

FIVERR GUIDE SERIES

BOOST YOUR FIVERR SALES



# THE ULTIMATE BEGINNER'S GUIDE TO MAKING MONEY ON FIVERR

BY PETER KARANJA

## **The Ultimate Beginner's Guide to Making Money on Fiverr**

This is a detailed guide on how to make it on Fiverr. It is a combination of my own experiences , and tips from some of the top sellers on this platform. If you're a beginner on this platform, this guide answers all, well, almost all questions you may have. I am also always available for support whenever you need any clarification. If you're a seasoned seller at Fiverr, this guide may have a thing or two that could help you optimize your Gigs for more sales.

### **About the Author**

My name is Peter Karanja, a Level One Seller at Fiverr offering Content Writing (Blog posts, Copywriting, Transcription (General, Legal and Medical), SEO, EBook Writing and Forum posting. After having been on Fiverr for close to three years, I decided to share what I've learned and also research on the best tips that would help other sellers. Here's a link to my [profile](#).

If you would like to connect with me on social media, here are my handles;

- [LinkedIn](#) (Peter Karanja)
- [Facebook](#) (Ptah Karanja)
- You can also visit my blog, [gallantfreelancer.blogspot.com](http://gallantfreelancer.blogspot.com) for more blogposts on how to be a better online Freelancer.
- My Phone number is +254726547072

**Table of Contents**

**The Ultimate Beginner’s Guide to Making Money on Fiverr ..... 1**

**About the Author ..... 1**

**Introduction..... 3**

**So what will you achieve with this EBook..... 3**

**Disclaimer ..... 3**

**What is Fiverr? ..... 4**

**How to Create an Account ..... 4**

**How to Create Your First Gig ..... 4**

**Step #1: Click the Selling option, then gigs..... 5**

**Step 2: Click on “Create new Gig”..... 5**

**Step 3: Setup the Gig Title, Category and Tags ..... 6**

**Step 4: Gig Pricing ..... 7**

**Step 5: Gig Description..... 7**

**Step 6: Enter Gig Requirements..... 8**

**Step 7: Gallery ..... 9**

**Step 8: Publish your Gig..... 11**

**Working on Fiverr ..... 11**

**Fiverr Levels..... 12**

**Level One ..... 12**

**Level Two..... 12**

**Top Rated Seller..... 12**

**How to Make your First Sale on Fiverr ..... 13**

**How to Optimize Your Fiverr Gigs to Maximize your Sales ..... 15**

**Conclusion ..... 18**

## **Introduction**

I am glad that you decided to read this eBook and I assure you that if you follow the tips explained here, you'll finally get your Fiverr account off the ground and start getting more sales. If you're looking to diversify your Freelancing income by joining Fiverr, you've come to the right place.

## **So what will you achieve with this EBook**

I aim to help you set up your Fiverr account and start earning at least \$200 per month. I know this sounds little but to the best of my knowledge, there a lot of dormant Fiverr accounts out there. If you could revive a dormant account to earning \$200 a month, you can expand your strategy to earn \$500 or even \$1000 from Fiverr. All I want you do is start earning, appear on the first pages of Fiverr and expand your brand. I will keep sharing more advanced tips when you join my mailing list where we will work on increasing this income.

I would suggest you use the approach of an online course. Make sure you read everything listed in this eBook and apply all that you learn to ensure that you succeed. Also, remember these are not shortcuts. There are many tricks shared online but they are not always effective and could get you banned from Fiverr. Also, shortcuts have a lot of uncertainties since you're always afraid Fiverr will realize you shady tricks. When they actually do, they can withhold all your earnings for 90 days. All your efforts will have gone to waste. The good news is that there are legit ways to become a top seller at Fiverr.

## **Disclaimer**

I know online work is always hyped for the freedom it offers, but it's not always rosy. To establish a steady income online you've got to work really hard. You'll come across tips that may work or not work for you. It's wise to know what you want, gather the relevant information and act on it. Practice every day, the gradual progress you make will eventually add up to something you're proud of.

## **What is Fiverr?**

Fiverr is an online market place based in Tel Aviv, Israel. It was started in February 2010 by Shi Waininger and Micher Kaufmann as a 2 sided platform to connect buyers and sellers.

Freelancers offering a variety of services can list their products and the Buyer gets the chance to search either based on their names or based on the services.

The most common services on fiverr are; Writing and Translation, Graphic design, Wordpress, Transcription, Logo Design, Programming and Video editing. Fiverr was very popular for offering services for as little as \$5. After a massive outcry from the public, they allowed freelancers to charge higher for their services.

Freelancers create a deliverable called a “Gig” listing various packages, for example, Basic, Standard and Premium. The more advanced the package the more the buyer will have to pay for it. A Gig is a comprehensive description of the service the freelancer is willing to offer. They are placed in categories for the buyer to have an easier time when looking for a particular service.

## **How to Create an Account**

The signup process at Fiverr is quite similar to other sites. Access the Fiverr.com official website and click sign up. You will be prompted to enter your details such as First Name, last Name, Email, Username and Password. Be careful with your Username since once you create it, you won't be allowed to change it. You'll then receive an email to activate your account.

## **How to Create Your First Gig**

This is the most crucial part. A Fiverr account alone won't do you any good. You need to know which services you can offer and create Gigs for them. To create your first Gig, click on Become a Seller. Fiverr has a very functional app but unfortunately, it can't be used in creating gigs. You need a computer and a reliable internet connection. It's also important to note that you need to select a gig that you're sure you can deliver. I will share some of the most lucrative gigs on Fiverr. They'll help you have a place to start.

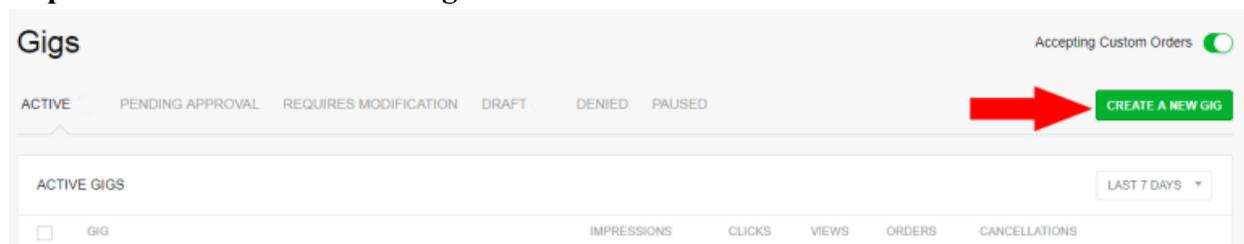
The following steps will guide you in publishing your first Gig.

## Step 1: Click the Selling option, then gigs



This section lists all your gigs. Since this may be your first one, there are no gigs listed. This takes us to the next step.

## Step 2: Click on “Create new Gig”



As mentioned earlier, you shouldn't be seeing any gigs if this is your first time.

### Step 3: Setup the Gig Title, Category and Tags

Overview > 2 Pricing > 3 Description & FAQ > 4 Requirements > 5 Gallery > 6 Publish

**1** → GIG TITLE  0 / 80 max

**2** → CATEGORY

**3** → SEARCH TAGS  Up to 5 terms

**4** →

The gig title is the first thing the buyer sees, so you need to be very wise about it. The best method is to view how other sellers have named their gigs. However, don't copy and paste the title. Make sure that your Gig is unique but still relevant to that category. It will be hard for the buyer to find you if you name your gig like everyone else. For example, if everyone has named their gig "I will do general transcription", offer a more specific transcription type such as, "I will do legal transcription." This method has actually worked for me in this [gig on legal transcription](#). It ranks on the first page when you search for legal transcription. This has gone a long way in helping me get clients looking specifically for legal transcription.

You should make sure that the gig title and category are in line. Fiverr does suggest the category when you enter your Gig Title. The tags at the bottom help people find you when they search for specific keywords. To improve your ranking, mention the main keyword in the gig title and mention it in the tags. You can also view other sellers' tags and choose those that seem to be more successful. You can search for sellers by viewing your account as a buyer. Then, search for certain gigs and check the sellers that appear on the first page. Click to view their gigs and at the bottom, you can see the tags they've used. This will give you an idea on the Meta tags to use.

When you've crosschecked everything, save and continue to move on to the next aspect.

#### Step 4: Gig Pricing

Gig pricing ranges from \$5 to \$995. Fiverr also allows you to split the gig into three packages. When you unlock this feature, you get to offer different pricing for the same gig. For instance, if you offer Transcription for \$25 per audio hour with a maximum of two speakers as the basic offer, you can offer extras on the standard and premium packages. You can offer an extra number of speakers, time stamps, full verbatim, extra fast delivery, just to justify why you're charging more. If all the gig packages have not been activated, click on "Try Now". The video on the right helps you grasp the concept of packages.

| BASIC   | STANDARD  | PREMIUM   |
|---|---|---|
| Name your package                      | Name your package                      | Name your package                      |
| Describe the details of your offering  | Describe the details of your offering  | Describe the details of your offering  |
| Delivery Time                        | Delivery Time                        | Delivery Time                        |
| Select                               | Select                               | Select                               |
| \$5 - \$995                          | \$5 - \$995                          | \$5 - \$995                          |

In some cases the buyer may request a revision. Therefore, you can set the number of revisions times to two or three. Always ensure that you deliver the best on the first delivery to avoid revisions. And if the buyer exceeds the number of revisions you can offer an extra revision at a fee.

#### Step 5: Gig Description

Don't make the common mistake of creating a gig description hastily. This could cost you a lot, you know why? After you appear on the search results after using appropriate tags, the next step a buyer takes is reading through your Gig description. If it doesn't sound appealing, he may not order. Think of the Gig description as your sales copy. So before writing it, perfect your sales pitch. There's a lot of information out there on how to write a sales copy. Another mistake sellers make is copying another seller's gig description. This could get you into trouble with

Fiverr's TOS and buyers may avoid buying from you. Read other sellers descriptions but don't copy paste, copy the structure and write a unique description for your service.

✓ Overview > ✓ Pricing > ✓ Description & FAQ > 4 Requirements > 5 Gallery > 6 Publish

## Description

Briefly Describe Your Gig

min. 120 0/1200 Characters

### Frequently Asked Questions + Add FAQ

Add Questions & Answers for Your Buyers.

[+ Add FAQ](#)

[Save & Continue](#)

The FAQ (Frequently Asked Questions) section addresses the most common questions that a buyer may have about your services. If the Gig description section was not enough, use this section to include more information about your Gig.

### Step 6: Enter Gig Requirements

Before you begin any job, it's important you and the buyer agree on the project details. This section allows you to ask for any requirements to avoid future disputes. Buyers use this section to give their instructions. Every time you get an order, ensure you have received all requirements/instructions.

 Tell your buyer what you need to get started.  
Structure your Buyer Instructions as free text, a multiple choice question or file upload.

REQUIREMENT #1

For example: specifications, dimensions, brand guidelines, or background materials.

0 / 450 Characters

Answer Type **Free Text**  Answer is mandatory

Multiple Answer

Attached File

Cancel **Add**

**Save & Continue**

[back](#)

## Step 7: Gallery

You can use 3 types of media for this section; Photos, Videos and PDF documents. An image is compulsory so ensure you choose an image that is related to your services. According to Fiverr, videos can also double your chances of being hired on Fiverr. You can create a video o yourself or an animated video explaining your services. It's easy to get a professional to do this for you for as little as \$15 at Fiverr.

Overview > Pricing > Description & FAQ > Requirements > Gallery > 6 Publish

**Gig Photos** Upload photos that describe or are related to your Gig. (0/3)

Drag a Photo or Browse

**Gig Video** Add a relevant, high quality video that best showcases your Gig offering. (0/1)

Please choose a video shorter than 75 seconds and smaller than 50MB

Drag a Video or Browse

**Gig PDFs** We only recommend adding a PDF file if it further clarifies the service you will be providing. (0/2)

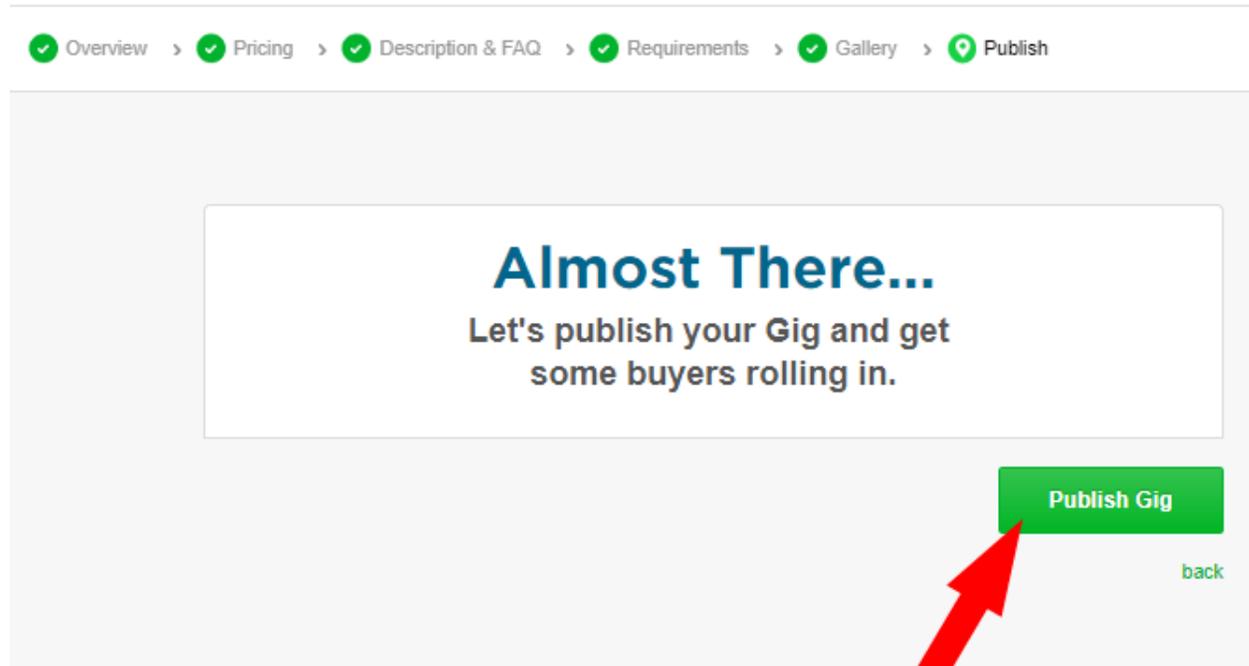
Drag a PDF or Browse

**Save & Continue**

There are many websites you can download free images from but the most common are [Pexels](#) and [Pixabay](#). There are situations where Fiverr may reject the image due to the dimensions or due to the format. Use jpeg images and use the windows photo viewer or any other photo software to crop the image to the required dimensions. Below is a list of other websites where you can download high resolution images for free;

1. [1 Million Free Pictures](#)
2. [Publicdomainpictures.net](#)
3. [Morgue File](#)
4. [Splitshare](#)
5. [Flickr: Creative Commons](#)

## Step 8: Publish your Gig



This is the final step in creating your Gig. You can view the other steps to see if everything checks out. When you publish your Gig, it will be possible for buyers to find you

### Working on Fiverr

You can sell any service on Fiverr but there are those gigs that are in demand on Fiverr. I specialize in writing and transcription but there are other lucrative services, including;

- Becoming a Virtual Assistant
- Social Media Management
- Wordpress Development
- Writing Business Plans and Pitchdecks
- Video Editing
- Content Marketing
- SEO services

There are many other unique services you can offer as long as there's someone looking for that service. When creating your Gig, make sure that you give a timeline that you can manage. Once a buyer orders, the countdown starts. Make sure you login to your Fiverr account daily or check your email constantly since Fiverr will always send you a notification when someone orders. Always deliver as soon as possible to give the client some room for revision and a chance to hire you again.

Fiverr does have a rating system that is visible to other buyers. Aim to get the highest ratings since they'll play a major part in helping you get clients. For example, if a buyer was looking for a specific service, and a few sellers appear on the first page, he/she will hire the one with positive ratings. AVOID buying artificial ratings, they'll get you flagged and you may lose clients by not meeting their expectations.

## **Fiverr Levels**

### **Level One**

As a new seller you'll have no level. You'll be limited to creating just 7 gigs and the Gig extras will be limited too. To get to level one, you'll have to spend at least 60 days on Fiverr, have 5 star ratings, complete 10 orders, and earn at least \$400. You also need to maintain a 90% order completion rate, and communication rate. This level is highly achievable if you offer some high paying services. Being a level one also allows you to access buyer's requests.

Buyer requests are similar to the job posts you see at Upwork. It's when a Buyer wants a specific service and he creates a request welcoming sellers to apply. Unfortunately, Buyer's requests are not open to everyone. The same concepts you use to bid at upwork can apply here. Read the job post carefully, check the budget and address the client's problem in your proposal. Some quick tips on this, don't bid too low or too high, compared to the buyer's budget. Bidding too low makes the client doubt you. Being a level one also allows you to be featured on promotional listings.

### **Level Two**

To get to level two you need to complete 50 orders, earn \$2000 all time, spend 30 days without receiving any warnings for violation of Fiverr's TOS. 90% order completion rate, response and delivery on time are also crucial requirements. Being a level one and two, you're subject to the 14 days Earning clearance. This means that you have to wait for two weeks for your earnings to process.

As a level two you can create up to 20 gigs, offer 5 gig extras, feature in promotional listings, and receive priority customer support. More information on eligibility and perks of these levels is on the Fiverr's website.

### **Top Rated Seller**

This is the highest level and it has a lot of benefits. To get to this level you need to earn at least \$20,000, complete 100 orders all time and maintain at least a 4.7 star rating. The basic requirements of response, delivering on time and order completion still apply to this level.

As a Top Rated seller you are allowed to create up to 30 gigs, 6 gig extras and your earnings will be cleared in 7 days instead of 14 days.

### **How to Make your First Sale on Fiverr**

- 1. Offer more than the other sellers-** I don't mean to shoot myself in the foot here since I said that you shouldn't bid too low. However, you can tweak your gig so that it sounds more appealing. If sellers are offering transcription, add timestamps, number of speakers, or another benefit alongside your main service.
- 2. Copy what others are selling-** As a beginner, it may not be the best option to reinvent the wheel. With this I mean that, there are many popular gigs that even a beginner can become quickly popular. Choose a service from the gigs mentioned above or research other gigs. Secondly, structure your gig like the other sellers, if it works for them, it most probably will work for you. Like I mentioned before, don't copy word for word, copy the policy and strategy used.
- 3. Share your Gig on Social Media Platforms-** This tip helps you both directly and indirectly. When you share your gig you might come across people looking for your services. Also, sharing increases your views and this can help you rank higher in Fiverr searches. Twitter is the most recommended platform, but Facebook also works fine.
- 4. Blog-** Being a Freelancer it's quite important to have a Website where you list your services as well as post relevant content to get traffic. As you gain a following, mention Fiverr occasionally and link to your Gigs. This will help you get clients at Fiverr and even direct clients.
- 5. Google Ads-** This strategy isn't very familiar but it works too. When you search for some services, you realize that Fiverr appears on the first page, especially on the Paid Ads section. You can create a Google Ad for your Fiverr Gig. Google charges you when someone clicks on your Ad. Also, an Ad has to be relevant to the search so make sure you get the Keywords right and offer value as you advertise. This can drive thousands of traffic to your Gig who can potentially convert to customers.
- 6. Join Fiverr's Forum, LinkedIn and Follow their blog-** Fiverr sellers and buyers converge on these platforms and share ideas and experiences. Ensure that you're active on these platforms by responding to people's queries and sharing your own experiences. When people start recognizing you, you can share what you do from time to time. Clients can hire you since you've proven you understand your area of expertise. Better yet, being active on these platforms can make you qualify into the Fiverr's Rising Talent and Pro Programs. If you are handpicked into these programs, you'll gain more trust with the buyers leading to more sales.
- 7. Offer 24 Hours delivery-** When buyers are looking for services, they can search by ratings or by delivery. In order to stand out, offer express delivery. Some sellers offer express delivery at an extra cost but you don't have to do that. Offer fast delivery and promise to deliver high quality work. Once you have created a Gig, aim to get your first

order, even at a lower price. Ensure you deliver quality and fast. The next time a buyer searches and finds you have a good reputation and can deliver fast, he will most likely buy your service.

- 8. Create Similar Gigs-** As a new seller, you are allowed to create up to 7 gigs. The numbers of Gigs increase as your level increases. You don't have to offer 7 different services. Use this chance to create multiple gigs for the same service. This allows you to cast your net wider by ranking for different keywords.
- 9. Gig Optimization-** When creating your Gig, there are a couple of areas you can place your keywords for you to rank higher. Fiverr is some sort of search engine and the only way to rank is by using SEO. Use your primary keyword in the Title, tags and Gig description. Don't overuse them because Fiverr won't allow that. Mention the keywords 4-5 times. When you create a video, make sure you mention the primary keywords in it.
- 10. Review your Gigs-** things keep changing on Fiverr, what works for you today may not work for you tomorrow. Make sure that you login to your Fiverr account daily and assess the results of your strategies. If nothing is changing, change the keywords, add a video, change the title or description, or even the tags. Don't just leave your account waiting for buyers. They may come, eventually, but keep trying all methods to ensure that you get buyers sooner.
- 11. Ratings and Reviews-** These are the most important factors to ensure you keep making sales on Fiverr. If you have no 5 star ratings and good reviews, you may have quite some trouble getting clients. You can speed up the process by asking friends to buy these services from you and leave a good rating. This is quite risky but it can help you get the gig off the ground.
- 12. Avoid Cancellations-** There comes a time when you deal with a difficult client and after a lot of disagreement, you decide to cancel the order. Cancellations will always lower the ranking of your Gigs. To avoid this, discuss the requirements upfront and, make sure you deliver as promised. If the buyer is still causing trouble, report him to Fiverr' Support. When a Buyer approaches you with a job you can't handle, it's advisable to reject. You can learn the service and offer it later but in the mean time, take on what you can manage.
- 13. Communicate effectively-** Even when offering the best gig, if you have poor communication you'll scare away clients. Create a template to respond to Clients when they reach out to you. Communicate clearly and fast. If you take hours to respond, the Buyer will walk away.

There are ways to ensure that you're always online. This will come in handy when a buyer needs your services urgently. Some apps such as the Chrome Refresher add-on can help show that your account is active all the time. This is an app that refreshes the pages that you've assigned it. To use it on Fiverr, login to your account and launch this app. It can refresh the page after every 10 seconds, 30 seconds, or a couple of minutes as you prefer.

I learned this trick from some Indian guys and I've seen buyers approach me just because I'm online at a time when they're looking for a certain service.

These tips will help you keep selling at Fiverr as a Beginner and even as a seasoned Fiverr Seller.

## **How to Optimize Your Fiverr Gigs to Maximize your Sales**

Sales are important to every freelancer, on Fiverr and any other platform. There may not be a guaranteed way to increase your sales, but there are a number of tested and approved strategies that actually work. I have been on Fiverr since 2017. I have changed my gigs a lot of times to ensure I come up with the best way to increase the sales. Fiverr has evolved though, and what worked last year may yield minimal results this year. The strategies I'm going to share are those that are working today. If they change, I'll make sure I update this guide with the latest information.

### **1. Come up with an appropriate and catchy title**

The title, or headline, is very important in any written media. It is the first thing the buyer sees. A buyer can choose to click or not to click your gig just because of the title. The title should tell the buyer exactly what you offer. Place yourself in the buyer's shoes, think of what you'd be looking for in a certain service. Let the buyer know you can deliver, right from the title.

- If you have niched down in your services, ensure that you mention the niche in the title. For example, don't just say, "I will do transcription for your audios and videos." Let it be like, "I will do legal transcription for court proceedings." This separates you from all other types of transcription.
- Don't use plain words. Entice the buyer. Don't just say you'll write blog posts. Say, "I will write powerful blogposts to draw more traffic to your site."
- Use keywords that the buyers are searching for. I mentioned earlier that, Fiverr is like a search engine. Use Google Keywords and Google Trends to find out the most popular keywords. This will help buyers find you easily.

### **2. Use Attractive Images**

If you write articles, you know that using images makes all the difference in making people read your piece. Not just any image, a thematic image that summarizes your message in a beautiful way. The same case applies to Fiverr Gigs. Grab your buyer's attention by using the best images. Some of the sources for these images include;

- [1 Million Free Pictures](#)
- [Publicdomainpictures.net](#)

- [Morgue File](#)
- [Splitshare](#)
- [Flickr: Creative Commons](#)
- Shutterstock

Think of your image as your brand's logo. If creativity isn't your strength and you don't want to spend a lot on an image, show your personality. You can embed your photo with your Gig's slogan. Make sure you smile and look friendly, this makes you more approachable.

### **3. Fill in the Appropriate Metadata**

Metadata is the data you fill when creating your Gig. This data is tailored for each service. For transcription you may be asked to select clean or full verbatim, number of speakers, and so on. Research on what buyers need most and add it in the metadata. This metadata helps buyers filter gigs to get specific services. Just like tags, you have the freedom to experiment until you find one that brings the most views and impressions.

### **4. Optimize the Search Tags**

Besides metadata, search tags also help the buyer find you. You can use Google Trends and Google keywords to find the most popular tags. You can also switch to buyer mode and search gigs similar to yours. Check the tags the most successful freelancers use and experiment with them.

### **5. Use Gig Packages**

As described earlier, you can create 3 packages for each gig. You have the option to create an all in one package, or split the services into three packages. I would recommend the latter.

- Create basic, standard and premium packages all with different prices, services and privileges.
- Be clear in describing the packages. Let the buyer know what they're getting from each package.
- You can also add Gig extras to each package to allow the buyer to customize their orders according to their needs.

### **6. Generate leads with your description**

The title, metadata, image, and tags will help place you in front of the buyers but it's the gig description that will convert this traffic to buying customers. This is where copywriting skills would really come in handy. A good description is one that;

- Speaks directly to the customer. Use second person, "you" to ensure you connect with the buyer.

- Is unique. Due to the high competition on Fiverr, be unique and describe this uniqueness in your description.
- If you have years of experience, include them in the description.
- Informs the buyer what's in it for them. Let them know how they'll benefit when they order from you.

Fiverr offers 1200 characters for the description optimize it by mentioning the most important aspects and including the most popular keywords.

### **7. Use the Frequently Asked Questions**

The FAQ section is the most overlooked. Some people ignore it for they're not sure what to write. If well structured, building up this section could lead to more sales over time. For starters, you can use this section to include more information about your gig. Remember that the Gig description is limited to 1200 characters. If you feel there's more info to be included, make the most out of the FAQ section. This section also helps the buyer see that you're knowledgeable about your niche. If you're able to answer the main questions they may have, they can trust you with their projects.

### **8. Ask for Requirements**

This is where the buyer describes their order. Guide them by asking for specific requirements. Ask for as many as you can, as long as they are relevant to your Gig.

### **9. Add a Video**

Videos are transforming the content marketing industry since they increase the engagement with the reader. Besides this, they also help build trust with the buyer. Getting a buyer to trust you can be hard, and can make a big difference in getting repeat clients. The video should include the same details as the description. The benefit is that the video connects to the buyers better.

### **10. Link to a portfolio**

Good samples will always help you get more clients in all online work platforms. When creating your Gig, Fiverr allows you to add URLs to samples of your work. This could be your blog, website, or account at github. Some of the sites that you can link to include;

- [Blogspot.com](https://www.blogspot.com)
- [Dafont.com](https://www.dafont.com)
- [Dailymotion.com](https://www.dailymotion.com)
- [Flickr.com](https://www.flickr.com)
- [Teamviewer.com](https://www.teamviewer.com)
- [Wikipedia.org](https://www.wikipedia.org)
- [Youtube.com](https://www.youtube.com)

## **11. Proofread**

Most of us have English as our second language. We may make mistakes that native English speakers don't make. Ensure you proofread your description. Also, when communicating with the buyers, use appropriate punctuation and sentence structure. Poor grammar when responding to messages is enough to scare the buyers away.

## **12. Make the most out of Analytics**

Log in to your Fiverr account daily and track the progress of your gigs. Tweak your Gigs with the strategies shared above and see the results of each. Pick those strategies that give better results and apply them consistently.

## **Conclusion**

Fiverr is a great platform that allows freelancers to offer any type of service in form of deliverable packages. It also helps buyers find these services easily. This eBook helps you setup your gigs and guides you optimizing and dealing with the clients. Success on this platform doesn't happen overnight. Combine these steps with other information you may find on a daily basis.