

Three Reasons To Host Your Own Teleconference

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Teleconferencing has been in existence for a number of years to help people to work at home and still be a major part of meetings.

But, now it's taking on a whole new dimension. One that is exploding on the Internet as a new stream of income.

Major Source of Profits for Internet Marketing

It had to happen sooner or later. Some quick thinking Internet entrepreneur thought of a way to harness the power of teleconferencing to make money.

Now, it's taking off and is a strong, vibrant part of many businesses income. And in a lot of cases, it's a main source of consistent revenue.

What could be easier. By hosting your own teleconference, or teleclass, you have the opportunity to do more in thirty minutes than you could in a month of advertising your website.

Wouldn't you rather stay home, pick up the phone, host a short teleclass (that people paid to attend), and sell some of your products as a direct result?

Many Internet marketers are using teleconferences on a monthly basis as the optimal tool to keep in contact with their regular clients, website visitors, past customers, and new prospects. Teleconferences give you the opportunity to establish yourself as an expert on your particular topic like articles, seminars, newsletters, or word of mouth ever could.

This type of delivery of information satisfies the need that is so prevalent to the foundation of an Internet business.

Three Main Benefits of Hosting Teleconferences

With the momentum that hosting teleconferences is gaining among Internet Marketing top earners, what good does it do? Why are they so enthusiastic about hosting a class, seminar, or conference over the telephone? There are three benefits that make teleconferences more attractive, and productive, than other means of sales and marketing communication.

You're Only A Phone Call Away

Ease of use and instant gratification, instead of a luxury, has become a demand. In marketing your name, product, or service, this key development in the needs of the consumers or target market must be kept in the forefront of your mind.

Seminars, classes, workshops, consulting, meetings... they all take time, money, plans, and travel. It's much easier to be able to sit in your home, or office, and "attend" a conference on the phone.

Attendees Get A First Hand Feeling Of "Personality"

One of the things that I don't like about formal seminars and conferences is the feeling of "inferiority".

Do you ever feel like that? When the speaker is elevated above the crowd, and everyone is listening to what that one person is saying, you feel like you can't possibly do anything the speaker is talking about. You're not on the same level. Most people beginning in any type of business feel this way.

With a teleconference everyone is on the same playing field and instead of feeling inferior, the person attending the conference then feels the speaker's "personality".

The phone has been a great way to keep in touch with people over long distances. People feel so much better when they have talked to a friend or relative. In the same way, when you host a conference, each individual person "feels" like they are talking to you, personally, on the phone.

You are answering their questions, putting aside their fears, telling them they can do it. You're a friend, not someone who is "much better" than they are.

Teleconferences Create Their Own Income

Of course, it has to get to money.

The first two benefits not only create an easy way to stay in touch with customers and ezine subscribers, and website visitors, and give you direct access to each "attendee", but they also create a very lucrative stream of income.

Teleconferences, whether free or on a paid basis (another easy income stream), save people money, time, and creates trust so that more of your products, or services, sell.

Plus, the fact that if you are hosting a paid event, you are making almost pure profit from the conference. Many people operating on the Internet are now using these events as a main part of their income. If you host a conference to 200 people at \$100 per, you've just made \$20,000. Not bad for a thirty minute to one hour phone call.

Add to that the opportunity to record your conference, put transcribe it to written form and sell it as a package, give it away for more publicity for other products, or use it as an archive.

Everyone Can Do It

Teleconferences aren't just for the experts. Do you have an ezine? Do you operate a website? Are you an affiliate of a product? Do you know how to plant roses? Catch fish? Find great deals in antique stores? Whatever it is you can do, you can host an event. The limits are endless.

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Tom Parker has put together a website to help people who want to host a teleconference or class, and has made it affordable for everyone!
<http://www.affordableconferencing.com> is your place for reliable, affordable, reservationless teleconference lines for easy hosting. Go and check out the rates and get your conference started today!

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