

THE TWO CHANGES

- We're not going to beat around the bush today
- The two main changes you need to make to earn more money from your series is Improve Conversion Rate and Optimize Readthrough
- It sounds simple, but many authors struggle to understand these concepts and apply what they've learned
- That's why we're going to focus today on getting a handle on the numbers so that you can improve them
- And once you make these changes on one book or series, you can take similar actions on all of your books

HERE'S WHAT YOU'LL LEARN TODAY

- How to calculate Conversion Rate and Readthrough
- The changes you can make to improve Conversion
- The changes you can make to optimize Readthrough
- Other tweaks you can make to help your series bottom line

HERE'S WHAT YOU'LL NEED

- Your full, undivided attention
- 60 minutes for the teaching and 30+ minutes for the Q&A session
- A willingness to put the data ahead of your gut and fear

I HOPE YOU'LL STAY UNTIL THE END

- We'll have a Q&A session where we'll answer every last one of your questions
- · We'll share the slides with you at the conclusion
- We'll also be providing you with some coupons for our done-for-you description service (and some cool bonuses to go with them)

WHY CONVERSION MATTERS FOR SERIES

- Conversion Rate is how many Ad Clicks it takes for a reader to purchase your book or download it on Kindle Unlimited
- If you can get that Conversion number down (fewer Clicks leading to more purchases), then you're a lot more likely to be Profitable
- When you have a strong Conversion AND you have additional books for readers to buy after that book...
- Then you'll increase your chances for Profitability in a big way
- With certain tweaks, you may be able to spend half as much to earn twice as many royalties (how does that sound?)

BECOMING A POWER CONVERTER

- Readers subconsciously take in every aspect of your book's Amazon Sales Page when making a purchasing decision
- If anything on the page is confusing or out of the ordinary (i.e. what they're used to), then your Conversion will get worse
- It's worth noting that Conversion Rate is the second thing you check...
- Because if Profit is strong, then you likely have a Conversion that doesn't require improvement
- Whenever authors come to us saying, "My Conversion Rate is 2 clicks to get a sale, how can I make it better?" We tell them to leave well-enough alone

HOW TO CALCULATE CONVERSION

- Conversion Rate = How many clicks it takes to get a Sale or a Full KU Read of Book 1
- Usually around 10 Amazon Ad Clicks to get 1 Sale or Full Read should be profitable for novels or longer nonfiction...
- Around 6 Clicks to 1 Sale for shorter works or short standalones and around 3 Clicks to 1 Sale for children's books (especially those in Kindle Unlimited)
- It can take several weeks or a full month to gather the data needed for an initial conversion assessment
- Eventually, you'll want to get at least 100 Amazon Ad clicks to Book 1 to determine your Conversion Rate more accurately

CONVERSION MATH #1

- A non-KU book with just an ebook edition
- · 400 clicks over a month with 20 ebook sales
- 400 clicks divided by 20 sales = 20 clicks to get 1 sale (a.k.a. 1 sale for each 20 clicks)

CONVERSION MATH #2

- A non-KU book with a paperback, ebook edition, and an audiobook
- 1,000 clicks in a month with 10 paperback sales, 90 ebook sales, and
 5 audiobook sales
- 1,000 clicks divided by 105 sales = 9.5 clicks to get 1 sale (a.k.a. 1 sale for every 9.5 clicks)

CONVERSION MATH #3

- A KU book with an ebook edition and a paperback
- 250 clicks to get 10 ebook sales, 2 paperback sales, and 1,500 pages read (on a 500 page book)
- 1,500 pages read / 500 pages per book = 3 additional sales
- 250 clicks divided by 15 sales = 16.7 clicks to get 1 sale (or 1 sale for each 16.7 clicks)

THE CLEANER, THE BETTER

- You want to ensure your data doesn't include multiple changes in price or any other sales page criteria
- This means that if you ran a 99 cent promo or messed with the blurb multiple times during a certain month...
- It's not a great set of data to pull from to figure out your Conversion Rate
- Ideally, we want to find 1-3 months of consecutive, clean info that's at least 30-60 days after a launch

WHAT IF THE NUMBERS AREN'T GOOD?

- Let's say your series is unprofitable or break-even and you've run the Conversion Rate numbers
- For example, maybe you found that your Conversion for Book 1 was 15 Clicks to get 1 Sales or KU Full Read
- At this point, you'd want to consider making a tweak of one variable to see if it improves the Conversion Rate (one at a time is better than changing multiple at once)
- One of the quickest first tweaks to make would be the first line of your book description (a.k.a. the hook)

YOUR FIRST LINE IS ESSENTIAL

- There's an old copywriting maxim that 80% of readers stop reading after the first line
- If you lose your potential buyers after the Hook of your description, then they may be gone forever
- This is why it's incredibly important to focus on making the first line absolutely brilliant (even before touching up the rest of the blurb)
- We went over this extensively in previous webinars, but we've included a little refresher here in this video

A HOOK REFRESHER

- · A strong Hook is based off of a character's Wants, Obstacles, and Consequences
- Those Consequences should be at the highest possible stakes of Death, Love, or Enlightenment
- Additionally, we've discovered that we can increase impact by trading down the number of words
- We've also found out that the last word should absolutely be our strongest
- Lastly, we need to take what we've learned to create multiple versions of our powerful hook

A HOOK REFRESHER FOR NONFICTION

- · In nonfiction, we have a slightly different system
- The Hook is always two sentences
- 1. The Problem your reader is trying to solve
- 2. Your book framed as the solution
- For example, "Can't wait to get out of debt? Discover a 5-step system to get your credit card balances back down to zero."

FICTION EXAMPLES

- Two wounded hearts. Too many secrets. To forge a loving future, they'll have to survive a deadly history...
- A starving planet enslaved. A deadly weapon misplaced. Can one privateer fleet rescue an entire solar system?
- Fate ripped her daughter away. Can a grieving mother find her way to peace?
- A gallant gamer. A creeping plague. Can he find the source and stop it before the world loses its last life?
- A festive holiday. Santa's team is sick! Can one young reindeer save Christmas?

NONFICTION EXAMPLES

- Want to boost teen confidence and social skills? Discover ways to build a child's resilience to launch them toward success.
- Familiar with French but hoping to master reading and writing? Discover a clever system that can help improve comprehension with ease.
- Want to turn unemployment into an opportunity and an upgrade? Discover ways to launch a career comeback.
- Want to ace the next semester of algebra? Discover a new approach to math that will help retain the info once and for all.
- Want to see more dollars and cents after each paycheck? Discover simple habits to help build wealth and gain financial independence.

RESETTING THE COUNTER

- It's important to remember that when you change your blurb hook...
- You're starting the Click and Sale counter over at 0 in hopes of getting 100 or so new clicks
- So, if you make multiple tweaks or keep making changes, each time you'll have to start counting again
- This gives you a clearer Before and After period to see if your changes actually made a difference

IF CONVERSION DOESN'T IMPROVE...

- There's a chance that our modifications won't be enough to make our books winners
- If that's the case, then we have two choices: go big or move on.
- Making larger changes on our books like the Whole Book Description will take more time and effort...
- This is just worth keeping in mind that these little tweaks like the hook do not guarantee success

"BRYAN, I WANT TO SEE THIS IN OF COURSE. I CAN SHOW YOU THE MORLD.

CONVERSION PLUS READTHROUGH

- If a Series isn't Profitable, you can make changes to Book 1 to try to boost your bottom line
- And from there, improvements to Readthrough can further turn your numbers around
- But there are no guarantees (especially if a series is far from profit)
- The math can help you to avoid turning your publishing career into a money pit

WHAT IS READTHROUGH?

- Some of the readers from Book 1 will go on to read future books in the series
- Using your data, you can "Project" how many should go on to read the other books
- Factoring these numbers in lets you have a better idea of what you can spend to turn a profit
- I recommend looking at three months minimum where you didn't have a promo or a launch

FIGURING OUT SERIES READTHROUGH

- Gather all of the data for how many copies you sold of each book in a series
- Book 2 Readthrough = Book 2/Book 1 X Royalties Per Copy
- Book 3 Readthrough = Book 3/Book 1 X Royalties Per Copy
- Book Y Readthrough = Book Y/Book 1 X Royalties Per Copy
- Factor for all books in the series, add them up, add it to every Book 1 sale

FIGURING OUT KU READTHROUGH

- It's slightly different for Kindle Unlimited Readthrough
- Book 2 KU Readthrough = Book 2 Pages Read/Book 1 Pages Read
- Book 3 KU Readthrough = Book 3 Pages Read/Book 1 Pages Read
- Factor for all books in the series, add them up, add to each Book 1
 Page Read

READTHROUGH EXAMPLE, PART 1

- 5 book series not in KU (each book priced at \$2.99 with \$2.05 royalties per sale)
- Over a month period, 30 sales of Book 1, 20 sales of Book 2, 15 sales of Book 3, 15 sales of Book 4, and 15 sales of Book 5
- 20 sales of Book 2 / 30 sales of Book 1 = 0.67
- 15 sales of Books 3-5 / 30 sales of Book 1 = 0.5

READTHROUGH EXAMPLE, PART 2

- Book 2 = 0.67 X \$2.05, Book 3 = 0.5 X \$2.05, Book 4 = 0.5 X \$2.05,
 Book 6 = 0.5 X \$2.05
- + \$1.37 + \$1.03 + \$1.03 + \$1.03 = \$4.46
- For each sale of Book 1, you can expect \$2.05 royalties and \$4.46 in projected Readthrough
- That's like an estimated \$6.51 in sales/readthrough per sale of Book 1

WHAT DOES THIS MEAN?

- If you had 30 readers at the start and 15 made it all the way through Book 5, then half of your readers reached the end (which is great!)
- And if you earn \$2 for a sale of Book 1 and Readthrough bumps it to \$6, you've nearly tripled your Royalties from the rest of your series
- If only 5 or 10 readers made it to the end of your series, you'd earn less (and if 20 readers made it to the end, you'd earn more)
- Better readthrough means more money in your pocket at the end of the day

THIS CAN BE A BIT CONFUSING

- For now, don't let the formulas worry you too much
- What it comes down to is that getting more readers from Book 1 to Book 2 (and then more from Book 2 to 3 and so on)...
- Can increase your Royalties and influence how much you're able to spend on advertising
- So, let's talk a little bit about HOW you get more readers from Book 1 to Book 2 (and so on)

HOW TO GET MORE READERS TO BOOK 2

- Following the very last line of your story, link to the next logical book in the series
- You can also offer a Reader Magnet for joining your newsletter and include a note from the author with a call to post a review, but the link to Book 2 is the most important by far
- If you include a million different places for readers to go (your Facebook page, your website, etc.), then your back matter will be leaky
- If you have a link to Book 2 right at the end, a note from the author with a link to Book 2, and even a book description with a link to Book 2, then you give yourself a better chance of keeping that reader in the series

THE BLURB FOR THE NEXT BOOK

- Like any good description, you need a strong Hook, Cliffhangers, and CTAs
- This is more likely to encourage sales than the Author Note alone
- You can just use the same blurb in the back of Book 1 and on your sales page for Book 2
- This is why it can be so helpful to have a strong Book 1 AND Book 2 blurb to increase your Series Profit

LET'S TAKE IT BACK...

ALL THE WAY TO THE BACK!

PUTTING IT ALL TOGETHER

- When you improve your Conversion Rate (with a better hook or blurb), you
 pay less money to get more readers into your series in the first place
- By also strengthening your Readthrough (with stronger CTAs at the back of the book), you get more readers from Book 1 to Book 2...
- Which also increases your royalties (and profitability) from the series as a whole
- Improving both at the same time can take you from break-even to profitability over a 60-90 day period

THIS ADVICE IS PERMANENT

- Marketing strategies will change from week to week...
- But as long as you're selling in a series, you're going to have Conversion and Readthrough
- If you want to get readers more excited about your books and series...
- You need a Sales Page and Back Matter that keep them excited from series start to series finish
- Like the tips you just learned

PLEASE, PLEASE REMEMBER

- This is NOT just theory
- We've worked on over 4,000 book descriptions and we've seen how better hooks, blurbs, and back matter can increase Conversion Rate and Readthrough
- It is exactly the same principle if you have one book or multiple books in any subgenre
- Improving these aspects of your marketing can get you more readers and give you more profitable marketing for the rest of your career

SO, WHAT'S THIS ALL ABOUT?

- It's about earning more money (and getting more readers to check out your whole series) from selling more copies of your nonfiction or novels
- More money gives you the freedom to spend your time how you want it
- That means getting rid of your soul-sucking day job and focusing on your passions
- It's also about spreading your message throughout the world

I'M NOT SURE WHY YOU SHOWED UP TODAY....

- I hope you really "get" the importance of your Conversion and Readthrough
- An optimized hook, blurb, and back matter can increase your copies sold for the rest of your career
- Going on my journey and discovering the importance of the sales page turned my life around
- It's something YOU can do
- You can in a shorter period of time than you'd think have more sales too...

READERS FOR YOUR WHOLE SERIES

- A strong book description for Book 1 can get readers to dive into your universe (and a stellar Book 2 blurb can keep them reading)
- You've got a lot of work on your plate to make your description as effective as possible
- Many authors have told me that they've struggled to make their blurbs exciting (and that it's taken precious time to do so)
- So at some point, you'll need to decide if it's worth getting your description to A+ level on your own or getting some help so you can focus on writing more adventures for your beloved characters

SO THE OBVIOUS QUESTION IS...

- How do I get better Conversion and Readthrough to sell more books?
- You always have two options
- You can do it slow using trial and error and some of what I've taught here today
- Or you can do it quickly by having me and my team do the marketing work for you
- But I want your permission before I let you know the details. Type YES if you want to hear more.

BECOME GREATER

ANIEKEE TOCHUKWU EZEKIEL

INTRODUCING...



WHAT IS BEST PAGE FORWARD?

- · Our custom, done-for-you book description service
- The easiest way to go from a blurb that pushes browsers away...
- Into one that converts more strangers into paying customers
- And it's the quickest way to direct more people to the Buy Now button
- Also, it allows you to hand off part of your marketing to somebody else so you can get back to writing!

IT HELPS YOU UPGRADE FROM THIS . . .



TO THIS . . .



WHAT DO I GET OUT OF THIS?

- We improve your copy for you
- Which strengthens your Conversion Rate and Return on Investment
- And improves your chances of getting readers from the end of Book 1 into Book 2
- This allows for a higher chance of profitability
- And it accurately conveys the tone of your book as you intended

AUTHORS LOVE THIS SERVICE

"Gotta give props to Bryan and team! Some of my ads are converting as high as 5:1, and I know that the blurb they wrote for me has a huge role to play in that. So THANK YOU!"

- Andy Peloquin, Bestselling Grimdark Fantasy Author





MORE PRAISE

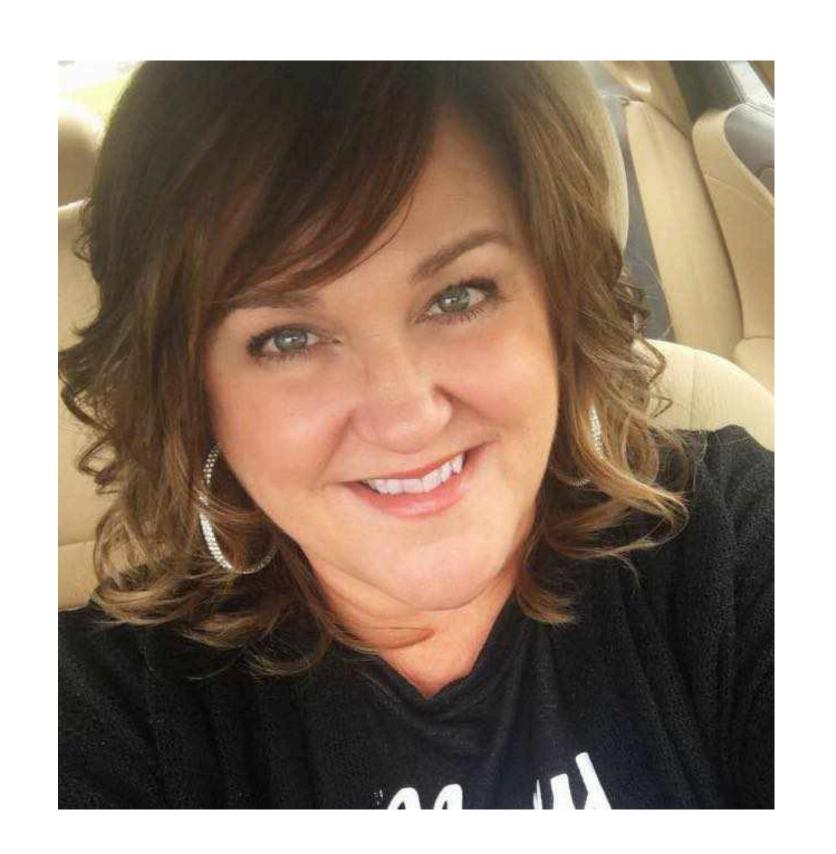
"With Best Page Forward's help, my advertising for my book has had an 309% ROI and sold 21,662 copies overall."

- Jarem Sawatsky, Bestselling Nonfiction Author

MORE PRAISE

"In my first book launch, I've sold nearly \$20,000 worth of books and received 175 four and five-star reviews in just five weeks. I can't tell you how many of those reviews say they read the blurb and had to buy the book. I have Best Page Forward to thank for that. They have a client for life in me."

- Jami Albright, Six-Figure Romance author



IN SHORT

- Instead of struggling to write your own book description
- Our team will take this piece of the marketing off your plate...
- And we will write it for you!

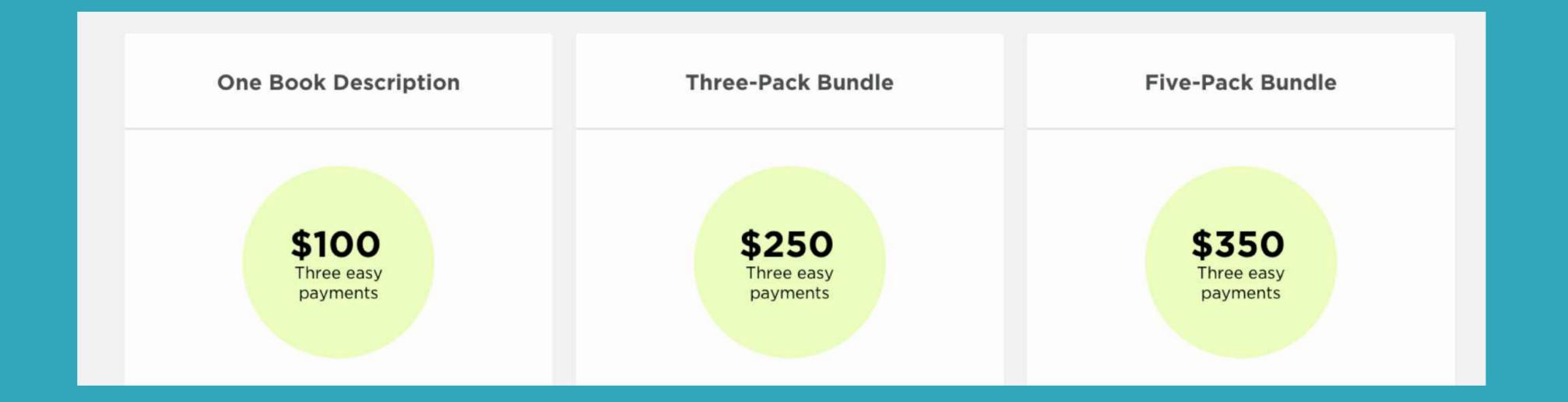
HOW MUCH IS BEST PAGE FORWARD AND HOW DO I GET STARTED?

- Most copywriters charge a minimum of \$500 for sales page copy
- Writing and designing a standard sales page can cost upwards of \$2,000
- Consulting with an industry expert to get every word of your description right could cost \$4,000+

(LIMITED TIME OFFER) INVEST IN YOUR SUCCESS

- You can get started today for (\$297) \$267 or three easy payments of \$100 to get your new description in one month
- Get a three-pack of descriptions for (\$891) \$737 or three payments of \$250
- Or get a five-pack of descriptions for (\$1485) \$1,037 or three payments of \$350
- Go to BestPageForward.net/Sep21 or click the link/button to order your custom descriptions today!

HERE ARE YOUR OPTIONS



Visit BestPageForward.net/Sep21 to order your bundle!

AND IF YOU BUY NOW...

YOU'LL GET THESE SPECIAL BONUSES!

FOR EACH BLURB YOU ORDER

- Bonus: Multiple revisions of Your Blurb (value \$197)
- Bonus: Facebook and Amazon Advertising Copy (value \$197)
- Bonus: Customized Amazon HTML Code (value \$97)
- Add that to your regular description of \$297...
- A total value of \$788 for each description for just \$267!

Go to BestPageForward.net/Sep21 or click the link/button to order your custom description today!

WANT TO MAKE SURE READERS MAKE IT FROM BOOK 1 TO BOOK 2 IN YOUR SERIES?

IF YOU ORDER IN THE NEXT 30 MINUTES...

THE ULTIMATE READTHROUGH CHEATSHEET

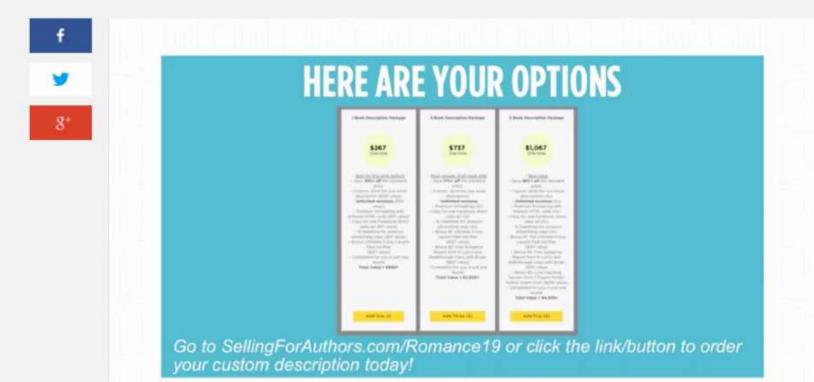
- Getting readers from Book 1 to Book 2 and beyond is the key to earning higher royalties from your series
- In this quick two-page guide, you'll learn the best steps to help your fans make it to future books in your series
- You'll get this \$97 value free when you purchase a Best Page Forward book description today

IF YOU'RE WATCHING THE REPLAY

WEBINAR REPLAY:

How to Optimize Your Amazon Sales Page to Sell More Fantasy Books Forever





Email us your screenshot or email us the time listed to claim your bonus!

WHEN YOU ADD "READTHROUGH CHEATSHEET"

- Blurb Package + Multiple revisions + Readthrough Cheatsheet (value \$900+) for \$267
- 3 Blurb Packages + Multiple revisions + Readthrough Cheatsheet (value \$2,000+) for \$737
- 5 Blurb Packages + Multiple revisions + Readthrough Cheatsheet (value of \$3,200+) for **\$1,037**
- Go to BestPageForward.net/Sep21 to order today!

BUTTHAT'S NOT ALL!

IF YOU ORDER IN THE NEXT 5 DAYS...

HOW TO CREATE BACK MATTER CRASH COURSE

- Are you worried that tweaking the back of your book to improve Readthrough will mess up your formatting?
- In this short crash course led by five-figure-a-month author Quinn Ward, you'll discover how to easily tweak your front and back matter without paying someone to do it for you
- This short step-by-step walkthrough will help you become a pro at making the small, necessary changes to improve your Readthrough
- This \$197 value is yours when you purchase 1, 3, or 5 descriptions through Tuesday

WHEN YOU ADD "BACK MATTER COURSE"

- Blurb Package + Multiple revisions + Readthrough Cheatsheet + Back Matter Course (value \$1,100+) for \$267
- 3 Blurb Packages + Multiple revisions + Readthrough Cheatsheet + Back Matter Course (value \$2,200+) for \$737
- 5 Blurb Packages + Multiple revisions + Readthrough Cheatsheet + Back Matter Course (value of \$3,400+) for \$1,037
- Go to BestPageForward.net/Sep21 to order today!

SHOULDN'T I GET SOMETHING EXTRA IF I BUY THREE?

OH FINE, HOW ABOUT...

THE READTHROUGH OPTIMIZER WALKTHROUGH

- Want to see Readthrough improvements in action?
- Watch Quinn Ward walk you through the back matter tweaks that have helped them go from under \$1,000 a month to over \$10,000
- Inside, you'll learn how to get readers to dive right into your next book or even discover your other series and standalone
- This \$197 value is yours free when you purchase a 3- or a 5-pack by the end of the day on Tuesday

SHOULD I FEEL BAD ASKING FOR SOMETHING MORE IF I BUY THE FIVE PACK?

NOT AT ALL! HOW ABOUT...

THE SERIES SUPERCHARGER WORKSHOP

- Want to get more personal attention as you seek to upgrade your Readthrough and Royalties?
- Join Quinn in a small-group session to get your back- and front-matter questions answered (with plenty of screen share demonstration in the process)
- If you learn better in a small-group setting, then you'll find this coaching session extremely valuable
- This \$397 value is yours when you purchase a 5-pack of descriptions before the end of the day on Tuesday

BPF'S SELL MORE BOOKS OR YOUR MONEY BACK, NO HASSLE GUARANTEE

• Our Best Page Forward service comes with a 100% lifetime, money back guarantee. You will finally get the sales your books deserve. Your peers will envy seeing your creations shoot up high in the Amazon sales rankings, and your mailing list will continue to grow month after month. You'll love the results you get from this program or we'll make it right, guaranteed.



TRUE EXPERTISE

- I can honestly say we've spent over 10,000 hours improving our copywriting over the last 10 years
- We've written book descriptions for almost every conceivable genre...
- From children's books to active romance and everything in between
- When you get a book description from us, your book has a better chance of selling. Period.

TO SUM UP...

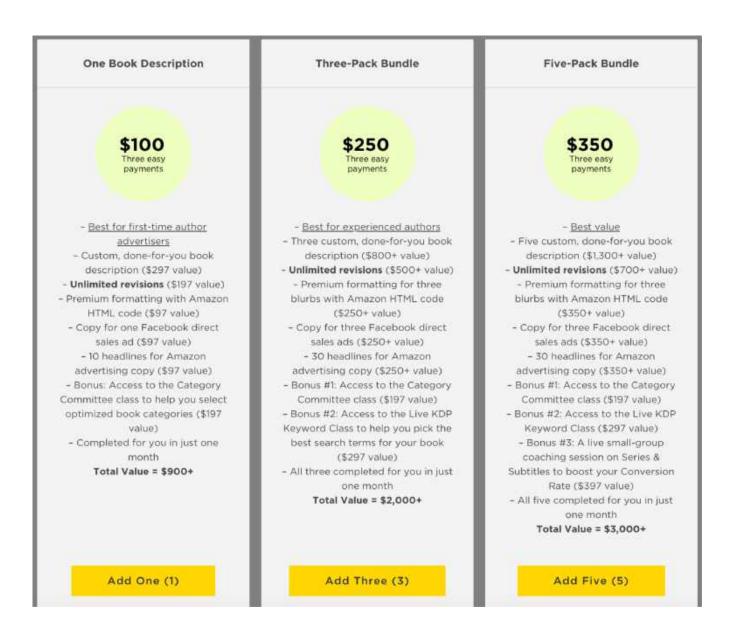
- If you want to get more sales without beating your head against the wall, there is no better service.
- This EXACT service would've saved me hundreds of hours of rewriting my copy.
- You're getting Multiple revisions, Amazon and Facebook Ad Copy, HTML code, and all the bonuses!

RIGHT NOW

- Go to BestPageForward.net/Sep21 right now.
- · Or click the button below if you're watching the replay

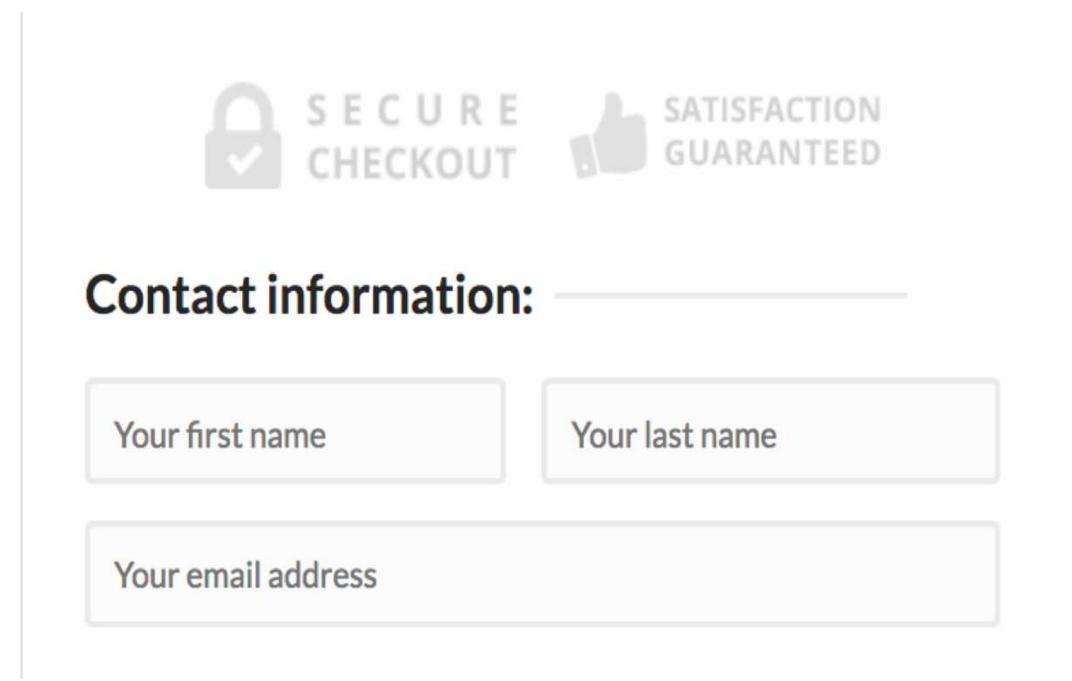
HERE'S WHAT YOU DO

Scroll down and click Add to Cart under the package you'd like to purchase!



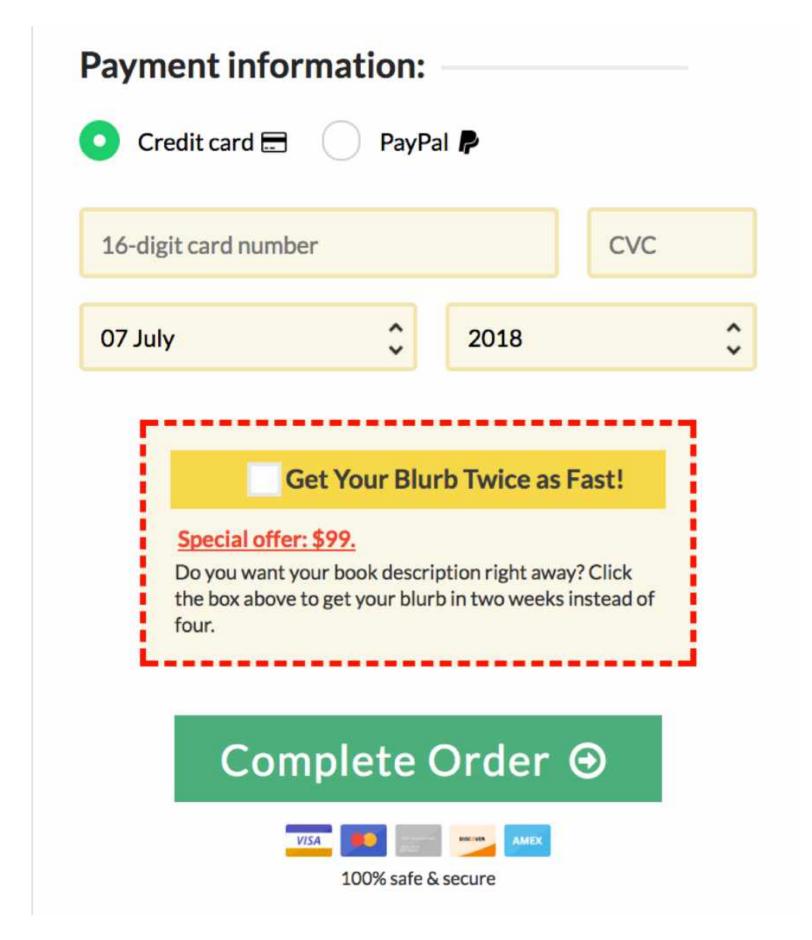
ENTER YOUR INFO

 Enter Your Name and Email Address



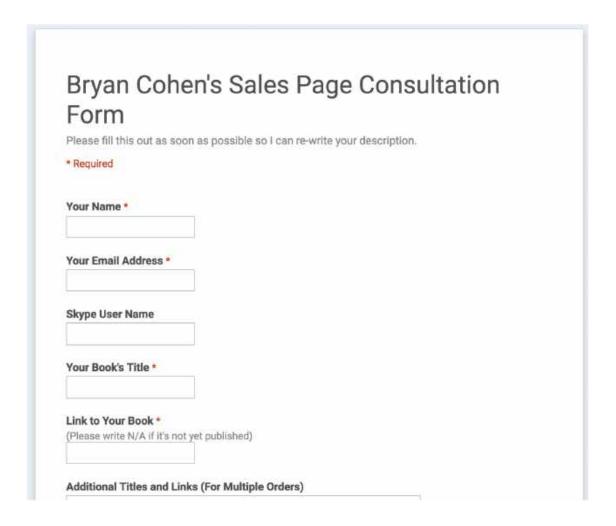
CHECKOUT

 Enter your information and click "Complete Order"



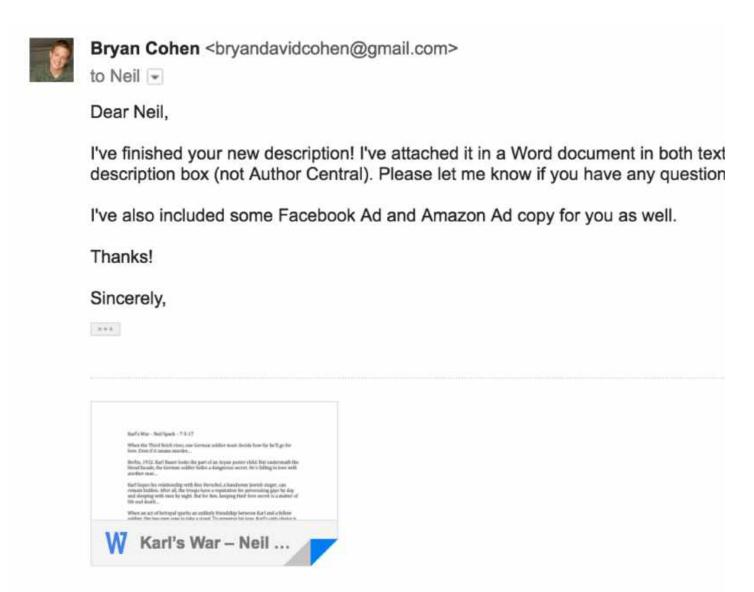
PROVIDE YOUR INFO

You'll get your confirmation right away & you'll get your intake form link



A SHINY NEW BOOK DESCRIPTION

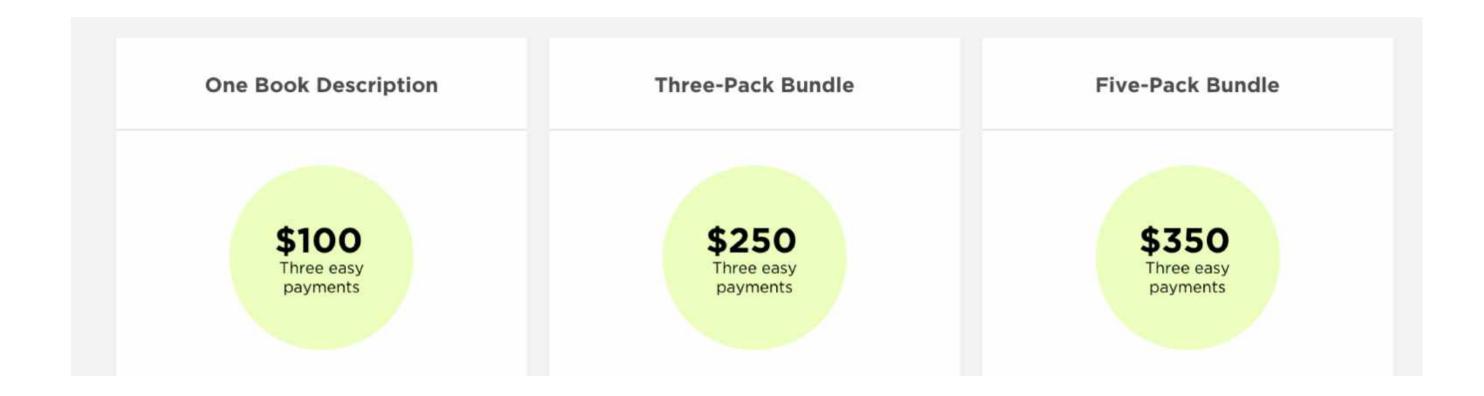
And in just one month, you'll get your new blurb!



AND NOW IT'S TIME FOR . . .

THE Q&A SESSION!

CLICK THE LINK/BUTTON TO GET YOUR DESCRIPTION



Visit BestPageForward.net/Sep21, scroll down, and click the "Add" button

"Bryan did such a great job with my synopsis that I wanted to re-read my book! I'm already a repeat customer, and I'm excited to have him write new blurbs and spice up old ones."

- Stacy Claflin, USA Today bestselling romance and thriller author

GET THE SLIDES

Enter this URL get the slides:
 BestPageForward.net/Sep21Slides

Click the link/button to order your custom description today!