Working with ClickBank

(Version 3.0)

By Tom Hua



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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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This is a printed version of the original eBook 'Working with ClickBank' (Version 3.0) by Tom Hua

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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 itself (via web pages, files, or email).

ClickBank's payment technology lets any web business (a seller) automatically pay sales commissions to any other web business (an affiliate) that links a paying customer to the seller. Clickbank bills the customer, pays the seller, 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 stand-alone solutions for billing, marketing, or affiliate management:

Affiliates can freely link to any seller and be assured that they will be paid for every sale they generate. Sellers 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. We do not store card numbers.

Since sellers only pay commissions to affiliates when the customer makes a purchase, the seller's advertising expenditure is 100% 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 been using the services provided by ClickBank for years. We are extremely happy with the services we received 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 seller's account and 7.5% + \$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 no time. In the long term, that \$49.95 fee is definitely a wise investment.

We highly recommend ClickBank to everyone who sells information products on line.

Step One

Setting up your Free Account

Go to this web page: http://www.ustoday.net/clickbank.html
to set up your Free Account first. You will not need to pay anything now.
This is the sign-up form.

ffiliate powered Commerce, worldwide	CLICKBANK SIGNUP FORM Login Legal Contact Home
ClickBank Sigi ^{Use your mouse, or tab} a	nup Form nd s <i>hift-tab</i> to move from blank to blank.
1. Where shall we send	your checks?
	Make checks payable to
	Street
	Box / Suite / Apt#
	City
	State / Province
	Zip / Post Code
click to select	▼ Country
We accept clients from 2. How can we contact	over 100 countries. If your country is not listed we cannot offer you an account at this time.
	Your name.
	Your email address. (example: joe@aol.com)
	Your phone number. (required!)
	Address of your web site. (if any)
	Address of your web site. (If ally)
3. Select a nickname fo	r your new account.
	se will be the "ClickBank ID" for your account. It will be visible to the customer f your products, and will appear on the memo line when we send you a check.
	Account nickname (5-10 letters & digits)
4. Agree to our terms a	nd conditions.
By clicking SUBMIT belo	w you consent to the following terms:
deleted without no Accounts with no Accounts associa or respawning with Accounts associa without notice. Ou product within 90	ing invalid contact information (email address, phone number, etc) may be be block. logins for 90 days may be deleted without notice. ted with network abuse (including unwelcome email, crossposting, mousetraps, address) may be suspended without notice. ted with promotions that conflict with ClickBank's return policy will be suspended in return policy is: ClickBank will, at its option, replace or repair any defective days from the date of purchase. After 90 days all sales are final. In the subject to the terms of the Paycheck Policy and the Client Contract.
	SUBMIT
	COPYRIGHT ©2005 CLICK SALES INC. / CLICKBANK ®

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

CEED OF COMPLEM NOVE TRANSPORT
STEP 2: CONFIRM YOUR IDENTITY
An 8 digit "confirmation code" has been emailed to you at:
your@emailaddress.com
Please confirm your identity by entering the code below.
Confirmation code:
If you do not receive our email within 5 minutes it is because either your email program or your email provider has filtered it out as possible spam. You should take steps now to correct that problem.
Continue to step 3

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.

STEP 3: FINISHED!

Your new account has been created.

Please memorize the information below, or print this page.

Account nickname: tomwis Account password: TB2Q211T

Upper and lower case DO MATTER in your password. When you login be sure to type it exactly as you see it above.

Keep in mind that anyone who knows your password can access and make changes to your account. We strongly advise that you not share your password with anyone.

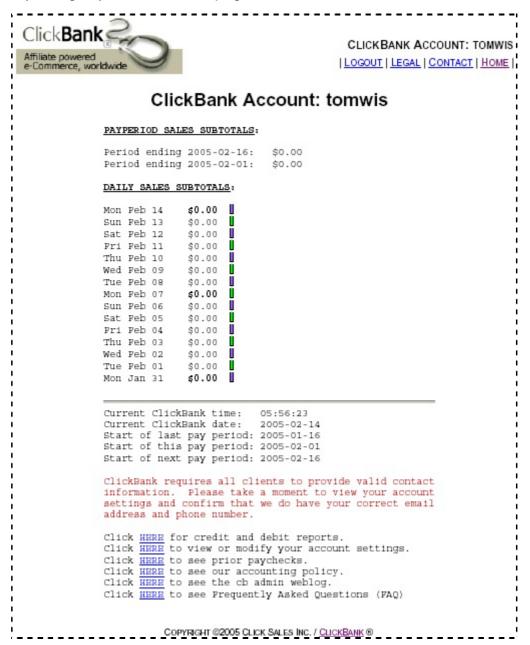
Click HERE to continue.

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 <u>HERE</u> link at this page to login to your account. Or you can wait until the confirmation email arrives from ClickBank, then follow the instructions in the email with 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;

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

Account: tomwis		Login Legal Home
ACCOUNT INFORMATION	Contact Info:	
	TOMHUA	Contact Name
Please be certain that your contact information is accurate at all times	webmaster@worldinternetsu	Email address
	61-3-94173368	Phone Number Business Info:
SAVE CHANGES		URL of your web site
		Title for your web site
email mailto:address@clickbank.com?		Brief description of your web site
Subject=tormWis s address		
	Paycheck Preference: \$100.00	\$100.00 . Hold my paycheck until my balance reaches
	Account Password: If	you wish to change your account password you may
	do so below.	New password
	Change password (confirm).	onfirm).
	Copyright 2004 Key	Copyright 2004 Keynetics Inc. / <u>ClidBank</u> ●

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.

The first thing you should do is to change the password to something easy for you to remember and hard for others to guess.

Please note: Your password must contain 8 or more letters & digits.



Input your new password in the Account Password: field

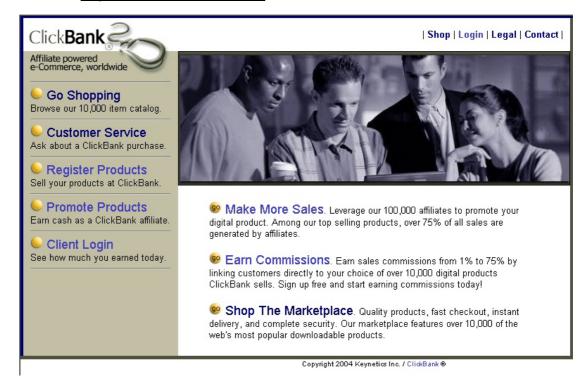
Don't forget to check the box in front of 'Change password (confirm).'

Then click the 'SAVE CHANGES' Button.

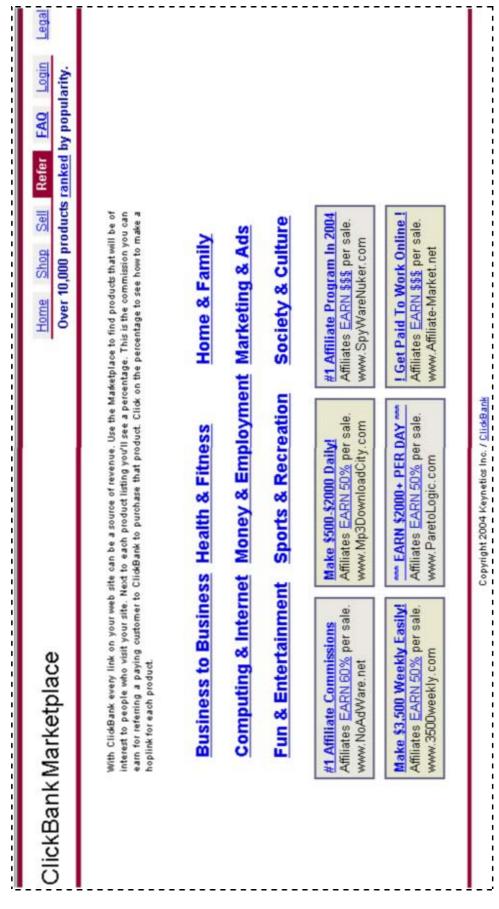
Your free account is now ready.

Selling As A Free Affiliate

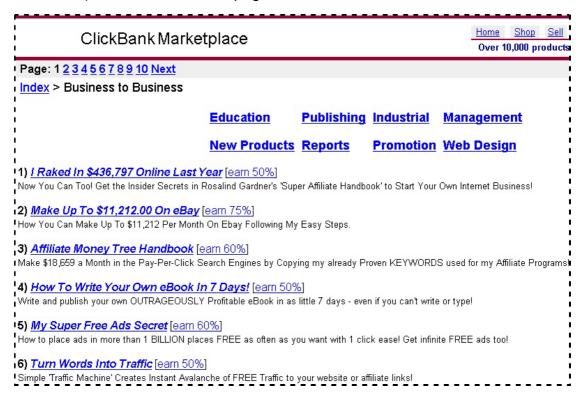
1. Go to http://www.clickbank.com/



2. Click on **Earn Commissions**, you will see a page similar to this one:



3. Click on the type of Product that you want to promote (eg **Business to Business**). You will come to a page similar to this:



4. If you see a listing you like, click on the **Earn x%** link beside it. Do **NOT** Click on the main part of the heading (eg Affiliate Money Tree Handbook)



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



6. Either write down or Copy and Paste the links that you see 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

Setting 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 will need to put a **sales link**. When the customer is ready to pay, this is the link they need to click on. On this page you need to:

- 1. Explain what you are selling.
- 2. Explain how the service will be delivered (web page, email, etc).
- 3. Explain how long it will take for delivery (5 seconds, 5 minutes, etc).
- 4. Include your sales link.

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



This is what your customers should click on when they are ready to order. You need to use a **Hyper Link** to direct your purchasers to a URL like this one:

http://www.clickbank.net/sell.cgi?YourNickName/1/The_Product_Name

This is the most important part:

YourNickName: You need to replace this part of the URL with **Your Own Nickname** you have with Clickbank.

1: This is the number of your selling product. You can leave it as '1' for now since you are setting up the order link for your 1st product.

Clickbank allows you to sell up to 50 different products. You will use '2' when you set up the URL to sell the 2nd product, and '3' for 3rd product. ...

The_Product_Name: This is what your customer will see when they arrive at the **Credit Card Submission page** at Clickbank as the name of your product. Please note to put a '_' **between each word**.

Below is an **example** of the **sales link** I used for my FreeToSell Package.



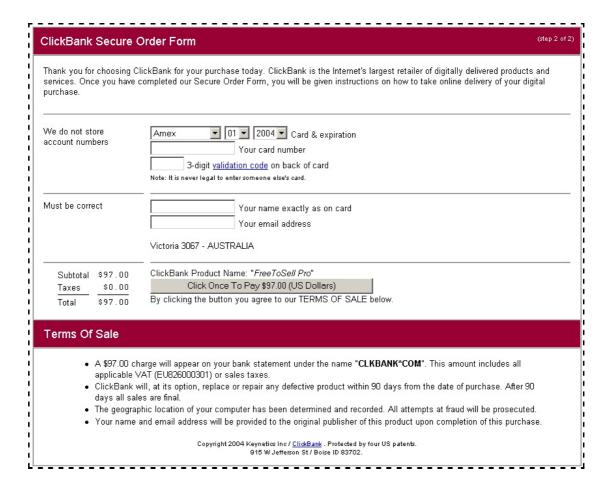
The link I used to accept Payment for my FreeToSell Package is http://www.clickbank.net/sell.cgi?tomhua/10/FreeToSell

tomhua is my Clickbank Nickname.10 is the product number I am selling.FreeToSell is the Name of the product.

Click on the order link. The next page is where you put in your Country, State and Zip or Post Code.



Go to Step 2 and you see the Secure Order Form.



Fill in your Credit Card details and, after instant verification, you download the product you paid for.

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 so that you can assist the customer with any questions they may have about what they bought.
- Remind the customer that their credit card bill will show a charge by: "CLICKBANK / KEYNETICS".
- 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.

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.

Give the book a different file name, then put it and your 'thankyou' page in a sub-directory which has a name that only you know. Don't call your thankyou page anything which is easy for them to guess, like thankyou.html!

If you are selling eBooks, you need to set up a Download Link (something like **Download Now**) on your 'thankyou' page. This is where your customers should click on to download your product. You need to use a **Hyper Link** to the URL where you store your product.

The HyperLink should look something like http://YourDomain.com/eBook/Title.exe.

This needs to point 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 book, mybook.pdf, in a folder called **duud**, but your Thankyou page is in a different folder, say **nother**, your link would be; nother/mybook.pdf

Below is an example of a 'thankyou' page I used for my old FreeToSell package.

Thank you! Your payment has been accepted.

This transaction has been processed by ClickBank
"CLICKBANK / KEYNETICS" will appear on your billing statement.

Welcome and and congratulations!

Click here to download your 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.

Click on the - <u>CLICK HERE TO COMPLETE YOUR PURCHASE</u> – link. You should be directed to your <u>'Thankyou'</u> page where you should continue to test your <u>Download link</u>.

Shortly, you will also receive an email notification sent by ClickBank informing you that you have just made a sale.

Step Four

Setting up links at ClickBank

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



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.

THANK-YOU PAGES	Your account is not curren while you test your links. T	ntly approv	ed for r	making ter than	direct	Your account is not currently approved for making direct sales. Leave your prices set to zero while you test your links. To set prices greater than \$0.00 you will need to submit a Product
Once the customer pays, we send them directly to a "thank-you page" at your web site. You can enter the web.	Approval Request.		5	2		
address (URL) of up to 50 such pages		\$0.00	URL 6	& Price of		page 1
nere. (More blanks will appear as you need them.) Each price should be the		\$0.00	URL	& Price of		page 2
price of access, in US dollars.		\$0.00	URL	& Price of		page 3
SAVECHANGES		\$0.00	URL 6	& Price of		page 4
01000		\$0.00	URL 6	& Price of		page 5
Click <u>HERE</u> to request a Product Approval Request.	Payment Settings:					
	Accept Credit Cards	m .5				
	1%	affiliate	gg eg			
	Advanced Settings: Cgi purchase validation (for experienced programmers only):	n (for e)	operier	nced pr	ogram	mers only):
	Secret	Secret key (up to 16 letters & digits)	to 16	letter	3 6	igits)

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

As you can see, Clickbank offers a ready-to-use affiliate facility – you can have your products sold by Clickbank's Free Affiliate Members where you pay nothing except a commission for successful sales that they refer to you. You can nominate a percentage you offer to your affiliates here as well.

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

You will now come back 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: YOUR NAME
                                Email: webmaster@worldinternetsummit.com
                                Phone: 61-3-94173368
                             Site Information
                                Homepage:
                                Category: uncategorized
                                Title: ""
                                Topic: ""
                              Thank-you page urls
                               # 1: $0.00 Click to test link #1
                              # 2: $0.00 Click to test link #2
                               # 3: $0.00 Click to test link #3
```

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.

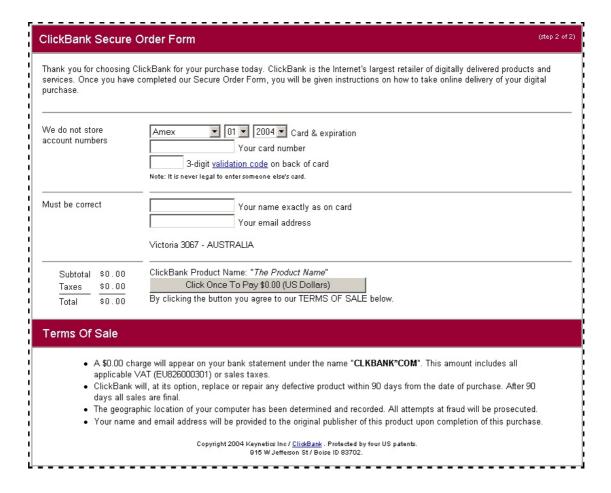
Step Five

Testing your Links

Go to your order page and click on the order link. If everything is set up correctly you should see a page generated by Clickbank very similar to the one below.



Put in your Country, State and Zip or Post Code. Go to Step 2 and you see the Secure Order Form.



Check the left bottom corner to see if your Nickname is displayed correctly.

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

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



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

Shortly, you will also receive an email notification sent by ClickBank informing you that you have just made a sale.

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."

Please Note:

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 Clickbank account. Follow the instructions to make the payment to activate your seller'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. Putting the download link for your product on a page called something that's easy to guess such as, **thankyou.html**You need to give it a name that is hard to guess; something like tpage.html or 4789.html

Using the above information you might have: http://www.yoursite.com/tcpage/4789.html

3. Not putting a meta tag in your html code that says "no follow." This special tag keeps the search engines from recording the information from your download page(s) and displaying it when potential thieves look for your download in 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 awhile. Some buyers may tell their friends where to download your product, even put the link on chatrooms! Make sure that you change where you have your Thank you page about once a month.
- 5. Not having an index page in your directory that you make to put your Thankyou pages in. Many servers do hide 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 thank you pages in that directory.

Some people want to passcode their sites. Most servers have a control panel or a menu nowadays 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 yourmembership 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 an URL which 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 you are going to give to your affiliates for them to send the visitors to your site will look like:

http://hop.clickbank.net/hop.cgi?AffiliateNickname/YourNickname

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 the following:

Make 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, 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.

http://www.ustoday.net/ns.html

For your web site hosting needs, visit

http://HostingBay.net

I wish your online journey to be enjoyable and profitable!

Tom Hua