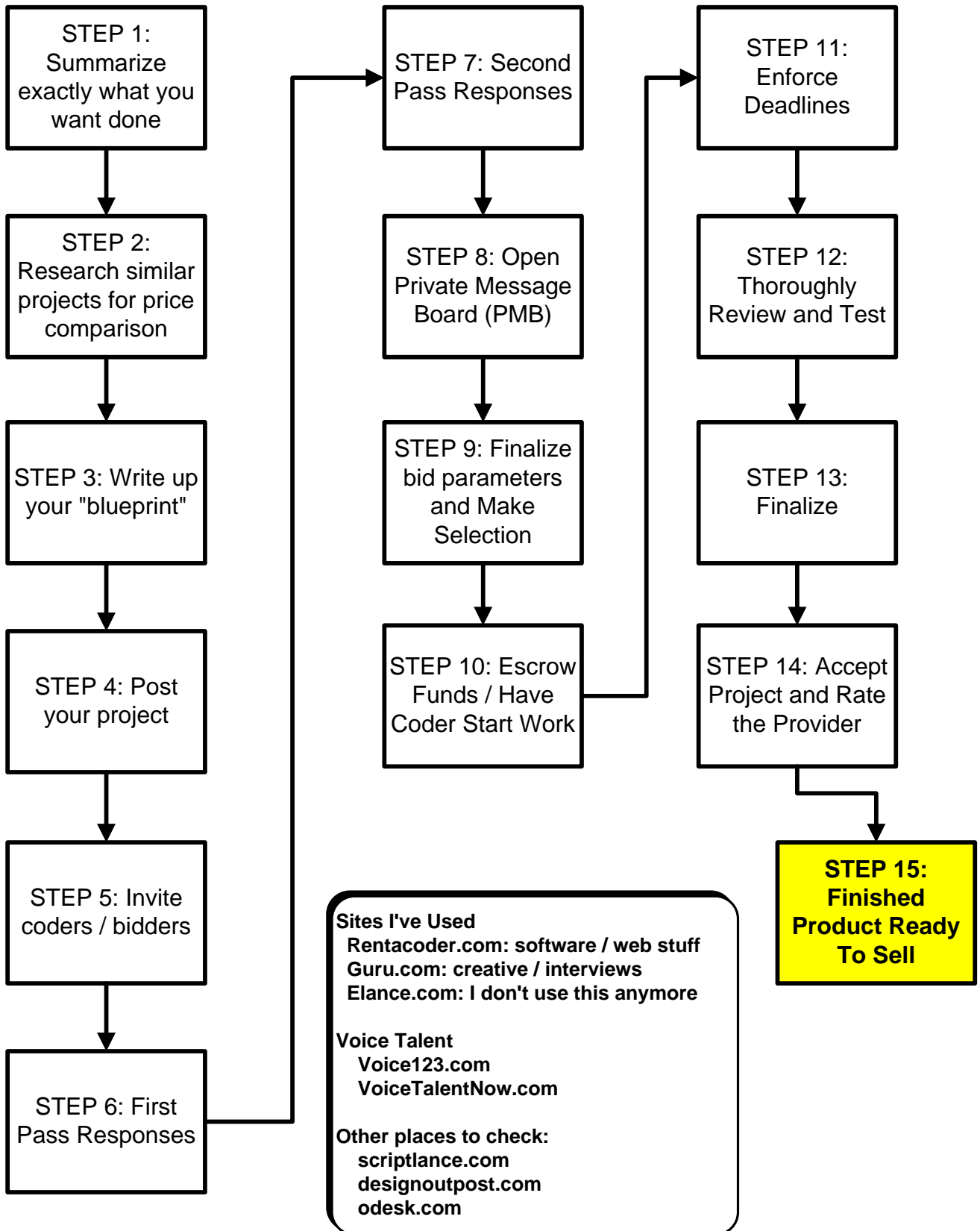


“Lance” Site Flowchart

Creating Unique Products You Can Sell

Step By Step How to Submit a Project To a Lance Site



"Using 'Lance' Sites To Create Product FAST!"



Jim Edwards

Notes Re: Software Creation

- **Online Scripts**
 - PHP for coding
 - Mysql if you need to store any data
- **PC Desktop Apps**
 - Delphi
 - Visual Basic (caution 3rd party DLLs)
- **MAC**
 - Adobe Air
- **ALL should have:**
 - self-install package
 - Scripts - one-click install on server
 - PC - .exe installation file



Jim Edwards

Notes Re: Printed Text / Creative Material

- **Delivered in Word format**
- **Always specify:**
 - Type (times new roman, 12 pt)
 - Spacing (single space)
 - Words per page
 - 500 normal

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Jim Edwards

If not possible to escrow:

- Then use this rule of thumb
 - NEVER pay out more than 50% of the total before you have the finished work in your hand
- Sample Schedule:
 - You Pay 25% Up front
 - They deliver First 50% of project
 - You Pay 2nd 25%
 - They deliver Second 50% of project
 - You both finalize everything
 - Troubleshoot / Test / Tweak
 - When you're 100% happy - then pay the final 50%
 - Make sure you're 100% happy and assume you'll never hear from them again!

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because you have to plan that you'll never hear from them again