

## Title:

Are you in the right business? - Part 2

## Word Count:

637

## Summary:

This is the second part of the home business tip about the most important things you must know to be sure if you are in the right business or not, which will of course, determine your failure or success...Visit our online archive for the first and the thrid part of this article.

## Keywords:

## Article Body:

Are you in the right business? - Part 2

by Polydoros Gavrilakis

In the first part, I talked about the 1st step you have to take in order to determine if you are in the right business...

The second and also very important step is to know your product fully.

Have you bought and actually used the product you are promoting?

It doesn't matter if it's top notch, recommended by 10s of gurus, or it's been advertised all over the net...

What matters is, what do you think about it.

Forget about the compensation plan, the commission pay out...and any possible residual income opportunity...and ask yourself the following question:

If there was no income promise, would you buy this product for that price?

If the answer is NO, then you are definitely in the wrong business.

Why?

Simply, because that's what others will also think when you try to sell it to them and they won't buy, except of some people like you, that will buy it just to make money, and after not making any, they will disappear... and with them your 'residual' commissions will disappear, too.

If you are just a free affiliate for that product, then do you need to buy it?

Yes, only if you want to make money - if you are an affiliate just for fun and don't care about profits, that's ok!

But, if you do want to make money, or if you have already sold 1-2 copies of that product, the first thing you should do is buy it to see for yourself what this product actually does, do they deliver what promised? do they provide top notch customer support?

Even, if you have sold 10s of copies of that product for some time, you need to be sure that it is of the highest possible quality, in order to not waste your money and time with it...because even if people buy it, if the product does not deliver what promised many people will get a refund and you will eventually end up losing money and time...

So, that's it...

Before you decide to maximize your marketing and advertising efforts...

Before you decide to focus your time and money on that product or opportunity...

Make sure to spend that little amount needed to buy it and also take the time to use it to see for yourself if

this is for you.

You can't imagine how easier it is to persuade others to buy something you have used and know that it works!

I hear your question...

'What if the product is a very expensive one, but has a very attractive compensation plan? like for example, those opportunities where you are asked to buy some online tools for \$500 or more and then refer others to earn 80-90% of that huge price?'

Please, answer this simple question:

Would you pay that amount, for example the \$500, for these tools, if there was no compensation plan? just for the product - nothing else? would you do that?

If the answer is no, then, you really don't have to lose any more time and money with it...

Is there anything more you need to know to be sure you are in the right business?

Stay tuned to Home Business Opportunity News for more details next week...

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