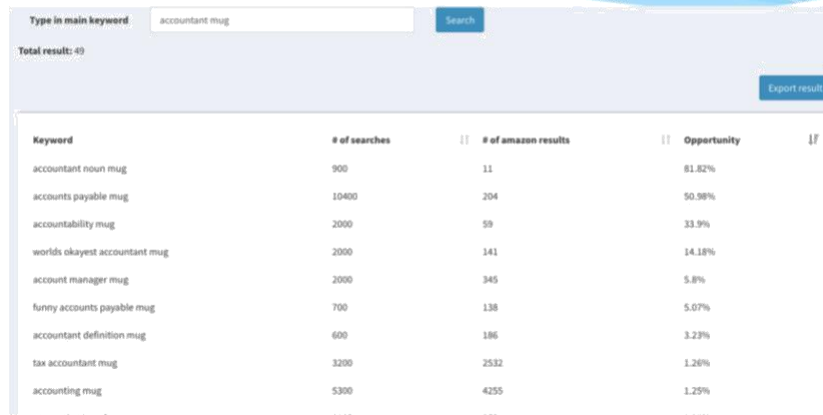
So we cover that. Now the normal way to find your keywords is to manually look.

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# There's a “secret tool” as well



The screenshot shows a web interface for a keyword tool. At the top, there is a search bar with the text 'accountant mug' and a 'Search' button. Below the search bar, it says 'Total result: 49'. To the right of the results, there is an 'Export result' button. The main part of the interface is a table with the following columns: 'Keyword', '# of searches', '# of amazon results', and 'Opportunity'. The table lists several keywords related to 'accountant mug' and their respective search volumes and opportunity scores.

Keyword	# of searches	# of amazon results	Opportunity
accountant noun mug	900	11	81.82%
accounts payable mug	10400	204	50.98%
accountability mug	2000	59	33.9%
worlds okayest accountant mug	2000	141	14.18%
account manager mug	2000	345	5.8%
funny accounts payable mug	700	138	5.07%
accountant definition mug	600	186	3.23%
tax accountant mug	3200	2532	1.26%
accounting mug	5300	4255	1.25%

Inside Jumpstart, there's actually a very cool tool where basically you put in your main phrase, for example, here, accountant mug. And what it does is it will search every variation of accountant mug. As you can see here, it will search for how many searches there were for that phrase last month, how many results there have been for it on Amazon, Etsy, and eBay. And then you can sort by opportunity ranking to see which items have the most searches and the fewest results. And this is my favorite tool I've ever created because it helps you just find so many different ways to find new keywords and make sales. So that's the one thing.

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The next step then is to launch on Amazon. And so what we cover in the course is how you can list your products, how you can rank high on Amazon search engine, how you can jumpstart your sales.

## Make Lots Of Sales on Amazon

- It takes under a minute to list on Amazon
- Learn how to rank high on Amazon's search engine so people can find and buy your items
- Learn where to find people who would LOVE to buy discounted products of your to increase your sales velocity
- Learn how to sell personalized mugs (customers love this feature)

 **Marion**  
October 10 at 10:04am  
Made my first mug sale on Amazon, yippee! I only have 2 on there so far....maybe this will motivate me to pull my finger out and get posting!

[Love](#) [Comment](#)

 You, Tina Williams, Carl Pruitt and 9 others

There's actually a pretty cool secret audience of people that will value your products pretty quickly, which will jumpstart your sales velocity. We go over that in the course, how to sell personalized mugs and how, if you wanted to use sponsored ads, you don't have to, I don't really do ads, I just play with a little bit only because every dollar I spend on Amazon brings in \$4.61 In sales.

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So even without knowing what I'm doing, it works so well that we cover that in the course, super optional.

# Make Lots Of Sales on Amazon

- \* How to set your accounts up the easy way
- \* Interview with an Amazon expert making \$500/day - she gives tons of tips...
- \* How to sell on Amazon as an international seller
- \* How you can avoid paying for UPC's for your products
- \* ...and a LOT more in this section!

How to do sales as an international seller. How you can avoid paying for UPC's for your products. Tons of things to maximize your sales. Here's someone, by the way, from Thailand, he says he wanted to share the results. You could see tons and tons of sales coming in.

Okay. So let me actually now walk you through on how you can list your products on Amazon very easily. So I'll walk you to Amazon and what you would do inside Amazon, you'd go to inventory and then add a product. Now, by the way, it is free to list on Amazon. After you sell a product, they charge a 15% fee but it's free basically. You only ever have to pay the fee after you've made the sale. They do have a \$40 a month option if you want to take them up on it, which kind of helps with some of your stuff, but you don't need it. You could absolutely begin selling for free on Amazon.

Okay. So to list your product, you would go to, I'm adding a product not sold on Amazon. And that's because we've just created this product out of thin air. Hasn't happened before. In this case, we're going to do a search for novelty coffee mug, and we're going to hit select category. And then for the product name, normally we would have the keywords and everything, but I'm just

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going to put in what we have there. For brand name, you can put in whatever, I'll just put RunningMugs for example.

I'm going to put in the UPC code, although as I said, in the training it shows you how you don't need to pay for UPC's. Then we're going to go over to offer. And we're going to click here. I will ship this item myself. The reason why is because this way we never actually have to create the inventory and send it to Amazon, because we only, we want to throw spaghetti at the wall. We want to see what sticks. And then after we make sales, then we'll make it and ship it. So we're never actually having to risk anything. If you guys are familiar with other FBA models, they might have you kind of dealing with China and buying a bunch of product and crossing your fingers and praying that it sells, or otherwise you get stuck with the garage full of stuff. It's not like that at all here. Okay.

So I will ship this item myself for the price, I'm going to say \$19.95. Condition is brand new. Quantity, I'm going to put a bunch of nines here because we can create this unlimited, right? We can make as many as we want because they are made to order. Oh, I forgot to put UPC over here. Usually I do this automated, which I will explain to you here later. Okay. And then for images we are going to upload the images of the products that we created before. Okay. Oh I need to change my brand name to my other one. No problem. One final but here we go.

Perfect. Now we're back at the images. We're going to hit save and finish and that's it guys. That's how easy it is. It's good. Within 15 minutes, the product will show up on Amazon and we'll be able to start selling. So even without having any inventory ahead of time, even with nothing, we've just created this in seconds from thin air. And now we have a sellable product.

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Oh, and you know what I should say by the way, is normally, the reason why I stumbled on there is because normally what we do, is I can actually just refresh over here. There's an integration that makes it so that you can hit upload on your product, and then have it automatically, please wait while the product is uploading. And then it gets sent over to Amazon on your behalf. So you don't even need to worry about that stuff because it's automatic. You can actually do this with Amazon, Etsy, eBay, Shopify, I'll go over that in a little bit.

But that part is really awesome. Because then all you have to do is you upload your product then to Gearbubble. You click the button and then your orders get sent over to all these different marketplaces. Order information gets sent back after you make your sales. It's beautiful. It creates truly passive sales.

So it says here, "You got to love auto-fulfillment. My first order was 11/1, tracking number was just updated, hands-off revenue."

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And the other thing we cover by the way is personalized mugs. Well, you could see there someone's just got a custom order for 140 pieces of clothing. Another one had a custom convo with a lady ordering 20 of my custom pet mugs, etc.

So with Amazon, what you do normally is we do fulfilled by merchant, Which is what we went over, where you say, "I want to ship this item to myself, and it sells to the customer if it sells." And your listing would look something like this. Now in advanced, after you sell a lot of a specific product, then you could send it into Amazon and get that prime button. That's something that we cover in the course, but to begin with, we want to keep it super easy. Fulfilled by merchant. Never have to buy anything or risk any money because we want you to keep it true to the name, low hanging.

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Okay. Let's dig into the next step, which is launch on more sites. Now, Etsy, eBay, these sites can bring in so many sales. Here's someone that says, "Send order on Etsy for 43 mugs." Another one, "Opened my Etsy store today, just got my first sale." Another one, "I earn average \$10,000 a month. Make 25k a month in May, June, November, and December."

## Make Lots Of Sales on Etsy, eBay, and other stores!

- ★ Learn top sales-getting tips for eBay and Etsy
- ★ Access to personalized support from eBay representatives
- ★ An incredible FREE tool that will show you exactly what titles to use for your keywords
- ★ Hear the best tips from top-selling Etsy and eBay sellers in our group
- ★ How to automate getting a LOT of feedback
- ★ ...and a lot more

V.C. testimonial: I can say firsthand that both this video and the one-on-one coaching I've received from Jeremy on scaling up my store have been totally eye-opening and completely improved my online selling! Definitely do what he's recommending-- I've seen massive sales jumps and I'm only just beginning! 15000000

Love · Reply · 3 · 21 hrs

So what we cover in the course is how you can get to sales basically on these sites. We go over training that I've learned, training from the people in the course. We've got some big sellers on Etsy and eBay. And then we also have actually, personalized support that you get from eBay representatives. So I've called in some favors from people at eBay, you can see here, someone says, "I can say firsthand, both the video and the one-on-one coaching I've received

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from Jeremy who was my eBay contact, it's now Lydia, has been totally eye-opening. I've seen massive sales jumps."

So you get access to that, free tools to help you get awesome titles, and all kinds of things to help you get as many sales. Because even though I referenced Amazon a lot, and I love Amazon, most of our sellers actually get more sales on Etsy. Now, at least when they're very starting. So you get a lot of training on that as well.

Here's just some more of these, as I said, thousands of results getting testimonials at this point in the system that works.



Okay. So the next step is to process your orders. So if you're following the system, it's basically inevitable that you're going to get sales because it works. The system just works.

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## What Happens Next



- Your order gets submitted to UseGearBubble
- Your design is printed and put onto a product (there's no minimum order needed)
- The product is shipped directly to your customer from within the USA or Europe (not China!) in a matter of days
- You'll get a tracking number you can give your customers - or it'll be automatically updated for you completely hands-off... (more on this shortly)
- That's IT!

So what happens is after you make an order or after you make a sale, is your order information gets submitted to UseGearBubble. Your design is printed. So as soon as you make a sale, your design will be printed. You don't have to worry about minimum order quantities or anything like that. The product gets shipped to your customer from within the USA. And then you get a tracking number that gets sent back to your customers if you have the integration.

Actually you could see the whole thing here where how the entire system works is you create your design, add it to UseGearBubble, one click upload for your item when you're using the integration to be sent to Amazon Etsy, eBay. Customer buys your product. Order information gets sent back to UseGearBubble fulfillment centers. The items get made in the US, shipped directly to your customers.

Usually pretty fast, there's peak periods that make it a little bit longer. Sometimes like Christmas and things like that. Mother's Day could be a little bit longer, but usually it's very fast. Tracking numbers get sent back to your store. And so you collect the profits, it's all kind of an automagical thing. You could see here. Someone says, "I love the Low Hanging System. I can take a week or so off not running any ads." But you don't have to run any ads. And I don't even recommend it. It should still make money while I'm sleeping. Okay.

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So from there, you can scale up if you want. So I've mentioned for me personally, I don't have a lot of time to work on this particular business, even though I love it. Because I have my other businesses, you saw before the warehouse, we just hired 91 people. So I don't scale up.

### Get the most you can from this

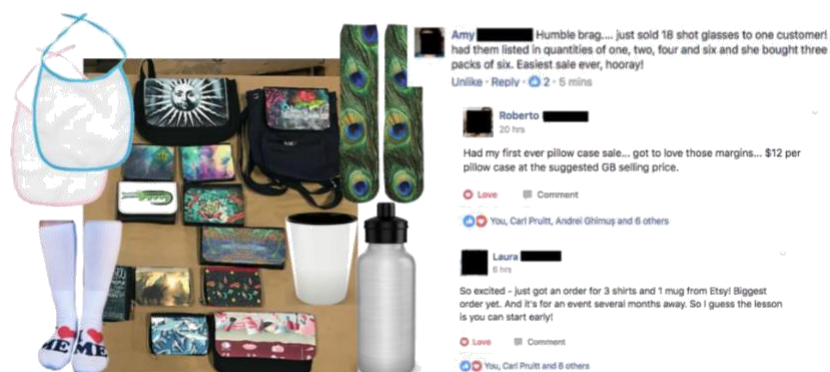
- \* Free apps you can use to make more sales in your (optional) Shopify store
- \* How you can build a list
- \* How to “bundle” items and earn much more per order than ever before
- \* Set up monthly campaign strategies
- \* ...and a lot more (and growing!)

But if you see like a niche that's maybe taking off or something, we do have some training on things you can do. If you have a GearBubble Pro store or Shopify store. Apps that you can use to make more sales, building a list, how to bundle items and make more money. So there's all different types of things you can do in this section.

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## Sell Unique Items (More Coming)



Also how to sell unique items. And there's actually other products that are not available on Gearbubble, that you have access to sell as part of the Jumpstart because I do have that the warehouse.



Okay. So in terms of what your investment is for the course, let me actually first walk you through the number breakdowns. Because like we were saying before, I'm sure you want to know how much profit we're making from these

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numbers. Because if it's a bunch of vanity metrics and you're not actually making profit, doesn't really matter right? So I'm going to walk you through the exact profit breakdowns. I'm just going to take a quick sip of water first.

Okay. Cool, cool, Cool. So the number breaks and then I'm going to quickly see to if there's any questions anyone has before they can go in. Perfect. Says what's the profit margin. Great! That's exactly what we're going to go into here. Someone says with the integration, it goes to yours, it goes to your Amazon account. There's not like a main Gearbubble Amazon account or something. No, it goes directly to yours. You collect the money, directly to your bank account. All the things. There's no main store or anything like that.

So this is part of my ignorance, who is actually producing the mugs? So you're going to send it to Gearbubble. Gearbubble has fulfillment centers, and then my warehouse fulfills right now most of the mugs for Gearbubble. So we will ship it out to your customers. So you don't have to deal with any shipping or anything like that.

Okay. And then see if there's anything else, I'm getting pop pop. Let's go. Yes. Someone says, "Can I still do this even without a Shopify store?" Yes. That's the whole thing, is you don't need to have a store at all. We are leveraging the traffic on Amazon, Etsy and eBay. You don't need a store whatsoever. We're just going to level the playing field, but they've already spent billions of dollars getting customers. Let's go hang out with those people instead of trying to reinvent the wheel.

Yes, the mug quality is awesome. Gearbubble does automatically send the tracking numbers to the customers. Okay. Yes, you can add images to mugs. Absolutely. You can do all kinds of things. I generally recommend starting with the text-based mugs, but you could absolutely add images and stuff. Yes. Yeah, you definitely don't need to have stores. I do not own Gearbubble. I just own the warehouse that fulfills for them. And yes, you can do texts in all kinds of languages. Alaina, yes. Could do that.

And yeah, you can ship all over the world, guys. A couple of people have asked, you can ship all over. We have mugs and different products going everywhere, countries I've never even heard of before.

Okay. So we'll go through here, through the profit breakdowns because I see a few question about that. And yes. Perfect. Okay.

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## Here's the math on a print-on-demand FBM mug

For a \$19.95 11oz white mug with free shipping:

Income: \$19.95

Expenses: \$2.99 (Amazon fees), \$4.95 (mug cost), \$4.95 (shipping) = \$12.89

Net Profit: **\$7.06 per mug**

*(You could also charge more - especially for personalized mugs.)*

So the numbers here, so here's the math on the print-on-demand fulfilled by merchant mug. So that's the mug that we are shipping to Amazon, are shipping after it sells. So for a regular \$19.95 mug, you'll be bringing in every time you make a sale, \$19.95, Your expenses are going to be, after you sell, you'll have to pay 15% to Amazon. So that's \$2.99. The mug on Gearbubble is \$4.95. It doesn't matter how many colors the mug has, how much taxed or anything. It's a flat \$4.95. And then \$4.95 for shipping. So you'll be spending \$12.89. So you bring in \$19.85, you sell \$12.89. So your net profit is \$7.06 per mug.

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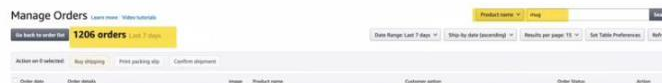
245 orders in the last 7 days...



At my 245 sales that would work out to \$1729.7 a WEEK... which is  
\$6,919 a MONTH in PROFIT...

Now of course you could charge more, especially for personalized mugs, but at \$7.06. So during a slow period, I took this screenshot a while ago, 245 sales in a small period at the \$7.06 cents profit, that works out to \$1,729.70 a week. Profit, take home money, which is \$6,919 in profit. Like I said, though, that's for a very slow period.

...here are the numbers for last week



1206 sales last week = \$8514.36 profit = \$34,057.44 a MONTH in PROFIT...

These are my numbers for the last seven days, actually 1,206 sales, which was for that week. \$8,514.36 in profit, which pure profit, \$34,057.44 in take home money. For just mugs.

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## And that's just MUGS!

You can put the same design on pillow cases, posters, necklaces, shirts, shot glasses, and more - all multiplying your profit opportunity.

You could also put a LOT more time into this than I do.

*(I treat it like a fun side project to relieve stress.)*



You can see it says product name equals mugs. So there's certainly other products that you can do, but that's just what the profit was first, just the mugs. So, in terms of your investment, I mean, if the investment was even one month's worth of profits for a slow period, I mean that would be fair, right? Because there's more active periods. There's many months and on and on. But the training is actually just one part of this, that's already super valuable.

## Element #1: Low Hanging System Training

- **Step 1:** Find proven niches + access to **SpotWins**
- **Step 2:** Make a great design + case studies on how we sell mugs with FREE images
- **Step 3:** Launch on UseGearBubble.com
- **Step 4:** Find sales-getting keywords so you can be found
- **Step 5:** Launch on Amazon - (Make sure to check the video on selling personalized mugs)
- **Step 6:** Post on other sites like eBay, Etsy, Bonanza, etc - Watch how easy it is to get extra sales...
- **Step 7:** Process your orders
- Optional: Scale up



*(This is the part that's worth \$6,919 on its own!)*

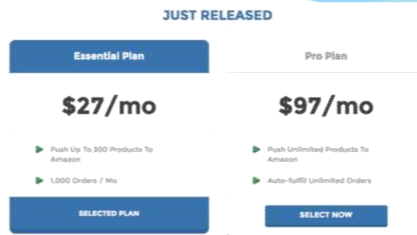
So the Jumpstart offer, element number one is the Low Hanging training.

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## Element #2: A year's worth of Amazon Integration



**You would normally pay \$97/month (\$1164 a year)**

You also get integration. So we talked about these integrations where you put your product on Gearbubble, you press the button, and then it goes over to Amazon. And as soon as you make a sale, the order information gets sent back to Gearbubble, and then the fulfillers fulfill the orders, you get a tracking number, it gets sent back to your customer, completely automatic. This is something normally \$97 a month.

## Element #2: A year's worth of Amazon Integration



- List a product on UseGearBubble.com and have it update to Amazon
- Auto-fulfill your orders with one click
- Saves you a TON of time and/or need to hire an assistant

And as Steve says over here, it's an automatic thing. And so you get that.

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### Element #3: A year's worth of Etsy integration

Plan Details		
Essential Plan	Pro Plan	Unlimited Plan
<b>\$97/mo</b>	<b>\$197/mo</b>	<b>\$297/mo</b>
Up to 5 Stores	Up to 5 Stores	Up to 10 Stores
Up to 100 Products / mo	Up to 1000 Products / mo	Up to Unlimited Products / mo
Up to 1000 Orders / mo	Up to 2500 Orders / mo	Up to Unlimited Orders / mo
<b>SELECT PLAN</b>	<b>SELECT NOW</b>	<b>SELECT NOW</b>

**You would normally pay \$297/month (\$3564 a year)**

You also get a year's worth of the Etsy integration. The one for as many products as you want is \$297 a month. You get that, \$3,564 a year.

### Element #4: A year's worth of eBay integration

Essential Plan	Pro Plan
<b>\$17/mo</b>	<b>\$27/mo</b>
Push Up To 20 Products To eBay	Push Unlimited Products To eBay
5,000 Orders / Mo	Auto-Fulfill Unlimited Orders
<b>SELECTED PLAN</b>	<b>SELECT NOW</b>

**You would normally pay \$324 a year**

You get that, you get a year's worth of the eBay integration, which is normally \$324 a year.

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## Element #5: A year's worth of Dropship + Shopify Integration

Free Plan	Essential Plan	Pro Plan
<b>\$0/mo</b>	<b>\$27/mo</b>	<b>\$97/mo</b>
<ul style="list-style-type: none"><li>▶ ~\$1.00/item ordered fee</li><li>▶ Can only move up to 25 products to their store</li><li>▶ Can only use for up to 100 sales</li></ul>	<ul style="list-style-type: none"><li>▶ 1 store, no per order fees</li><li>▶ 2000 units/mo allowed at this level</li></ul>	<ul style="list-style-type: none"><li>▶ Unlimited units/mo</li><li>▶ Sellers has the rights to use our dropship program on 5 stores</li></ul>
<a href="#">SELECT NOW</a>	<a href="#">SELECTED PLAN</a>	<a href="#">SELECT NOW</a>

**You would normally pay \$1164/year**

And you also get a year's worth of the Dropship and Shopify integration, which is normally \$1,164 a year.

## If you're counting...

- **Low Hanging System Training - LIFETIME Access**  
**(\$6,919 = One Month's Worth Of NET Profits)**
- **Amazon Integration (\$1,164/Year)**
- **Etsy Integration (\$3,564/Year)**
- **eBay Integration (\$324/Year)**
- **Shopify Integration (\$1,164/Year)**

This is a super-worth-it value of **\$13,135** so far...

So if you're looking at the value so far, this is a real world, by the way, people pay for these integration fees every single day. \$13,135 in real world value. Given the training, the thousands of results at this point, plus all the integrations. And we were going to keep it at that.

But I asked myself the question because I've designed this Jumpstart package to be like, what can we do to make it as inevitable as possible that people make sales? So I asked myself, is there anything else that will help people get as many sales as possible? And so created more.

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You also get 100 done-for-you designs. So that means you can take each of these designs, they're completely unique to you, no two people will get the same design, and you can put it on the different products. Like I said earlier, I've seen people pay \$1.00 or \$2.50 per design. You're going to get text-based designs, which are exactly what my best sellers are. And you can put them on as many products as you want. So the 100 designs actually creates 1000 unique products that you can start selling right away.

These designs sell, you can see here some screenshots. The one that I got is a bestseller. Another one got my first sale. It's one of those ugly designs Rachel's team did. Another one, just made my fifth sale. Two of them were from the done-for-you designs that came with Jumpstart.

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You also get 5 Boxes Of Mugs (180 in total) to send to Amazon (\$711 Value)



amazon.com  
Prime

You also get, and this is a huge, huge thing here, five boxes of mugs. I'm in a very unique position with having the warehouse too, but I can offer this to you. So you also basically will get mugs that you can ship to Amazon and not have to pay. So here's the thing.

Remember the math on a FBM mug

For a \$19.95 11oz white mug with free shipping:

Income: \$19.95

Expenses: \$2.99 (Amazon fees), \$4.95 (mug cost), \$4.95 (shipping) = \$12.89

**Net Profit: \$7.06 per mug**

Remember the math on the FBM mugs. With the fulfilled by merchant traditionally work is it sends to the customer after you sell it, you make a profit of \$7.06 per mug.

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## When you have FREE mugs the math gets very nice...

For a \$19.95 white mug:

Income: \$19.95 (mug) + \$0 (shipping) = \$19.95

Expenses: \$5.52 (Amazon fees), \$.40 (shipping + packaging Amazon fees), NO mug cost = \$5.92

**Net Profit: \$14.03 per mug**

**A net profit of \$14.03 per mug \* 180 mugs = \$2525.40**

Well when you're doing the free mugs and you're sending them to FBA, the math gets very nice. What it does is, when you take it, when you sell your \$19.95 mug, you bring in \$19.95. Your expenses are \$5.52 for Amazon fees. We'll say another \$0.40 for shipping and packaging. It's another Amazon thing. It's actually cheaper than that, but just to be conservative \$5.92 on that.

So your net profits, since you have no mug cost, is \$14.03 per mug. So you get 180 mugs for free. So it's worth part of the package. So it's five boxes of mugs, 36 each. And so just that net profit of \$14.03 times 180 mugs that you get, can actually bring you in, in revenue, \$2,525.40. The FBA actually adds a lot of sales because you get that prime button on your orders.

So you can see lots of people just killing it with FBA. I sent in five cases to FBA. All unproven designs just about sold out. Another one, I've now sold through about 16 boxes of FBA mugs and certainly I'm an FBA believer now, and on and on.

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## The tally is going up...

- Low Hanging System Training - LIFETIME Access (\$6,919 = One Month's Worth Of NET Profits)
- Amazon Integration (\$1,164/Year)
- Etsy Integration (\$3,564/Year)
- eBay Integration (\$324/Year)
- Shopify Integration (\$1,164/Year)
- 100 Done-For-You Designs (\$250 Value)
- 5 Boxes Of Mugs (\$711 Value)

Now we're up to **\$14,096** in value...

So when you look at the tally now, right, you see, we have the training that works so well. We have the integrations that people pay for every day. We've got the 100 done-for-you designs. The five boxes of mugs. I just put at the cost of the mug, but you know that they can pay, I mean, you could make \$2,500 in profit from them. So now we're up to \$14,000 in value. And you're probably expecting that this is going to be many thousands of dollars because the value here is wild, but it's not. I'm really just trying to make it inevitable that you get sales.

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## 90 Days Of SpotNiches Software

Type in main keyword: accountant mug

Total results: 61

Keyword	# of searches	# of amazon results	Opportunity
accountant mug	505	11	41.87%
accountant graphic mug	12450	204	30.96%
accountability mug	2050	50	25.8%
world's biggest accountant mug	2050	141	24.38%
account manager mug	2050	140	5.8%
funny accountant graphic mug	100	138	5.07%
accountant definition mug	600	108	5.03%
for accountant mug	1050	1050	1.00%
accounting mug	1050	1050	1.00%

- Get laser-focus into the most profitable hidden gem niches
- Find what has the highest probability of selling and save time from throwing spaghetti
- Wasn't sure I'd share this... looks simple, but it cost me thousands!

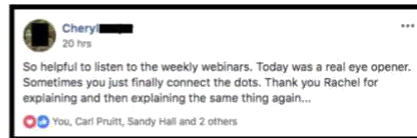
So the next thing you get, remember I showed you that SpotNiches software. You get 90 days access to that. So you can find the most profitable, hidden gem niches. This software is amazing. It will really help show you what sell. And right here, you could see it since my best sellers are all because SpotNiches results. Another person. I had a shirt since August, it didn't sell not once, but after tweaking a few keywords from your tool, it hasn't stopped selling.

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## 90 Days Of Weekly Hand-Holding Q +A Calls

- \* Ask me as many questions as you need (I stay on each call until there are no more questions)
- \* Get critiques on your sales listings
- \* Let me help you until you're getting all the sales you desire!



You get 90 days of weekly hand-holding Q&A calls where you can ask as many questions as you want. And people love these, you can see here, so helpful to listen to the weekly webinars. We have replays and transcripts. I normally charge a thousand dollars an hour. People pay it. You can see the screenshot right here, but I'll stay on these calls for as long as you need. And I do.

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# What You're Gonna Get...

- Low Hanging System Training - LIFETIME Access (\$6,919 = One Month's Worth Of NET Profits)
- Amazon Integration (\$1,164/Year)
- Etsy Integration (\$3,564/Year)
- eBay Integration (\$324/Year)
- Shopify Integration (\$1,164/Year)
- 100 Done-For-You Designs (\$250 Value)
- 5 Boxes Of Mugs (\$711 Value)
- 90 Days Of SpotNiches Access (\$291 Value)
- 12 Weeks Of Hand-Holding Coaching (\$1,000 Value)

Total Value: \$15,387

So now when you're looking at all of this, you're looking at this tally. We've got the integrations, the designs, the mugs, the 90 days of access, the coaching. I'm just putting in a \$1,000 value, even though you'll be on for as long as you need. That's \$15,387 in real world legitimate value.

We're going to add one more thing.

**LIFETIME  
ACCESS  
TO  
INTEGRATIONS!**

(That's \$15,387 of value PLUS an extra \$6,216 in software bonuses every year!)

I'm actually going to add, for those of you who decide to sign up today, not just yearly integrations, lifetime access to the integrations. Lifetime. So that

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means you get \$15,387 of value, plus an extra \$6,216 in software bonuses every single year.

Get Started NOW For Just  
**\$1997 Today**

Signup At The Link Below!

<https://buylhs.com/spring>

This is a ridiculous value and you can get started today, just \$1,997. You can sign up at the link below. This is at least a 10x that you get back. And remember that the mugs alone can pay for all of this because a net profit of \$14.03 per mug times all the free mugs that you get, \$2,525 you can make just from the mugs, if you did nothing else.

So definitely sign up. This is a phenomenal offer. Like I said, thousands and thousands of testimonials.


And if you're one of the first 10 buyers, you're going to get 1000 designs. 1000 designs. So you'll then have 10,000 plus products that you can sell. If you're one of the first 10 you get that. If you're one of the first 50 buyers, then you'll also get lifetime access to SpotNiches. So if you were thinking you're going to buy anyway. I will happily answer all the questions, but if you're going to buy either way, I would sign up right now to get access to these bonuses. *[editor note: these bonuses are no longer available]*

And by the way, I also just started working with this company that will also give you a bonus if you're in the United States. They will show you exactly how you can write this off. So you have that there as well. So guys, this is a lot more than information. I've shared a lot of information with you, but there's a lot more. I've really created this to help you have a system. Have things that you can use to make sales. That's why you have so many

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components, the mugs, the designs, the software. Someone says here, "I spent \$10,000 on courses. This is the only one that I've made my money back 50 times over. Laura says, "Hands down the best investment I've ever made for myself.


**Kelly**  
4 hrs

Hey Rachel Rofé I was on the webinar yesterday, took the plunge immediately...set up my first mug last night and sold my first mug while I slept. AWESOME 😊

**Q+A**

• **The System:**

Step 1: Find proven niches + beta access to research tool

Step 2: Make a great design + case studies on how we sell mugs with FREE images

Step 3: Launch on UseGearBubble.com

Step 4: Find sales-getting keywords so you can be found

Step 5: Launch on Amazon - (Make sure to check out the video on selling personalized mugs!)

Step 6: Post on other sites like eBay, Etsy, Amazon, etc - Watch how easy it is to get extra sales...

Step 7: Process your orders

Optional: Scale up

**So much more:**

**5 Boxes Of Mugs** (can pay for the entire Jumpstart with this alone)

**100 done-for-you designs** (make 1000+ products with this!)

**90 days access to SpotNiches** (no CC required, \$97/month after if you want it)

**12 weeks of hand-holding coaching** (I get paid \$1000/hour and will answer every question you have)

**Picsplosion Software**

**SpotWins Software**

• **Integration Bonuses:**

**Amazon Integration** - \$1164/year for LIFE


**Etsy Integration** - \$3564/year for LIFE

**eBay Integration** - \$324/year for LIFE

• **Shopify Integration** - \$1164/year for LIFE

**Bonus: How to write this off (USA)**

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So let me quickly recap here, everything you get, I'm going to answer all your questions too. You're going to get the Low Hanging System training, Amazon integration for life, normally \$1,164 a year. Etsy integration for life, eBay integration for life, Shopify drop ship integration for life. You're going to get the done-for-you designs, 180 mugs sent to Amazon on your behalf, which would pay this off, 90 days of the SpotNiches software. Unless of course, you're one of the first 50 buyers. You're going to get the weekly handholding calls where I stay on to answer any of your questions. If you're one of the first 10, you get the thousand designs, one of the first 50, lifetime access and you get access to something that works.

Here's some more. "This is the first time making money online," Other person, "It's the first time in a long time I've actually made a sale of something online." Another one, "First thing I've made a profit with in my seven or eight years of attempting online sales." We have so many where this came from. "I did every method Rachel taught. They all work." "As the name implies. It's

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really a jumpstart to this business. Best money I ever spent." Remember someone else just said the same thing. Second one about it being well worth the course. "Anyone who's on the fence. It's well worth it. You get more than that back in product and learning." I mean, there's so many. Look, here's people that say they've signed up multiple times, "I'm now a two time LHSer and Jumpstarter. I don't mind handing over money because why not?" Right? The mugs alone can pay for this, but then you have all the other things, the coaching and the designs and on, and on.

More people. "I purchased, two of the Jumpstarts, it escalated very nicely." On and on. We have so many of these things. Here's someone who says she was answering, is it worth it to sign up? She said, "For me being able to not work in my proper job and therefore stay home and be flexible with time while caring for a terminally ill family member this year, still be able to send my young children to a private school based on my part time online business income was well and truly worth it. I've hardly worked at all this year on my Amazon or Etsy businesses. And yet there's still enough income coming in to keep me home and not returning to my real job. I've hardly touched anything this year."

So you guys have a choice. You can take the proven path or not, but this does work. There are so many testimonials and guys, there are so many elements to this offer that we'll pay this back, right? You got the mugs that you can pay just in profit. You've got the explanation of the tax write offs if you happen to live in the United States. The integrations, the Jumpstart training alone, the calls that would normally be \$1,000 an hour. The designs, there's so many different logical ways that you could look and write this off. And the thing is that every day, look at all these. There's so many people that get results. Here's someone. "Here's the graph of my last 12 months. That's \$160,000 on just Etsy."

We've got two guys. I think they're actually both from UK. "Guess who just hit 1,000 Etsy sales, finally found Etsy sales." Another person. "My Etsy shop gross is around \$150K per year." In terms of, is it going to take awhile? I know that's a question that people ask. I certainly can't tell you how long it's going to take. I will definitely tell you that the more you listen to me and don't over complicate it, because I've seen a lot of people here, "Can really be that simple?" It really can.

Here's someone saying, "I made six figures profit my first year." Another person, 10,000 orders in 15 months, another one says she reached the top 1%

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of seller within four months, but she reached 14,000 orders that day. Guys, it works. Here's someone, "Helen is awesome." She's in the group. She makes a lot of posts. She says, "I usually trash emails talking about seller course offerings. But at the time something told me, go watch the video and sign up. I've been unbelievably successful. My original goal was to make \$2,500 a month to pay bills and living expenses. I ended up averaging over \$10,000 a month." And then she posted again saying, "I've been living comfortably on this sole source of income since September, 2018."

And you guys saw in the very beginning, if you were here at the very beginning, I showed you screenshots. I've been making five figures a month since 2016. So this is now five years and sales have been exploding like crazy with everything going on now.

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- 90 Days Of SpotNiches Access (\$291 Value)
- 12 Weeks Of Hand-Holding Coaching (\$1,000 Value)

**Total Value: \$15,387 First Year**  
**+ \$6216 Every Year After!**

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So here is a screenshot of everything that you get. I can also show you here in this way, in terms of all the value that you get, you get the training, the integrations for life, the done-for-you designs, the boxes of mugs, the SpotNiches access, the handholding coaching. So much.

So if you guys have any questions, you're more than welcome to start typing them in. I'm going to get a quick sip of water and then we'll dig in. And like I said, if you're thinking about signing up or you're going to sign up either way

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that you have questions, I would sign up now so that you get those fast action bonuses, I'm going to be here answering your questions either way.

Okay. And then also what we will do, let me actually go over some of the most asked questions and then we'll dig in because I might be able to get a bunch here. People ask sometimes, can you live outside of the United States and do well with this? Absolutely. You can see here in Malaysia, Singapore, Australia, France, people from all over the world, New Zealand, sell and can do well with this. You can all sell on Amazon.

Who's going to pay \$19.95 for a mug, is another question. People say, "Sure, who's really going to pay 20 bucks for a mug?" The answer is a ton of people. You can see lots of different people here. Someone says, "I've raised the price of my best sellers to \$29.95 and I've sold two. I'm shocked." Other people saying the same thing.

To be fair. Some of these are during holiday time where they have higher than \$20, but year round, absolutely people will buy \$20 or less for a mug because they're impulse purchases, but they make very thoughtful gifts. If you have a friend that likes scrapbooking, it would make a very thoughtful gift to get her a scrapbooking mug. So absolutely.

Then people say, Rachel, you keep saying you've got thousands of testimonials. Isn't there too much saturation at this point? Well, no. I mean, here's some screenshots. This person says she's looked at her sales, February, 2018. She sold 59 mugs. February, 2019, she sold 259, February, 2020, she sold 724. Holy crap. We'll say she says. This person Tyler, 2019, he sold 14, 2020, he sold 352. 2,500% increase in orders. Another one. "Having an amazing month year over year orders and revenue for April as an increase of 62%."

And that's also by the way, with mostly mugs, you can see here we're selling face masks, are killing it right now. Someone says, "Fastest Etsy sell ever. Uploaded my last face mask listing for the night here in Australia, sold before I even stood up from my desk." Other person, blankets. "Threw up a basic blanket, didn't think I'd sell any. Sold four so far." Here's one with the coasters. T-shirts, water bottles, shot glasses, necklace, pillowcases, wine tumblers. There's so many different types of products that you can sell.

How much time will I need, is another thing. So we actually have a quick start inside the training course, and that's going to take you less than 90 minutes to

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go through. And then from there you can point and click to whatever you need.

I'll give you a demo of the members walkthrough area if you want, but less than 90 minutes. And then after you start launching your stuff, then you can point and click to whatever you need.

How is support? We have a phenomenal, phenomenal help desk team. We have a phenomenal Facebook group. Someone says here, "I'm totally gobsmacked at how fantastic this group is." Another person, "I'm involved in several support Facebook groups. I can say I like this community the best." Another person, "The Facebook group looks terrific. Just what a newbie needs, help and advice where necessary, nothing more."

Another question I think is very valid. You might be asking, is this too good to be true? And for that, I wanted to show you screenshots from two people who said they were skeptical. This person here, she said 3,500 orders in April. 3,500 plus orders with April. She says, "I'm not here to brag. I was skeptical here though. And I needed to see facts. I hope this inspires you. You can do it too." And then another person, Dan says, "I was skeptical. Took action, lo and behold, I have my first sale already. Putting more products up now, yes ugly mugs sell. Thanks, Rachel, for putting this all together." Okay.

So I can give you a quick walkthrough and everything, but let me first go through and see whatever questions you may have. And guys, thanks. You're still here this whole time. I hope you've gotten some great value and let's see what questions you have.

Looks like we've had some people here behind the scenes answering some questions as well. Thank you guys for that. Okay. It says, "Does this go over how to fulfill?" Yes, absolutely. You'll either have the integration which will make it automatic, or you will be able to do manual orders, which we walked through as well. So this is Tom Woods, this is my guru. Tom is awesome. Really awesome.

Can you say the name of the mug website again? I'm not sure if you mean the software, I guess just ask that again, please. If you weren't answered, it might've been a double. Okay. Get a quick sip of water too here. Actually. You know what? Since we've covered some questions here, please type in "QQQ" before your question. This way I know that it hasn't yet been answered. Okay.

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Someone says, "Do we have to pay state taxes?" So yes, for the state taxes, you basically can press a button on Amazon and Etsy and they'll take care of the taxes for you inside the training. You still might have to file taxes for different places for your home state. We walk that through in the training and then also that same person that I tell you that we'll show you how you could write this whole thing off. He'll also help you with any tax questions that you might have if you're within the United States. Okay. Let's see.

Don: Oh, real quick. Rachel, let me jump in for just a second. I did see two common things that were in here. One is a little less common now, it seems, but I think some people were having a little bit of trouble jumping in and paying. And I think that's just because right when Rachel dropped a link, a lot of people jumped on it right at the same time. So if for some reason it's not working, then just type in [BuyLHS.com/spring](https://buylhs.com/spring) again, and it should work for you the second time. It takes about 60 seconds or so for the payment to go through. So if it's taking a second, just be patient, refresh it again and then hop onto it again. And then Rachel, another question that keeps coming up. So I wanted you to address that they were asking about a payment.

Rachel: So they're asking about what?

Don: If there is a payment plan or if it's a one time purchase or how do you cover that?

Rachel: Oh, right. So on the page, there is a two pay option that you could also sign up for. There's a lot of higher costs with this. So it's tricky to do an extended payment plan because you've got things like the five boxes of mugs that actually get shipped out and the access to the done-for-you designs and things like this. So you can absolutely sign up for the two pay.

Don: Okay. So I believe, and Rachel, you can correct me if I'm wrong. There's two options to pay here. One is a full pay option, which is \$1,997. And then another option is \$1,000 by two. And the only thing that really delays, I believe, is if you do the pay up plan is the boxes of mugs or the designs tier after the second payment. Is that correct?

Rachel: Yeah. Yeah. And the other thing by the way is for people who live in the United States, there's also PayPal credit available. And the way that that works is I think it's six months, I could be wrong, that you don't have to pay it back. And it's 0%. Well you have to pay it back but it's 0% interest. So basically you can go through the training and then get your sales and all this,

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and then pay after that. So some people look at that as a payment plan as well.

Okay. Someone says, "Do you offer country specific support, I'm from Germany, not sure if you need additional permit?" No you don't. We actually do have training inside the course for international sellers.

Someone says, "What was the name of the mug designing website?" That's Picsplosion, P-i-c-s-p-l-o-s-i-o-n. Someone says, "How many products do you publish every day?" I don't really publish product personally because I don't have that much time. For Amazon, we probably haven't listed much in the last few months. I was on an Etsy challenge just to see if I'd be able to make sales on Etsy. So I've been putting some time into that. Because I was saying before, I always do better on Amazon. It, actually Etsy, probably look over and see, I'm going to just hit refresh and see where the sales are for the last 30 days. \$21K. So we're getting better at Etsy. Amazon, I was looking at my sales before, so week to date for Amazon \$14,685. So that's a week compared to the month on Etsy. But still both pretty good. Okay. Let's get back to here.

"How environmentally friendly are the products? Also how do you know what quality people get?" And then I think the rest of the question isn't there, but the environmentally friendly part I can answer. So because I own the warehouse that all of the mugs are made, I can tell you that they get sent out in clamshell packaging that has a 0.07% break rate. It is recyclable foam. We actively plant trees to offset. Basically with the warehouse, I want to make sure that we're not doing anything to make the world worse in terms of carbon emissions. So planting lots of trees to offset any of that. We use the highest quality everything, the inks and everything. The people that we get the mugs from, it's all paid fair wages and all this. So we're very cognizant of making sure we're making the world a better place through all this.

Someone says, "Do I have to pay to run ads?" Nope. You don't need to run ads at all. In the course I go over how you can do Amazon ads if you want, which I love just because if you spend a dollar, you get four something back, but you absolutely don't need to use the ads. Okay. Someone says, "What do I do for UPC? Amazon wants GS1 UPC." So in the course, we actually walk you through how you do not need to pay for UPCs. So that's another way you can pay the course back is just by notgetting the UPCs. Someone says, "Why are you not answering my question?" I'm not sure what your question was. There's lots of questions. So please ask again what your question is. I'd be happy to answer. Someone says, "Amazon is \$39 a month to sell." Actually there is a way that

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you can sell for free, which we cover in the course. There are a lot of options and benefits for the \$39, but you don't need to pay it.

"I just purchased LHS. How do I know if I'm in the top 10 or 50?" We will shoot you an email and let you know right away. If you were one of the first, I think that I have delayed stats here, so I'm not sure, but what we'll do is the design thing, that will be for the first 10. But you know what, if you guys are still here and you sign up by 3:30 [Eastern], then I'll extend that SpotNiches lifetime. Just have to sign up within the next few minutes here. Okay. Picsplosion does not have an app but you can use it on your cell phone as well. Yes this does work for users outside of the United States. Yes Shopify is included.

So selling on platforms like Amazon, Etsy, and eBay still need an advertising budget, right? No, no, because the thing is guys, we're creating these designs for all kinds of niches. And a lot of these things are very uncompetitive markets, right? So you're doing something like funny scrapbooking gift, or pit bull mom or something. You're not going to see a lot of competition for these things. And so that's the biggest thing is people are saying they want to spend money on a pit bull mom mug, for example. And you're just going to give that to them without having to compete with sellers. It's not some major cell phone battery keyword or something where there's a ton of competition.

Okay. Someone says, "I'm sorry, but can you please go over what the software integration is?" Yeah, absolutely. So what the integration does is you upload your design to Gearbubble, you click a button and have it automatically take your product, port it over to Amazon, Etsy, or eBay. So it's actively selling on those sites without you having to manually do it. And then after you make the sales, the customer information gets sent back to Gearbubble, gets it back to their fulfillment centers. The fulfillment centers will create your product, ship it out. And then the tracking numbers get sent back to your customers automatically. So it's completely hands off for you.

"Should we create business names as a brand for our product?" You don't need to, but if you wanted to, then we actually have that person that does the write off stuff that teaches you all about that. And he will show you how you can create a business. Actually he'll create a business for you for free if you want, you just have to pay your state filing fees. So really awesome. I try to make good relationships for you guys to make, to get you as successful as possible.

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Yes, the mugs are lead free. The physical mugs are not shipped to you. The physical mugs are shipped directly to your customers. If you're asking about the FBA mugs, they'll get shipped to Amazon on your behalf.

Someone says, "What is the outsourcer hours? Right. So this is an unannounced bonus I forgot that I'd even put on there, but inside the training, you'll also see I've got a cool hookup to give you 10 free outsourcer hours. People that are trained in Low Hanging System. So we'll get you that too.

Someone says, "Do you sell more on Amazon, Etsy, or eBay?" I sell more on Amazon personally, but Etsy is going to slowly catch up, I think. Okay. Let's see. We got so many questions here, which is totally cool. I think I lost my place. Someone says, "How else will it sell?" How it sells is, we're just going after these uncompetitive niches. Remember, and I talk about mugs a lot, but there's so many masks right now are killing it. We've got so many people selling masks like crazy. And that's a very new thing. There's so much opportunity. You go through the training and you follow it. It's unparalleled right now.

Someone says, "What are the shirt sizes that are print on demand?" I think they go up to 3 or 4X. Don do you know? Does it go to 4X or 5X or 3? I don't remember.

Don: Shirts go all the way up to 5XL.

Rachel: Perfect. 5X. Someone says, "If we're posting X amount of products per day, how long until we start to see results and how much is X?" So that's the thing, is it's very hard to tell you how fast you're going to get results because a lot of people try to over complicate it. They don't believe me that it can be so simple. So I would say that the better that you listened to me and that we don't over complicate it, the faster you get the sales. I say that because sometimes someone will say, oh my gosh, I have the best idea for a mug. And they'll come up with this really funny phrase. But if nobody is searching for that phrase or it's not based on something that someone would type in first to find it, then no one will find it, right?

Because if you have a funny phrase specifically for knitters, for example, then great. Someone types in funny knitting mug, they see your phrase, they buy it. They like it. But sometimes people come up with these abstract phrases that people aren't searching for. So I'll just say that the better you listen to

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me, the faster the sales will be made. People say that all the time in the course, I'm skeptical, but I listened, basic black text works.

Okay. Someone says, "I'm already a Gearbubble user, what's the difference between the integration there and the integration at LHS?" No, there's no difference. Oh my God, he says, "I'm sold. I just signed up." Well, thank you. Thank you for signing up.

"I'm an airline pilot. And as you know, this pandemic has decimated my industry. I will be facing unemployment in the next few months, which is scary. This seems like a great side hustle to get through this. Thank you. I was sent here after hearing you on the Tom Woods show." Well thank you for signing up. It is, it's a really great side hustle. It's a really fun, there's people that have done it. We have another guy in the course, Adam, who is a police officer and he started doing it as a side hustle. And he said now he could quit his job if he wanted to, but he just really enjoys being a cop. And so he just keeps it. But yeah, hopefully you'll still be able to do the pilot stuff if you love it. I would imagine that would be very fun.

Someone says, "Who handles the shipping?" The fulfillment center will do that for you. Let's see. Someone says, "Just purchased AutoStore. Can I make use of the products in my AutoStore?" Absolutely. Someone says, "Are TV/movie quotes okay to use?" So inside the course, we do have copyright training. I had hired a lawyer to come and answer a bunch of questions. So her take on it, I can't give official legal advice, but her take on it is that if you're the first person to use it in commerce, that you should be okay. Okay.

Someone says, "I want to set up a storefront on Amazon, Etsy, eBay, that's not simply my given name. Will these sites allow me to do this without having an LLC or doing business ads?" Yes, you can definitely do that. And then when you're ready to do the LLC, if you want, we have that training.

Okay. "How do you handle return?" So if you have a customer that wants to return, you could tell them to send the mug back to the warehouse. The thing is, you don't really get a lot of returns with this because it's an under \$20 purchase. It's not like it's some software that gets antiquated or something. It's a mug, or shirt or whatever. So usually you are good. If a customer is unhappy, it's really your choice if you want to refund them or not. Okay. Oh my gosh. There's so many questions. Someone says, which is so super fine. "Is there a risk of saturation given it is such a low hanging solution?" Well, here's the thing I've been selling since 2016 and we have thousands of people that

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have gone through this course and are getting results. And even still, if you were here in the very beginning, you saw my screenshots. My last April 2020 was almost double the other ones. It just, no, because now not only do people buy online like crazy, but more people are used to buying online now because of all this quarantine situation. Sales are through the roof. If you weren't here at the beginning, I showed you as a text message, 91 people, we just hired at my warehouse to keep up with all of these orders.

Yeah. It's crazy. Okay. Quickly see here. Someone says, "What do we do with the mugs?" You don't have to do anything with the mugs, except for sell them. You come up with your designs, you pop them on the products. The fulfillment centers will ship out the mugs on your behalf. The second payment is I believe 30 days after the first one.

"So I'm having trouble with getting the best niches. Do you mind explaining what's the best method for you and finding niches that sell?" So the thing is you don't have to worry about finding the best niches or anything. What you're going to do is try to go off of a bunch of niches and see, and just throw spaghetti and see what sticks.

## What's inside the course?



So let me actually show you as part of the course, I'm going to show you, you're going to get a huge list of niches. While that loads, I'll actually quickly walk you through what the course looks like. And then I'll keep answering more questions. So the way that the course is designed by the way, is you have your 90 minutes or less of information in Start Here. And that's all you need to do. And then afterward you can point and click to whatever you need. We've got tons of stuff. I like to make training in very short videos because I don't want to waste your time. There's transcripts of all the videos and it's just very point and click to what you need.

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So you can see we've got proven concepts, niches you can make designs in, how to make awesome designs. We have that training with the lawyer that I had talked about, design resources that people share, how you can launch your products, different tips and tricks, how to find keywords launching on Amazon.

There's so much training on how you can make as many sales as possible. Here are different promotional tools that you can use, tips and tricks for Etsy and eBay, Shopify, how to process your orders, best practices. If you want to scale up and sell other products not available in Gearbubble, water bottles, beer steins, coasters, journals, glow in the dark stuff. Case studies. I forgot to even mention guys, I put case studies in here. I have a mug that I sold for Mother's Day. I think it was two years ago, no, 2017 Mother's Day case study. Made \$54,000 in just under two weeks. And I walk you through exactly how that happened. Other things, how you make sales with free images, go over there.

Lots of interesting things there, mock ups that you can use, critiques. So that's the other thing. Sometimes people will say, "Rachel, I'm making a lot of sales. How can I make more?" Or, "Why isn't this mug selling?" And I go up there and I critique them. So we've got tons of them here too, that you can watch. So I've been updating this course since 2016. I regularly do updates to the course to make it as current as possible. And you have lifetime access to the training. So this isn't, I'm always looking for the next course or something like you'll find with some people, this has been since 2016 devoted to making this as awesome as possible because I find it extremely fulfilling to see you guys get results.

And then to answer the other question about the niches. So you can see here we've got... How many pages is this? It's still loading. It's 64 pages or something of different niches that you could throw spaghetti at the wall and try it if you want. So it's all about just, let's try lots of different things and see. So there's that one. Okay. And then let's dig back in. Make this a little bit bigger.

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- Amazon Integration (\$1,164/Year FOR LIFE)
- Etsy Integration (\$3,564/Year FOR LIFE)
- eBay Integration (\$324/Year FOR LIFE)
- Shopify Integration (\$1,164/Year FOR LIFE)
- 100 Done-For-You Designs (\$250 Value)
- 5 Boxes Of Mugs (\$711 Value)
- 90 Days Of SpotNiches Access (\$291 Value)
- 12 Weeks Of Hand-Holding Coaching (\$1,000 Value)

Total Value: \$15,387 First Year  
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Okay. Make this a little bit bigger... Okay. "Is Gearbubble Pro an all in one for the Etsy?" No, Gearbubble Pro is separate. You don't need Gearbubble Pro for the Low Hanging model. It's a Shopify competitor and it's awesome for selling products for when you're scaling up, but it's not a Low Hanging thing. Okay. Heather, this is actually different. It comes with a lot more things. So the mugs and the designs and the integrations for life and all the different things. Yes. \$1,000 today, \$1,000 30 days from now.

Someone says, "Will we need to make accounts on all these sites? Gearbubble, Etsy, Amazon?" Yeah. It's quick and painless. And then you can start making your sales. Jolynn. Thank you. Welcome. Congratulations. Some people saying that they signed up. Awesome. Awesome. Awesome. Thank you guys. Really. Thank you. I think you're really going to be glad that you did. I keep saying we have thousands, thousands of testimonials at this point from people who get results. If this was something for five years now that we've been doing this and it's working for people, and right now it's just such an incredible time with so many people shopping online, for you to jump in now and putting this to work. It's the best time. Really. We're getting as many sales as Christmas time right now.

The warehouse is in Pennsylvania. Someone says, "What kind of sales did you have during your first month/first year?" So actually once you sign up for the

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course, there's going to be a redirect, it's actually going to show you month by month. Ever since I started, it's going to tell you how many designs I had and how many sales I made each month. So you'll get the exact trajectory. But I think it was something like I put my first design out there and made a couple of hundred dollars a month. And then it went to, I put more up and then it was a couple thousand dollars and on and on, but you'll see the exact trajectory.

Someone says, "Why don't you do Facebook ads?" I don't do the Facebook ads because I don't understand Facebook ads. I don't have time for them. And because the thing is with Facebook ads, like I was saying earlier, you have to convince people to purchase from you in the Facebook ad because you're putting a product in front of them and you're saying, "Look at me, buy me." Whereas when you are doing the Low Hanging model, you're giving people what they already want to buy. So, it's just thinking smarter, not harder. Mugs are made, the mugs are free, we get the blanks in China and then we create and add the images and all this stuff in the U.S.A. The designs on the shipped mugs are whatever designs that you sell.

Kathy, welcome. Thank you for signing up. This says, "What can a beginner reasonably expect to make per month?" I mean, if I gave you an answer, it would just be B.S. basically. I can't, but I've shown you screenshots of people who said they made six figures their first year, lots of sales right away, but it's up to you, right? I don't want to mislead you.

Someone says, "I have an Amazon account selling private label products, should I create a new Amazon account to integrate your company products? Because I don't want to risk anything with the Amazon accounts." I mean, it's definitely your call. I would say that if you do want to create another account, you need to ask Amazon first, to make sure, because you're not allowed to have multiple accounts, which you probably know, but just to be safe. I wouldn't want you to get in trouble, just get their approval.

Okay. Julia says, "If we use GearBubble for free?" Yeah, you'd have to do it manually and then it's a dollar extra per order. So, if you're going to sign up, I would say the integration's a much smarter, save you money that. This one says, "The white mugs, are they shipped to Amazon blank or after we've decided on the design?" After you've decided on the design. They're going to be added with your designs.

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Someone says, "Do we have to start an LLC or a sole proprietorship?" Nope, you don't have to, but if you want to, I have that training for you. This says, "Are there other courses or other products you need to buy after you buy Low Hanging System?" No, you don't have to buy anything else. The other costs, really, are on Amazon, it's free for you to list. If you want to get their pro-membership, it's \$39 a month. You don't need it.

Etsy is 20 cents a listing and then for eBay, I forgot to say, but you actually get, because of my contacts there, you get six months of completely free listings. You don't need to worry about paying for any of that. Okay. This says, "What about listings already on Etsy?" You can configure them and then make it automatic integrated. Okay, just looking for anything that I did not answer yet.

Don: Rachel, real quick? I had a bunch of people ask about the money-back guarantee and if you offer one. Could you explain that when you get a moment?

Rachel: Yes. The way that it works is you have the hard costs for a lot of these things. We have the mugs, we've got the designs and things that we have, actual costs. We don't do a refund policy on this because of the hard costs. If you're hesitant, then I would recommend you could Google me. You could see my reputation. Guys, we have so many testimonials.

I want to show you, actually, I'll walk you through here. This is a program that works. We have, literally, I can't even walk you through the one, let me see if I can go to this one. I'm just going to scroll down a little bit. You can see, you see the little arrow over here? Look at the arrow. When I scroll down, how it barely moves, because we have so many testimonials from people who are getting results with this. It works.

If you will work it and you'd put your trust in and do this, then I promise. Look, so many different results that people are getting. For years we've been doing this and it works. You saw the numbers. I'll show you again. A whole way at the top.

Don: Rachel, whilst you're throwing through your mountain of testimonials, can you also give another little bit of clarity on the two-pay? I think people just wanted to make sure that they understand when the mugs come and what gets accessed immediately. Most people were obviously taking the full pay, because it is the better deal, but I just want to make sure everybody that's

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asking about the payments and the money-back guarantee. Obviously they need to make an accurate decision.

Rachel: Yeah. First of all, showing you since 2016, this has been working. The two-pay, it's halved, right? You pay the first payment and you get half of the deliverables and then you pay the second and then you get the other half of the deliverables. Pretty upfront. Okay.

I'll go back here to see what other questions there are. Okay, so there's still a bunch of questions, well, I'll answer a couple more, we might have to go to YYY soon or something. Let's see here, "How long does it take to get confirmation if my purchase went through?" It should be pretty quick, if you didn't get a confirmation, you could shoot an email to [rachelreports@gmail.com](mailto:rachelreports@gmail.com), but it should be within a few minutes. Let's see.

Don: Rachel, if you'd like, I can toss you some of these questions, so it'd be easier for you to go through them.

Rachel: Sure.

Don: All right, here's the one from Butterfly Products. They said, "QQQ. Are there any other out-of-pocket costs, beside those that were mentioned?"

Rachel: No. I mean, well, yeah. There's the Amazon if you want it, the \$39 a month, you don't need to do it. The eBay, we have six months for free, with the representative that I told you about. Then Etsy is 20 cents per listing. In the training, I show you how you get your first 40 listings for free. After that, you just pay fees based on whatever sells, so you don't have to actually pay until you make sales.

Don: Wonderful. Next question that we've got up says, "QQQ." Is from Attendee 304348, because the name didn't show up on it. It says, "Is GearBubble free as part of the course?" I think people are a little confused on what's GearBubble, what's integrations, what comes normally free, versus what is a premium today. So, if you could go through that, that'd be wonderful.

Rachel: Yeah, so GearBubble is free for anyone to sign up with. They have a GearBubble Pro, which is a website thing that you don't need. So, anyone could sign up for that. The integration stuff costs extra money and so, you get those as part of the package. Then, let me actually, you know what? I can

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just ask these questions, no problem. I feel like it's no problem. "I have an FBA business." Yeah, we've covered that, the money-back.

This says, "How many, roughly, mugs would you have to list on Etsy or Amazon before you can be competent of getting sales as long as the designs are good?" Again, that would be the same thing. I would just be giving you a random answer, but the more designs, the better. We've had people say they make sales after their first mug, second mug and then, it could take even longer, depending.

I would say you're going to have access to the weekly coaching, you're going to have access to the Facebook group where you can ask questions. You'll have the SpotNiches access, where you can find the best possible phrases and stuff as well.

Yes, the course does include how to sell personalized items. Yes, the integration does automatically fill in the UPC codes and the product descriptions. GearBubble does all the print-on-demand, yep. The sizes are anywhere from, I think, small to 5XL. Thank you for, oh, it doesn't have your name on here. Some of these just say Attendee, but says, "I purchased right away, because I met you and Don in Denver." Well, thank you very much.

And this, "Will the integration work with the AutoStore?" It should be working anyway, but yeah, let me know if you have a specific question. But, yeah, the integration should work, good to go. Someone says, "Is it only mugs that you do?" Mugs are my main products, but we certainly do shirts and other products as well. Let me see here. Okay.

"How many percent is your student rate of success?" What's my student rate of success? You know, it's hard to tell that, because I don't know how many students have even gone through the course. Sometimes people purchase it and they don't take action. I hope that that's not you. The other thing is that I notice, is that after people start to do really well, they don't always post in the group anymore, because they're so busy doing their thing.

It's hard to say for sure. I can tell you that there is nobody that I know of that has said, "I've been trying and trying and I'm not making any." There's people that will say, "I want to make more sales." We have training for that, but I haven't met anyone that's been consistently selling that doesn't eventually get great sales. Not great sales, they get sales.

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It works. If you're on the weekly coaching calls, I can tell you, the people that are on the coaching calls, asking me questions, I'll critique the listings, I'll do all the things to help. I'm very invested in making sure that you do as well as possible.

This says, "Do political mugs and products sell?" Absolutely. Someone says they already have an Amazon Seller account. Awesome. You could just start selling from there. You can add in your new products, they will configure. To know if you were one of the first 10 people to buy, just send an email to [rachelreports@gmail.com](mailto:rachelreports@gmail.com) and we will let you know.

Okay. Let me just keep scrolling through here. "Is all the product price including shipping to the customer?" Yeah, I generally do 19.95 with free shipping and handling. Training, you'll get automatic access to all of the training and the weekly coaching calls start on Wednesday. GearBubble does provide masks as an option, which is awesome.

Someone says, "Do we always need to pay for the integration?" Nope, because you're going to get lifetime access to the integration. Yes, thank you very much. Someone says, "Thanks Don and Rachel, you make an awesome team. Just getting the lifetime integration is worth this course." Thank you for signing up.

Let's see here, any other questions? Yeah, "Will I have to purchase again to get all the bonuses?" Lily, I'm not sure what you purchased or when you purchased before, but if it was within the last 30 days or something, no. But, if you are signing up again, like I was saying before, there's a lot of people that end up signing up multiple times, to keep getting the new boxes and everything.

Okay. "What's the turnaround between selling an item and getting the profit?" Etsy does, I think, daily or weekly payouts. Amazon, if you are a new seller, you can get daily payouts, otherwise I think it's a week to get paid, or two weeks. Okay. Someone says, "Does GearBubble have demographic stats to help with niche marketing?" See, that's kind of an 'overthinking it' question. We don't need to look at stats or anything, it's really called Low Hanging to keep it as simple as possible.

I don't ever look at demographics or anything like that. It's just, "Let's keep making designs and throw them out and see what works." I'm not sure about the debit card question, about getting it verified. I'm sorry. Someone says,

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"Should I join with this link to get the bonus by Bank?" If you clicked through Bank's link and then you sign up, then you should get his bonus.

Okay. There is a group on Facebook that you can use. It's a phenomenal group, we've got a really great team over there. Let's see. You do not need to have your own website ... GearBubble Pro is a separate thing, so you would get that separately, but you don't need GearBubble Pro at all for the Low Hanging System. I wouldn't worry about that.

Yeah, someone says, "Since I previously purchased the LHS system without all these bonuses, would I purchase this again?" Yeah, like I said, a lot of people sign up multiple times because they want to keep getting the new designs, the new mugs, the new coaching and on and on. There's a lot of people that purchase multiple times, just because the value is so good. This says, "Can I do Facebook Ads and Marketplace via LHS simultaneously?" You can, I don't teach Facebook Ads, because I don't do it, but you absolutely could. Some people do.

Someone says, "I'm excited to learn from you and earn some extra money." Well, thank you for signing up. Yes. You can use your credits with LHS if it's your regular dropship stuff.

Alison says, "In buying your class, are all the details and everything walked through at my pace? I have absolutely no experience, really out of my comfort zone." Yes, absolutely. Thank you for signing up. Yes, you have lifetime access to the training and you can point and click, you can watch the videos at a slower speed if you want. I'll walk you through how to do that. There's transcripts, there's a Facebook group. There's awesome email support. You will be taken care of.

Someone says, "I'm going to give it a go. What a better way to spend my government check." Yeah, invest in yourself. Awesome. Thank you for signing up. Okay. Answered those questions. "Thank you for the guaranteed thing." Someone says, "Honestly, the testimonials didn't convince me, but I signed up because Tom vouched for you. Let's do this."

Well, thank you for signing up. Tom has actually sent over some amazing people. You're going to meet Adam in the group. Adam is the guy I was talking about, he's from Canada. He's a police officer. He is just incredible, killing it. He started a podcast teaching about print-on-demand, he does so well. Yeah, you will not regret it. Thank you for signing up.

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Okay. Someone says "Still confused about the free mugs. What is the process? What do we do with them?" Basically, after you sign up, there's going to be a 23-minute video that walks you through how to find the best possible mugs to send to Amazon. You go through that and then you choose five different designs that you would like to send to Amazon. We'll put them on the mugs for you and then ship them to Amazon.

The video is pretty clear, but I'm doing the weekly coaching calls if you'd like me to critique any of the products that you're thinking about sending in, I'll happily do that so we get you the boxes with the most chance of success. Then, excuse me, we will ship those to Amazon and then your profits from those mugs should be able to pay off everything. I would love to help make sure you get the best designs possible.

Going to get a quick sip of water here. Yes, GearBubble, the free version is included. GearBubble Pro is something different. Okay, someone says, "What if I've already bought the Low Hanging System?" Same answer. A lot of people, like I said, purchase multiple times, so that they can get all the different, I mean, because you get so much value over and over. The five boxes alone, of mugs, can pay for everything, because the profit, \$2,525, in just selling that. Then everything else is gravy.

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Heather says, "Just jumped in. Let's make money." Let's do it. Someone says, "Will you run ads to make sales?" No ads. "How many stores are supported for Etsy integration?" Oh, I think five Etsy stores, Don? Or is it unlimited? How's the Etsy store thing work?

Don: Did you ask me? I'm sorry, I was muted for a second.

Rachel: Yeah.

Don: Yeah. I believe Etsy, and don't quote me, but I'm pretty sure it allows up to 10 stores.

Rachel: Okay, perfect. Excuse me. Let me get some more water. Oh, no, I just lost my place. Let me go back in there. "Thank you, very interesting and informative." "Do folks use this for Little Leagues and other fundraisers?" Actually yes, people do.

This says, "What are the biggest risks that you can see in doing this?" I mean, here's the thing, is that it's intended to be low hanging and not have risk. You pay 20 cents every time you put up a listing on Etsy, like I said, I'll walk you through how you can get your first 40 for free, so there's that. But, other than that, I mean, you're throwing spaghetti at the wall. This is not like a normal business model where you have to, let's say, buy a ton of inventory upfront and then cross your fingers and pray that it sells, you know?

It's not something like that. It's not something where you have to learn how to do traffic or pay for ads or pay for outsourcers or all this stuff. It's really called Low Hanging because it's super simple, you know? It's really a very low-risk model. This says, "What are some products you sell yourself besides mugs?" Mugs are the biggest one, travel mugs. I've been dabbling in shirts lately and that's been super fun and doing well. Masks are doing really well. I'd say those are the biggest ones, but I try all kinds of different things, blankets.

Someone says, "Have you audited your Chinese suppliers of the mugs? How do you know they aren't being made by concentration camps?" Actually, that's a great question. I care very much about these things, I want to make sure I'm not contributing to anything that's making the world worse. I know the owner of the manufacturer in China, he's come to the United States multiple times. I know people that work for him.

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He's all about making sure that they are paid a fair wage and he's even offered me to come to his place in China. I haven't been there yet, but I have someone on my team who has been and it's all above board. It's none of this garbage things where there is, no. I don't want any of that stuff. We have high-quality stuff and we make sure that the people there are paid a fair wage.

Yes, products can still be listed on Amazon Germany and the other different Amazon products. Let's see. Someone says, "What if we need additional help? Do you give one-on-one training?" So, I'm on those weekly calls and I'm there to answer your questions for as long as you need them. I don't give one-on-one training, I don't have time with my other businesses and I don't want to promise anything I can't deliver, but if you show up to these weekly calls, or even if you can't come to the calls, you send your questions in advance, then I will answer any of your questions.

We have a phenomenal Facebook group of people that are incredible, that help answer questions. We have phenomenal help desk support. If you have questions and you need help, you will get the support that you need. Okay, the email is [rachelreports@gmail.com](mailto:rachelreports@gmail.com).

"When will the registration to the course close?" I don't know, I think it's going to be up for a few days. The fast-action bonuses and everything are going to the 24th, actually. The fast-action bonuses are going to be available for the first 50. Yeah.

"How fast does the order fulfillment happen?" Okay, the order fulfillment is normally very fast. Normally within one to three days. Sometimes there's peak periods, Christmas, Mother's Day, pandemics that take things a little bit longer, but generally it's very fast. Yes, the course is available immediately online after you sign up, someone asked.

Let's see, it says, "Amazon seems to require UPCs, those can go for \$5 a piece. Can you get them cheaper?" I can do better than that, I'll show you how to get them for free, inside the course. Okay. Let's see. "Is there a Tom Woods link?" If you signed up through Tom, with his link in the first place and then you sign up, you should be good to still make sure that he gets credited to you.

Someone says, "How many mugs are in each of the boxes?" There's 36 mugs in each box and so you get 180 mugs total. State taxes, "Do I have to file taxes

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for each state I ship to?" We'll walk you through in the course how you can do that automated, or you can go to that service that I share with you and they'll walk you through making that as simple as possible.

Someone says, "Please explain evergreen." That's just a GearBubble term that they use. When you launch your things, you can ignore it. Someone says, "With the deep discounts you have on the services you're offering, are you making any profit on our purchases? I'd be surprised if this isn't a loss leader for you. No judgment." Yeah, we do have a lot of hard costs. There isn't a lot of profit on the course, but that's the other thing. Once you succeed, then GearBubble makes more sales and then my warehouse makes more sales. It's in our best interest to make sure that you get as many sales as possible and you're doing as well as possible. It's a win-win all over the place.

This says, "How do people find the products without the ads?" Because you're making great titles with the words that people are searching for. So, someone's typing in, "Funny pit bull mom mug." Or, "Funny gift for pit bull mom." Your title is going to be there and they're going to find you.

Okay. Someone says, "What's the name of the Facebook group?" So, that's available after you sign up. Well, there's going to be a link where you can just click away and head over there. "Does the integration automatically fill in UPC codes?" Yeah, I answered that, but yes, it does. "Just signed up." Thank you for signing up.

We got a lot of Tom Woods people that we love. Thank you for that. Someone says, "Does this work for high-end designs?" The Low Hanging System is generally about 'keep it simple.' Now, there are people that use the training and then apply it to their own sales of their own products. There's someone I'm thinking of who is selling jewelry, using the Low Hanging model. She's selling custom jewelry and all this and she's doing phenomenal. It works, so I would say normally, I don't lead with high-end designs, but if you wanted to use the training to figure out how to sell in these different marketplaces, you could.

Okay. Let's see. "Can we sell to sports teams as a custom order?" Yeah, we've got people doing bulk stuff all the time actually. We had someone who had a friend in a motorcycle gang and he said he came up with a design for them real quick and sold 23, super fast. Someone says, "Are team sports related items usually trademark protected?" Yes. When I was answering about the team thing, sports teams as a custom order, if the sports team was requesting

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it, then they would be giving the permission to use the trademark stuff, but otherwise, yes.

When you can do stuff like gray hat, which is maybe have the colors of a sports team or something, without actually saying the name, but generally, you can't say something like, I'm in the Philly area, so we'll say Philadelphia Eagles, but I'm originally from New York, so that's my loyalty.

"Will there be a recording of this call that we can look back to?" Yes, as long as the technology works. Don owns GearBubble. Yes, the total fee is \$1997. The weekly calls, yes. The calls are recorded, not only are they recorded, you can ask your questions ahead of time and we'll cover them first, so that you get them first thing in the recordings if you can't make it. There are transcripts of all the calls and then there's also all the resources that we mentioned in the calls are mentioned there too. So we try to make it as easy as possible for you to make sales and get help and all the things.

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Okay. Shoofly pie. My stepdad likes that, he used to live in Bucks County before Philly. Funny. Okay, someone says, "We have to email [rachelreports@gmail](mailto:rachelreports@gmail.com) to claim the bonuses? I already bought them, my battery died." Thank you for signing up, and that was for people who wanted to know

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if they were amongst the first 10. Yes. This says, "Even if I avail the two-time payment plan, can I still have accesses to the fast bonus?" Absolutely.

"Does GearBubble ship to Mexico?" Absolutely. "How long does that take and how much does it cost?" It's just a dollar more to ship outside of the United States. It's \$4.95 to ship within the United States, a dollar more anywhere else. It just depends, I would say probably a couple. It's DHL, DHL is usually faster with international, but I'm not sure on Mexico, to give you an exact time.

Heather, awesome. Thank you for signing up. She says, "Excited. Leaving the webinar now so I can check out all the new stuff in my inbox." Thank you for signing up. Doesn't say everyone's name, but Attendee 303 says, "Are coaching calls recorded? I purchased but a conflict for at least one of them." Yes, they are. To know if you're one of the first 50, just send an email to [rachelreports@gmail.com](mailto:rachelreports@gmail.com) and we will look it up for you. You do not need to get a sales certificate to sell on Amazon. You don't need the integration, it just makes it significantly easier.

Someone says, "Just signed up, show me the money." Thanks for joining and yeah, follow the training, you will see the money. Let's see. "I already own Low Hanging System and GearBubble, do I need this? If so, what are the extra benefits?" I would say the reason why most people decide to purchase multiple times, is because, besides getting the lifetime integrations, you get the done-for-you designs that you can put on all those products, you get the boxes of mugs.

If you just sell the mugs and do nothing else, you'll get \$2,525 in profit. You pay off the course and then you have \$525 left for yourself. Then, you also get the other different things, you get the coaching that people pay a thousand dollars an hour to ask me questions. So, because I don't have time, that sounds something, but I just don't have time to do individual coaching, so for you to be on there, ask the questions and all the things. There's a lot of benefit to it.

Someone says, "I'm a Bucks County resident." Well, that's awesome. Where do you live? "Can you do this on your own?" You can, I mean, the whole thing is, the reason why I've created this course is, sure, you could try to do things on your own, but when you have here, all of these different elements, you've got the Facebook group full of like-minded people wanting to help. You've got the handholding coaching, you've got the integration to make it done

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automatically for you. You've got the done-for-you designs based on the things that sell well.

The lifetime access to training and all this, of constantly doing tests and to get the case studies and all these things. I mean, it's just, you want to invest in yourself. Work smarter, not harder. It's a really good purchase. Let me see. GearBubble credits are when you sign up for GearBubble, when you pay for the mugs or whatever, you could buy credits to pay for the things. It's like, let's say, for example, you pay \$4.95 for the mug, they call it a credit, like a dollar.

Okay. I answered the Mexico question. Someone says, "Are you still offering lifetime for Picsplosion, since it's past 2:30?" You know what, how many people are still here? Wow, we've got a lot of people still here. If you guys are still here and you haven't signed up yet and you want to, I'll extend, well, the Picsplosion you get normally, but if you're talking about the SpotWins, if you're still here and you want the SpotWins, then I'll extend it.[this actually referred to SpotNiches]

Someone says, "Huge thanks for the transcripts of the videos. I purchase courses and spend tons of time taking and organizing notes properly." Yeah, no problem. I think, when I created the course, I thought, "How would I like to consume the course?" I would like to consume transcripts, short videos, no rambling. Let's do whatever we can do to make as many sales as fast as we possibly can, you know? No one has time for, really, other stuff.

Okay. I'm not sure about the followup question about the two-payment thing, so just let me know on that, please. Someone says, "I am based in the U.K., would you recommend me to purchase?" Yeah, we've got a lot of people in the U.K. that do really well. We've got people all over the world, but I had that screenshot before, showing you the two people that were doing really well. Two of those four people are dudes from the U.K., but we have, I mean, really, all over the world.

"Who pays for the shipping when we make it free for the customer, the seller or GearBubble?" You would pay for the shipping, but you would just pad the price, right? Normally, you might charge \$14.95 per mug, \$4.95 for shipping. So, it works out in \$19.90, but the way you do it when you're offering free shipping, is just make it \$19.95. It's still the same thing, but customers feel like, "Yay, I get free shipping."

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You do not need to have product liability insurance, no. Someone says, "Can the first batch of mugs ship out in time for Father's Day? I've been testing via Facebook ads, so I have two designs that I think would work." When's Father's Day? Could do our best, I'm not sure, though, if they will be ready in time given the crazy amounts of orders that we've been getting for the pandemic. Can definitely do our best, but I don't want to say anything that might not work out.

This says, "as a member, are we able to buy a case of product at our cost as opposed to the Amazon price?" 100%. Perkasio, Dublin, awesome. I'm over in Richboro, so not too far away. "Waiting for UI, so I hope that you can keep open longer." I'm not sure that part.

Okay. Someone says, "I don't understand how the boxes of mugs equal \$500 in profit. Please explain." Yeah, sure. Let me walk you through the math. Here we go. Okay. On an FBA mug, you're going to sell your mug for \$19.95 cents. Right? So, you have 180 mugs... Oh, before I said 180, sorry. You bring in \$19.95. Your expenses are going to be \$5.52 for Amazon fees, another 40 cents for other fees they charge you. Then, you have no mug costs, right, because it's free. So, your net profit for every sale that you make is \$14.03. \$14.03 times 180 mugs that you get is \$2,525.40. When you pay for the course, \$1,997, then you have \$528.40 leftover assuming you sell the mugs. Now, I can't say, of course, you're going to sell them, but I can tell you, you have people here, "I sent in five cases to FBA, all unproven designs just about sold out." Another one, "I now sold about 16 boxes of FBA mugs," and on and on.

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Okay. Let's go back to that What You Get slide. Okay. "I've already signed up and excited to get going." Well, thank you and welcome. "Does the program include profit breakdown for other products?" It doesn't only because you set your prices, so you're going to be able to make the profit breakdowns that you want.

"Still here, signed up already. Thanks for the Spot Wins and bonuses. Hoping I'm one of the first." Well, thank you very much for signing up. Someone says, "Can you clarify the... Are the integrations for you for life if I purchase today or is there annual additional fees?" No, they're free for life. For life. "And SpotNiches is lifetime, even if on the two-payment plan." Yep.

Someone says, "Are we..." Oh, unemployment funds. Got it. Got it. "Are we Prime sales approved?" Yeah, so when you send your mugs to Amazon via their FBA program, then you get the Prime button on it. When you're doing Fulfilled By Merchant, it doesn't have the Prime button on it, but that's basically how most people sell, is without the Prime button. But the thing is that we're going in all of these niches that are not that competitive, and so it doesn't really matter if there's Prime or not, because you don't have that much competition anyway. So, it doesn't really matter. It's just a way to kind of boost your sales.

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Okay. Someone says, "I've signed up for the Low Hanging Fruit before, how can I get on the weekly training calls with you?" To get access to this round of coaching calls, you would sign up again. A lot of people sign up multiple times so they can get access to having the five boxes of mugs all over again so that they can pay off that way, have the weekly coaching, have the done-for-you designs and all that, because there's hard costs to a lot of the offer.

Okay, I don't see any other questions. I'm going to get a sip of water here and then you guys can... If you have anything else, please ask now and I'd be happy to answer. I see them coming in. Okay. "We purchase additional cases directly from you or are we responsible for sourcing them elsewhere?" Well, we would send them to Amazon on your behalf. You don't have to worry about sourcing or anything like that. No problem.

"Can you extend the lifetime?" Not sure what you mean about that. If you can just ask in a different way, I'd be happy to answer. Okay.

Don: Rachel, let me jump in for just one second. I just wanted to kind of reiterate the value of some of the stuff here, because it's only \$2,000 is what we're asking you guys to pay day. 1,997 bucks. If you get just our Etsy integration, like Rachel's told you guys before, most of her sellers are just blowing it up on Etsy. It's the most expensive integration, because it took us a long time to make. It took us seven months of just straight up development before it came, into maintaining it, improving it. And we put millions of dollars in development into all of these integrations and we don't give them away for life anywhere else. Okay? So, if you wanted to take this training and kind of get after it, it works. Absolutely.

But the only place where you can get this type of deal in the world, ever, is when you buy through Rachel's link. We don't offer this to any other influencers. We don't sell this anywhere outside of the deal that we allow Rachel to give out, because we had to recoup those development costs. It costs us money to continue to pull in all those orders for you ongoing. So, the lifetime deal is incredible. Put that on top of the five boxes of mugs. That's hard cost goods. Our warehouse is going to make designs for you so you don't have to guess, "Is this a good design or is it not a good design?" It's going to be based on Rachel's half a decade of experience making those designs. Her team's going to make them for you. They're going to slap them up on the mugs for you. You're not going to have to pay for those mugs.

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As you get going, all the hard costs as you start, they're pretty much on Rachel then. Once you get through all of those mugs, which if you follow her training, you will... You're going to make your money back on just the mugs alone. They kind of get lifetime... It's just gravy, much less the coaching, the course and everything else. This deal is super, super incredible. So, I just wanted to just drop in and say that, because we don't offer this anywhere else and we never will. If you're on the fence, hop off of the fence and go to [buylhs.com/spring](https://buylhs.com/spring).

Rachel: Thank you for that. Thank you. Someone says, "This is an insanely wonderful offer." Yeah, thank you. It's really created for, what can we do to make it inevitable that you will succeed with this? You can see why. Even just going through the offer, I was thinking, I didn't want people to almost get confused, because there's just so much to it, but it's really like, what can we do to make it so that people are successful? This is a system that has been able to get people results, because we try to throw all of it in there.

Someone says, "Saturation problem?" I covered that... I'll show you again here. Just to show you... Where is this? We've got people... Here we are. Here's our year-over-year sales. Right? February 2018, 59 sales. February 2019, 259. February 2020, 724 sales. They're just going up. You saw my screenshot. 20K, 20K, 20K, 40K. This person, January 2019, made 14 sales. January 2020, 352 sales. Another person, "I'm having an amazing month! Year-over-year orders and revenue is an increase of 62%." And these are mostly for mugs, but now there's all these other products. Right? They got masks, blankets, on and on and on. So, it hasn't been a thing. People are more than ever used to selling or buying online because of all this quarantine stuff. The sales are through the roof. We've had to hire 91 people at my warehouse to keep up with the demand. It's more than ever. It's becoming a thing. Okay. Let me go back over to the What You Get slides so you can see all the value here.

Don: Rachel, I'm just hopping in and I just wanted to toss one comment on here that I think you'll like. It says, "Hi, my name is Bella. I'm 11 years old and I learned a lot. Thanks."

Rachel: Oh, that's awesome, Bella. Thank you for sharing. I would love to hear how you do with this. That's awesome. Thanks for being here. Hope you get a lot of sales.

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Let's see. Someone says, "Is it important to make the product stand out on Amazon somehow? I see pages and pages of results for mugs with simple phrases." Right, if you're doing something like funny mug, if that's the phrase, then you're going to have a lot of competition. But if you go for something that's a little bit more niched out, and remember I showed you, there's like 64 pages of niches that you can get into that you get with the course, you're not going to have as much competition. That's the one thing. The other thing is, depending on, let's say you do a search for Pit Bull mom mug, it might say that there's pages of results, but it's probably only something like the first 20 or so are actual Pit Bull mom mug designs, and then it's random things that don't really make sense to Pit Bull moms. Just random funny mugs that they're just throwing in there. In terms of relevant competition, there's not going to be that much.

Someone says, "If I understand you only need a subscription to Gearbubble Pro." You don't need to have... Gearbubble Pro is a separate thing that you don't need to use for the Low Hanging model. Someone says, "If I buy it now, will the lifetime integration and bonuses be included with no additional fees?" Right. Yep. No additional fees, lifetime integration. Someone says, "I purchased and I'm happy with the offer." Well, thank you for signing up.

Someone says, "Is there anything else we need to stay on the call for or is this just answering questions to prospective buyers?" I'm happy to answer any questions, but if you want to dig into the training, then I would say dig into the training. You've got the weekly coaching calls where you can ask me questions as needed. So, go make some designs and hopefully by the first coaching call, you'll tell me about some sales you've already made. That'd be awesome.

Someone says, "If I already have lifetime integrations, will you have an LHS sale without it at a lower cost?" The thing is, even if you already have the integrations, I would say that it's still... Just the mugs alone could pay for all of this plus extra. Then, you get the weekly coaching and the done-for-you designs, so as of right now, I don't have a plan to do what you're offering, but I would say there is a reason why a lot of people sign up over and over.

Someone says, "I signed up. Do you think the training will be simple enough for someone with no prior Etsy and Amazon selling experience?" Well, thank you for signing up and yes, absolutely. The training is a very, very simple. We've got kids all the way to grandparents, and I know some grandparents are young, but older, lots of people doing this and there's excellent support, too,

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if you have any questions. The training does not include anything about Gearbubble Pro since that's not necessarily for Low Hanging.

Someone says, "If we want to make a second order, do we just place a second order?" Do you mean you want to sign up for multiple people? Yeah, you could absolutely do that. Someone says, "So, we have to use gearbubble.com, right?" You can use any print on demand provider that you want, but Gearbubble is consistently really great, really great quality. And the cool thing about my having the warehouse and this course is that I can help make sure that if you have any problems with an order or anything, we can get you priority support and just help take care of you, but you can do whatever you need.

To manually fulfill your orders, we cover that in the training. It would be a big thing to show you, but you can just place manual orders. No problem. "How suited is this course for artists looking to put their art on products like mugs and shirts?" So, it will help you... As I was saying before, usually we teach people to do basic black text on a mug, but if you're wanting to do your art on different products, we do have people that will take the training and use it for the different products that they're selling.

Let's say you're an artist. You could go through the training and figure out how to come up with the right keywords to put on Amazon, Etsy, and things like that. I don't know what kind of art you have. If you have more abstract art and it's things that people aren't necessarily searching for, then this might not be the best fit for you. If it's something where you have, let's say, I don't know, art of butterflies that people are looking for, then you could figure out how to appeal to people that are looking for that kind of stuff anyway and get in front of them, if that makes sense. If you have any other questions you'd like me to answer with more details, I'd be happy to.

Okay. Someone says, "I have the following set of questions." I wish we could see your names. Not everyone's is coming through. "What is the average timeframe that you see that it takes a student that goes all in to get the sale?" There really isn't an average timeframe. We've seen people that have gotten sales before the webinar's even over, and then there's people that it takes longer to. Like I said before, the less you overcomplicate it, the faster your sales will be, and we're in the best time period ever right now to make as many sales as... I can't say ever, but really we're killing it. 91 new people at the warehouse. Sales are just through the roof. Everyone's spending their stimulus checks on mugs it seems like.

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Okay. "I'm in Europe. Can I list on Amazon UK and eBay UK and get it shipped from Gearbubble?" Yes. "If yes, how does the profit look then, as, I guess, shipping costs go up, I'm afraid the cost will be so high for shipping that it won't work." Shipping is only \$1 more for anywhere outside of US, so it's \$5.95. "Since I have a company in Europe, can I set up as a seller on amazon.com?" Yes, you can. And then, "I'll definitely go in right away and buy your system. Thanks for taking your time." Yeah, thank you for signing up and thanks for your questions.

Someone says, "My strength is in graphic design, but I lack copywriting skills. Does the course give tips on copywriting for the Amazon listings?" You don't need to worry about copywriting at all. I don't put anything in for descriptions or anything. All you need to do is come up with the good titles that have keywords in them. We're not doing copywriting. We're not going to try to... The thing is we're not trying to convince anybody to buy these mugs. We're not saying, "Check out this beautiful mug. It's great and ceramic and whatever." No, we're giving people what they already say that they want. So, that's why it's low hanging and easier than other systems out there. We're not having to convince people to do anything. They want to pay us.

"Do you think it's too late for Father's Day in sales for mugs?" Uh-uh. No. I don't even think we started with the bulk... I think there's going to be a lot of Father's Day sales still rolling in. There's a question that somebody just answered, so it's not there anymore. I don't see any other questions. If you guys have anything else that you'd like to ask, I am here, happy to answer.

Someone says, "How much is SpotNiches?" It's normally \$97 a month. If you sign up throughout this recording, then you will get access to it. I think I said, if you're still here, lifetime. Let me get another sip of water and then if you guys have anything else, ask away now.

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# What You're Gonna Get...

- Low Hanging System Training - LIFETIME Access (\$6,919 = One Month's Worth Of NET Profits)
- Amazon Integration (\$1,164/Year FOR LIFE)
- Etsy Integration (\$3,564/Year FOR LIFE)
- eBay Integration (\$324/Year FOR LIFE)
- Shopify Integration (\$1,164/Year FOR LIFE)
- 100 Done-For-You Designs (\$250 Value)
- 5 Boxes Of Mugs (\$711 Value)
- 90 Days Of SpotNiches Access (\$291 Value)
- 12 Weeks Of Hand-Holding Coaching (\$1,000 Value)

Total Value: \$15,387 First Year  
+ \$6216 Every Year After!

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But, really, guys, to reiterate, we've really created this offer to make it as easy as possible for you to make sales. There have been so many people... I was showing you just some of these. This is "Something told me to sign up, I usually trash emails." If you're thinking about it and you're not sure, maybe this will inspire you. "I usually trash emails talking about seller course offerings. Something told me, go watch the video and sign up." Now she says she's been living comfortably on this sole source of income since September 2018.

We have so many people that have gotten results with this system and have said they haven't been able to get success with anything else. Really, and you could see through the training, it's very, very simple. It works. If you're on the fence, I would really recommend, especially with this time period, so many sales are going on. Yeah, I'll just leave it at that.

Thanks guys for being here. Yeah, you'd get the lifetime SpotNiches. Payment would be... I'm just going to send you here with my support desk. Yes, you can sign up today, still get all the bonuses, not the lifetime SpotNiches, but you'll still get the 90-day SpotNiches. And there is a split pay in the... Yes, there's a split pay on the checkout page. Don, do you have any closing words or anything?

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Don: Real quick, everybody, did you love the content today? Yes, no, maybe so, put it in the box. Let Rachel know, because, bless her heart, she was here answering every single question. I don't think she left a single question out. I think you got a lot of fans here today, Rachel. Everybody's saying yes, a couple people saying, "Pop pop," and everyone enjoyed the content. I don't have anything else to say. You did a wonderful job and people are really happy.

Rachel: Awesome. Well, thank you. Thank you guys very much for being here all the way to the end. I really hope that you got a lot out of this. I hope to see you inside and hope to celebrate the sales that you get, with you.

Thanks again, guys. Oh, and then for the person who says they're in the woods, here, you can sign up today and we'll get it. Here, I'll send you this.

Don: Real quick, I just want to thank everybody so much for coming out. I think Rachel's typing away, answering a few last questions in the chat box. I know it was a bit of a long one today because Rachel did not leave anyone's question left. That's how she does it on all of the calls. She makes sure that she stays until the very end to make sure that all your questions are there. So, thank you very much, everybody for signing up. I look forward to seeing you inside the Low Hanging System. I look forward to you having a huge upcoming holiday season. Have a great day, everyone.

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Rachel: Thanks again, guys. Thank you for being here. I'll leave this page up for another couple of moments. If anyone is still on the fence, I'll quickly type here in the chat box, as well the link to sign up. Stephanie, thank you. I see you did that.

Yeah. Thanks again, guys, really. I can't reiterate enough if you're here and you're listening all the way to the end, the sales are amazing right now. I really hope that you start doing this and see how easy it can be and how fun it can be, too. We have so many people that just love, love, love doing this and it brings in sales. Thanks again, guys. Have a great rest of your day and I hope to see you inside.

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