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The Key To Your Products Success The product you're going to develop has to make a BIG promise in how it's going to solve the potential customers problems. Dan Kennedy calls the type of ads you'll use in selling this product "The Giant Promise!" It has to promise such amazing results that it borders on unbelievable... but at the same time it must not be a false promise. This is a critical factor though in how well your sales will go. The Giant Promise sells products like hotcakes! A couple of examples of The Giant Promise - Maybe you discovered a way to get listed at better than #1 at Google. So you write a report on how to do that. Better than #1 sounds almost impossible, yet it is. You can do it by using press releases since news stories and press releases are often listed above the SERPs and sponsored listings!

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