Tiny-Books Netflix Method

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The Power of the Serial

The success of his book series is based on four things:

- 1 Each tiny chapter becomes an entire book
- 2 His book series emulates a Netflix series
- 3 Each book is only 99 cents!
- 4 Amazon's algorithm LOVES book series

Let's take a look at the price first. Many authors don't want to price their work so low. They believe it's unfair to them, and that they won't be well paid for their work. In short, they think it's just not worth their time.

Only the first book in his series is enrolled in Kindle Unlimited. The other 41 aren't enrolled, and all are priced at 99 cents. Most of his books rank round 20,000. That means that most of his books are selling about 10 copies per day. (Many of them are selling considerably more than that.)

He's getting about 30 cents per copy. So at about 10 sales per day, he's making \$3 dollars per day FOR EACH BOOK. Now multiply that times 41 books and you realize **this unknown author is making about \$130 dollars PER DAY from his series!** This, of course, varies month by month. And I've seen him easily make double that.

The first book in his series is only 17 pages long. Yes, only 17 pages. The rest of the book is footnotes. And no one is complaining about book length in the reviews. Book length doesn't matter, giving people the themes that they love is what matters.

I call this the Potato Chip Effect. He's giving you the first book free via Kindle Unlimited. (Or for just 99 cents.) After you read the first short book, you crave more. Readers just can't help but buy the second book for just 99 cents. They must eat that second potato chip! And the third, and the fourth, and the fifth...

Just think about this: If each chapter (each book) were rolled up into one book, how much would it cost? Well, he does sell the entire series as one book. Do you want to know how much it costs? The complete series sells for \$43.55!!

Suddenly, selling each book for just 99 cents doesn't seem like such a bad idea. And this author doesn't hide the fact that each book in his series is extremely short. In fact, he puts the word *chapter* in the title of each and every book in his series. Chapter 1, Chapter 2, etc. Again, there are no complaints from readers about book length.

Why does his method work so well? Many reasons, and I will go over every one of them in this guide. But right now I want to focus on one very important reason: Amazon's algorithm loves book series! The bigger the series, the more attention that Amazon will show it.

You can see that his method absolutely floods Amazon's algorithm with books. They are very short books, but that makes little difference to the algorithm. Your series will get recommend by the algorithm, and will become more visible to more readers.

The algorithm loves being able to recommend Book 2, Book 3, Book 4, etc. Why? Because if you downloaded Book 1, it's a safe bet that you'll like Book 2. And if you then <u>purchase</u> Book 2, it's an extremely safe bet that you'll like Book 3.

How did he come up with this idea? Tiny books, (Short Reads) have been gaining momentum for years now. People these days lead busy lives. They don't have time for fluff. They want you to get directly to the point.

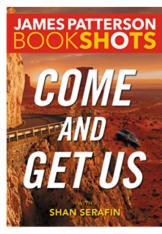
What inspired him? In case you didn't know, some very big names have begun writing Short Reads. And they have met with big success. One of the first really big names to launch a Short Reads series is James Patterson. When James first launched his short books, it was definitely controversial. He calls his short books BookShots:

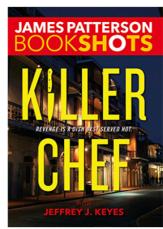


Most of these books are about 90 pages. And he prices all of his BookShots at \$3.99. This means he can write more books, more quickly. And the lower pricing makes them more tempting and easier to buy. In addition to this, by putting his short books under the name *BookShots* he makes it easier for Amazon's algorithm to recommend them.

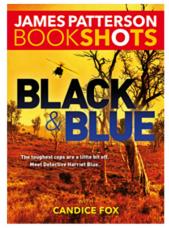
So now you can see clearly what he's doing: Create short books that people can read quickly, price them low to make them an impulse buy, wrap them up in a series to get attention from Amazon's algorithm. And keep adding more short books to the series.

James Patterson - BookShots









Black & Blue (BookShots)

> James Patterson

★★★★ 967

Kindle Edition

\$3.99

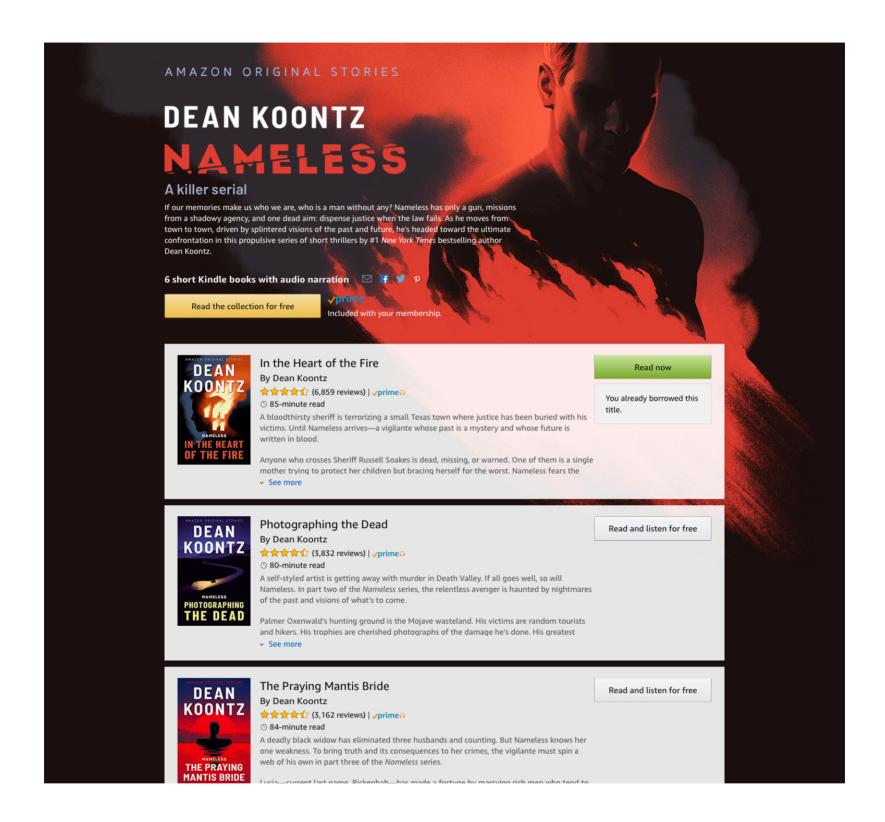
So we realize that it's NOT about pricing your books as high as the customer can bear, it's actually about finding a balance between price, book length, and how much love your books can get from Amazon's algorithm. What we need to find is the OPTIMUM between these three.

If you know that you are going to write a book series, you can price the first book in your series very low. You can even give it away. You also know that all of the books in your series can be priced relatively low. Why? Because you know that Amazon's algorithm loves recommending series.

This means that you can make more money by selling a bunch of lowpriced books than you can with one or two high-priced books. This is a very important thing to learn. Customers prefer low prices, even if they are getting less book for their money!

And since low prices cause impulse buys, you will very soon get a bunch of positive attention from Amazon's algorithm. When this happens, you won't need any type of promotion at all. It will become clear to you that the best promotion in the world is Amazon's algorithm.

Because of the success of BookShots, another big-name author decided to launch a series of short books of his own. That author is Dean Koontz, and the title of his series is *Nameless*. But he decided to make his books even more irresistible than James Patterson's BookShots.



He decided to make his books even shorter than BookShots, and price them even lower. His books are all just about 60 pages long, and they all sell for just 99 cents. He also made the entire series FREE if you have Kindle Unlimited or Amazon Prime!

Do you see what he's doing? He is doing everything possible to make sure his series gets momentum with Amazon's algorithm. He knows that once this happens, his series will be extremely lucrative. Even if he's giving most of it away!

And it worked. His series is much more popular than James Patterson's BookShots. The first book in his Nameless series is #98 in the entire Kindle Store! That's what I call the stratosphere:

Dean Koontz - Nameless Book 1

He absolutely dominates the charts in 90-Minute Short Reads. This gives us a pretty big clue that he's gained momentum with Amazon's algorithm, and that this method definitely works. As you can see, he has the top four spots on the Best Sellers List:



Let me shock you: Our independent author had a BIGGER success than both James Patterson and Dean Koontz. How can I say this? Because almost none of his books are enrolled in Kindle Unlimited. You MUST pay 99 cents for 41 of his books!

It's true that BookShots aren't enrolled in Kindle Unlimited, you must pay \$3.99 for them. But have you checked the rank of most of the BookShots books? Our independent author easily beats the rank of almost every BookShots book.

In fact almost every single book of his 42 books usually ranks at 20,000 or below. (Sometimes well below.) Yes, this is a pretty big achievement. And who did most of the work achieving this? Amazon's algorithm!

And he did this without the backing of a major publishing house, with absolutely no budget, and exactly ZERO name recognition. This is a bigger success than people think! And all the credit goes to his Netflix Method.

Our independent author learned lessons from both the BookShots series, and the Nameless series. And he realized that he had to find a way to get the momentum with Amazon's algorithm. He asked himself these questions:

How do you compel people to buy every single book in your series? How do you make each book irresistible? How do you make people CRAVE each and every book in your series? Well, how does Netflix do it?

The job of Netflix is to keep you coming back for more, forever and ever. They are hell bent on you getting hooked on a series, and then compelling you to watch every single episode of that series. The goal of Netflix is addiction!

So how do they build this addiction? They do it through intensity, drama, shock value, and repetition. The one rule at Netflix is: **Don't Be Boring!** They make sure they present things in a dramatic, shocking way. And then they repeat this intensity episode after episode.

Inspired by this, our independent author focused on one of his favorite shows. That show is currently on Amazon Prime Video. He loved this show, and he wondered if he could create a book series loosely based on it. Here's the show:



Conspiracy Theory with Jesse Ventura

This format gave him the opportunity to write about many different controversial topics, but they would all be under the umbrella of conspiracies. This gave him endless things to write about so that he could keep adding and adding to his series.

Next, he wondered how he could amp up the drama and intensity of his series even further. He knew he had no marketing budget, he had no blog, and he had no name recognition. His books themselves would have to do the marketing for him.

How could he make his books automatically more dramatic? How about movies? Popular movies are inherently dramatic. And not just the movie itself: The trailer is dramatic, the movie posters are dramatic, movie titles are dramatic.

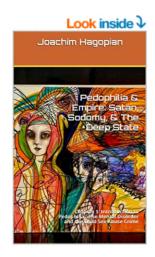
So he chose a movie that fascinated him, and that fit right in with his conspiracy theme. This is a movie with two very famous Hollywood stars in the lead, and a very well-known (controversial) director:

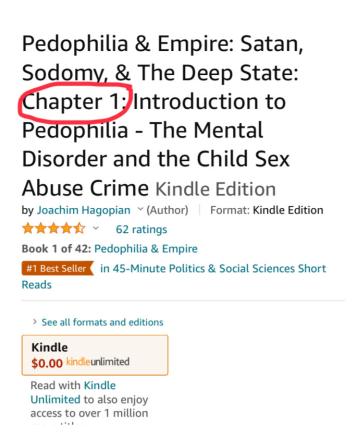


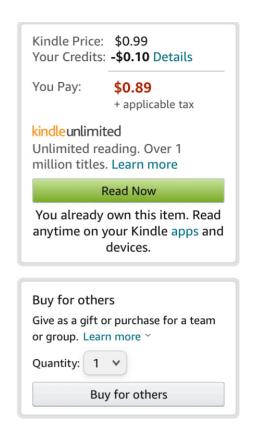
Eyes Wide Shut - Tom Cruise - Stanley Kubrick

Eyes Wide Shut is about an elite cult that secretly controls governments. In a sense, the cult is hiding in plain view. You can see them, but you don't realize the power that they have. Thus the title, Eyes Wide Shut.

He combined the danger and the glamor of *Eyes Wide Shut* with the detective work and variety of *Conspiracy Theory* to come up with his own series. And he added a shocking title:







Pedophilia & Empire - Chapter 1

His original book title was somewhat boring:

First, let's talk about the title of his book. His original title was: *The Mental Disorder and Child Sex Abuse Crimes.* That sounds a bit clinical; like he's doing research for a university. So he decided to amp the drama up and load the title with controversy. And it worked. His first book immediately got attention.

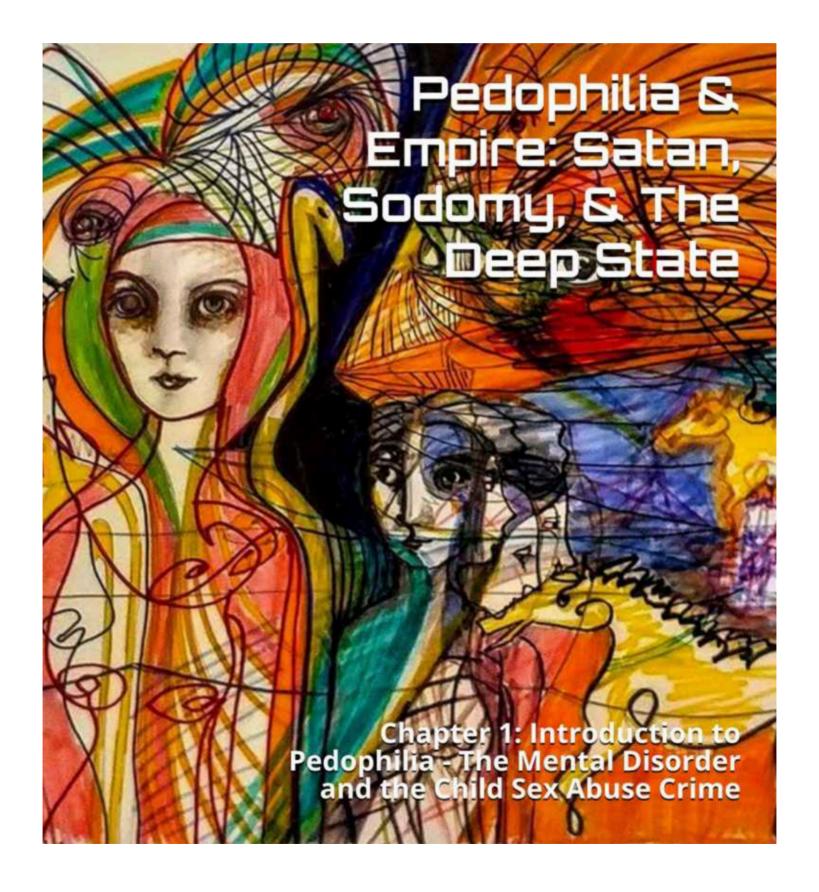
Second, do you notice that he clearly states *Chapter 1* in his book title? He's not hiding the fact that this is an extremely short book. In fact, it's only 17 pages long. (The rest is footnotes.) He wants people to know that they are only getting the very first chapter in a much longer work.

This is a very smart thing to do. He's being honest, and he's preparing people to purchase Book 2, Book 3, Book 4, etc. But he's also heading off any possible trouble from readers who expected a longer book, or a complete book.

Third, you'll also notice that his first book is in Kindle Unlimited. This is his lead book and he wants to capture as many readers as possible. NONE of his other books in the series are in KU. That's right, 41 books are NOT in Kindle Unlimited.

Fourth, do you notice his book cover seems inspired by the occult ritual scene in *Eyes Wide Shut?* This is a smart way to clue readers in about what they'll find inside the series. The book cover seems to hint at Venetian masks, and maybe some type of strange ritual.

It's true that he paid NOTHING for his book cover. He simply used it with permission of the artist. But as we take a closer look at this book cover, we realize how effective it is in conveying what's inside his book series. And the power it has to stop people so that they look more closely at his books.



It's pretty obvious that the author used the <u>KDP Cover Creator</u> to add text to the image. The typography does look a bit clunky, but the image overrides that and gets all the attention. HOWEVER, I would still recommend <u>hiring a graphic designer</u> to assemble the elements of your book cover. A graphic designer will give you a cover that looks credible, and trustworthy.

The power of a great image:

Now let's talk about this amazing image, this amazing artwork that he's using as his book cover. There's definitely more to this image than it seems. On the left there is a woman, and to her left (in the middle of the image) there's another woman who is much shorter. Or is this a little girl?

Did you notice the snake crawling along the left arm of the woman? And did you realize that the little girl is wearing a hat that's shaped like a pyramid? That pyramid has an eye in it, and the eye seems to be looking at the snake. The snake is also staring back at the eye in the pyramid.

You'll notice the expression on the girl's face is one of wariness, or even fear. Her eyes are wide open, and it looks like she hasn't slept for days. Her mouth is pursed and shut tight, as if keeping a secret. And the mouth of the woman to her right is doing the same thing.

The little girl seems to have four faces. Or possibly it's four girls all bunched together. Some of her faces are looking to the right side of the image. And approaching from the right are two horses. The horses are running in toward the girl.

One or two of her faces seems to be kissing one of the horses. The horse seems to be smiling. The other horse is still in the distance. You'll also notice that above the girl and to the right of the image is a malevolent eye. It's right between the words Deep and State.

As we see, there's a lot going on in this image! It conveys a sense of mystery and tension. It seems that something malevolent is going on, or is just about to happen, but we just don't know what it is.

He certainly chose the right image for his book series. And he got it for free! That is one hypnotic image. I would still recommend he have a professional do the typography for him. Nevertheless, it's working! If you want to explore more of the artist's work, go here:

Nora Maccoby

Do whatever it takes to get a great image for your book cover!

Whether that image is a photo, a digital painting, a collage, or a pencil sketch; make every effort to get something great. Make sure the image conveys what your book is about, matches the mood of your book, and definitely stops people dead in their tracks so that they look deeper into what your book is about.

Fiverr

There are very good book cover artists on Fiverr. In other words, graphic designers that will create digital art just for your book cover. Many of them work for very reasonable prices. Do a thorough search, and compare prices. Also directly tell the artist the cover dimensions that you require:

Create an Ebook Cover

Create a Paperback Cover

Fiverr - Get the Best Digital Art Services

Search DeviantArt

There are extremely talented artists on DeviantArt. And, yes, you can negotiate with them. Many of these artists are young and they want to make a name for themselves. They want to get their work seen, they want to get their name out there. Feast your eyes on these:

DeviantArt - Book Covers

Always negotiate with the artist. That's exactly what Joachim did, and it worked out extremely well for him. Tell the artist that you believe you will sell a lot of books, and that this is a very good way for the artist to get their work seen.

Let them know that their name and website will be featured on the first page of your book. And that the link to their website will be *clickable*. This can greatly help the artist get visible, and get more commissions.

You can also tell the artist that you will feature their name and website at the very top of your Book Description. This ensures their name and website get attention. You can go even further and give the artist credit directly on your book cover! Yes, put their name on the cover of your book.

In short, do whatever it takes to get permission to use that image or artwork. It's extremely important to the success of your book series. Negotiate! And if you have to pay, I recommend you pay. But you can negotiate a lower price by featuring the artist's name on your cover.

Stock Photo Sites

My absolute favorite stock photo site is Shutterstock. The images are top quality, but the prices are reasonable. Whatever site you use, after you find a great image, do a quick search on Shutterstock. So many times I've found a more powerful, more fitting image on Shutterstock:

Shutterstock

Second place for me is Depositphotos. The images are great, and the prices are much lower than Shutterstock. But don't short change your book cover! You need the best image you can possibly afford for your book. The success of your entire series relies on that one image. Make sure to use every resource in this guide to get the absolute best image you can for your book cover:

Depositphotos

Yes, he also sells all 42 chapters as one complete book. What's the price? The price is \$43.55! You can now see it's much better to charge more for a little piece than full price for a standard-length book.

If buyers realized how much they are paying in total, they would hesitate. But since they are buying one piece at a time, for a relatively small price, they continue buying another piece and another piece. Until they've purchased the entire 42-book series:

Pedophilia & Empire (42 book series) Kindle Edition



by Joachim Hagopian (Author)

From Book 1: According to research compiled over two decades ago, it was estimated that 20% of girls and 10% of boys had been sexually victimized as minors. A more recent finding asserts that now one in three girls and one in five boys is sexually molested. Multiple reports are now coming in from around the world, in places like Africa, India and Europe, all confirming that child sexual abuse is surging, including online child pornography, to become a worldwide epidemic today. We must take a decisive stand now to stamp out this growing scourge, first by educating ourselves as to the extent and pervasiveness of the problem, and second by becoming proactive activists committed to positive change that includes taking steps to protect children from further exploitation and abuse, helping victims of all ages heal, while

Read more



Pedophilia & Empire - The Complete Series

Fact of Fiction?

Both! Another strange aspect of his work is that his books walk the line right between fiction and non-fiction. He talks about real events, but then conjectures and embellishes. He also heavily footnotes and references everything he talks about. But his conclusions would be considered fiction.

This shows us that his method works for both fiction and non-fiction books. And even a combination of the two. If you follow his core steps, you have a very good chance of finding success. Remember: Tiny chapters, tiny price, big net of books, and the excitement of a Netflix series.

Add intensity and controversy to all your books:

This is a big part of Joachim's success. We MUST present our books as if we are EXCITED about our books! This is not hype, this is not marketing. If you aren't excited about your books, who else will be?

Take a look at your book. What got you excited in the first place about your book? Why did you write it? Were you trying to help a friend? Were you trying to rescue someone? Were you trying to change the world?

Does that sound silly? I was trying to change the world! That doesn't sound silly to me. That sounds brave and risky to me. How can we achieve anything unless we go out on a limb? Unless we take a big leap.

Find that original enthusiasm that inspired you to write your book, and use it to present your book. Use it in the title, use it in the sub-title, use it in the Book Description. Don't worry about getting too emotional, people love emotions! Emotions get attention.

Simple Example: How about a diet book? Diets can be a whole bunch of drudgery. And diet books can be extremely boring. But if you wrote a diet book, and you believe in the book that you wrote, why not give it an extreme title so that your book can survive and thrive.

This Diet Probably Won't Kill You

Stop Eating Yourself To Death

To Die or Diet?

The Erotic Diet

World's Sexiest Diet

The Bucket List Diet

Are you starting to see the light? Are some of these titles overdone? Yes. Are some of these titles too hypey? Yes. So what? You wrote a great book, you worked hard on it, and you believe in it. So let's get your book a little attention!

Prime the pump:

It's true that Joachim did absolutely no promotion, and he succeeded beyond his wildest dreams. But we want to stack the deck in our favor and give our series a quick, free boost. We want to make our lead book visible no matter what.

Promote on Goodreads:

Promote Your Self-Published Book:

https://www.goodreads.com/group/show/97376-promote-your-self-published-book

Book Promotions:

https://www.goodreads.com/group/show/69484-book-promotions

List of Book-Promotion Groups:

https://www.goodreads.com/group/show_tag/book-promotion

Press Release Sites:

PR Log

https://www.prlog.org/

Newswire Today

https://www.newswiretoday.com/

PR.com

https://www.pr.com/

Online PR Media

https://onlineprnews.com/

Free Press Release

http://www.free-press-release.com/

Facebook Promotion Groups (Free)

With these groups, you are advertising your book's website. You are not advertising directly. But sending people to your site where they can click on through and buy your book.

These groups can be quite effective, if you use them all! I highly recommend you join and then submit to every single group in this PDF.

Advertise Your Businesses, Pages, or Groups (101,000 Members)

https://www.facebook.com/groups/1573201092931491/

Advertise Your Business Here (227,000 Members)

https://www.facebook.com/groups/604906636280396/

Advertise Your Businesses (98,000 Members)

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Advertise Your Site for Free (49,000 Members)

https://www.facebook.com/groups/timewillsell2/

Work From Home - Business Opportunities - USA (51,000 Members)

https://www.facebook.com/groups/ WorkFromHomeBusinessOpportunitiesUSAgroup2/

Promote Your Website Here (32,000 Members)

https://www.facebook.com/groups/1394759100793737/

Work at Home Moms & Dads (32,000 Members)

https://www.facebook.com/groups/2237298620/

Work From Home UK & Beyond (26,000 Members)

https://www.facebook.com/groups/136211813153622/

Advertise Your Website (23,000 Members)

https://www.facebook.com/groups/1477593792546952/

Work From Home 2016 and Beyond (78,000 Members)

https://www.facebook.com/groups/workfromhome2016andbeyond/

Promote Your Business Here (40,000 Members)

https://www.facebook.com/groups/419808741386626/

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I Will Do Kindle Book Promotion

https://www.fiverr.com/emilyheart/do-kindle-book-or-ebook-promotion

I Will Spread The Word About Your Kindle Ebook, Manual Ebook Promotion

https://www.fiverr.com/kokoha/spread-the-word-about-your-kindle-ebook-ebook-promotion

Training I Highly Recommend

When authors ask me for advice on how to sell short content, these are the greats that I always refer them to. These are the proven winners: Effective, tested, and easy to implement.

One Page Publishing Profits

This is great stuff because it shows you that it's not about how much content you create, it's about creating the exact right content. This training proves that tiny content can be quite profitable. And it definitely inspired me to get involved with Etsy and sell micro-content at multiple online stores:

https://amyharrop.com/pages/1ppp-wp/

Breadcrumb Book Promotion

This is a brilliant free method by Bill Platt. It shows you that you don't need money to promote your book, you just need a little bit of hustle. Elbow grease still hasn't gone out of style:

http://professionalbookmarketing.com/breadcrumbs-method/

Godspeed to you! If you need any further guidance or help, you can always contact me:

paul@bookpumper.com

Paul J Coleman

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PS: I love life! :-)