

# **“The Tulsa Approach” Checklist.**

## **Looking For Upcoming Launches (Easy Targets)**

- ☐ Look for Sellers with 50 - 250 Sales Per Launch.
- ☐ PLR Launches are Interesting if You Can Offer Extended Rights to Your Backend Bonus Too (Resale Rights etc).
- ☐ You Must Build a Sales Funnel for the the Backend Bonus
- ☐ Look for Solo Launches.

## **Rules To Prepare an Offer that Can't Be Rejected**

- ☐ The Bonus Must Be Related To the Product That Will Be Launched.
- ☐ You Bonus Should Be BETTER Than the Product that Will Be Launched (If the Product Launch is a PLR Product, this could be easy to achieve).
- ☐ You Must Build a Sales Funnel for the the Backend Bonus
- ☐ You Will Offer 50% of the Backend Sales to the Seller
- ☐ You Will Promote the Offer

## **Backend Offer Preparation**

- ☐ Create The Offer with Upsells and Downsells on WarriorPlus
- ☐ Integrate Your Autoresponder to the WarriorPlus Offer
- ☐ Send the JV Contract to the Seller (50%)