



Daylynnne Starr



Hello, this is Jean Shaw of jeansbestrecommendedproducts.com, and I'm really looking forward to this call today. I'm chatting to Daylynnne Starr from Seattle in Washington.

Daylynnne is another of Alex Jeffreys' students, whom I met in January 2010 at Alex's workshop in Las Vegas, and I was immediately impressed by her sense of humor and how friendly and generous she was.

I was fortunate enough to receive one of her books, which she kindly signed for me because not only is Daylynnne an entrepreneur and business woman, but she's also an award winning published author.

She's actually had four books published and written columns in four national magazines. But despite her skill with words, Daylynnne doesn't consider herself a writer, just a blabbermouth, so I think we're in for a real treat. Daylynnne, are you there?

Daylynnne: Yes. Yes, Jean. How are you today?

Jean: Oh, I'm fine. Thank you. Well, gladly that you've got up so that you can speak to me because Daylynnne is a bit of a night owl. She says she does most of her creative work after midnight. And I think that's really important, actually, because I'm a lark. I tend to get up early in the morning. About 3 o'clock in the morning, that's when I work at my best. And I think they do –

Daylynnne: I'm just going to bed then .

Jean: Sorry? You're just going to bed ... Yeah, so a lot of people say that you should find the best time you do your best work, and I know Bob-the-Teacher, he said that you should identify that. So if you work best at 10 o'clock in the morning, that's when you should just sort of knuckle down, and do whatever you need to do; and then, chill the rest of the time. So –

Daylynnne: So until I went international, my late hours were best because that's the time I wasn't interrupted,

Jean: So where do you work from? Have you got an office? Or do -- or have you got a laptop?

Daylynnne: Yes.

Jean: -- and you move around, or --?

Daylynne: No. Well, I have the executive suite -- 2-window office in my home, and --

Jean: Oh.

Daylynne: -- professional office in my home. And I have had, even while I was building, I had a professional office in my home, and an office for my secretary.

Jean: Yeah, building. Now, this is something that should interest the listeners. Daylynne is in the Who's Who of Executive and Professional Women., and she was the most successful woman in property development in her state. She's got a license, and worked as a general contractor; actually building four apartment complexes, and a subdivision. So, I'm really impressed with that.

I, personally, supervised the construction of two homes myself, and I know it's kind of difficult to coordinate all the trades people and order things to arrive on time. But it's a skill I'm sure you've found useful as an online marketer. How does it compare, the two?

Daylynne: Well, in a way, it does because you have to build; you have to start with a plan. And if you don't start with a plan, you aren't going anywhere. You can't just walk on to a lot, and say, "Oh, I think I'll put a house here. Let me see. Here's some level ground here; I'm going to put this together. And here's some level ground here, and I'll put this together."

Well, that doesn't work. And everybody understands that in looking at building. And one of the problems that new people have when they come into marketing is that they don't understand that they're going to build something. They're going to build their own business.

And when you build stuff, you have to start from scratch. You don't get rich overnight. You don't become successful overnight. Everything is a process, and it's that process and those plans that really produce the successful marketers, as well as successful builders.

But I've a little story here I want to tell you that I just love. I was successful as a woman in building for one particular reason -- I'm a woman. Now you see, it's a male-dominated enterprise/industry, so women don't have a chance in it. But I do.

Well, just think about this, Jean. When you're planning on going down to the mall, and going shopping, what's the first thing you do? You go and check your purse, and make sure you got your credit card, and your cash, and your checks, right?

Jean: Right.

Daylynne: I mean, no woman goes shopping without money. I mean, duh ! But men don't shop that way. Men say, "Oh, I need socks. Okay, get up and run to the store". And then they get there, and say, "Oh, I don't have my wallet in my pocket." I mean, that's the kind of thing men do.

Well, they do the same thing in the building industry. And I beat them for one particular reason. Women are smart. We make sure we have the money before we go buy the project. So I took that -- how do you say -- plan, and I did the same thing with building. I actually went out and found investors. I talked to bankers. I made sure I had the money to do a big project, and then I went out, and looked for the project.

Men, on the other hand, they go out and look for the project. And they get everything all planned, and spend months, and months, and months. And then they go try to find a financing. And you go to try to find the financing, so many projects fail because they can't get financing, And there they spend years, and lots and lots of money to put plans together. And they don't succeed at that . So because I'm a woman, I succeeded.

Jean: So are you applying the same philosophy in your internet marketing, then? Because that's pretty much a male dominated area. I mean, I know at the workshop -- what were there four women and the rest were men, weren't they?

Daylynne: Yeah, right. I think, and one of the four was a speaker.

Jean: Oh yeah, that's true? Actually, I'd forgotten her. That made five, actually. She was brilliant, though, wasn't she?

Daylynne: Yeah.

Jean: Definitely. Yeah.

Daylynne: Well, because I think, first of all, we're more logical, for the most part. Men are more -- how do I say -- they jump in the middle and kind of swim in all directions at the same time.

Jean: Mm-hmm. Although --

Daylynne: And women are better at planning, as a whole. I mean, you just think about this your whole life. Everything you did, you had the plan to do.

Jean: Mm-hmm. Well usually, as a woman, you tend -- you have to be responsible for other people, don't you? So --

Daylynne: Yes.

Jean: You can never just think about yourself, can you? You've always got other people to look out for.

Daylynne: Yeah. And the men are the ones who are being looked after.

Jean: Yeah, I think that's probably why the successful marketers do have good women behind them.

Daylynne: Mm-hmm.

Jean: I mean, if you think about it -- I mean, I have actually heard a few very successful entrepreneurs -- male entrepreneurs, actually -- acknowledge the fact that if it wasn't for their wives/partners, whatever, they wouldn't be where they are now.

Daylynne: Yeah, it's true. But that doesn't mean that a male, by himself, can't be successful, right?

Jean: Oh, no, no, no, definitely not. No, definitely not.

Daylynne: They really are successful. And when you read the material that they tell you why they're successful, it comes right back to that.

Jean: Mm-hmm.

Daylynne: That's the biggest problem that new people have in marketing today, is that they don't understand that they have to plan. That's the whole big thing. They think that they can just go online, and say, "Oh, here's a nice project. I'll go do that."

Jean: Mm-hmm.

Daylynne: And you know what? Practically every new marketer starts the same way -- without a plan. Because mainly -- because they don't know quite what they're going to do. You come on, and you say, "Well, I'm going to try this," and you don't know what it is you're letting yourself in for.

Jean: Well, this is exactly it. You don't know what you don't know, do you? And there's just so much information overload when you first start. I mean, it's a big thing when you suddenly decide, "Well, I'm going to go in business for myself." Because when you have a job, you've always got a support team, haven't you?

Daylynne: Mm-hmm.

Jean: Doing things --

Daylynne: You always have somebody to tell you what to do.

Jean: That's exactly right, yeah. And yet, when you become an internet marketer, you can do what you want, can't you ?

Daylynne: No, when you do, you don't make it.

Jean: No, exactly, because you don't know what you're supposed to do. And there are just so many options, and somebody's telling you to do this, and

somebody says you need to do that, but they don't tell that you before you can do that, you've got to do something else. It's a nightmare.

Daylynne: It's like every process in life. Everything that we do in our life, we start with nothing, or at the beginning.

Jean: Mm-hmm.

Daylynne: You don't go to school for the first week, and then get a college degree. I mean, you're lucky if you get through kindergarten.

Jean: Yeah.

Daylynne: And everything that we do is a process. Everything we do is planned. And everything we do in all our life, we're always told what to do. We started off as a child, you're told what to do, and how to do it, and when. And as you grow up, you get into school. And it's just the same thing. The teachers tell you what, where, and when. And then you grow up, get a job, and you get the same thing -- a boss standing over you; saying what, where, and when.

And all of a sudden, you decide, "Oh, I'm going to leave that job; and leave that thing. And I'm going to do internet marketing. And I don't have any boss. I can do whatever I want to do."

Jean: Wrong.

Daylynne: And the reason people fail is because they've never, ever been trained to start from the beginning, and plan their own life. They've always been told what to do. All our life we're told what to do.

And all of a sudden, when you find yourself sitting alone, staring at a computer screen, and saying, "Oh, wait a moment. What do I do next? Oh well, somebody must be able to tell me that." And then, you look for somebody to tell you what to do. And that's kind of one of the downfalls, or the upfall in one way or another.

Jean: Yeah, you just have to hope you asked the right person, don't you? Because there is some really awful information out; and there's some very good information, and some very helpful people. But there is some rubbish around. So –

Daylynne: Well, you know, so –

Jean: would you say that you need a mentor?

Daylynne: Yes, I really recommend a mentor. But the problem – well, I think up until these last six months or so, the major problem has been that mentorship with any of the higher-up marketers has started at \$5,000 –

Jean: Mm-hmm.

Daylynne: and going up. There's one of them that start at \$25,000.

Jean: Good grief!

Daylynne: If you're paying out \$25,000 to learn how to be a marketer, I wouldn't want to be -- I wouldn't be looking to be a marketer. Okay, if I'm looking to make money -- I mean, I don't need to spend \$25,000 to find a way to make money.

Jean: Mm-hmm. So, what --

Daylynne: Even though -- yes?

Jean: Yes, so what got you into internet marketing, then? What made you suddenly decide? Was it a sudden decision, or was it something you've been thinking about for a while? Or what --?

Daylynne: No, I've been on the net since it started - seriously. I was one of the first adopters, the first one in my area to have a website.

Jean: Oh, yeah?

Daylynne: The first one to have a commercial site.

Jean: So are you very techie, then? Do you understand all this technology and things?

Daylynne: No, I'm technically-challenged.

Jean: Well, so am I. What a relief!

Daylynne: But, I can't -- I need to put my time into to creative parts and into how to make money next; and how to help people; and in the things that I do best, instead of spending hours and hours trying to wade through technical stuff.

I love it when they give you these little videos online, and it says, "This will take about 15 minutes". I'd say, "Oh yeah, I can do that. That seems easy." So I'd start doing it. Three hours later, I was still on step one!

Daylynne: I have people who just do it. The best word I ever heard was "outsource"

Jean: Yeah. Have you actually done that; or do you do that thing quite a bit?

Daylynne: Outsourcing?

Jean: Yeah.

Daylynne: Yes, I do.

Daylynne: I have a programmer. And I've actually been using a virtual assistant. And I do have a gardener.

Jean: Oh. Well yeah, I wouldn't mind that, a cook, a cleaner, a gardener, that would be really good. So, you're concentrating on giveaway events now, and Adswaps. How's that working for you?

Daylynne: Well actually, they work really well. And hosting them is an entirely different animal than going to them, and getting the benefits of a giveaway event. A giveaway event is -- I like the word even because you're giving things away. But giving is one of the things that we learned very young in life. Our life just consists of giving; and the more we give, the more we receive.

And it doesn't make any difference on what you give. Like if you give a lot of love to someone, you're going to get something. You're going to get back love and attention in return. If you give your friends a lot of friendship and all of the things that go with a good friendship, you get that back. You may not get it back from the same person sometimes; but you will get it back.

So the whole premise of giving something is it starts with a good one - the joint venture partners who come in and actually give away the gift. You might say, "Why would these people want to come and give away the product that they have to new people so they can get started? I mean, when they know they could sell it. Why would they want to give it away?"

Well, there's a simple answer to that. It's called advertising. You advertise in a local paper, you have to spend some money to do it. And you're still giving that money, and giving it away to receive a sale.

But the joint venture partners have that advantage. They also can have an upsell. That means like, "As long as I'm giving you this free, would you like to have this product that I have; or a new product that I have; or show you a new product that I have for sale?"

And so, just going to a giveaway, you can learn so much, and you can see what's available. My current giveaway has over 250 gifts -- free gifts. And they're in all areas of the marketing world. So it's really neat because you can go through where you can see a little blurb of each one, and see pictures of it; and to have an understanding of approximately what it is.

And you can look through, and say, "No, that's not for me. No, that's not for me. Oh, look at theirs, here's a goodie." And you can take more than one. You can take them all if you want.

Jean: And then spend the next month downloading.

Daylynne: Yeah, and of course, what you have to pay for those, is that you have to pay your name and your e-mail address.

Jean: Yeah.

Daylynne: So that people can offer you more things, and keep you up to speed in the marketing world. And we love them. –In my current giveaway we just turned 1,600 people in it. And we're the largest one going right at this moment.

Jean: Okay. And what is your giveaway called, this current one?

Daylynne: Oh, of course! You know what, Jean - You know what month -- what happens in the month of January everywhere?

Jean: Is that the Groundhog Day?

Daylynne: Well, no. It's sales. That's February.

Jean: Oh, right.

Daylynne: January -- because we start in January.

Jean: Right, okay.

Daylynne: So, being a woman –

Jean: In January, that's –

Daylynne: I'm going to go run down, and buy some sales .

Jean: Oh, the January sale.

Daylynne: So – yes?

Jean: I thought you were going to say I thought you were going to say it's when everybody breaks a new year's resolution .

Daylynne: Oh, yeah. Well, we got by, you know – It was too much looking in the mirror . So I decided that sales would be a good theme for our giveaway. So, our giveaway is that - bargain basement giveaway.

Jean: All right. Okay, so when you say we, who are you involved with for this one?

Daylynne: Well, it's like -- this is -- my partner is Paul Hooper.

Jean: Mm-hmm.

Daylynne: And he is a Brit. But he lives in Bangkok .

Jean: Oh, really? So –

Daylynne: Bangkok, Thailand

Jean: So was he another of Alex Jeffreys' students?

Daylynne: Yes.

Jean: Yeah. So that's how you met?

Daylynne: Yeah. He wanted to do them, and I had already done a couple. And so we teamed up. And --

Jean: Have you ever met him?

Daylynne: Yes.

Jean: You have met him? Because --

Daylynne: Oh, no.

Jean: Because that's something I find very intriguing about the internet and joint ventures; that people can be partners for years; and be the best of friends; and yet never have ever met in person.

Daylynne: Yeah. I have lots and lots of internet friends from years back because I was in -- I played cards on the internet

Jean: Yes, I hear you're a bit of a gambler; or you like it.

Daylynne: No, I was not a gambler, no. Yahoo used to have a competition for "Best in the World" in several different card games. And I won in Canasta in the year 2000. It was in fact three days after my birthday, I went number 1 in the world and became a world champion in Canasta.

Jean: Really? You've got lots of strings to your bow because you've also bred and shown show dogs, haven't you? And you're in the Hall of Fame for your breed of dog Basenji. Is that how you pronounce him?

Daylynne: Yes, mm-hmm. They're a little --

Jean: They don't bark, do they?

Daylynne: Yeah, no.

Jean: Mm-hmm.

Daylynne: They're little bark-less dogs from Africa, yes.

Jean: Gee, do you know how a Basenji is described? And this sounds a bit like you, I think. It says alert, affectionate, energetic, and curious, very intelligent, responds well to training, with a strong desire to please. Does that sound like you?

It also says very clever at getting their own way; succeed less by obstinacy than by charm, and need an owner who displays natural authority. One who makes rules and sticks to them. You're calm but firm, confident but consistent. How about that?

Daylynne: I like it, yeah.

Jean: Yeah, they do say that owners grow like their dogs, don't they?

Daylynne: Yeah. They're all – I had the award from the American Kennel Club for breeding a hundred champions.

Jean: Wow!

Daylynne: So that's how I won that from the Hall of Fame because I actually bred more, but they gave me an award for that.

Jean: Mm-hmm

Daylynne: And I looked around, and I said, "Oh, really! Did I do that?" But I had a large kennel, and I had big staff., and it was a real fun time in my life. Then I –

Jean: So are you really a control freak and a perfectionist, then?

Daylynne: Uh!

Jean: You've written that you're a real bitch at work, are you?

Daylynne: Yeah .Well, everybody tells me that. I don't think I am. I think I'm lovely, charming and easy to get along with. Sometimes, I think we all have some little quirks in our personality, where we say something that isn't meant the way other people perceive it.

Jean: That's where you're modest and unassuming bit comes in then?

Daylynne: Yeah. My extreme modesty is only preceded by my extreme egotism.

Jean: No. But you've obviously got a great sense of humor. I mean, that clearly comes through on your blog. I love your mercenary photo.

Daylynne: Oh, yes.

Jean: Yeah, that is really good. If anybody wants to check out Daylynne's blog, it's just called daylynnesblog.com. And on it, she's got some really interesting postings; and one of them is a really good one about tax advantages.

Daylynne: Oh, yes. Good time of the year for that.

Jean: Yeah, yeah. I'm sure a lot of people would benefit greatly from reading that one. And also, you've made some products, haven't you that you give away?

Daylynnne: Oh, yes. I have.

Jean: How can --?

Daylynnne: I have a real good one right now. I have a charmer out. I didn't think it was going to be so wonderful, but I have an email course that I offered. And it was kind of by chance that I put it together, and offered it because there are several people who really needed it; needed to understand this. So I was kind of telling them -- so I thought, "Well let's just expand it and tell everybody." And it's called "10 Products That You Can Make in a Day".

Jean: And how can we get that?

Daylynnne: Well, right now, I can give you a link for it.

Jean: At, your giveaway?

Daylynnne: No -not on the giveaway. You have to actually go to the link. But actually, it is in the giveaway – it is in my current giveaway as one of the gifts.

Jean: Mm-hmm.

Daylynnne: And that's how most most people are getting it. And I just didn't realize how successful it was. I mean, it's just kind of blossomed. And everybody is just running to it because it has some really good everyday advice in it.

Jean: Mm-hmm.

Daylynnne: You get 10 lessons. And each lesson has a different product to make. And the products, they're mostly free. I mean, free to make.

Jean: Mm-hmm.

Daylynnne: Or cost very little. The way I set it up is they're products that you can use to give away as a freebie to presell your product. And each one of these can be expanded into a saleable product.

Jean: Oh, really?

Daylynnne: And it is in the daylynnestarr.com/10products/index.html.

Jean: Wow. Would you like to repeat that again, just in case anybody missed it? daylynnestarr.com/ --

Daylynnne: 10, 1-0, one-zero

Jean: Yes.

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Daylynne: It's not T-E-N; one-zero; products, P-R-O-D-U-C-T-S/index.html.

Jean: Okay.

Daylynne: And I hope you have some -- my name's spelled out because I know a lot of people don't know how to spell it.

Jean: Yeah, it's D-A-Y-L-Y-N-N-E-S-T-A-R-R.com.

Daylynne: Right.

Jean: Yeah. Okay, that's fantastic. And if -- do you want people to actually go there? Because presumably you would want them on your list, won't you?

Daylynne: Oh, it is. You have to sign on the list because you get it through email. So if they don't have an email address, they're not going to get it .

Jean: Oh well, okay. Okay, fine. Sorry, I think --

Daylynne: They come in your email box every second day. And it's kind of like a wake up call like, "Oh, wait a minute. I have a -- did I do the other one?" And it's actually to prevent you from overload; so that you really look at each one, and say, "No, this one isn't for me;" or, "Yes, this is great-- I'll jump into this," all of that.

Do you know I was talking to one of my friends from -- actually one of my friends from Alex Jeffreys' coaching class. And he's kind of stuck where a lot of people are stuck.

He says, I know a lot of these things, and I know how to do a lot of these things, but I'm sitting here, and I've been making products; and I've been giving things away; and I've been doing this; and I've been doing that, but I still I haven't made any money, or I've only made like \$100 during the last four months or something like that.

And so, I was kind of chiding him on ,and kind of beating up a little bit, and said, "Just keep busy. Just do it. It doesn't -- you know what, Alex told us, it doesn't have to be perfect. Just do it. Get it started, get it going." So I made a little list for him. And I think it'd be good to share.

Jean: Mm-hmm.

Daylynne: Where you want -- there's an easy way for you to make money. Do it today. The emphasis is on "do it today". Or like those runners --

Jean: Mm-hmm.

Daylynne: shoes. You know the make- Just do it.

Jean: Yes, Nike, is it, or something? Yeah.

Daylynne: Yes. Okay, Number one is make a free product. Well, you can just use my 10 products. You can make something and you want something you can sell fast and easy, in a product; or a package of PLRs or software. Software sells really good.

Jean: Mm-hmm.

Daylynne: Two, make, or buy, or grab a saleable product. Plan a low-priced product to sell. Don't start off with a \$97 product because people need to know you before they'll spend that kind of money with you. So you start with something low, and keep going. Now you'll need a squeeze page for them; PayPal buttons, and so forth.

Number three is make a squeeze page, and a sales funnel. And Number four is plan various ways to sell the products by doing, "Here's a freebie for you." And Number five is list all the ways that you can do that, and just go through it. It sounds real easy.

Jean: So that's your 5-point formula, then; how to make money on the net?

Daylynne: Yes, very simple. Yes, but of course, there's a lot of things that you have to do with it. But if you just put that up in front of you, and say, "Okay, I'm going to do Step one today- I'm going to do Step 1 today, -- Step 2 tomorrow. And I'm going to work on this. And I'm going to do this."

Because the reason why most of us, or most people don't make money quickly on the net is because they spend all their time trying to learn this, and there's nothing up for sale.

Jean: Mm-hmm.

Daylynne: That thing struck me when I first started. I was going on for like three or four months, and I hadn't made anything. And I was trying everything that came down the pipe. And one day, it suddenly dawned on me, "Hey, wait a minute, girl. You don't have anything for sale. How do you expect to make money?"

Jean: So you've got a big list; you're very popular, but not making any money?

Daylynne: Mm-hmm.

Jean: So you're 5-point formula, is that listed on your blog anywhere? Can anybody see it in print anywhere?

Daylynne: Yeah, I think. I don't know if I posted this yesterday, or not. But –

Jean: Oh, all right.

Daylynne: -- I'll put it up. I'll put it up in the next day or so.

Jean: Okay, so when I direct them to your blog then, it will be there. Promise.

Daylynne: Yes, yes. The blog is a fun -- it's a fun thing. If nothing else come for a visit you'll be sure to have a fun time.

Jean: Yeah.

Daylynne: It's a bunch of –

Jean: Yeah. It's great; <http://daylynnesblog.com>. It's really worth checking out

Daylynne: Thank you. Yeah, we have a lot of fun doing it.

Jean: Yeah.

Daylynne: Putting it up, and that kind of thing. And check out the thing about tax because one of the girls wrote me back, and said, "Well, so one of these days when I start making money, I'll consider your article; and do what your article says."

And it dawned on me that I need to write her back. And I wrote her back, and I said, "You don't need to make money in order to save money because you're working at home."

Jean: That's right.

Daylynne: And there's a lot of things that's deductible from your tax. And you can carry – and if you don't make any money at all this year, but you have a lot of expenses, you can take that loss that you made this year and carry it forward to the next year. So you can make money next year and not pay tax on it.

Jean: Mm-hmm.

Daylynne: But it's worthwhile looking at it.

Jean: That's right because you're very good at making money, or advising people how to make money and save money; because you've written a book, haven't you? *"How to Buy Free College or Retirement Funds"*

Daylynne: Yeah.

Jean: That's one of your four published –

Daylynne: Yeah, it's out of print right now.

Jean: Yeah.

Daylynnne: But it's available in Amazon.

Jean: Right. It's very, very good. And you –

Daylynnne: But it's basically how to solve the problem of having to save money for a college fund and saving money for retirement. And a lot of people don't realize that they can do it, and make money at the same time.

Jean: Yeah.

Daylynnne: It's really good in that respect.

Jean: Well, there's so much to do with finance that people just don't realize, do they? They need a –

Daylynnne: But they're never taught.

Jean: No, that's right.

Daylynnne: They're never taught.

Jean: Yeah. They're taught how to spend it, but not save it, or make it.

Daylynnne: No, really, up until the last -- probably I would -- 10 or 15 years, maybe -- keeping a checkbook was never taught in school –

Jean: Mm-hmm.

Daylynnne: -- unless you were in college, and you were studying to be an accountant. I mean, other than that, then people go out, and they have no clue how to run a checking account.

Jean: Mm-hmm.

Daylynnne: But now, I found that they're actually teaching it in school; and making them pass that course .

Jean: Yeah, well. Oh, yeah, it's needed, isn't it? But people didn't use to talk about finances, did they? I know my in laws, and my parents, they -- money's sort of not -- it's not something you discuss; what you've got, or what you haven't gotten. And they're very proud of not asking for help, basically.

Daylynnne: Yeah, yeah. Yeah, that was the moral of the time.

Jean: Yeah.

Daylynnne: And that was something that was like -- it's like saying, "I have the plague, and I'm contagious."

Jean: That's right.

Daylynnne: Boy, I have debts. Now people say, “Oh, I’ve got this much and that. I’ve got this much and that.”

Jean: Yes, it’s like they’re proud of it, isn’t it?

Daylynnne: Well, because your credit is really who you are now.

Jean: Mm-hmm.

Daylynnne: You can’t do anything without good credit.

Jean: Mm-hmm.

Daylynnne: You can’t even rent an apartment.

Jean: No. If you read some of the histories of the people that are quite big, especially in internet marketing world, you usually find that they had their turn around when their back was right against the wall; when they’d probably sunk as low as they probably could. And then, they had to really do something.

Daylynnne: Yeah, I think that’s because you really need to get so desperate and then, you put your nose down to the grind stone, and really work at it.

Jean: Mm-hmm.

Daylynnne: Whereas before, you kind of float through; and you kind of -- you might just get stuck with things that weren’t good products in the beginning; and you got stuck with it, and you got disappointed. And you’d leave things, you get lax And you can just find out that, “Uh-huh, this doesn’t work; and now, I’m desperate with what happened.”

Jean: Mm-hmm.

Daylynnne: And desperation is inspiration for invention.

Jean: That sounds very profound.

Daylynnne: I think somebody said it me. I forgot who.

Jean: It wasn’t me; though it sounds very good . Anyway, Daylynnne, it’s been really, really great talking to you; and no doubt we’ll meet up again some time soon, but for anybody listening, I’ll just remind you that Daylynnne’s blog is daylynnesblog.com; and her “10 Products You Can Make in a Day for Free”, or virtually for free, you can find at daylynnestarr.com/10products/index.html.

Daylynnne: And that course is free.

Jean: And it’s free, yeah, okay.

Daylynnne: It’s a price you can’t beat .

Jean:[Okay. Well, if you do get confused, anybody, there will be a page on jeansbestrecommendproducts.com; If you look out for Daylynne Starr in the Alex Jeffreys' coaching student section.

And once again, it's really worthwhile checking out her blog. It's full of great information and very amusing. So thanks, Daylynne. It's been really great. And I'd like to finish by wishing you a "3 John 2", which is what you wrote in your book.

And for anybody that doesn't know what that verse is in the Bible, it says, "I pray that you may enjoy good health, and that all may go well with you even if your soul is going along well.

Daylynne: Okay.

Jean: Okay.

Daylynne: Thanks for that. I appreciate it.

Jean: All right.

Daylynne: Thank you for calling. I really had a great time talking with you.

Jean: Yeah, it's been fantastic! You take care. Bye.

Daylynne: Thank you. Yeah.

Note From Jean - Here's a link to Daylynne's [**Ten Great Simple Products You Can Make in a Day**](#) incase you ever need a quick product.

