

It's Waiting For You...

The First Great Leap For IM Newbies



**The Key To
Starting RIGHT**

An InfoBusUni Production

Acknowledgments

TABLE of Contents

Acknowledgments	ii
Dedication	iii
Legal Notice	iv
Welcome!	1
What You Will Learn	2
Before You Begin	3
Step 1.) Internalize You Lack A Spore Drive and Do NOT have Time Travel	7
Step 2.) Visualize Starting IM Beginners Success like Starting a New Post In a Friendly Marketing Group.....	10
Step 3.) Make that New Post in a Friendly Marketing Group	14
What You’ve Just Learned	17
Your Next Steps.....	18
Your next steps are to DO!.....	18
Conclusion	19
This concludes the power report “The First Great Leap For IM Newbies”!	19
About The Author	20
Welcome!	20
Appendix 1: Recommended IBU Resources	21
Remember.....	23

Acknowledgments

Acknowledgments

A public thank you – I've been making my living online now for over 22 years and during this time, have been blessed by the following individuals:

- [Bill Vick](#), [Wallace Harkness](#), [Dennis Becker](#), [Debbie Benstein](#), Theresa Zappulla and more
- I'm also deeply grateful to my colleagues and the super folks from whom I learned including [Marlon Sanders](#), [Paul Myers](#), [Dr. Ben Adkins](#), [Brad Spencer](#), [Judy K](#), [Norma Rickman](#), [Colin Theriot](#), [Coby Wright](#), [Monika Morley](#), [Joe Finn](#), [Igor Kheifets](#), [Kathe Lucas](#), [Denise Hall](#), [Janelle Kleppin](#), [Erica Stone](#), [Tink BD](#), [Jenny Dunham](#), [John Lenaghan](#), [Liz Strauss](#), [Mark Davidson](#), [Suzie Cheel](#), [Joanna Young](#), [Brian Clark](#), [Darren Rowse](#), [Maureen Sharib](#), [Jim Stroud](#), [Judi Sohn](#), [Catherine Lawson](#), [Maki](#), [Wendy Piersall](#), [John Chow](#), [Gab Goldenberg](#), [James Chartrand](#), [Skellie](#), [Crow](#), [Joel Falconer](#), [Melinda](#), [Lorelle](#), [Brad Shorr](#), [Cath Lawson](#), and many more as well.
- Next, I am indebted to: **Donna Gillespie**, author of the life-changing books [The Light Bearer](#) and [Lady of the Light](#) – one of the most superb writers today.

Last but never least:

My family. My wonderful husband, Moses Ling, my terrific kids, my wondrous mooses, my absolutely fantastic parents - none of this would be possible whatsoever without their love and support. This one's for you, folks!

Dedication

Dedication

To my husband:

My everything is dedicated to my husband, Moses Ling...the man in my life who keeps me sane and gives me the truest meaning to my life.

I love you the mostest. Always.

Barbara Ling

Fortune favors the bold.

Legal Notice

Legal Notice

IBU (“IBU”) and its licensors retain all ownership rights to the system **THE FIRST GREAT LEAP FOR IM NEWBIES** (hencewards called “the System”) and software included offered by IBU. Use of the System and related software is governed by applicable copyright law.

All rights reserved. No part of this System may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying, recording, or by any information storage and retrieval system, without the written permission of the publisher IBU. Making unauthorized copies, adaptations, or compilation works, or including this material in lectures or seminars for profit is strictly prohibited and constitutes a punishable violation of the law.

IBU may revise this documentation from time to time without notice.

THIS SYSTEM IS PROVIDED “AS IS” WITHOUT WARRANTY OF ANY KIND. IN NO EVENT SHALL IBU BE LIABLE FOR ANY LOSS OF PROFITS, LOSS OF BUSINESS, LOSS OF USE OR DATA, INTERRUPTION OF BUSINESS, OR FOR INDIRECT, SPECIAL, INCIDENTAL, OR CONSEQUENTIAL DAMAGES OF ANY KIND, ARISING FROM ANY ERROR IN THIS DOCUMENTATION.

The System and software are copyright © 1998-2020 IBU All rights reserved.

IBU, and the IBU corporate logo are trademarks of IBU. Other product or brand names are trademarks or registered trademarks of their respective holders.

The First Great Leap For IM Newbies

Published by IBU

<http://www.InfoBusinessUniversity.com>

All Rights Reserved

Welcome!

Welcome!



Hello and welcome to the "**The First Great Leap For IM Newbies**" Blueprint! You're in for a treat.... not just because of the goodness that you'll gain, but also because:

- **Everything is spelled out in step-by-step format.** That means you always know what the next step is for you to do... no more wondering "where do I go from here?"
- **It includes Filled-Coffeecup-Loads of additional resources.** This means that no matter what your knowledge level is... you'll always know where to go for more information!

Good stuff, aye? And I'll bet right now you're wondering:

"Jeepers Barb, what am I about to learn?"

'Tis an excellent question indeed! Move now to:

Welcome!

What You Will Learn

This is a very newbie-friendly blueprint that is geared to one thing, and one thing only – **how to give yourself permission to take action.**

Why is this important? Well money likes speed...

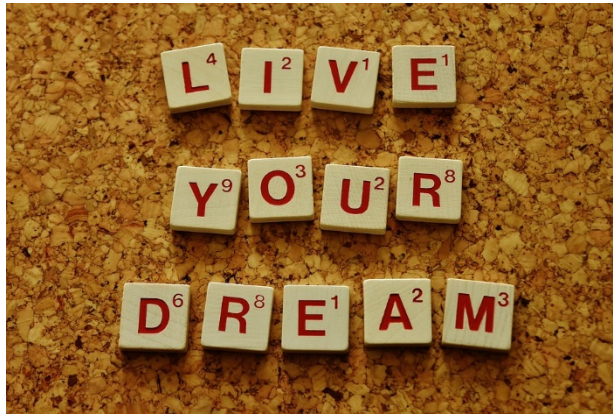
... and if you are afraid to take action, that speed will never show up.

So the first thing you need to internalize AS a newbie...

... is making that one simple step that will start you forward on your journey.

Ready? Alrighty, let's begin with:

Before You Begin



Oh, the lure of the Internet/laptop lifestyle!

Feets by the beach...

... James Bond JamesBonding.....

All the coffee you could ever desire!

In other words....

Have you ever wish you made enough money to invest in 34,898,375 Starbucks Franchises?

Or perhaps to buy diamond encrusted fur-lined exercise gear (especially if you already live in places where 45 feet of snow every 8 hours is the norm)?

Perhaps you've just started in the Internet marketing industry (aka you're a newbie) OR....

... you have *yet* to see any definable monetary success online.

It happens, you know, because at one time, *everyone* was a beginner.

Before You Begin

I was.

Steve Jobs was.

Bill Gates was.

Elon Musk was.

[Gabriel Lorca](#) was, but then supposedly he was killed when he tried transporting back to the Starship Buran right before the Emperor destroyed the ship and ended up being replaced by his [Mirror Universe counterpart](#), so perhaps we can safely ignore that example.

But I digress.

My point it...

***Everyone* started off brand spankin' new.**

But *some* of those new folks....

Well, they were sprinkled with magic fairy dust and voila, they became millionaires!

Just kidding.

But it sure seems that way at times, doesn't?

I mean, tons and tons of folk bleat nonstop about The Internet (or Laptop, or Mobile Phone) Lifestyle and being able to make money at the push of a button!

And if you have yet to see more than a scattering of dimes online, it could truly be very frustrated indeed.

Want to know how they all became a success?

Before You Begin

One of the reasons is quite simple to recognize, but perhaps difficult to internalize.

They realized that their newbiness was NOT a figurative ball and chain!

They understood that the best way to gain experience was to go out and DO.

Plus, chances are...

They had a whole huge heapin' amount of self-confidence to start off with.

Let's talk about that for a second.

Self-confidence.

The ability to make things happen... even if that little voice inside your head might tell you, nope nope nope nope it's not going to happen!

The ability to *try* things out and see if they work.... and the ability to stay the path, even if you encounter roadblocks both the size and the dampness of the Mississippi river.... *that's* one of the things that separates folks with more money than a 24K gold coffeecup from those... without.

Plus, they were *okay* with being a newbie.

Which brings us to the point of this blueprint...

How DO you get being okay with being a newbie, and NOT letting other people's highlight reels get

you down?

So glad you asked! The 3 steps are simple:

- 1.) Internalize You Lack A Spore Drive and Do NOT have Time Travel
- 2.) Visualize Starting IM like Starting a New Post In a Friendly Marketing Group
- 3.) Make that New Post in a Friendly Marketing Group

Let's begin by pouncing upon:

Step 1.) Internalize You Lack A Spore Drive and Do NOT have Time Travel

Step 1.) Internalize You Lack A Spore Drive and Do NOT have Time Travel



Alrighty, alrighty, I confess.

I'm a fan of [Star Trek: Discovery](#), which actually HAS a Spore Drive and actually CAN time travel.

Obviously, we mere mortals are regulated to only carrying the entire wealth of Internet knowledge in a device slightly smaller than a bread slice.

Think about that for a moment. No matter where you are, if you have a Smart Phone and connectivity, you can literally teach yourself *anything* you desire like:

<https://www.coursera.org/> – thousands of free college courses from top universities

<https://www.gcflearnfree.org/topics/> – free web courses

<http://www.oreilly.com/free/> – free O'Reilly books

Pretty cool, isn't it?

So if you're standing on line at the DMV, or using the Recumbent Bike

Step 1.) Internalize You Lack A Spore Drive and Do NOT have Time Travel

at Planet Fitness, or waiting for your doctor to arrive for your MRI scan....

You can start teaching yourself anywhere. Pretty cool!

Where was I?

Ah yes. You lack access to the DASH (displacement-activated spore hub) drive and cannot time travel to the future.

And that's sad, you know?

Because IF you could time travel to that future...

... you'd see the success you had already achieved!

Let's work with that, shall we?

Even if you cannot actually *see* the future....

... you can *imagine* it.

So why NOT imagine your future as a success?

This is so important... let me repeat it in great big neon Green Jedi Letters:

“Even if you cannot actually *see* the future....

... you can *imagine* it.

So why NOT imagine your future as a success?”

Step 1.) Internalize You Lack A Spore Drive and Do NOT have Time Travel

I mean, you never know, right?

And *if* by chance you actually *do* give yourself permission to view yourself as a Future Success, well....

... the steps from HERE to THERE can be reduced down to:

- * Start
- * Possibly Fail (learn from it)
- * Start Again With Newly Obtained Knowledge (which actually makes that failure a success, if you think about it)
- * Embrace Whatever Happens

and rinse and repeat.

Now at this moment, you might be thinking, Jeepers Barb, okay, but I don't know anything about making money online! I'm just a newbie! I don't know where to start, and if I did... I'm too scared to!

And that's perfectly fine, because it leads us to:

Step 2.) Visualize Starting IM Beginners Success like Starting a New Post In a Friendly Marketing Group

Step 2.) Visualize Starting IM Beginners Success like Starting a New Post In a Friendly Marketing Group



Sure, it would be delightful to say, starting in IM means you have to first see a positive deposit into your Paypal account.

I personally disagree.

For me, starting in IM means doing **something** IN IM that is a positive step forward.

It doesn't have to mean making your own product now.

It doesn't have to mean starting to build your list now.

It doesn't have to mean creating your first Fiverr gig.

Instead, it means doing **something, anything** ...

... *within* IM that is just one teeny tiny positive step forward.

Something as innocuous as figuratively waving your hand and saying 'hi'!

And yes, I know

Such things (standing up to be counted) might really be nerve-

Step 2.) Visualize Starting IM Beginners Success like Starting a New Post In a Friendly Marketing Group

wracking to you.

After all, you might have that little voice in the back of your mind saying:

“Who the heck are YOU to talk with all these other great seasoned professionals in my field?”

I truly DO understand that fear.....

I used to have it bigtime myself.

The way I dealt with it back then was to internalize that as I wasn't directly speaking to people in real life (ie, I didn't have to visually dread any rejection), what was the worst thing that could happen?

People wouldn't respond to my post.

Ok that's simple enough. I could simply move on and try again.

People WOULD respond to my post but negatively.

I could choose to refuse to give such comments rent-free space in my mind. After all, who is REALLY important to me?

My family.

My friends.

Strangers (especially strangers on the Internet)... well, their value is a big fat ZERO.

Unless of course, they choose to be positive/help me out/etc.

In other words....

Step 2.) Visualize Starting IM Beginners Success like Starting a New Post In a Friendly Marketing Group

Strangers, from the getgo, have a ZERO value to me.

Let me repeat that in big bold glowing neon:

Strangers, from the getgo, have a ZERO value to me.

That means right from the start, they simply *cannot* affect my life/mood/personality.

If they choose to be negative to me, their opinion zooms right thru my ego and smashes face-first into the wall behind me.

By taking that view of online interactions, I effectively protect myself...

... and I can continue to grow.

'Tis hugely important to me.

Other things that might help you lose fear include:

- <http://www.uncommonhelp.me/articles/overcome-fear-and-anxiety/>
- <https://www.wakeupcloud.com/overcoming-fear/>
- <https://www.artofliving.org/meditation/meditation-for-you/understanding-fear>

Good stuff!

But back to our original point of simply waving and saying “Hi!”

Now....

Step 2.) Visualize Starting IM Beginners Success like Starting a New Post In a Friendly Marketing Group

For lots of people, perhaps you, that takes courage.

And that ability to say Hi... well, that can be viewed as your first positive tiny step forward in IM... and being *okay* with being viewed a newbie.

But HOW do you do that?

So glad you asked!

Move now to:

Step 3.) Make that New Post in a Friendly Marketing Group

Step 3.) Make that New Post in a Friendly Marketing Group



As a newbie, you know....

... there are 10s if not 100s of marketing groups on Facebook.

And lots of them are populated with cheerful friendly folk who are ready and willing to help out in any way needed.

For example, Dennis Becker runs:

The IM Inside Track

at <https://www.facebook.com/groups/theiminsidetrack/>

I run

Perking Up Profits

at <https://www.facebook.com/groups/perkingupprofits/>

Marlon Sanders runs

The Internet Marketing Mastermind

at <https://www.facebook.com/groups/marlonsanders/>

Paul Myers runs

Step 3.) Make that New Post in a Friendly Marketing Group

Pauls Corner at <https://www.facebook.com/groups/paulscorner/>

All of the above groups have friendly folk....

... and all of them tend to be quite welcoming to newbie marketers.

So what DO you say in your initial post?

'Tis very simple!

Something like:

*"Hi there, my name is Barb Ling (**unless your name is NOT Barb Ling in which case, you use your real name**) and I'm just starting out with Internet marketing.*

*My interests are becoming an authority, Star Trek Discovery and Coffee (**unless your interests are NOT becoming an authority, Star Trek Discovery and Coffee, in which you'd list your first marketing interest and perhaps personal interests**), and I wanted to say hello and introduce myself.*

I look forward to learning!"

That's it.

That's all.

Make that post and then see what people say in response.

Get used to putting yourself out there by starting with simple group posts.

Chances are, the veteran marketers will respond by saying, Welcome!

Step 3.) Make that New Post in a Friendly Marketing Group

and possibly asking other questions that you can answer.

You know what happens then?

You've initiated a conversation with seasoned/veteran marketers.

You shed your newbiness!

You're now a beginner marketer, NOT a brand-spanking newbie....

... you've taken the step to put raise your hand and say....

"Count me. I'm beginning my journey to success online... in Internet Marketing."

And from there, you can never go back.

You're on your way.

Woot!

Enjoy,

Barb Ling

What You've Just Learned



You've just learned how to take the first step in success:

Step 1.) Internalize You Lack A Spore Drive and Do NOT have Time Travel

Step 2.) Visualize Starting IM Beginners Success like Starting a New Post In a Friendly Marketing Group

Step 3.) Make that New Post in a Friendly Marketing Group

And yes, it might seem like tedious work (mainly because it IS tedious work) but do it NOW.... And your future profits will thank you!

You're not done yet however – now, it's time for:

Your Next Steps

Your Next Steps



Your next steps are to DO!

Decide how you truly want to begin.

Implement the steps you just learned!

That way, you'll ensure that every day, you can make one new tiny step towards seeing success in your business.

And each of those steps will add up!

Remember:

The only person you can rely upon for your future profits...

Is you!

The coffee is in your court....

Make it a stellar brew today!

Conclusion

Conclusion

This concludes the power report “The First Great Leap For IM Newbies”!

This now concludes your blueprint... Hope you enjoyed it bigtime! And please don't forget to network with us:



Hope you enjoyed this powerful blueprint! I welcome connecting with you on Facebook – please click above to “like” and start to chat!

You're going to love what you discover!

Grow strong,

Barbara Ling

About The Author

About The Author



Welcome!

My name is Barbara Ling, and in a nutshell, I'm all about sharing what I've learned over the past decade about authority and creating and running a profitable business online.

My credentials include:

- **Writing 100+ books/ebooks** about various/sundry ways for people to generate income online (entrepreneur, recruiting, real estate, auctions, Mobile, finding a job, safe weight loss, hidden customers, etc.etc.etc.)
- Being quoted/featured/etc. in various publications/blogs online like:
 - <http://www.forbes.com/sites/cherylshappconner/2013/08/28/do-press-releases-still-matter-yes-but-not-like-you-think/>
 - [Barbara Ling: Secrets of a Veteran Webmaster](#)
 - [Empower Your Children To Out-Earn Their Professors](#)
 - [Nailing a good contractor](#)
 - [Microsoft Small Business Success Story](#)

There's 'way too much to write here....you can visit my [Barbara Ling About Me](#) page to learn more!

Appendix 1: Recommended IBU Resources

Appendix 1: Recommended IBU Resources

Want to see some of our great offerings? Of course you do!
Behold:

Ever wish you could invest in a seasoned, veteran coach (or 2)... one who would hold your hand when needed and yet also give you the kick in the figurative rear posterior when required?

*If so, I've partnered up with Dennis Becker and now offer the rather magnificent InfoBusinessUniversity ***Premium* Coaching!***

And it's only \$1 to test it out for a week....

The amount of actionable material you will uncover will delight you for years to come.

Learn more over at:

I'm Dennis Becker, and along with my partner, Barb Ling, we're here to tell you...

If you're struggling, I've been where you are, regardless of where you are now.

My IM career started around 2002 (my online experience started in 1998 when I found and exploited eBay big time!), when my main income came from an offline store that wasn't doing so well anymore. I had even racked up (gasp!) over \$300,000 in credit card debt... [Click HERE for the UNEXPECTED Adventure!](http://dabcoaching.com/)



**Barb
Ling**



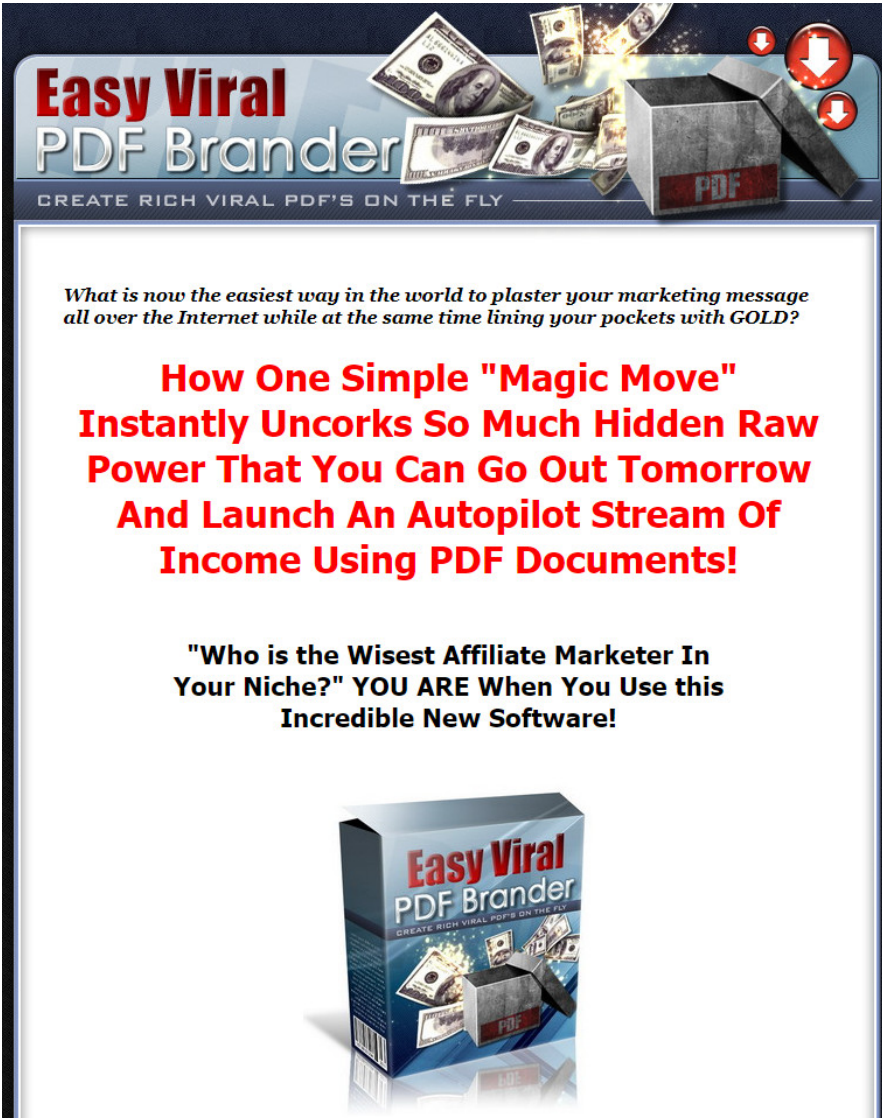
**Dennis
Becker**

[http://dabcoaching.com/ ...](http://dabcoaching.com/)

YOU WILL LOVE WHAT YOU DISCOVER!!

Easy Viral PDF Brander!

Appendix 1: Recommended IBU Resources

The image shows the software box for 'Easy Viral PDF Brander'. The box is blue and white with a large red 'PDF' on the side. It features an illustration of a money box with cash spilling out, and several US dollar bills floating in the air. The text on the box includes 'Easy Viral PDF Brander' and 'CREATE RICH VIRAL PDF'S ON THE FLY'.

**Easy Viral
PDF Brander**
CREATE RICH VIRAL PDF'S ON THE FLY

What is now the easiest way in the world to plaster your marketing message all over the Internet while at the same time lining your pockets with GOLD?

**How One Simple "Magic Move"
Instantly Uncorks So Much Hidden Raw
Power That You Can Go Out Tomorrow
And Launch An Autopilot Stream Of
Income Using PDF Documents!**

**"Who is the Wisest Affiliate Marketer In
Your Niche?" YOU ARE When You Use this
Incredible New Software!**

This goodie lets your affiliates rebrand giveaways with THEIR links... assuring your products get seen far and wide!

<http://easyviralpdfbrander.net/>

Remember.....

Remember.....

Money Likes Speed.

Put Yourself Into Motion....

TODAY!

