

Forum:[Hack Forums](#)

Thread: [\[Small Tip\] How To Make The Most From The Marketplace](#)

Zenfex - April 7, 2016, 5:56 pm

Hi folks, I know many people here struggle to make a living online, so I thought a thread like this may be useful to some. This is just a small tip that I have used over the years to make many of my ventures successful, however don't count on it.

When thinking of a product to release, instead of thinking "what is a good idea?" Or "what do people want?", change the question you're asking, because sometimes the best answers can only come from the best questions.

The question you want to be asking yourself is this "How can I make X amount of people pay X amount?" and this will actually make it easier for you to think of a good product.

A good example of this is to say "How can I make 1,000 people pay me \$10?" and then answer will come much easier. Once you have a statistic in mind, you now have a base and know what direction to go in.

void account - April 7, 2016, 5:58 pm

Did you learn this in Introduction to Business 101?

Either way, it's a good tip. Too many people brainstorm until their brain is just that - a storm of unorganized thoughts.

Zenfex - April 7, 2016, 6:00 pm

(Apr 7, 2016 05:58 PM)AIM Solutions Wrote: [\[CITE\]](#) Did you learn this in Introduction to Business 101?

Either way, it's a good tip. Too many people brainstorm until their brain is just that - a storm of unorganized thoughts.

I've never heard of business 101, sorry.

void account - April 7, 2016, 6:02 pm

(Apr 7, 2016 06:00 PM)Zenfex Wrote: [\[CITE\]](#) I've never heard of business 101, sorry.

It is a required class in both high school, senior year I believe, and the college introductory classes paired along with English and such. You learn about the most basic business principles ?

Zenfex - April 7, 2016, 6:08 pm

(Apr 7, 2016 06:02 PM)AIM Solutions Wrote: [\[CITE\]](#) It is a required class in both high school, senior year I believe, and the college introductory classes paired along with English and such. You learn about the most basic business principles ?

This is basic but useful, I've never taken a business class in my life, yet I own a company with over 5,000 customers paying \$10 - \$30 per month. My vision in the beginning and to this day is that if I can get 10,000 customers, I'll be a millionaire in less than 2 years, so I am well on my way, thank you.

void account - April 7, 2016, 6:29 pm

(Apr 7, 2016 06:08 PM)Zenfex Wrote: [\[CITE\]](#) This is basic but usefulNever mistake words like

"basic", "fundamental", "simple", etc for being of no use. Most of the time, the most obvious and beginner knowledge rules of ANYTHING, definitely including business, are the most important. Same thing with words like easy or fast. These words have grown negative connotations these past few decades for some odd reason. I don't know why everyone prefers complication over simplicity.

Zenfex - April 7, 2016, 6:34 pm

(Apr 7, 2016 06:29 PM)AIM Solutions Wrote: [\[CITE\]](#) Never mistake words like "basic", "fundamental", "simple", etc for being of no use. Most of the time, the most obvious and beginner knowledge rules of ANYTHING, definitely including business, are the most important. Same thing with words like easy or fast. These words have grown negative connotations these past few decades for some odd reason. I don't know why everyone prefers complication over simplicity.

Well, you're right, because that's exactly how I took it, almost like this tip is useless because it's basic. Good shit.

CPA Exposé - April 7, 2016, 6:39 pm

(Apr 7, 2016 05:58 PM)AIM Solutions Wrote: [\[CITE\]](#) Did you learn this in Introduction to Business 101?

Either way, it's a good tip. Too many people brainstorm until their brain is just that - a storm of unorganized thoughts.

That's actually a terrible way of coming up with a viable business and if someone learned that in Business 101, I feel sorry for them wasting time in that class.

Zenfex - April 7, 2016, 6:45 pm

(Apr 7, 2016 06:39 PM)Crumbs Wrote: [\[CITE\]](#) That's actually a terrible way of coming up with a viable business and if someone learned that in Business 101, I feel sorry for them wasting time in that class.

It's a tip. It's not a guide on "how to build a viable business", it's a simple tip.

CPA Exposé - April 7, 2016, 6:54 pm

(Apr 7, 2016 06:45 PM)Zenfex Wrote: [\[CITE\]](#) It's a tip. It's not a guide on "how to build a viable business", it's a simple tip.

Your thread is addressing people who are struggling to make a living online.

You're advising them that asking how to make X people pay X dollars, is preferable to asking what people want or need.

Please tell me how you would logically go about doing that.

Zenfex - April 7, 2016, 7:06 pm

(Apr 7, 2016 06:54 PM)Crumbs Wrote: [\[CITE\]](#) Your thread is addressing people who are struggling to make a living online.

You're advising them that asking how to make X people pay X dollars, is preferable to asking what people want or need.

Please tell me how you would logically go about doing that.

It puts your mind in the right place. Imagine someone told you that you have to find a specific person but you had no idea where in the world that person was, and then somebody told you which city they were in, your chances increase dramatically.

void account - April 7, 2016, 7:08 pm

(Apr 7, 2016 06:39 PM)Crumbs Wrote: [\[CITE\]](#) That's actually a terrible way of coming up with a

viable business and if someone learned that in Business 101, I feel sorry for them wasting time in that class.

It's a scenario. It doesn't mean you have to follow it. Great businesses are born from the need to put food on the table in some situations. Others? Greed, wanting power... There's no one way to start a business. I was just saying that the overall idea of approaching the starting of a business which OP suggested was pretty "saturated", to use HF lingo for understanding.

I wouldn't do it personally because I have a clear vision of where I'm headed. Not a dream, not "who I want to be when I grow up", but many goals that add up together over time to create the final vision.

(Apr 7, 2016 07:06 PM)Zenfex Wrote: [\[CITE\]](#) It puts your mind in the right place. Imagine someone told you that you have to find a specific person but you had no idea where in the world that person was, and then somebody told you which city they were in, your chances increase dramatically.

Crumbs is right though, that general way of approaching business is neither the most efficient nor the most beneficial BY FAR. Your analogy didn't help either because the variables don't match at all to what you stated in the OP.

Zen - April 8, 2016, 5:03 am

This is such a terrible idea. The only way to evaluate whether a business or product is worth your time if you can literally get people to pay for it. Offer an idea and take orders. If people pay you, create it.

void account - April 8, 2016, 5:09 am

The best way to get into business is to find your passion, see what can do/have potential to do better than anyone else on the market, and THEN go out and survey/analyze what the best pricing per service or good that you offer should be, not vice versa.

Miki - April 8, 2016, 5:13 am

There is no point in some people coming to this forum just for the marketplace without being active in other sections or just spamming...

Nex+ - April 8, 2016, 6:37 am

(Apr 7, 2016 06:02 PM)AIM Solutions Wrote: [\[CITE\]](#) It is a required class in both high school, senior year I believe, and the college introductory classes paired along with English and such. You learn about the most basic business principles ?

I never took it until college

void account - April 8, 2016, 6:37 am

(Apr 8, 2016 06:37 AM)Nex+ Wrote: [\[CITE\]](#) I never took it until college

It was a college credit class in senior year HS for me I believe. Was an optional class, it was either that or Humanities, which I didn't really find appealing.

Zenfex - April 8, 2016, 6:41 am

Some of the guys in this thread attempting to belittle me really have no idea of who they're speaking to.

I can guarantee that not a single person who has posted on this thread is on or near my level.

Damn, some of these people should be bowing to me, saying "FEED ME ZENFEX, FEED ME KNOWLEDGE PLEASE".

Zen - April 8, 2016, 8:15 am

(Apr 8, 2016 06:41 AM)Zenfex Wrote: [\[CITE\]](#) Some of the guys in this thread attempting to belittle me

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I suggest you learn from some actual successful entrepreneurs before you talk out your ass

<http://www.smartpassiveincome.com/podcasts/product-validation-and-pre-selling-with-jarro-robinson/>
<http://blog.videofruit.com/online-course-sell/>
<https://www.entrepreneur.com/article/233408>
<https://fizzle.co/sparkline/real-world-idea-validation>
<http://startupbros.com/3-steps-to-validate-your-business-idea-for-free/>

Notice how none of these have ANYTHING to do with 'how can I make a quick buck by selling 1,000 \$10 products. Instead they focus on finding a desire a person NEEDS to fill.

Zenfex - April 8, 2016, 8:29 am

(Apr 8, 2016 08:15 AM)_LLT Wrote: [\[CITE\]](#) Implying that your situation = everyone else's. I don't think I've ever read a more arrogant and ignorant reply.

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<http://www.smartpassiveincome.com/podcasts/product-validation-and-pre-selling-with-jarro-robinson/>
<http://blog.videofruit.com/online-course-sell/>
<https://www.entrepreneur.com/article/233408>
<https://fizzle.co/sparkline/real-world-idea-validation>
<http://startupbros.com/3-steps-to-validate-your-business-idea-for-free/>

Notice how none of these have ANYTHING to do with 'how can I make a quick buck by selling 1,000 \$10 products. Instead they focus on finding a desire a person NEEDS to fill.

You have no idea.

The arrogant comment was a little sarcastic.

Please, do not speak to me about success or money, because I can confidently bet my life on who is further along in this game. Go through some of my posts and you will realize this.

I can accept you contributing, but trying to belittle me is ridiculous.

Zen - April 8, 2016, 8:54 am

(Apr 8, 2016 08:29 AM)Zenfex Wrote: [\[CITE\]](#) You have no idea.

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Literally the definition of ad hominem Imfao. I feel like a real entrepreneur would be a bit more open-minded, no?

Zenfex - April 8, 2016, 9:09 am

(Apr 8, 2016 08:54 AM)_LLT Wrote: [\[CITE\]](#) Literally the definition of ad hominem Imfao. I feel like a real entrepreneur would be a bit more open-minded, no?

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Zen - April 8, 2016, 9:10 am

(Apr 8, 2016 09:09 AM)Zenfex Wrote: [\[CITE\]](#) As I said, I can accept you contributing, but trying to belittle me is ridiculous.

Yes, trying to belittle an incredibly arrogant self-proclaimed god of entrepreneurship with no proof is ridiculous ??

thales - April 8, 2016, 9:11 am

(Apr 7, 2016 06:02 PM)AIM Solutions Wrote: [\[CITE\]](#) It is a required class in both high school, senior year I believe, and the college introductory classes paired along with English and such. You learn about the most basic business principles ?I'm a senior in highschool and have never even heard of "business 101". Economics is required senior year of high school so you may be thinking of that.

Zenfex - April 8, 2016, 9:15 am

(Apr 8, 2016 09:10 AM)_LLT Wrote: [\[CITE\]](#) Yes, trying to belittle an incredibly arrogant self-proclaimed god of entrepreneurship with no proof is ridiculous ??

For obvious reasons, I will never bring my real world business onto a forum with such a community. There's a lot of people I respect here, but there's also so many that are shady.

My proof is within my posts, you have to look.

minimalist - April 8, 2016, 9:15 am

And what the hell do you have to show for what you claim, OP? A bunch of vague information?

Zen - April 8, 2016, 9:16 am

(Apr 8, 2016 09:15 AM)Zenfex Wrote: [\[CITE\]](#) For obvious reasons, I will never bring my real world business onto a forum with such a community. There's a lot of people I respect here, but there's also so many that are shady.

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Nice. I could say the same exact thing. Equally retarded

Zenfex - April 8, 2016, 9:19 am

(Apr 8, 2016 09:16 AM)_LLT Wrote: [\[CITE\]](#) Nice. I could say the same exact thing. Equally retarded
Take it easy, tiger.

I'll surprise you with something pretty soon.

(Apr 8, 2016 09:16 AM)_LLT Wrote: [\[CITE\]](#) Nice. I could say the same exact thing. Equally retarded
Bit of proof I guess?

Spoiler [\(Click to View\)](#)

Cash game of Jenga mate?

Spoiler [\(Click to View\)](#)

Just a small fraction :)

Zen - April 8, 2016, 9:44 am

(Apr 8, 2016 09:19 AM)Zenfex Wrote: [\[CITE\]](#) Take it easy, tiger.
I'll surprise you with something pretty soon.

Bit of proof I guess?
Spoiler ([Click to View](#))

Just a small fraction :)

Not really proof at all. No different than when any eBook seller takes a picture of random cash they got from their parents or inspect elemented PayPal

Zenfex - April 8, 2016, 9:46 am

(Apr 8, 2016 09:44 AM)_LLT Wrote: [\[CITE\]](#) Not really proof at all. No different than when any eBook seller takes a picture of random cash they got from their parents or inspect elemented PayPal

First of all, I don't even live with my parents, and second of all, why the fuck would my parents have that much cash in hand?

Travis Bickle - April 8, 2016, 9:49 am

Anyone with an IQ over 70 already knows this lmao? Have you just had your first business lesson in elementary school? I appreciate you put time into this, however, you could have put something a bit more useful lol. Anyway, I am not here to argue, bye.

The Scam Hunter - April 8, 2016, 10:58 am

Time for some 'Pro Tips': <https://hackforums.net/showthread.php?tid=5230830>

:)

react - April 12, 2016, 10:11 am

I think it's a good thread. Basic and useful. Good to change your mindset in order to refocus.