Working with ClickBank (Version 4.0)



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This eBook is designed to assist anyone who wants to set up an account with ClickBank to accept credit card payments on-line, selling digital products and services over the Internet. This could be you, your customers or your web site visitors.



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Recommended Resources

- Web Site Hosting Service
- Internet Marketing
- Affiliate Program

Introduction

About ClickBank.com

Accept Credit Cards with No Monthly Fee.

ClickBank is the ecommerce solution for thousands of web businesses that deliver unique products and services over the Internet by web pages, downloadable files or email.

ClickBank's payment technology lets any web business (a publisher) automatically pay sales commissions to any other web business (an affiliate) that links a paying customer to the publisher. Clickbank bills the customer, pays the publisher, and pays the affiliate.

By acting as the trusted intermediary, ClickBank maintains complete security and quality control in every transaction. ClickBank offers significant advantages over any of the available stand-alone solutions for billing, marketing or affiliate management:

Affiliates can freely link to any publisher that registers with Clickbank and appears in the ClickBank Marketplace. All the affiliates can be assured that they will be paid for every sale they generate and the publishers can freely accept new affiliates without fear of fraud or misrepresentation.

For sophisticated, international fraud control, ClickBank uses ccScansm to screen all purchases. For maximum card security, all orders are sent directly to the banking network for immediate authorization. ClickBank does not store card numbers.

Since publishers only pay commissions to affiliates when the customer makes a purchase, the publisher's advertising expenditure is more effective.

ClickBank's services are underpinned by exclusive licenses to four patents and patents pending that protect various aspects of the system, including the linking of the payment transaction with the distribution of commissions.

We have used the services provided by ClickBank for years and are extremely happy with the services we receive from them.

To open your account as an affiliate at ClickBank is free.

If you would like to sell your own products, then they charge a one time fee of \$49.95 to activate your publisher's account and 7.5% of the sale price plus \$1.00 for each sale.

The best thing about ClickBank is that they offer the best plug-in affiliate facility in the industry.

You will be able to set up your own affiliate program in almost no time. That \$49.95 fee is definitely a wise investment when compared with the long term benefits for your business.

We highly recommend ClickBank to everyone who sells information products online.

Click Here to Visit ClickBank.com

Step One

Setting up your Free Account

Please Click Here to set up your Free Account first.

That is completely free. You will not need to pay anything unless, later on, you decide to sell your own products through ClickBank.

This is the sign-up form.



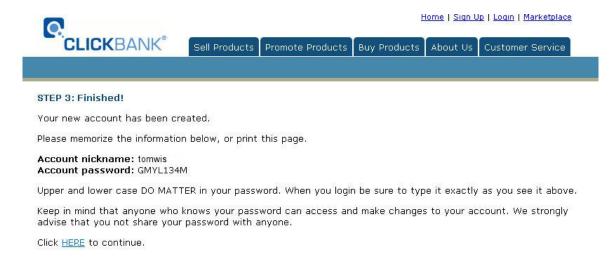
After filling in the form, Click the **SUBMIT** button and you will see this screen.



Check your email for the email with your 8 digit (letters and/or numbers) confirmation code.

Cut and paste (or type) it in to the box. Then click the 'Continue to step 3' button.

The sign up process is completed and you will see this confirmation page.



Important: Print this page, or at least write down your Nickname and the password ClickBank's system has randomly selected for you if you don't have a printer connected to your computer. This will ensure that you are

able to get back to your account at ClickBank even if anything goes wrong and you don't receive your confirmation email from ClickBank.

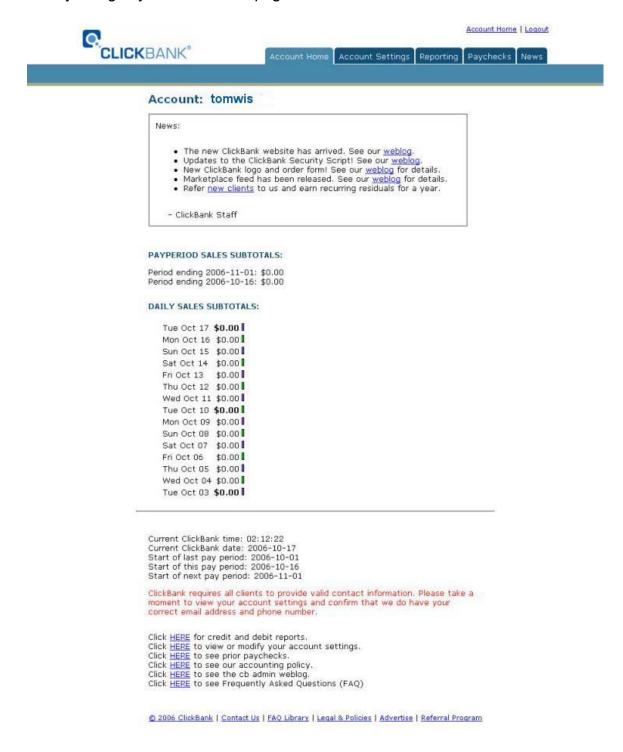
Click on the **HERE** link or wait till you get ClickBank's confirmation email.

This is the next page you will see;



Follow the instructions in the email; put in your **nickname** and the **randomly** selected password to log in to your account.

After you log in you will see this page



Click on the second link in the last paragraph at the bottom of the page;

Click **HERE** to view or modify your account settings.

Now you will see your account information;



Click on the <u>HERE</u> link in the Second Line, then you will see a Modify ACCOUNT INFORMATION page,



We'll focus on the top half of the page which is all that free Affiliates need to use. The lower half is where you put information if you decide to pay your \$49.95 registration and use Clickbank to sell your products.

We'll cover that part later in this booklet.

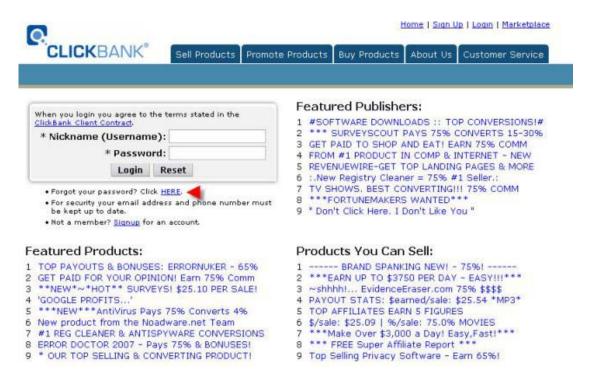
Your free account is now ready but you should change the supplied password before you do anything else.

Change Your Password

You should change the randomly selected password which ClickBank supplied to you for something which is easy for you to remember and hard for others to guess.

Your password must contain 8 or more letters & digits.

To get a new password, go to the ClickBank login page (http://clickbank.com/login.html)



Select "Forgot your password? Click HERE" just below the log-in box.

On the next screen, you will be asked to enter your account nickname and the email address currently listed in your Clickbank account.

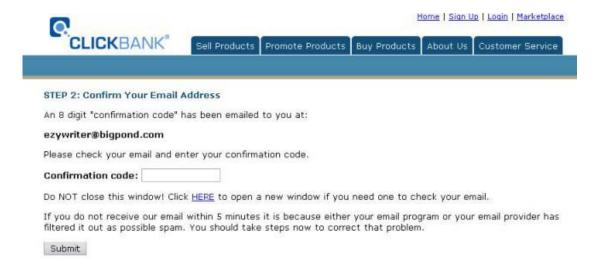


Remember the NOTE at the bottom of that screen – if you do not record your account nickname so that you can put it here, ClickBank will not send you that information – you will have to open a new account! That's part of the security which protects ClickBank and all their clients.

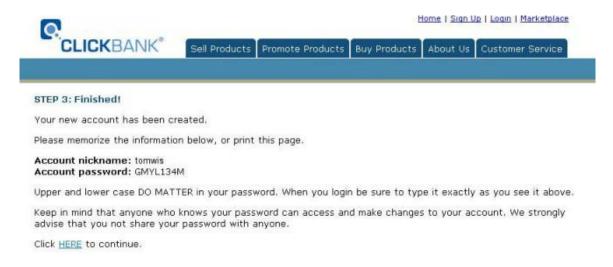
Then you click 'Submit':

A confirmation code is automatically generated and emailed to you from notify@clickbank.com.

Retrieve the confirmation code from that email, and enter it where indicated.



Then, click on 'Submit'



Record this information. Then, you can return to http://www.clickbank.com/ to log in to your account.

Selling As A Free Affiliate

1. Go to http://www.clickbank.com/

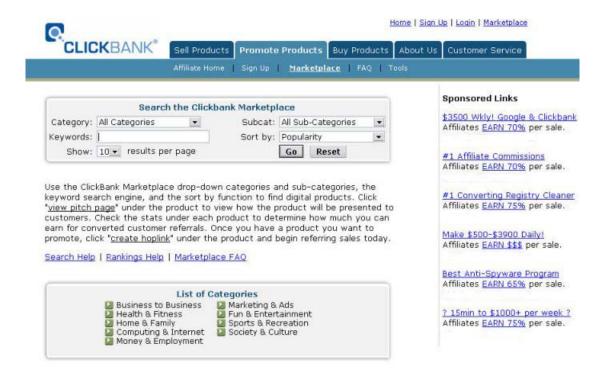


Welcome to ClickBank, the Internet's leading retailer of digital products.

2. Click on Promote Products. Then, you will see a page similar to this one:

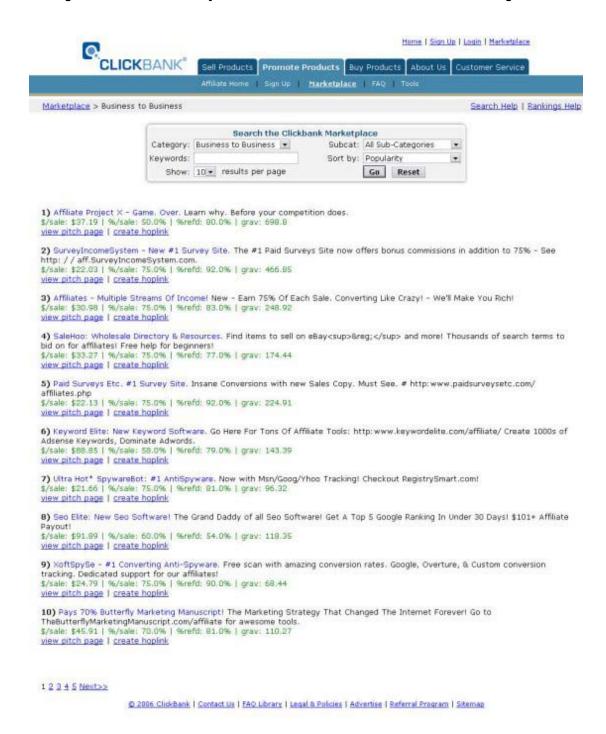


3. Click on the second option, "2. Search the ClickBank marketplace for products to promote" and you will see a screen like this;



Here, you will define the type of Product that you want to promote (eg Business to Business).

Click on your chosen Category and you will come to a page similar to this:



4. If you see a listing you like, click on either the <u>view pitch page</u> or the <u>create hoplink</u> link underneath the paragraph of information. Do NOT Click on the title of the heading (eg Affiliates Multiple Streams of Income)

Clicking the <u>view pitch page</u> will bring you a copy of the Sales page for that product.

Clicking the **<u>create hoplink</u>** link will bring up a javascript box like this:

You can earn 70% for each paying ClickBank nickname:	ustomer you refer to this product. For details please enter your
	Submit
No nickname? Click HERE to sign u	rst. It's free!

5. Put your Clickbank nickname in the box and click the Submit button. You will get a javascript box similar to this:

```
ClickBank pays you 70% when you sell this publisher's product. To refer a customer send them to this domain name:

ht t p://tomwis.bryxen1.hop.clickbank.net

Cut and paste the following hoplink into your web page:

<a href="http://tomwis.bryxen1.hop.clickbank.net" target="_top"> Click Here!</a>

Close Window
```

6. Either write down or Copy and Paste the links that you see to a text file that you can save to your computer, so that you can put them in your web pages when you want to refer potential customers to these products.

If you do not want to choose any other products to affiliate with at this point, close the browser window.

If you do want to choose another product to affiliate with, go back to Step 4 in this list.

Step Two

Selling Your Products through ClickBank

Many people earn a substantial amount, and some even make their living, by making affiliate sales through ClickBank.

But, if you have your own product that is delivered to customers directly from the Internet; attached to an email or downloaded from a web page etc, you can offer it through ClickBank and get access to the thousands of potential affiliates who register for free with Clickbank.

It's a simple, secure system. You could start getting sales through ClickBank and increasing your profits from your digital product in a very short time!

Product owners that sell through the ClickBank system are called **Publishers**. Their products are delivered straight to the buyer's computer from the Internet.

Have another look at the ClickBank Marketplace to see the variety of downloadable products that are offered.

This section shows you all the simple steps required to become a ClickBank publisher:

If you have not already, <u>Click Here</u> to sign Up with ClickBank - it takes less than 2 minutes!

Set up your Sales Page - Publisher's Pitch Page (PPP)

Your sales page is the web page where you convince the customer to make the purchase.

On this page you need to:

- 1. Explain what you are selling.
- **2.** Explain how the product will be delivered (download from a web page, attachment to an email, etc).
- **3.** Explain how long it will take for delivery (5 seconds, 5 minutes, etc).
- 4. Include your sales link.

You need to set up a **sales link** on your sales page. This can be a simple text link, like <u>Order Now</u>, or even a small image like the one I use on my FreetoSell.com site;



Your customers click on this when they are ready to order and they are transferred to ClickBank to complete the transaction through a Hyper Link to a URL (Internet address) like this one;

http://ITEM.PUBLISHER.pay.clickbank.net

Your hyperlink would be in this form;

CLICK HERE TO PURCHASE

This is the most important part: Put your ClickBank account nickname where you see PUBLISHER in that line.

Replace ITEM with the ITEM number of the link to that particular product you offer for sale. Clickbank lets you to sell up to 50 different products from one ClickBank account.

When you set up your ClickBank publisher account, each link to one of your products is assigned an ITEM number; 1,2,3, etc. You set up your first product with the item number 1. You will use '2' when you set up the URL to sell the 2nd product, and '3' for 3rd product. ...

ClickBank recommend that you add a Title for each product that you sell through ClickBank. With the previous link, there is no "name" or Title for the product and the customer's receipt would just show the Item Number which would not be of much help to them.

Add the Title of the product by adding a "QUERY_STRING" parameter, called "detail", to the sales link. This is an example:

http://ITEM.PUBLISHER.pay.clickbank.net/?detail=Test Title

Note that you must have an underscore "_" between each of the words where there is more than one word in a product's Title.

With your real products, Test_Title would be replaced by "Sell_a_Million" or whatever is the Title of your product.

Replace CLICK HERE TO PURCHASE with any similar text or image that you prefer.

Below is an example of the sales link that I use for my FreeToSell Package.



The link I used to accept Payment for my FreeToSell Package is http://10.tomhua.pay.clickbank.net/?detail=FreetoSell

tomhua is my Clickbank Nickname.

10 is the product number I am selling.

FreeToSell is the Title of the product.

Step Three

Setting up your ThankYou Page

- Publisher's Thank You Page (PTP)

Your Thankyou page is the page that ClickBank sends the customer to after they pay. The customer only reaches this page if their credit card is valid.

On this page you need to:

- Thank the customer for making a purchase.
- Display your email address where you will assist the customer with any questions they may have about what they bought. You must display the actual email address - not just a clickable image or other symbol.
- Remind the customer that their credit card bill will show a charge by: ClickBank or CLKBANK*COM.
- Collect additional information from the customer, if you need it to complete the sale.
- Make an "exit link". Once the customer sees your thank-you page
 make sure they have at least one link to follow. This might be to a page
 on your site where you have an unexpected free bonus or a form to
 sign up for your newsletter.

You need to set up a Download Link (something like <u>Download Now</u>) on a 'thankyou' page for each of your ClickBank products. This is where your customers will click on a **Hyper Link** to the URL where you store your product so that they can download your product.

The HyperLink will look something like http://YourDomain.com/eBook/Title.exe or http://YourDomain.com/eBook/Title.pdf.

This link points to where your product is on your web server **including the name** of the file.

If you put your book, **mybook.pdf**, in a folder called **duud**, and your Thankyou page is in the same folder, your link would be; mybook.pdf

If you put your Thankyou page in a folder called, say, **nother**, but your book, mybook.pdf, is in a different folder - called **duud**, then your link on the Thankyou page would be; nother/mybook.pdf

Or, you can use the whole URL to the book;

http://www.mysite.com/nother/mybook.pdf

Below is an example of a 'thankyou' page I might use for my FreeToSell package.



The URL I used for my customers to download my products was http://www.huas.net/dlbin/freetosell6.exe

www.huas.net is my Domain name.

dlbin was the sub-directory I store my digital products.

freetosell6.exe was the File Name of the eBook.

To test your Download link, click on the - <u>CLICK HERE TO COMPLETE</u>

<u>YOUR PURCHASE</u> – link. That should send you to your 'Thankyou' page.

Step Four

Setting up links at ClickBank

Go to http://clickbank.com/login.html to log in to Clickbank with your nickname and password.



Welcome to ClickBank, the Internet's leading retailer of digital products.

After you log in you will see at the bottom of the page ...

```
Click HERE for credit and debit reports.

Click HERE to view or modify your account settings.

Click HERE to see prior paychecks.

Click HERE to see our accounting policy.

Click HERE to see the cb admin weblog.

Click HERE to see Frequently Asked Questions (FAQ)
```

Click on the link;

'Click **HERE** to view or modify your account settings'

You will then go to your account settings page;

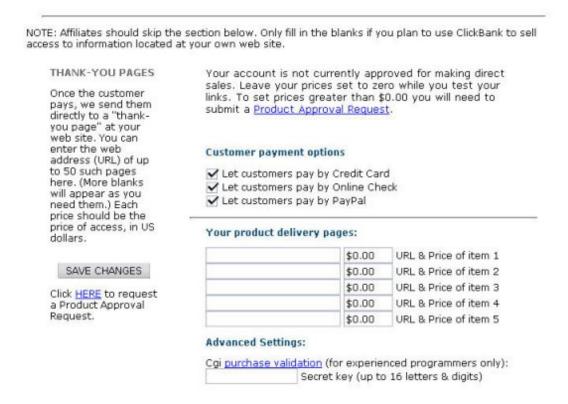
```
Account: tomwis
Opened 14 Feb 2005
                               * Click HERE to view your stats.
                               * Click HERE to modify your account.
                               * Click HERE to submit a Product Approval Request.
                               * Click HERE to see Frequently Asked Questions (FAQ)
                               Account Owner
                                 Payee: TOM HUA
                                  Address: 380 JOHNSTON STREET
                                            ABBOTSFORD, VICTORIA 3067
                                  Tax ID#:
                               Contact Information
                                 Name: TOM HUA
                                  Email: webmaster@worldinternetsummit.com
                                 Phone: 61-3-94173368
                               Site Information
                                 Homepage:
                                  Category: uncategorized
                                 Title: ""
                                 Topic: ""
                                                        Copyright 2004 Keynetics Inc. / <u>ClickBank</u> ®
```

Click on the link in the Second Line:

'Click **HERE** to modify your account'

to go to Modify ACCOUNT page.

The lower part of the page has a section like this.



This is where you put the URL of your 'thankyou' page and the price you are selling.

When you are ready, click on the 'SAVE CHANGES' button.

You will now come back to your Account Settings Page,

NOTE: Affiliates should skip the section below. Only fill in the blanks if you plan to use ClickBank to sell access to information located at your own web site. Your account is not currently approved for making direct THANK-YOU PAGES sales. Leave your prices set to zero while you test your Once the customer links. To set prices greater than \$0.00 you will need to pays, we send them submit a <u>Product Approval Request</u>. directly to a "thankyou page" at your web site. You can enter the web **Customer payment options** address (URL) of up to 50 such pages Let customers pay by Credit Card here. (More blanks Let customers pay by Online Check will appear as you Let customers pay by PayPal need them.) Each price should be the price of access, in US Your product delivery pages: dollars. URL & Price of item 1 \$0.00 SAVE CHANGES \$0.00 URL & Price of item 2 \$0.00 URL & Price of item 3 Click **HERE** to request \$0.00 URL & Price of item 4 a Product Approval Request. URL & Price of item 5 \$0.00 Advanced Settings: Cgi purchase validation (for experienced programmers only): Secret key (up to 16 letters & digits)

Click on the links below **Thank-you page urls** to do Testing. You should see your 'Thankyou' Page if the URL is set correctly with Clickbank.

Step Five

Testing your Links

Go to your order page and click on the order link. If everything is set up correctly you should see the Secure Order Form generated by Clickbank, similar to this:



- Your purchase will appear on your bank statement under the name "CLKBANK*COM".
 ClickBank will, at its option, replace or repair any defective product within eight weeks from the date of purchase. For more detail see our return policy.

 The geographic location of your computer has been determined and recorded. All attempts at fraud will be prosecuted.
- Information submitted in conjunction with this order is handled within the constraints of our privacy policy.
 Your name and email address may be provided to the original publisher of this product upon completion of this purchase.

Check that your Product Title is listed against Purchase Details, near the

bottom of the page.

The Link price is set to \$0.00 now by Clickbank for your testing purposes.

Click on the 'Continue' button, and use any numbers for the credit card number for testing. You should see a page similar to the one below when your card is approved.



Click on the - CLICK HERE TO COMPLETE YOUR PURCHASE - link, you should be directed to your 'Thankyou' page where you should test your **Download link.**

Step Six

Requesting Price Limit Increase

Make sure that you have completed all the previous steps, then go to this page http://clickbank.com/setup.html to double check everything with Clickbank's Guidelines.

The product approval for an account will include the maximum retail price that can be assigned to one of your products. The standard maximum retail cap is \$50. In rare circumstances we can approve products with a retail price as high as \$200.

To request a product approval **login to your account**, click the **"modify account"** link. Select the link titled **"Click HERE to submit a Product Approval Request."**

<u>Please Note:</u> Do not request a price limit increase until you have completed all the previous steps.

When you request a limit increase, you must provide Clickbank with 10 things:

- **1.** A brief description of your product.
- **2.** The retail price ClickBank should charge for this product.
- **3.** Are you the creator of this product?
- **4.** If not, from whom did you obtain a license to sell it?
- **5.** Do your product promotions match all of our guidelines (above)?
- **6.** Did you make a \$0.00 test purchase yet?
- 7. How is this product digitally delivered? (web page, email, etc)
- **8.** How fast is this product delivered? (5 seconds, 5 minutes, etc)
- **9.** The address of your sales page.

10. The address of the publisher's Thank You Page.

When you have everything in place, click the 'Submit Product Approval Request button with all the information they asked for.

And, then you wait - USUALLY two or three days. They will send you a letter that accepts your request.

When you get it, log in to your **C**lickbank account. Follow the instructions to make the payment to activate your publisher's account, and then wait for a few minutes.

Then go to Modify your account and put the dollar amounts in.

Then **DOUBLE CHECK** that everything is working perfectly.

You are now in business!!!

Advanced

Protection for your Downloads

Clickbank offers you and your customer the security of the payment processing. However, you are responsible for the security of your products. Some visitors to your web site could try to download your products without paying you if you don't take care of the security of your products.

Here are your potential problems:

- 1. Not hiding your download page deep enough. You should make a directory to put your thank you page in, such as 'mpage' or 'tcpage'.
- 2. Making the name of your download page easy to guess. Putting the download link for your product on a page called something like thankyou.html can be costly.

You don't want people that have not paid for your product to be able to just easily type in 'http://yourdomain.com/thankyou.html' and download your products for free.

You need to give the page a name that is hard to guess; something like tpage.html or 4789.html

Then, put your 'thankyou' page in a sub-directory which has a name that only you know.

You might have something like http://www.yoursite.com/tcpage/4789.html (not a real link).

3. Not putting a meta tag in your html code that stops the Search Engine robots picking up your download page. This special tag says "no follow" and keeps the search engines from recording the information from your download page(s) and

displaying it when potential thieves look for your download in those search engines.

Example:

- <TITLE>No Title</TITLE>
 <META NAME="keywords" CONTENT="None">
 <META NAME="description" CONTENT="No Description">
 <META NAME="ROBOTS" CONTENT="INDEX,NOFOLLOW">
- 4. Not changing your thank you pages once in a while. Some buyers may tell their friends where to download your product. They may even put the link on chatrooms! Make sure that you change the name and location of your Thank you page about once a month.
- 5. Not having an index page in the directory that you put your Thankyou pages in. Many servers hide the details of the web pages in a folder unless you put an index.htm or index.html page in that folder. If you don't have one there, anyone can type in http://www.yoursite.com/tcpage/ and they will see a list of all of your pages and other files in that directory, including your "thank you" pages, ebooks etc.

Some people put a passcode on their sites. Most servers have a control panel, or a menu, where you can make a directory and passcode it. If you don't have one, you can make a directory and then write your web host and ask them to set up an .htaccess for your directory that you just made.

Another, better option when your customer pays and Clickbank sends them to your thank you page, is to have a form there which gathers your customer's contact information and then sends them an email with his passcode to get to your product or access to your membership site.

You can search for sign-up scripts in http://www.hotscripts.com

Advanced

Setting Up a Professional Affiliate Program

Clickbank has an automatic set-up that gives you a URL that you give to your affiliates. They use that link to refer potential customers to your product.

Clickbank pay the affiliate when it is time to be paid, and does the bookwork concerning your Affiliates for you.

The URL that you will give to your affiliates for them to send the visitors to your site will look like http://AFFILIATE.PUBLISHER.hop.clickbank.net

However, just giving someone a bare URL is not the best way to manage your affiliate programs.

When you are serious about helping your affiliates make you money, consider making a special web page that they can market, some banners and sales copy that they can use to promote your product, and have a way to reach them.

One way that professionals go about this part of the business is to purchase an easy-to-install replica script which allows your affiliates to sign in and get their own sales page – one that is personalized for them.

After they sign in, then you can direct them to where to sign up so you can reach them, and where to go to get their sales material.

An easy way to reduce the work involved is http://www.ustoday.net/ns.html

Other Recommended Resources

Web Site Hosting Service

Internet Marketing

Affiliate Program

I wish your online journey to be enjoyable and profitable!

Tom Hua

Another eBookWholesaler Publication