50 SIMPLE TIPS TO MAKE YOUR EMAILS Irresistible!



About The Author, YEE SHUN-JIAN



Yee Shun-Jian makes a full-time income from the internet just by sending out emails.

Over the past decade (2008 – 2017), Shun-Jian has sent out over **a quarter of a billion emails** and made over **\$1 million** from doing that, so he knows a thing or two on how to send irresistible emails that get responses =)

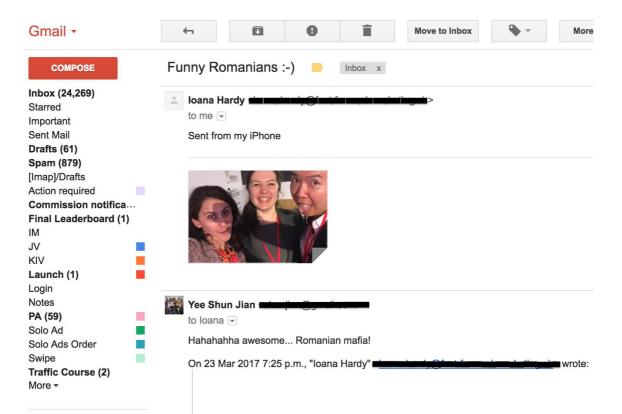
He now teaches ordinary people how to do what he does in his signature <u>Affiliate Superstar Bootcamp</u> program so that they too can make money just by sending out simple emails & be able to achieve time, financial and location FREEDOM like him.

Please turn over the page now to get started on Shun-Jian's 50 simple tips to make your emails irresistible!

Enjoy =)

1) Include a funny picture you took the last time you were with them

Tell someone you will email them a selfie you took together & they will be looking forward to your mail!





2) Send them a motivational quote with a quick personal note

Here's an awesome example. Do you have single friends who feel like they've been left on the shelf?

Send them this picture quote (with a quick note to say that it reminded you of them) to shift the way they see their situation!



Get FREE Motivational Picture Quotes HERE

3) Share with them a vulnerable secret you've never told anyone else

I sent out an email early this year (2017) linking to a <u>facebook post where I shared about how I was</u> <u>suffering from severe depression</u> in 2016 and why I disappeared from social media for almost an entire year.

The responses were amazing and many people reached out to me sharing with me their own struggles and telling me how brave I was for baring my soul.

We got to know each other at a deeper level and I was able to connect with many people emotionally because I dared to be vulnerable and "real". Try it for yourself.

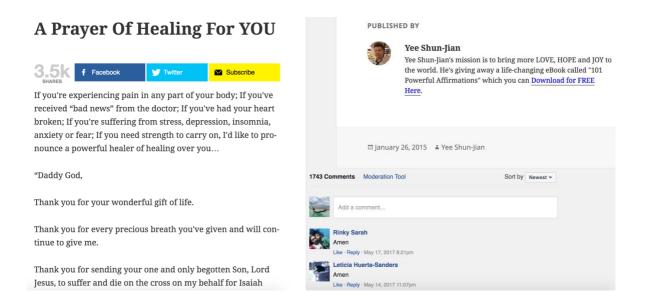


4) Send them a prayer

We all go through rough times once in a while.

I was suffering from chronic pain due to a series of unfortunate accidents and I prayed to God to heal me.

He gave me the idea to share <u>my prayer of healing</u> with my email subscribers so I wrote to them praying over them and asked them to go type "AMEN" in my blog to claim their healing. <u>Check out what happened here...</u>



3.5K shares and over 1.7K comments! Tons of people wrote back to thank me for the prayer and many even left testimonials that they've been completely healed!

Here's the link to the prayer (Feel free to share it)

5) Share with them something interesting about your day

I went from <u>suffering from depression</u> to <u>sharing the</u> <u>stage with Sir Richard Branson</u> within just one year.

Shared the story with my email subscribers and they were totally inspired. What's something interesting about your day that you can email someone about? =)



Yee Shun Jian 23 March · @ • View on Instagram

Yesterday I really felt like a Superstar but I know the Glory is not mine. The Glory Is The Lord's. Everything I have now... is because I have an AWESOME BLESSER. Focus on the blesser... Focus on Lord Jesus and His Blessings, Goodness and Mercy will hunt you down... all the days of your life! Amen?

For those who signed up for Affiliate Superstar Bootcamp yesterday, I look forward to changing you... See more — at **Q** Suntec Singapore Convention & Exhibition Centre.

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 Correction
 You, Daniel Foo, Kenneth Lee and 103 others

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 © © ©



Yee Shun Jian 6 April · ⊗ ▼

Allowed on timeline
View on Instagram

When I left my job 10 years ago, I never imagined I would share the stage with Sir Richard Branson one day, speaking to an audience of over 1,300 business owners and aspiring entrepreneurs from all over the world!

That one day happened exactly 2 weeks ago.

Never limit your dreams. If a bus driver's son (me) can live the life of his dreams... so can anyone!... See more

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OOV You, Sebastian Tee, Chris Playford and 205 others

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6) Write as if you're speaking (conversational tone)

When we are in school, we are taught to use "perfect English"... to spell each word out fully etc.

When you are emailing someone, you don't have to do that, especially if it involves someone you are communicating with outside of work.

People respond best to conversational tone rather than "perfect English". Sure, you may have a couple of grammar nazi friends... but trust me, those are the minority.

Most people appreciate you writing as if you're speaking to them. It makes you more personable =)



7) Find out what they like and send them more of what interests them (Eg. Dogs)

The golden rule is treat people the way you like to be treated. The platinum rule is treat people the way they like to be treated.

If you keep giving people what they want, they will always be looking forward to your emails!

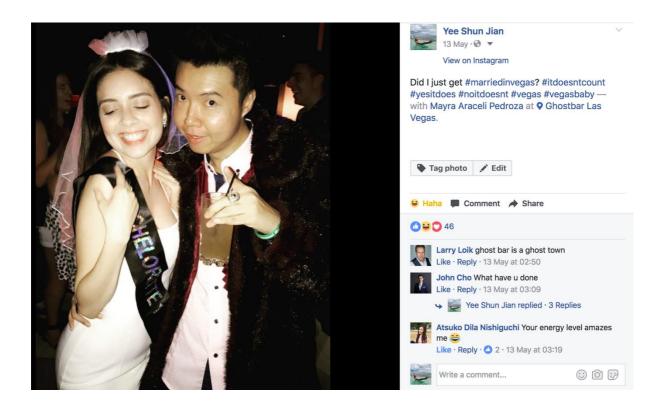


8) Send them a cool/dorky picture of yourself when you're traveling/having fun and ask them for a caption

I was out partying in Vegas when I chanced upon a group of fun-loving new friends out on a hens' night.

Took a pic with the bride-to-be, suggesting that I got married in Vegas on a wimp and asked if it counted. Got quite a few hilarious replies! *Winks*

You could try asking them to leave a caption too and see who your creative friends are!



9) Give them something cool for FREE

People love it when you send them FREE stuff... especially if they are COOL FREE stuff... Like this eBook you're reading right now!

Yes, you have my permission to give it away to your friends (who will love you for it btw). Just ask them to go to <u>50EmailTips.com</u> to download it for FREE =)



10) Ask them for HELP

People love to feel that they are needed and that they are important in your life. Don't be afraid to reach out to them for help.

Of course, at the same time, make sure you make yourself available to them if they need your help too.

Your friend in need is just an email away!



11) Thank / Appreciate them

This is especially related to the previous tip but you don't necessarily have to thank / appreciate someone only when they've done you a favor.

Why not drop someone you've been meaning to connect with a simple email thanking them for being who they are?

Share with them the qualities you admire about them and let them know how much you appreciate their presence in your life!

Watch how you make their day =)



12) Connect them with someone they should meet

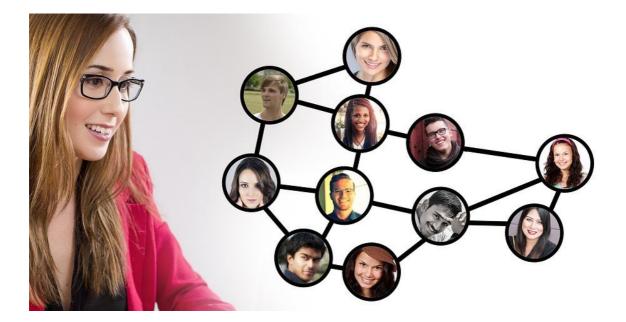
I'm sure you know people that, for some reason or another, should absolutely meet each other.

Just like how you like to play "matchmaker" in real life, why not connect them with each other through email?

They will both thank you for it, even if things don't eventually work out.

People like those who are always looking out for them.

P.S. You can connect people for business reasons too... not just for dates.

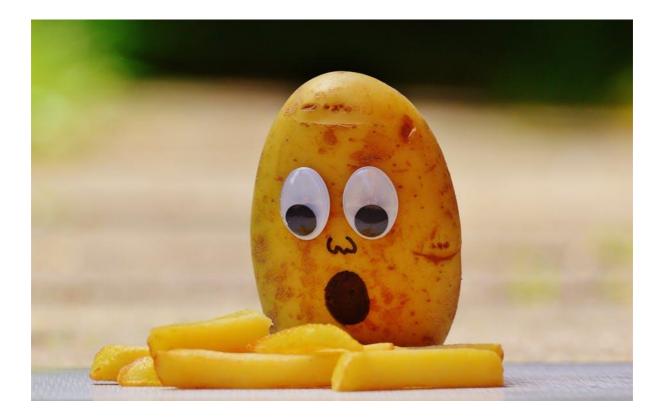


13) Send them a "Joke/Meme of the day"

Everyone needs a laugh once in a while and everyone loves a good joke/meme!

Did you chance upon something that made you LOL? Why not forward it along to someone whom would also find it funny?

Soon, you will be trading laughter with all your friends... now isn't that a good way to live? =)



14) Share with them a lesson you've learned

I've lost a lot of money in the stock market before.

Instead of crying over it, I decided to write a blog post called 11 Painful Life and Business Lessons From 2011 and email it to my subscribers.

I didn't expect this response but it just reinforces tip #3 on on the results of being vulnerable and real:



Hi Shun Jian.

I was so moved and touched by your honesty, humanity and pureness of spirit. I never realized what a humanitarian you really are. You REALLY are about making a difference for people. You are the real deal and what a refreshing share you gave. Wow! I am honoured to know someone like yourself. Sometimes when people seem "too good to be true" I can get skeptical. You really are that "good, kind person" that I see in your words online. You also inspire me in that your imperfections are worn with humility, dignity, courage, honesty and learning. I like who you are as a person. I like what you stand for. Honesty is such a rare trait to see nowadays that it takes a lot for me to trust. I really see you are honest and that looks so attractive on you Shun Jian. You inspire me. You are a leader. You are someone who practices what they preach. I really like that. And I like that you are human/imperfect and not afraid to admit it. I like you without all that money. You have so much more. You have potential, smarts, awareness, hands-on knowledge, success mindset, etc. I could go on. I am so thrilled to witness greatness. You are the Nelson Mandela of the internet to me. Noone can be the same after they interact with you or hear your words. You are the real deal. I am so inspired by who you are not by what you do, although I know that what you will do will be a result of who you are and who you are is so wonderful! Cyber Hugs, Diana

15) Send them a positive viral video to make their day

Seen something awesome on facebook that would make someone's day?

Email it to them with a short description of what you think.

For example, with <u>this video</u>, you could say "You know that's what it would be like when I'm cheering for you on your graduation day!"



35,250,619 Views

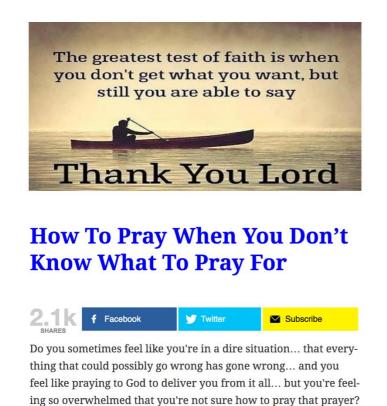
16) Give them some encouragement

Everyone... I mean, everyone loves to feel like someone cares for them.

I randomly send messages of encouragement to my email subscribers and I'm always touched by their replies.

Most of them write back to me to tell me that that was exactly what they needed at that very moment.

<u>Here's an example of something encouraging I sent.</u> Feel free to try this tip out for yourself!

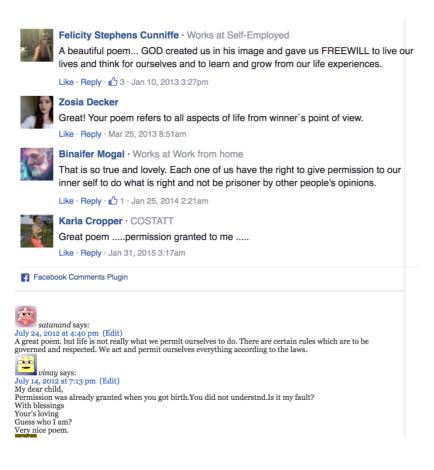


17) Share with them a poem/reflection you wrote and ask them what they think

I wrote a poem called "<u>Give Yourself Permission</u>" because I realized many people needed permission from someone to do all the things they wanted to do.

So I challenged my email subscribers to give themselves permission rather than wait for "someone" else to do it for them.

These were some of the comments I received:



I challenge you to do the same and see what happens!

18) Get them curious

They say curiosity kills the cat.

You know what else curiosity does? It gets people to open up your emails and click on the link inside (It makes your emails irresistible!)

This is what happened when I used curiosity in one of my emails:

Is {!firstname_fix} Your Birth(Name)?	13.5k	10 7k	
View Stats Copy to Drafts Copy to List 🔻	T2.2K	TO.1K	
Sent to 80,506 subscribers at 10/13/13 09:51 PM	opened	clicked	

And here's the actual email:

Dear {!firstname_fix},

- 1. Don't believe me (just try)
- 2. This is completely nuts.
- 3. My jaw dropped when I read my report.
- 4. Pop in your name and birthday and see for yourself (it's free)
- 5. Seriously. I never believed in this stuff until I met this guy a few months ago...

To Your Success, Yee Shun-Jian Founder and Chief Happiness Officer, 101PowerfulAffirmations.com 365DaysOfBlessings.com

P.S Pop in your name and birthday here:

http://RichGrad.com/FreeReport

{!signature}

19) Share with them a good deal

Did you happen to come across a sale that you know a friend will appreciate?

Tell them =)

If Mary loves a particular brand of shoes and you just realized it's going on sale right now... Send her an email about it and forward her all the details!

She'll love you for it, knowing that you got her back.



20) Tell them what you love about them

This is related to tip #11 on thanking and appreciating the people you have in your life.

Let's go deeper into this.

Write a random email to someone you want to connect with and list down at least 5 things you love about them.

Tell them you just wanted them to know that and watch out for their thankful reply!



21) Tell them a story (or share one with them!)

Everyone loves a good story... especially one that comes with important lessons.

Here's a story my email subscribers absolutely love!

(Feel free to forward it on to someone you care about)

{!firstname_fix}, Can I borrow \$25?					Pe	ersonali	ze 🗸		
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A man came home from work late, tired and irritated, to find his 5-year old son waiting for him at the door.

SON: 'Daddy, may I ask you a question?'

DAD: 'Yeah sure, what it is?' replied the man.

SON: 'Daddy, how much do you make an hour?'

DAD: 'That's none of your business. Why do you ask such a thing?' the man said angrily.

SON: 'I just want to know. Please tell me, how much do you make an hour?'

DAD: 'If you must know, I make \$50 an hour.'

SON: 'Oh,' the little boy replied, with his head down.

SON: 'Daddy, may I please borrow \$25?'

Go here for the complete story...

22) Make it about THEM

WIIFM – That's everyone's favorite radio station.

It stands for "What's In It For Me?"

Make your email about THEM and what interests THEM.

That's how to get THEM to pay attention to you.

That's how to make your emails simply irresistible!



23) Help them

We are living in a world where most people are only caring about themselves.

The most important lesson I've learned is to give without expecting anything in return...

Help people just because...

Try it for yourself and see what happens =)

P.S. I give away another FREE eBook called "<u>101</u> <u>Powerful Affirmations</u>" which has changed over 100,000 lives worldwide. This is just one of the many email testimonials I receive daily:

"Your FREE Affirmations Helped Me **Beat Cancer**!"

Sent: Thu 6/12/2012 11:13 PM To: Yee Shun-Jian

Dear Yee Shun-Jian,

I'm very grateful with your messages, I'm doing what you mentioned before, I read the 101 positive affirmations in front of my mirror and it is helping me a lot. <u>I had breast cancer 3 years ago</u>, so I was going to an oncologist every month and 2 weeks after I said these affirmations he told me that I don't have to see him anymore. I'm positive to go forward with my life and be happy no matter what, but I do have some blocks from my past that are hard to remove, so I'm practicing every day in the morning and memorize them, so I can delete any data from my subconscious.

Thanks!! <mark>Claudia</mark>

Claudia Gallo | Associate Underwriter | Property & Specialty / Products

24) Share your crazy dream with them

Do you have a crazy dream?

Why are you keeping it to yourself?

Why not share it with others so they can be part of your amazing dream-chasing journey?

My mission is to bring more love, hope and joy to the world. My vision is touch 1 BILLION lives.

Here's a youtube video of me sharing my crazy dream...

What's YOUR crazy dream?



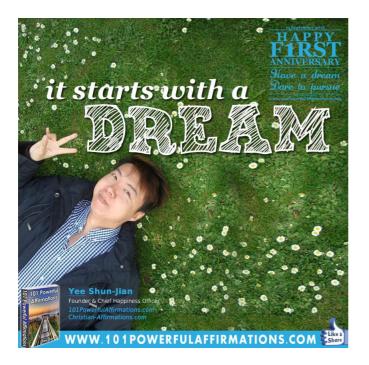
25) Inspire them

You know what happens when you're going after your dreams and you've hit certain significant milestones?

You update the people who you've told your dreams to and inspire the hell out of them!

I shared about how I built up a positive, inspirational 53K facebook community from scratch in just 1 year HERE

P.S. We've since gone on to hit 267K fans & moving steadily towards the vision of touching 1 billion lives!



26) Get them to keep you accountable

The surest way to achieve any goal/dream is to have an accountability partner.

I've always wanted to have 6 pack abs but because I didn't make it a MUST, it hasn't happened yet.

Recently, I did something crazy. I told everyone my goal of achieving my 6 pack abs by the end of 2017 and I encouraged people to keep me accountable.

Go read this FB post now for a lesson on accountability





One of the biggest lessons I learned from my very first mentor Adam Khoo is this: "If you desire to achieve your goal/dream, you must put yourself on the line."

Most people only post about their success after they achieve it. I'm posting my before pic (taken today, 19 Apr 2017) now and I'm committing to all my facebook friends that by 31 Dec 2017, I'd have lost my belly fats and achieved 6 pack a... See more

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27) Make them smile

The most beautiful thing you can ever do for someone is to make them smile.

There are many ways to do it.

You can compliment them or remind them about how awesome they are.

I challenge you to make someone smile through your email today.

How would you know?

Oh, trust me... they will tell you =)



28) Ask them a question that will allow you to know them better

Here are some examples:

"What's your passion?"

"What did you always wanted to be when you were growing up?"

"What's the most adventurous thing you've done?"

"What's your BIG WHY?"

"What makes you feel most ALIVE?"



29) Create urgency for them to take action

Robert Cialdini talks about this in his bestselling book "Influence: The Psychology of Persuasion".

He tells us that "Scarcity" is one of the 6 weapons of influence and a very effective one at that.

Only when people know that they will miss out on something if they don't take action IMMEDIATELY will they get off their butts and do it.

You want someone to take action? Include scarcity in your email (which creates urgency).

Here's how to influence anyone to do anything!



30) Send them a personalized email

Have you ever gone to a networking event and received email from someone you just met that you know is probably a copy-and-paste template?

How did you feel about that?

The most important thing you need to do if you want to make your emails irresistible is to personalize them.

Maybe you met John at a party and he told you that he has a cat who has been sick for the longest time and he's worried about her health.

When you write John an email, maybe you want to tell him about a vet you know that can help his cat.

What do you think John will do the next time he receives an email from you?

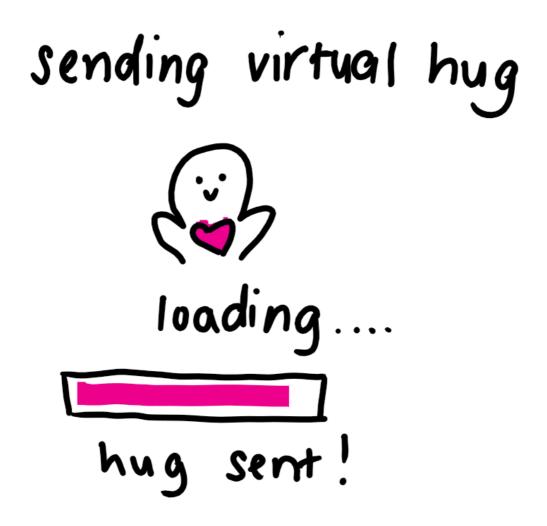
Answer: OPEN, READ & REPLY =)



31) Give them a virtual hug and tell them how much you would love to see them again

Everyone loves hugs.

Email someone a virtual hug today and they will be looking forward to giving you a real hug the next time you meet =)



32) Use their name

Guess what's the sweetest word that everyone loves to hear?

Answer: Their name

Even if you're sending a bulk email, it's possible to include someone's name in the email to personalize it for them.

For example, <u>aweber</u> – the email autoresponder I use allows you to use {!firstname_fix} to include your subscriber's name in your email to them.

That alone increases the likelihood they will open up my emails and respond to me!

If you're not using people's names in your emails, you need to do that from now on to make your emails irresistible...



33) Give them a nickname

Nicknames are endearing terms friends and lovers give to each other.

So when you have a nickname for someone you're emailing, it brings the two of you closer.

Choose a nickname based on an inside joke the both of you share.

Or just make up something to call them. They will probably give you a cute nickname back. It's fun and it gets responses =)



34) Tease them

Acquaintances are usually pretty polite to each other and err on the side of caution.

Friends. lovers and best friends always tease each other.

If you want to take your relationship with someone to the next level over email, maybe you can start teasing them just a little.

Let me know what happens!



35) Surprise them

Who doesn't enjoy pleasant surprises?

Send someone a virtual flower from time to time.. or just something to let them know you're thinking of them and that you care...



36) Actually care about them

One of my most "successful" emails is a questionnaire I send out to ask my subscribers how I can better serve them.

The responses I get back are always amazing and I get to find out what kind of content appeals to them.

And the best part? They feel like I actually care about them (And I do...)

What's something you can email someone to show them that you care?

(AWeber
{!firstname_fix}, Help me help you!
Normal (• Font • Size • B I U x² x² S A •
Dear {! <u>firstname_fix</u> },
You've been a subscriber of my personal development email newsletter for quite some time now and I trust that you enjoy the various motivational, inspirational and practical stories, videos, tips and lessons I've been sending you
Today I need your help I need to know how I can better help YOU
Could you just take a little time to answer the following questions and send the answers back to me so I can better understand your needs?

1) What frustrates you the most about your business or life?
2) What are you trying to accomplish this year?
3) What do you think you'd need to double your business or happiness this year?
4) What strategies have you already tried to improve your business or life that worked?
5) What strategies have you already tried to improve your business or life that DIDN'T work?
6) What's ONE area of your life that you'd love to see a dramatic transformation in the next 12 months?

37) Entertain them

Most people are bored.

And they receive boring emails all the time they never bother to open up.

Those emails get deleted or marked as spam.

If your emails are interesting and entertain them, they will always be looking forward to seeing your name pop up in their inboxes.

Example: I do crazy fb lives like this when I'm traveling



38) Teach them something you learned

Did you read a good book or watched a great movie recently?

Have you attended a life-changing seminar and gotten a couple of valuable insights?

Why not teach someone what you learned?

Here's another one of my email subscribers' favorite piece of content from me:

<u>10 Secrets To Happiness I Learnt From Andrew</u> <u>Matthews</u>

10 Secrets to Happiness I learnt from Andrew Matthews by Yee Shun-Jian on July 11th, 2007 [Edit]

Pinit

Sign up for my **Free Personal Development Newsletter** to receive tips on overcoming your fears, building your confidence & leading a richer life!

Like 465 people like this. Be the first of your friends.

"What is more important than being happy?" Andrew Matthews asked the audience in a seminar I attended 6 weeks back. He then started to draw funny little cartoons and continued "I learnt to draw in school during mathematics!"

Everyone bursted into laughter.

In case you don't know who Andrew Matthews is, let me give you a little introduction. He is an international speaker on "**attitude**", "**being happy**", "**success**" and "**prosperity**" and the best-selling author of motivation and personal development classics like "Being Happy!" and "Follow your heart".



39) Invite them to hang out with you

You can do that virtually or in real life.

People love to hang out.

You can send an email invite to ask them to join you on your facebook live and either teach them something awesome (Tip #38) or show them something interesting and cool (Tip #37)

Example: I sent out an email to tell my subscribers to join me on <u>this fb live where I shared with them how to</u> <u>make 2017 their best year yet</u> & they loved it!



40) Use short sentences

People have short attention spans.

Because they have too many emails to read.

And too many other distractions.

Use short sentences.

It makes it easier to read.

Your email receivers will greatly appreciate it.

Try it today.

Let me know how much better they respond to you =)

Keep it short. Keep it simple.

41) Use the word YOU

YOU are an amazing human being.

YOU have unlimited potential.

YOU can change the world.

YOU are awesome.

How wonderful does it feel for YOU to read that? =)



42) Use bullet points

Especially if you have a lot of things to say... It's best to break it into point form or bullet points.

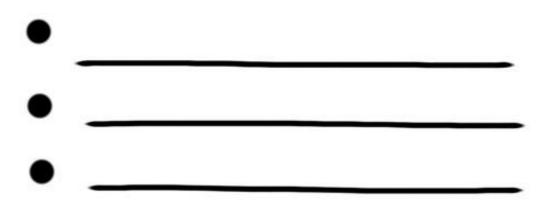
Why?

Because...

- It makes it easier to digest the information
- It's less confusing
- It's better than one big chunk of text

See what I did there?

Good. Now it's your turn!



43) Avoid being the bearer of bad news

If you want people to look forward to and open up your emails, you better make sure you're not the bearer of bad news.

I'm sure you've heard of the saying "Don't shoot the messenger".

That's because everyone associates the message with the messenger.

Send positive, awesome messages like what you learned in tip #15 instead.



44) Don't send them chain letters

This is definitely related to the last tip.

Stop sending chain letters with nasty consequences for those who don't forward it along.

It's irritating and pisses people off.

Refer to the rest of the tips for what TO send instead =)

I hate it when I don't forward a chain letter and I die the next day.

www.101PowerfulAffirmations.com

45) Send them to a facebook LIVE

An awesome one if possible.

I've done amazing facebook lives mid-flight from planes and helicopters.

Feel free to use them for inspiration =)



46) Tell them what you need them to do

People are not mind readers.

They need explicit instructions on what you need them to do.

Did you just share a awesome video with them?

Tell them to go watch it by clicking on the link you gave them and tell them the reason why they should watch it.

Do you want them to go out on a date with you?

Give them 2 alternate dates and ask them to reply which date is more convenient for them.

Have a proper call-to-action. And keep it simple (by only having one)

You'll get better responses that way.

Need an example?

<u>Click here to go download my 101 Powerful</u> <u>Affirmations eBook for FREE now</u>

47) Use your P.S. to summarize what you told them

Sometimes people don't have the time to read your entire email.

Some people just scan through your email and only read the P.S.

Heck, you may be exactly the type of person I just talked about.

That's why it's important to summarize what you told them in your email to them in your P.S.

Oh ya... before I forget...



Thanks for actually taking the time to read this eBook!

48) Send them productivity tips to save them time

What if someone could read your email to learn how to save time?

Do you think they will appreciate it?

Do you think they will look forward to receiving more emails from you?

Do you think your emails will be irresistible to them? =)

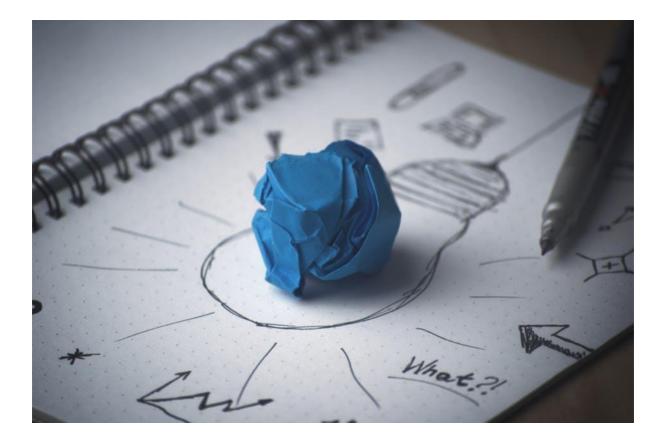


49) Give them awesome ideas they can act on

If you really want your emails to be irresistible, you must be a value giver.

Give people awesome ideas & they will not only thank you... they will tell everyone how awesome you are!

That's the main reason why I was able to build up a 143,000+ email subscribers database from scratch (through word-of-mouth because of the awesomeness of my email newsletters)



50) Be yourself. Don't try to be someone else

The worst thing you can do is to try and be someone else.

Just be yourself. Know that not everyone will love you, and that's perfectly OKAY.

It's okay to be polarizing. The people who love you will love you. The people who don't... well too bad for them they can't see how awesome you are!

Being yourself allows you to connect with the person you're emailing to. And that's how you make your emails irresistible to them =)



CONCLUSION

I sincerely hope you enjoyed my 50 Simple Tips To Make Your Emails Irresistible!

Can you do me a favor? If you love this eBook, could you help me tell all your friends know about it?

Just ask them to go to <u>50EmailTips.com</u> to download their own copy absolutely FREE!

That way, they'll also end up subscribing to my email newsletter where I will be sharing even more goodies and bonuses with you all =)

Questions/Feedback/Testimonials? Send them to <u>newsletter@50EmailTips.com</u>

I look forward to hearing from you...

Yee Shun-Jian Chief Happiness Officer, <u>50EmailTips.com</u> <u>101PowerfulAffirmations.com</u>

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