

CashLab's

## THREE SITES THAT'LL MAKE YOU MONEY—FAST



Are you one of the millions of people who realize you can make money online but don't know where to start? Have you tried “push button” techniques or taken courses that left you more confused than before? Are you a victim of information overload?

Well, you've come to the right place. **CashLab is the best resource on the web for learning how to make money online.** We've designed all of our tutorial videos to be lean and fast-paced. We know how valuable your time is and we're not about to waste it.

This document is merely an introduction to the science, concepts and strategies of making money online. If you have more experience, you can visit [CashLab](#) for in depth, easy-to-follow tutorials that will walk you through money making formulas in far greater detail.

The following is produced with beginners in mind, but even for those with some experience, this document will have something of use for you, too.

**One important note:** Before you make any judgments about this report,

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make sure you read it to the very end.

Here's Erick von Schulz, one of the founders of CashLab, dissecting sites that where you can make a living and much, much more.

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## MAKE YOUR 1st DOLLAR ONLINE — FAST

by Erick von Schulz

Hi, I'm Erick, one of the co-founders of CashLab. I've made money using the internet for over thirty years. I could say more, but I realize your time is valuable, so let's jump right in.

You'll hear me repeat this often in our video courses: **"If you can't make \$1, you can't make a million."** If you want to make money online, you have to start somewhere.

Haven't made your first \$1 yet? Don't worry. I'm going to show you how to make your first dollar online right now—and a whole lot more after that.

Here are three of the best places or methods to make your 1st dollar—fast.

1. **Clarity.** In 5 minutes, you can start a consulting business making over \$100 an hour.
2. **Fiverr.** Can you draw? Can you make a phone call? Can you design a website? You can sell a variety of services on this site and make great money.
3. **Ebay.** Everyone's heard of it, but few have mastered it. Buying and selling goods on this site can raise money fast.

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### Clarity

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"Every 90 seconds, a startup is on the phone with a Clarity expert."

[Clarity.fm](https://www.clarity.fm) was established in 2012 by Dan Martell and now boasts more than

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30,000 experts who facilitate more than 12,000 consulting calls every month. The company, which raised an initial seed round of \$1.6 million, was acquired by Fundable earlier this year.

Clarity makes earning income as a consultant really easy. In five minutes you can be making up to \$1,000 per hour in exchange for what you know. Yes that is right: up to \$1,000 per hour. For real.

Why would someone pay you \$1000 an hour? Because you have a five minute answer to a burning question that might take a business owner hours of research to figure out on their own. It's one-on-one, direct and sometimes almost immediate. The caller gets the answer they need from trusted, verified, and peer-reviewed sources.

For example, if I need help with Infusionsoft, a small business CRM, sales & marketing software, I can find specialists on-demand who can help me out.

Even “celebrity” entrepreneurs like Eric Ries and Mark Cuban use Clarity. The Dallas Mavericks owner and Shark Tank investor has his rate set to \$166.67 per minute. Probably worth it, too!

For service-based businesses and consultants, this is another potential way for clients to discover you one that doesn't rely 100% on your own marketing efforts. It's not passive income, but there's also very little overhead involved.

An average call I set up lasts 20-25 minutes and earns \$36.40.

To set up a call with a Clarity Expert, a customer will:

1. Fill in a little form to give my expert an idea of what I want to talk about.
2. Estimate how long he or she think the call will run.
3. Suggest three times, beginning as early as an hour from the time the request is made.

Clarity will bill immediately for the estimated length of the call, and refund the difference if the call is shorter than anticipated. (And charge the customer the overage if the call runs long.)

Clarity provides a conference call number and tracks how long the call lasts. The customer pays only for the time both the customer and the expert are on the

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line.

Once the call is scheduled, the customer can dial in from anywhere. Are you on vacation in Hamburg? Sightseeing in Malta? Visiting family in Nagasaki? As long as you have an internet connection, you can take a call.

Clarity simply takes a 15% cut from every completed call. Price accordingly and what you have is an app ready to be monetized to your benefit that requires zero monetary investment up front from you.

## Get Started - Clarity Profile Setup

Ready to get started? Good! Taking action is essential to success.

1. **Sign Up**- The first step is to create a free expert account. If you have a website or blog, you can link to your Clarity profile from your sidebar, your about page, or even in your email signature.
2. **Write Your Bio**- Keep it short and professional. Include relevant experience, results you've had and/or examples of your work. If you're unsure what to include, browse the most popular profiles in your field and take a few pointers from them.
3. **Verify Your Account**- Next, Clarity offers a few ways to "verify" your account with other social media profiles, and at minimum you must connect your LinkedIn account. (It's required.)

While we can't be sure, we imagine these verifications will be a "ranking factor" in Clarity's search algorithm if they are not already. It's also a way to safeguard that you are who you say you are — so someone else can't pretend to be Mark Cuban and charge \$167 a minute!

In any case, any social media connections make your profile look more legit because they're prominently displayed.

4. **Picture**- Upload a professional picture. You can also use one related to your industry, as long as it shows your face. If you're feeling ambitious, you can now even add a video to your profile page.

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5. **Record a Video**– Record a simple video that addresses your Clarity audience directly. This helps you build trust and sets you apart from the competition.

You can use YouTube, Vimeo, or any other video hosting service you prefer. Upload it there and paste the link onto your profile. Done!

## Setting Your Rate

When setting up your profile, you'll be asked to set your hourly consulting rate. Rates on Clarity start at \$60 per hour, but generally average \$100-300 per hour.

Another option: you can start out charging nothing to build up a base portfolio, but if you set your rate to \$0 you won't be eligible to appear in Clarity's search results. More on taking free "portfolio-building" calls in a moment.

On your public-facing profile page, rates are displayed by-the-minute. This may be a psychological hack. Does a \$1.67 a minute sound more affordable than \$100 an hour? For most people, the answer is probably "yes."

Here are a couple pricing strategies to consider.

1. **Price low initially.** to help build up a bit of a portfolio of positive feedback. This would also be the strategy to consider if you envision Clarity being a potential lead generation platform for your larger business. Think of it like Costco giving away free samples. They want you to buy the whole pack so they're willing to give away a taste for free.
2. **Don't undercut your services.** If you have publicly listed your rates elsewhere, it might not make sense to "undercut" yourself here on Clarity. After all, if you're an attorney billing clients at \$400 an hour, it would be upsetting for a prospective customer if he or she could hire you for \$100 an hour on Clarity instead.

Still stuck? Take a look at what others are charging for your areas of expertise and pick something in the middle.

When I'm shopping, I tend to gravitate not toward to the cheapest or most expensive options, but toward something in between. Callers on Clarity may behave

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similarly.

You can change your rate up or down at any time. I started out at \$60 an hour and have been slowly increasing my rates as I've accumulated more calls and feedback ratings.

After you've made some money, you can withdraw your earnings to PayPal, or you can elect to donate your Clarity earnings to a charity of your choice.

My business partner, Burton Morris, and I support The Kefa (pronounced Kay-Fuh) Project. A percentage of everything we make at CashLab goes towards helping street kids in Kigali, Rwanda, find love, support and education. We'll have a link below if you're interested to learn more about the great work that Kefa Project is doing.

## **Your Areas of Expertise**

Each expert on Clarity can have up to five areas of expertise. Naturally, it makes sense to fill out all five to give yourself the best chance of being discovered.

Like all marketplaces, there's a search engine element to clarity. Consider your expertise headings as your main keywords you'll be targeting in "Clarity SEO." [SEO is short for "search engine optimization." This simply means words that customers type in to find you.]

You also have the ability to add a picture to illustrate each category you choose and write a little description. I like to have fun with the images, but think of the written description as your online resume. If you have any concrete deliverables or results you can share, definitely include them.

## **Building Your Profile: Your First Calls and Reviews**

Whenever you start on a new marketplace (Amazon, Udemy, Fiverr, Upwork, Etsy, etc.), you're starting from scratch so it's on you to give your profile the initial push it needs to get some real attention.

Thankfully, Clarity is aware of this problem and has a cool workaround for new experts. After all, they want you to succeed because that's how they get paid.

The best way to collect your initial Clarity reviews is to set up free calls through the platform. Each expert has the ability to generate a "promo" VIP link you

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can share with friends, clients, or other trusted individuals.

This may not even require a huge change in behavior. If you're already taking free intro calls with potential clients, why not just run them through Clarity instead for a couple months to build up your credibility on Clarity's site?

The call count and reviews are social proof. They help build trust with your potential callers that you're legit and can help them.

## **Maximizing Your Clarity Earnings**

On each call, you can kind of get a feel for the type of customer you're dealing with. Some are happy with a long rambling conversation, while others have a precise pre-written list of questions they expect you to answer. Some, surprisingly, love to hear themselves talk and will dominate the conversation. I'm an excellent listener when the clock is ticking!

Some Insider Tips:

It's generally easier to keep someone talking than to acquire a new client. Every minute on the call is more money in your pocket. Be helpful and honest, and speak quickly (you're the expert!), but also make sure to ask if there's anything else you can help with.

Sometimes a thoughtful probing question or two can uncover a new area of assistance the caller hadn't thought of initially. They'll be grateful you brought it up—or they'll politely decline.

After a brief intro, I like to openly acknowledge the dollars-for-minutes relationship:

“I know we're on the clock here so if you're ready, let's get right into it. I understand you're looking for help with \_\_\_\_\_.”

This is a subtle way of showing you understand and intend to be respectful of their time and wallet.

## **CLARITY CHECKLIST**

- Set up your profile
  - Sign Up
  - Write Your Bio
  - Take a picture (make sure to get a lot of light on your face)

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- Post the picture on Clarity
  - Shoot a Webcam video directly addressing your potential customers (or you can use [Loom](#) to quickly shoot a video w/your webcam)
  - Upload video to Youtube or Vimeo and paste link into your profile
  - Set Your Rate
  - Get a Paypal Account and link it to Clarity
  - Get your first call (friends are OK)
  - You're all set up!

Extra Credit:

- Post your Clarity profile link on LinkedIn, Facebook, Twitter, etc.
- Write a blog post about your Clarity profile to promote it
- Create an FAQ on your Clarity Profile to increase your authority

Other sites to consider similar to Clarity.

[WizIQ](#) – Focused on academic tutoring.

[Coach.me](#) – Focused on personal growth and self-improvement.

[PopExpert](#) – “Get better at life, work, and play.”

[24Sessions](#) – Business advice for entrepreneurs.

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## Fiverr

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[Fiverr](#) is a great way to make money online because you sell one easy thing: your skills.

Even though the name of the company is Fiverr, most people offer additional services up to \$150 per gig. I suggest starting off cheap, build up your ratings and add additional services for great prices.

Are you good at photo editing? Put your ad on fiverr and start making money today.

Are you great at writing resumes or doing voice overs? One guy makes over \$100K a year sitting at home with his kids doing voice overs for commercials.

Just go to [fiverr.com](#) look at all of the services available. See which ones match your skills and use their ad as a reference to your ad.

### How to Set Up Your Profile



1. Take a photo of yourself. Make sure to check the lighting. The brighter, the better.
2. Shoot a video presentation on your phone about what an awesome person you are for this service. For reference, check other pitches and base your pitch on what you like about their pitch.
3. Start collecting money.

**Here is a tested pricing structure that works:**

1. Base service is \$5,
2. Second level is \$15
3. The ultimate service is \$50+.

All transactions are completed and after a certain period of time the funds are deposited into your paypal account. More money for your online business. Cha-ching.

**Fiverr Checklist**

- [Sign Up for Free Account](#)
- Set Up Profile
  - Picture
  - Fill Out Description
  - Link Your Relevant Social Media Accounts
  - Add Your Skills/Education/Certifications
- Create Your Gig (View Competitors for Examples)
  - Basic Offer - \$5-\$20
  - Standard Offer - \$25-\$100
  - Premiere Offer - \$90-\$1,000+
- Upload Images or Video in Offer Description - Any Relevant Demo Work, the more the better
- Connect PayPal Account
- Basic Setup Complete!

Extra Credit

- Make Your First Sale
- Create Multiple Offers
- Explore Fiverr Pro for More Money

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## Tips

1. Get a friend to buy your \$5 gig and leave a positive review.
2. Make compelling video of why users should choose your service. (use your phone video)
3. Respond to emails as fast as possible, 100% response rate (Fiverr's algorithm watches this)

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## Ebay

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I know what you're thinking: Ebay, really?! Yes, I say, Ebay. I've made hundreds of thousands of dollars on Ebay. It's a great way to make cash fast.

### Getting Started

All you will is a paypal account and you are ready to go. Set up your ebay account. Find something, preferably something you're familiar with, that you have at home. Make that first sell and you're off to the races.

Sell a few cheap items just to build up some feedback. People do not like buying from people with zero feedback, so build up some credibility and reputation. If you don't have anything at home that you're willing to part with, go to garage sales, thrift stores and find items that have value you can buy cheaply and resell online for a profit. Be sure to think about shipping fees. Don't pick up a bowling ball for \$2 only to have a \$20 shipping fee.

Try to specialize. I specialize in lenses and camera gear, so I look for old cameras and lenses at pawn shops, thrift stores and craigslist. Sometimes, I even buy things off Ebay that are undervalued. I take nicer photos than the listing I bought it from, do some camera tests with the lens, then list it with a nice write up. Usually, I get 3x to 10x what I paid for it. I have bought \$5,000 items for \$500-\$600 and resold it for \$2,000 within a few weeks.

The key is to specialize. A friend of mine buys knives at thrift stores for twenty five cents and resells them for \$25 to over \$150 online. He also does this with candles. He knows the valuable ones and buys those to re-sell them on Ebay.

You can find old video games, comics, coins etc. and specialize. Anything

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that's collectible. Anything that interests YOU. After all, if you're going to be selling the same items over and over again, you better enjoy what you sell!

## **Two Ebay Hacks That'll Help You Sell Fast**

1. If you want to sell quick, sell it cheaper than the other sellers so you can unload it faster. You can scan the recently sold items to get an idea of what they are selling them for. It is good to leave a little meat on the bone for the next person.
2. If it is super rare item, wait for the right buyer and make as much as you can. More often than not, I sell below the other offers for faster sells.

Remember: don't ignore Ebay. It's the world's largest flea market...for a reason!

## **EBAY CHECKLIST**

- Identify Your Product
  - Find a product in your home you don't need
  - Search for similar products on EBAY
  - Look at the "Completed Listings" to see how much a similar product sold for.
  - Decide on your product
  - Take Pictures of Your Product
- Sign Up for EBAY
- Sign Up for Paypal
- Create Your Profile
- List Your Item
  - Upload your pictures
  - Write a detailed description of your item
  - Review profiles of similar products for tips

## **Tips**

1. When mailing items over \$50, make sure to use tracking code so you can confirm delivery.
2. If you have an expensive item, pay for an Ebay promotion. A 5% charge, but your item will be moved to top of the search results.
3. Always check with buyer to make sure they're happy to make sure you get five star feedback.

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4. Buy 10 small priced items to get 10 positive feedback. Once you hit ten, users will view you as trustworthy and are much more likely to buy from you.

## **Wanna Make \$5k per Year?**

Made your first dollar yet? If no, get on it!

If so, let me show you how to turn that into \$100 a week, \$5k+ a year. Sound good?

I teach a course at CashLab called \$5k Strategies. That's because I give you all the tips, strategies and formulas I've used over the years to make hundreds of thousands of dollars online.

Then, I break down exactly how YOU can make \$100 a week or \$5k a year in extra income outside of your day job.

It's mathematically impossible not to make money using the methods you'll learn in my \$5k Strategies course. Go [here](#) now to check it out.

Support our friends at the Kefa Project [here](#).

Thanks for reading! We hope to connect with you soon. Good luck!

### **In Case You Missed It...**

EXCLUSIVE BETA OFFER - [CLICK HERE TO GET IT](#)