

## Sample Mlm Business Plan Online Mlm Community

Digital Marketing Excellence Popular Mechanics Online MLM Marketing Small Business Marketing Kit For Dummies Start Your Own Business and Hire Yourself Start with why Network Marketing For Dummies How to Build Your Network Marketing Business in 15 Minutes a Day How to Brand Yourself for Your Network Marketing Business You Are What You Tweet Network Marketing Secrets The Financial Times Guide to Business Networking The 12 Week Year The New Community Rules The Complete Idiot's Guide to Starting a Home-based Business The MLM Binary Plan Traction Consumer Behavior For Dummies One Year to an Organized Life 2009 Writer's Market Entrepreneur Weekly World News Let's Have a Sales Party Rock Your Network Marketing Business The Guide to Strategic Networking Be a Network Marketing Millionaire How to Write a Business Plan Don't Let Anybody Steal Your Dream Guerrilla Marketing in 30 Days Workbook The One Page Business Plan Library Journal The Ernst & Young Business Plan Guide The One Page Business Plan for the Creative Entrepreneur 2004 Writer's Market Online How to Write a Business Plan Strategic Planning for Nonprofit Organizations The Everything Guide To Network Marketing How to Be a Network Marketing Millionaire Building an EBusiness The Complete Idiot's Guide to Making Money with Your Hobby

### Digital Marketing Excellence

Consumer behaviour.

### Popular Mechanics

### Online MLM Marketing

Network marketing has helped people all over the world achieve financial independence—and it can help you do the same. As a profession, network marketing invites all people, regardless of gender, experience, education, or financial status, to jump on board and build a satisfying and potentially lucrative business. If you want to improve your current financial situation and are ready to become your own boss, then networking marketing is the way to go. Whether you want to work full-time or part-time; whether you dream of earning a few hundred dollars a month or thousands of dollars a month, Network Marketing For Dummies can show you how to get started in this business within a matter of days. If you're currently involved in network marketing, this book is also valuable as both a reference source and a refresher course. Network marketing is a system for distributing goods and services through networks of thousands of independent

salespeople, or distributors. With *Network Marketing For Dummies* as your guide, you'll become familiar with this system and figure out how to build revenue, motivate your distributors, evaluate opportunities, and grab the success you deserve in this field. You'll explore important topics, such as setting up a database of prospects and creating loyal customers. You'll also discover how to: Get set up as a distributor Develop a comprehensive marketing plan Recruit, train, and motivate your network Maximize downline income Take your marketing and sales skills to a higher level Cope with taxes and regulations Avoid common pitfalls Packed with tips on overcoming common start-up hurdles as well as stories from more than fifty successful network marketers, *Network Marketing For Dummies* will show you how to approach this opportunity so that you can begin to build a successful and satisfying business of your own.

## **Small Business Marketing Kit For Dummies**

Here is a practical workbook that will achieve tangible results. The *One Page Business Plan for the Creative Entrepreneur* captures the critical elements of a business plan on a single page using key words and short phrases. There is no room for fluff - every word counts. This book, with interactive CD, guides new entrepreneurs and seasoned business owners through a step-by-step process to create business plans that are incredibly focused and clear!

## **Start Your Own Business and Hire Yourself**

Draws on real-life stories and figures, including Martin Luther King, Jr. and Steve Jobs, to examine the qualities a good leader requires in order to inspire and motivate people.

## **Start with why**

Who would you be if you felt at peace and had more time and money? An organized life enables you to have more freedom, less aggravation, better health, and to get more done. For nearly twenty years, Regina Leeds-named *Best Organizer* by Los Angeles magazine-has helped even the messiest turn their lives around. Anyone can get organized-she'll prove it to you! *One Year to an Organized Life* is a unique week-by-week approach that you can begin at any time of year. Regina helps you break down tasks and build routines over time so that life becomes simple, not overwhelming. Master time management Make your kitchen efficient Permanently organize closets and drawers Deal with your finances Reclaim "dumping grounds" like the guest room, garage and basement Declutter the kids' rooms Organize your travel plans-and the vacation photos and souvenirs Entertain with joy Regina reveals her magic formula for organizing anything, plus her method to stop the chronic cycles of clutter, misplaced items, and lateness. Whether you're living in chaos or just looking for new ways to simplify, this essential book will help you get the whole household organized-and stay that way.

## **Network Marketing For Dummies**

A guide for the freelance writer, listing pertinent information about publications and editors

## **How to Build Your Network Marketing Business in 15 Minutes a Day**

Unable to achieve employment, people are increasingly turning to entrepreneurship to create work for themselves, according to a recent article in the New York Times. As a result, people's interest in consulting, freelancing, and building self-enterprises is booming.--From publisher description.

## **How to Brand Yourself for Your Network Marketing Business**

'A great, practical guide to all aspects of networking - stuffed with lots of quick and easy tips to help you leverage the power of your network.' Ivan Misner, NY Times bestselling author and founder of BNI and Referral Institute 'This practical and easy-to-read book will quickly get you the results you need from your network.' Charlie Lawson, BNI UK and Ireland national director 'A "must read" for anyone wanting to use the power of face-to-face AND online networking to generate career and business success.' Andy Lopata, author of Recommended and And Death Came Third Up to 80 per cent of opportunities come from people who already know you, so the more people you know, the more chance you have of winning the new business or career you want. The Financial Times Guide to Business Networking is your definitive introduction to a joined-up networking strategy that really works. This award-winning book has now been fully updated to include new chapters on generating referrals and boosting your confidence when networking, as well as the latest advice on social networking sites. Successfully combine online and offline networking techniques Develop the best networking approaches and behaviours Make a great first impression, build rapport and generate strong business relationships Talk to the right people, have productive conversations and effectively work a room

## **You Are What You Tweet**

## **Network Marketing Secrets**

The One Page Business Plan is the new way to business plan. This innovative process cuts the fluff and filler of traditional business plans and gets the essence of any business onto one page. Traditional business plans remain one of the most difficult documents for any business owner to write, until now. The innovative One Page Business Plan TM removes the

mystique and terror of business planning so that any business owner can write a comprehensive business

## **The Financial Times Guide to Business Networking**

Building up your strategic network is a key component of getting ahead in business. It's not enough to have the skills. You must network with others who can help you get ahead. Juliette C. Mayers, president and CEO of Inspiration Zone LLC, gives you practical advice on how to build your personal brand and strategic networking plan in her new book *The Guide to Strategic Networking: Dream. Plan. Create. Achieve.* Mayers expands upon the principles shared in her first book to include help on how to develop an action plan. Here, she offers a mix of advice and encouragement in order to inspire you to make your dreams come true. Mayers uses examples of her own career, including how she became president of a firm specializing in multicultural consulting, brand management, and thought leadership. She also draws from her leadership experience at GE Capital, Bank of Boston, The Ad Club Foundation, and Blue Cross Blue Shield of MA. Also included are action-oriented "Making It Real" exercises to help you develop your own written strategic networking plan. Get in touch with those who can help you succeed at business and in your career—from using social media effectively to understanding the importance of attending networking events, Mayers lays out an easy roadmap for you to follow.

## **The 12 Week Year**

Information: 2nd ed. Rev. ed. of: *The Arthur Young business plan guide.* c1987. Includes index.

## **The New Community Rules**

## **The Complete Idiot's Guide to Starting a Home-based Business**

Rooted in the creative success of over 30 years of supermarket tabloid publishing, the Weekly World News has been the world's only reliable news source since 1979. The online hub [www.weeklyworldnews.com](http://www.weeklyworldnews.com) is a leading entertainment news site.

## **The MLM Binary Plan**

Most startups don't fail because they can't build a product. Most startups fail because they can't get traction. Startup advice tends to be a lot of platitudes repackaged with new buzzwords, but Traction is something else entirely. As Gabriel

Weinberg and Justin Mares learned from their own experiences, building a successful company is hard. For every startup that grows to the point where it can go public or be profitably acquired, hundreds of others sputter and die. Smart entrepreneurs know that the key to success isn't the originality of your offering, the brilliance of your team, or how much money you raise. It's how consistently you can grow and acquire new customers (or, for a free service, users). That's called traction, and it makes everything else easier—fund-raising, hiring, press, partnerships, acquisitions. Talk is cheap, but traction is hard evidence that you're on the right path. Traction will teach you the nineteen channels you can use to build a customer base, and how to pick the right ones for your business. It draws on inter-views with more than forty successful founders, including Jimmy Wales (Wikipedia), Alexis Ohanian (reddit), Paul English (Kayak), and Dharmesh Shah (HubSpot). You'll learn, for example, how to:

- Find and use offline ads and other channels your competitors probably aren't using
- Get targeted media coverage that will help you reach more customers
- Boost the effectiveness of your email marketing campaigns by automating staggered sets of prompts and updates
- Improve your search engine rankings and advertising through online tools and research

Weinberg and Mares know that there's no one-size-fits-all solution; every startup faces unique challenges and will benefit from a blend of these nineteen traction channels. They offer a three-step framework (called Bullseye) to figure out which ones will work best for your business. But no matter how you apply them, the lessons and examples in Traction will help you create and sustain the growth your business desperately needs. From the Hardcover edition.

## **Traction**

When you follow what is outlined in this book, you will find people answer your phone calls, they call your conference call on time, attend your webinars, and follow up on your emails. Why? Because in their eyes, you are a 'someone.' Think of it this way: right now, prior to setting yourself up as an expert or an authority, you are floating in the ocean as one of a million other drops of water, each one saying the same thing, with the same scripts, same autoresponders, same replicated websites, same marketing material, trying to sell your prospect to join with YOU. But if you Brand Yourself you'll find rejection disappears and struggling ends. Your value to your prospects increases. There is no more hard selling, closing becomes easy. If you are ready to become irresistibly attractive you're ready to Brand Yourself - order today and Get Started!

## **Consumer Behavior For Dummies**

You Are What You Tweet is a cheerfully optimistic book filled with humor and strategies that will help you become Twitter-savvy. This inspiring book serves as far more than a guide to finding your niche on Twitter. It also gives you the tools you need to master this remarkable communication tool and connect with intriguing people around the world. This inspiring,

encouraging book will teach you how adapting a new mindset and using positivity can propel you to becoming influential on social media and greatly enhance your own life. You Are What You Tweet teaches you how to engage your audience with quality content, making it nearly a prerequisite for you to be in the right state of mind. After reading this book, you'll learn how, surprisingly, Twitter can help you to find yourself and feel supported to be who you are.

## **One Year to an Organized Life**

The Hidden Funnel Strategy That Easily Attracts The RIGHT People, Who Are SO SUPER INTERESTED In What You're Selling, They Actually Raise Their Hands And Ask You To Sign Them Up! This book will take you behind the scenes of the three funnels that have built 99% of ALL successful network marketing companies, and show you how to replicate them online with simple sales funnels. You'll be able to plug your network marketing opportunity into these funnels within just a few minutes. I'll also tell you the one step that everyone forgets. Miss this step and your funnels will never gain the momentum you need to be a top earner. Ready? Good. Me too!

## **2009 Writer's Market**

Building an E-Business: From the Ground Up is an "e-commerce" book that moves beyond a survey atmosphere to provide hands on experience. It is designed specifically for those who want to develop web skills and business plans for use in starting an e-Business. This book integrates and fills the gap between "How to Design Web Pages" and Business and Marketing courses. It is not a "How-to" book dealing with the conversion of existing businesses to the electronic arena; it focuses on entrepreneurs who want to begin an eBusiness but lack basic knowledge of the Internet and in developing business and marketing plans. Building an e-Business is different because it is aimed at those interested in starting an e-Business, makes use of the Web, and assumes little or no Internet Knowledge.

## **Entrepreneur**

Author, teacher and financial manager Mike McKeever shows how to write the business plan and loan package necessary to finance a new or expanding business and make it work. Includes fill-in-the-blank financial forms, sample business plans and a streamlined method for writing a business plan in one day.

## **Weekly World News**

The bestselling guide to nonprofit planning, with proven, practical advice Strategic Planning for Nonprofit Organizations

describes a proven method for creating an effective, organized, actionable strategy, tailored to the unique needs of the nonprofit organization. Now in its third edition, this bestselling manual contains new information about the value of plans, specific guidance toward business planning, and additional information about the strategic plan document itself. Real-world case studies illustrate different planning and implementation scenarios and techniques, and the companion website offers templates, tools, and worksheets that streamline the process. The book provides expert insight, describing common misperceptions and pitfalls to avoid, helping readers craft a strategic plan that adheres to the core values of the organization. A well-honed strategic plan helps nonprofit managers set priorities, and acquire and allocate the resources necessary to achieve their goals. It also provides a framework for handling challenges, and keeps the focus on the organization's priorities. Strategic Planning for Nonprofit Organizations is an excellent source of guidance for managers at nonprofits of every size and budget, helping readers to: Identify the reasons for planning, and gather information from internal and external stakeholders Assess the current situation accurately, and agree on priorities, mission, values, and vision Prioritize goals and objectives for the plan, and develop a detailed implementation strategy Evaluate and monitor a changing environment, updating roles, goals, and parameters as needed Different organizations have different needs, processes, resources, and priorities. The one thing they have in common is the need for a no-nonsense approach to planning with practical guidance and a customizable framework. Strategic Planning for Nonprofit Organizations takes the fear out of planning, with expert guidance on the nonprofit's most vital management activity.

## **Let's Have a Sales Party**

## **Rock Your Network Marketing Business**

Proven techniques for multilevel marketing success! Whether you're looking for a career change, a flexible part-time job, or a way to make money while staying home with the kids, network marketing is one of the fastest-growing business opportunities available. From services you need to products you love, there are hundreds of network marketing jobs to explore, and some are as easy as throwing a party with your closest friends. If you're willing to learn and dedicate the necessary time and energy, network marketing can help you achieve your dreams of financial independence. This step-by-step guide includes all the information you'll need to get started, including how to: Find a product you'll love selling and a company you'll enjoy working with Identify a sponsor to help you get started and meet your goals Develop a personal business plan Improve your marketing and sales skills Grow and support your team Maximize your income Packed with expert tips and best practices from successful marketers, The Everything Guide to Network Marketing will help you achieve financial goals while helping others do the same.

## **The Guide to Strategic Networking**

PLEASE PROVIDE COURSE INFORMATION PLEASE PROVIDE

## **Be a Network Marketing Millionaire**

Blogs, networking sites, and other examples of the social web provide businesses with a largely untapped marketing channel for products and services. But how do you take advantage of them? With *The New Community Rules*, you'll understand how social web technologies work, and learn the most practical and effective ways to reach people who frequent these sites. Written by an expert in social media and viral marketing, this book cuts through the hype and jargon to give you intelligent advice and strategies for positioning your business on the social web, with case studies that show how other companies have used this approach. *The New Community Rules* will help you: Explore blogging and microblogging, and find out how to use applications such as Twitter to create brand awareness Learn the art of conversation marketing, and how social media thrives on honesty and transparency Manage and enhance your online reputation through the social web Tap into the increasingly influential video and podcasting market Discover which tactics work -- and which don't -- by learning about what other marketers have tried Many consumers today use the Web as a voice. *The New Community Rules* demonstrates how you can join the conversation, contribute to the community, and bring people to your product or service.

## **How to Write a Business Plan**

For 88 years, *Writer's Market* has given fiction and nonfiction writers the information they need to sell their work—from completely up-to-date listings to exclusive interviews with successful writers. The 2009 edition provides all this and more with over 3,500 listings for book publishers, magazines and literary agents, in addition to a completely updated freelance rate chart. In addition to the thousands of market listings, you'll find up-to-date information on becoming a successful freelancer covering everything from writing query letters to launching a freelance business, and more.

## **Don't Let Anybody Steal Your Dream**

Now in its fifth edition, the hugely popular *Digital Marketing Excellence: Planning, Optimizing and Integrating Online Marketing* is fully updated, keeping you in line with the changes in this dynamic and exciting field and helping you create effective and up-to-date customer-centric digital marketing plans. A practical guide to creating and executing digital marketing plans, it combines established approaches to marketing planning with the creative use of new digital models and

digital tools. It is designed to support both marketers and digital marketers, and students of business or marketing who want a thorough yet practical grounding in digital marketing. Written by two highly experienced digital marketing consultants, the book shows you how to: Draw up an outline digital marketing plan Evaluate and apply digital marketing principles and models Integrate online and offline communications Implement customer-driven digital marketing Reduce costly trial and error Measure and enhance your digital marketing Learn best practices for reaching and engaging your audiences using the key digital marketing platforms like Apple, Facebook, Google and Twitter. This new edition seamlessly integrates the latest changes in social media technology, including expanded coverage of mobile technology, demonstrating how these new ways to reach customers can be integrated into your marketing plans. It also includes new sections on data analytics, clearly demonstrating how marketers can leverage data to their advantage. Offering a highly structured and accessible guide to a critical and far-reaching subject, Digital Marketing Excellence, Fifth Edition, provides a vital reference point for all students and managers involved in marketing strategy and implementation.

## **Guerrilla Marketing in 30 Days Workbook**

How to Become a Network Marketing ROCK STAR

## **The One Page Business Plan**

Internationally renowned marketing expert Jay Conrad Levinson and co-author Al Lautenslager offer a hands-on workbook in the famed Guerrilla Marketing series. Designed for use either as a stand-alone tool or as a supplement to Guerilla Marketing in 30 Days, this interactive workbook provides practical exercises that deliver a customized, action-oriented marketing plan. Easy to use, the workbook is completely page driven. Specific components of a marketing plan are produced upon completion of each exercise.

## **Library Journal**

Popular Mechanics inspires, instructs and influences readers to help them master the modern world. Whether it's practical DIY home-improvement tips, gadgets and digital technology, information on the newest cars or the latest breakthroughs in science -- PM is the ultimate guide to our high-tech lifestyle.

## **The Ernst & Young Business Plan Guide**

\* Do you want massive MLM marketing success?\* Are you ready to take your MLM business to the next level?\* Are you

ready to claim the lifestyle you and your family deserve? Think leads. Lots and lots of fresh MLM leads. Because leads are the name of the game, and you are just moments away from discovering just how easy it really can be to generate 100+ free online MLM leads per day and put your network marketing business on the fast track to creating wealth. Leads are the lifeblood of your business. So here we will focus on\* Automated lead generation, not MLM prospecting\* Online attraction marketing, not pestering family & friends\* High leverage systems, not MLM scripts and scriptbooks\* MLM software, tips, tricks and inside secrets. After all, you may represent the best product, service or network marketing business opportunity in the world but if you do not tell anyone about it if you do not find a way to get your offer in front of a steady stream of new prospects on a daily basis your business is dead in the water. Belly up in the fish bowl.\* Lack of leads is one of the top reasons why most people fail in MLM. Without leads you've got nothing.\* Lack of cash flow is another reason why most people fail in network marketing. Most people never make a dime in MLM, and most people quit within the first year often walking away with less money in their pocket than they had to begin with. It's tragic, but true. And it certainly does not need to be that way. Since 1996, Rob Fore and his wife Lisa have built six profitable businesses working part-time in their spare time online. They have a team of over 11,000 active MLM distributors in one network marketing company and a team earning tens of thousands per month in yet another. Buy the book because success leaves clues and now it is your turn to generate 100+ MLM leads per day and get paid even when people do not join your team. It's time to build a business, not just a downline.

## **The One Page Business Plan for the Creative Entrepreneur**

The guide to shortening your execution cycle down from one year to twelve weeks Most organizations and individuals work in the context of annual goals and plans; a twelve-month execution cycle. Instead, The 12 Week Year avoids the pitfalls and low productivity of annualized thinking. This book redefines your "year" to be 12 weeks long. In 12 weeks, there just isn't enough time to get complacent, and urgency increases and intensifies. The 12 Week Year creates focus and clarity on what matters most and a sense of urgency to do it now. In the end more of the important stuff gets done and the impact on results is profound. Explains how to leverage the power of a 12 week year to drive improved results in any area of your life Offers a how-to book for both individuals and organizations seeking to improve their execution effectiveness Authors are leading experts on execution and implementation Turn your organization's idea of a year on its head, and speed your journey to success.

## **2004 Writer's Market Online**

You're no idiot, of course. You have ideas, skills, and talents that have brought you success for years. (You even figured out how to program your VCR.) But turning your ideas and talents into your own business can make you feel like an idiot.

Taxes, zoning laws, insurance, marketing: how do you juggle all of these and still succeed at what you do for a living? But there's hope! This book gives you the lowdown on all those things you need to get going: financing for your business, setting up your system, and selling your product or service. In this Complete Idiot's Guide you get:

## **How to Write a Business Plan**

LET'S HAVE A SALES PARTY provides a complete step-by-step guide on how to make money and have fun by selling your products or services at a party. It offers tips for both newcomer and old-timers seeking to expand the business. The book includes tips on how to: - choose your product and company, - develop your sales pitch, - recruit prospects for your party, - plan a great party, - increase your sales, - expand your business by creating a sales organization. - use advertising and PR to find hosts and customers - develop a presentation and a marketing campaign, - find a host, choose a location, and plan the menu, - master a solid sales pitch and take orders, - get referrals, confirm orders, and manage deliveries, - avoid scams and choose a reputable company. Plus, it includes a directory of major party plan companies.

## **Strategic Planning for Nonprofit Organizations**

There is a reason many people succeed in network marketing while many others fail. This book explores the reasons so that anyone can understand and climb as high as they want in the business. It sounds so simple. Recruit a bunch of people. Sell a bunch of products. When your recruits do it and their recruits do it, you're on your way to the Land of Time and Money. (All the money you need and all the free time to enjoy it). While it is simple to explain, it takes a few simple skills to connect the dots and make it happen. Unfortunately, most network marketers never learn the skills. This is the book that contains easy to follow steps to fill that void. This book covers: How to select the business that is right for you How to select a team that can guide you to success How to get a financial incentive from the government How to always have people standing in line waiting to hear about your business What to show them How to start your new people on the path to success How to leverage the natural laws of business Network marketing professionals are some of the highest paid people in the world. This book tells you how to become one of them. It was written by a successful network marketer who made it to one of the top positions in his company.

## **The Everything Guide To Network Marketing**

Too busy to build a network marketing business? Never! Anyone can set aside 15 minutes a day to start building their financial freedom. Of course we would like to have more time, but in just 15 minutes we can change our lives forever. How can we do this? With hyper-efficient ninja tricks, shortcuts, and focus on the activities that will pay off now. Learn how to

make invitations and appointments in seconds, with no rejection. Get immediate decisions from our prospects without long, boring sales presentations. Instead of chasing people, plant seeds so they will come to us. And follow-up? Easy when it is automated. And what is the best part about having the skills to build in minimal time? Now we can talk to even the busiest of prospects and assure them they can fit our business into their schedule. Never worry about the "I don't have time" objection again. Don't let a busy life stop us from building our future. Discover the skills to change our lives in just 15 minutes a day. Order your copy now!

## **How to Be a Network Marketing Millionaire**

Discusses financing, bank applications, cash flow forecasts, and capital spending plans, and explains how to create an effective business plan and loan proposal.

## **Building an EBusiness**

If you want to be among the top 1% people, you must do what the top 1% people do. People come into network marketing because they believe they can fulfil their dreams faster here. But many are not able to achieve their dream income and lifestyle in spite of many years of hard work, commitment and motivation. What they lack is the right knowledge, skills, techniques and tools for success. This one of its kind guidebook will teach you everything you need to know to be a top achiever in any network marketing company with any product or income plan. This book will give amazing results to everyone—professionals, business owners, employees, students, retired people or housewives. If you want to be the best, learn from the best. This book is written by an iconic name in the direct selling industry, Deepak Bajaj, who became a multi-millionaire himself and has helped thousands of people become millionaires by using the principles and techniques detailed in this book. Be a network marketing millionaire will teach you how to: establish a new, more empowering belief system multiply your income and team size ten times in record time create a Duplication system for a lifelong passive income secret techniques to make a never-ending prospect list use effective social media strategy for big success put in place a 90-day game plan to turn your business around forever build your personal brand to pull the right people towards you how to invite people without affecting relationships how to build leaders within your team And much more.

## **The Complete Idiot's Guide to Making Money with Your Hobby**

Harness the power of marketing and watch your business grow Having your own business isn't the same as having customers, and one is useless without the other. Whether your business is a resale store or a high-tech consulting firm, a law office or a home cleaning service, in today's competitive environment, strategic marketing is essential. If you want your

small business to grow, you need a marketing strategy that works. But how do you get people to notice your business without spending a fortune? Packed with savvy tips for low-cost, high-impact campaigns, this friendly guide is your road map to launching a great marketing campaign and taking advantage of the newest technologies and avenues for outreach. Using social media as a marketing tool Communicating with customers Financing a marketing campaign The companion CD includes tools and templates to give you a jump-start on putting your new skills to work If you're looking to give your small business' marketing plan an edge over the competition, Small Business Marketing Kit For Dummies has you covered. CD-ROM/DVD and other supplementary materials are not included as part of the e-book file, but are available for download after purchase.

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