



# WEBHOSTING FOR PROFITS

**HOW TO START & MAKE MONEY FROM  
YOUR OWN GVO TITANIUM  
WEBHOSTING RESELLER ACCOUNT!**



## **PREAMBLE**

Welcome to GVO's Webhosting for Profits.

Not only can GVO Web Hosting be your Turnkey Web Host. They also offer you the ability to become an active web hosting reseller. What is that exactly?

Well let me start by saying if you purchased the GVO Titanium web hosting package, not only would you have direct access with unlimited use on all of the Turnkey business building tools. They also give you UNLIMITED DOMAIN RESELLER HOSTING!

What can you do with unlimited domain web hosting? Simply you can sell web hosting space under your GVO Titanium account, putting 100% profits into your pocket!

Unfortunately however most of the people I have taught website hosting to as a business are always afraid of getting started because they feel they must be a "guru" to offer such a service. Nothing is however farther from the truth. Even an Internet novice straight off the street can run a successful webhosting business without breaking a sweat and the truth is:

**You don't need to know a line of technical code nor even understand how Linux Servers work before you can become a webhost. In this short report, all the basic points will be covered and in a few minutes from now, you will be totally ready to start offering webhosting services to customers. 😊**

Here are the topics covered to get you started fast:

- ⇒ **How To Choose A Good Webhost**
- ⇒ **What To Buy As A Starter**
- ⇒ **How To Setup Hosting Packages**
- ⇒ **How To Create Webhosting Accounts for Customers**
- ⇒ **How To Manage Customers**
- ⇒ **Getting Help When Stuck**
- ⇒ **Creating Sales Pitches That Attract Customers**
- ⇒ **How To Add Domain Name Registration Services**



## **HOW TO CHOOSE A GOOD WEBHOST**

In truth, a small bit of research needs to be done. Now when it comes to building an online presence with you, and your business. Do not always go by low hosting price points. It's like anything else...you get most times what you pay for! What's the point of getting your Domain and sites hosted if you do not have the correct tools to market with? **This is exactly what separates GVO web hosting from any other web host. They truly give you everything that is required to marketing you're web sites.** Everything from mailing auto responder system, web conferencing, a complete video producing system and so much more.

Check out their track record! See how long they have been around. GVO has been hosting web sites from all around the world for over 13 years now!

Check to see how easy you can get direct live support access. At GVO they have taken live support and live training to a whole other level. From live ticket support systems to live on the spot LIVE chats. They have it all covered 24/7/365. Offering live training and giving you direct access to all the live recordings is an added plus that other web hosts do not offer.

Now when it comes to becoming an active web hosting reseller, reliability and uptime is very important. After all when you become a reseller, your name is attached to all of it. You want to offer the best service to your clients as you can!

Make sure you have a web hosting account like GVO's Titanium package that gives you loads of web space for rapid growth.

In my opinion, if any other web hosts promise anything less than 99.9% uptime guarantee, walk away and find another webhost.

Webhosting has become competitive. If you look well enough, you will get an affordable and excellent service that suits your pocket and your business.

One thing I am wary of however is that the cheaper the pricing and package offered, the more the crowd the hosting service provider will have to eventually deal with. While some companies might be able to deal with this effectively, most will compensate with decreased support quality and the more efficient the support, the better your business. **At GVO Web Hosting they offer stellar support and incredible live training they truly make web hosting FUN!!**

A quick re-cap and questions to keep in mind when searching out a great Web Host!

### **HOW LONG HAVE THEY BEEN IN BUSINESS?**

A company older than 10 years old is less likely to mess you up. Also, find out what others are saying about them online. Visit forums and chat rooms and find out if people have used their services and find it good enough. Check out fan pages/Facebook etc.

### **HOW MANY DOMAINS ARE YOU PERMITTED TO HOST**

Stay away from anything less than unlimited.

### **FEATURES GIVEN & LIMITS**

The important thing about features is that to a large extent, you can use it to enhance your webhosting services and make your business have more options than the competitors by offering additional features.

Common features include;

Cgi access  
Webhost Manager  
Autoresponders  
Mailing List Managers  
Auto Script Installers  
Web-based Email  
MySql  
Fantastico  
Spam Assasin

And a host of others...

Go for a webhost that allows you access to unlimited resources as regards these features because when it comes to beating competition that comes in handy.

## **HOW EASY IS IT TO CHANGE PLANS**

Let's assume business got so good and you sold all your space in 1 month. Can you move to a larger webhosting plan without squabbles and downtimes? Please ask! **At GVO Web Hosting they have all the space you will ever need, if you need more space on the fly they will give you more space on the fly!**

The last thing you want is to have your entire service down for hours because you needed to change plans.

## **DO YOU WANT A DEDICATED OR SHARED SERVER?**

With a dedicated server, you are given a disk space dedicated exclusively to you while a shared server has a lot of other users on it. Except you have the resources or a client requests it specifically, a shared hosting will do fine for a starter.

However as your business grows, you may need to have a dedicated server of your own. One major advantage of having a dedicated server is that you get more control and you can even re-sell hosting to other resellers which is one of the "coolest" ways to make money in the webhosting business.

## **DEFAULT PAYMENTS**

If you happen to default for a week or three in the payment of your bills – what happens? Will the host give you a period of grace?

If they do not, what happens? Will they just delete your account and all the websites you've hosted? If this happens – you should know you are in BIG trouble.

**At GVO Web Hosting they work with all of their clients and will never shut anyone down within reason!**

Of course, I know you are not envisaging not paying your bills BUT you should be curious enough to know what happens!

## WEBHOSTING RECOMMENDATIONS

My best pick is [www.gogvo.com](http://www.gogvo.com)



## GETTING STARTED

If it's a C-panel based hosting platform, what you will see inside your reseller account will be similar to the screen shots shown in the rest of this report. Yes GVO Titanium Hosting is C-panel based!

## SETTING UP YOUR BUSINESS

Once you have the details of your login, it is time to setup your hosting business. Once again, I assume your account is C-panel based.

Login to your C-panel and you should be confronted with an outlook like the one below. It is called your Webhost Manager (WHM) and you control everything from here.

You will create webhosting packages here in preparation for your clients and this brings me to the issue of discussing profitability in this business.

Assume that you purchased a 70000mb (70000 megabyte) GVO Titanium Web Hosting account for let's say \$45/mo. With all the business building tools included!

Now you can decide to divide your 70000mb into as many smaller parts as you want. For example;

You can split 70000mb into 300 accounts each with 125mb of disk space. That way, you can setup 300 new individual websites for 300 different customers at say (you charge \$10/mo to host their site). Still leaving you with 32500mb for your own personal use!

Now, if you charge \$10/mo from each of the 300 customers, how much profit potential do you have? Let's do the mathematics.

- ⇒ **You pay \$45/mo**
- ⇒ **For a year, you will invest \$540. For your Titanium hosting account.**
- ⇒ **You have 300 accounts – each 125mb each and you sell for \$10/mo. You will rake in a total of \$3000/mo**
- ⇒ **In one year, that will be \$36 000.**
- ⇒ **Subtract \$540. Which is your initial overhead for the year from \$36 000 and you will have a profit of about \$35 460.**
- ⇒ **Now I have sliced the megabytes to be quite high for web space. In most cases you could slice the mb's down again to create more packages.**

That is how profitable webhosting is!

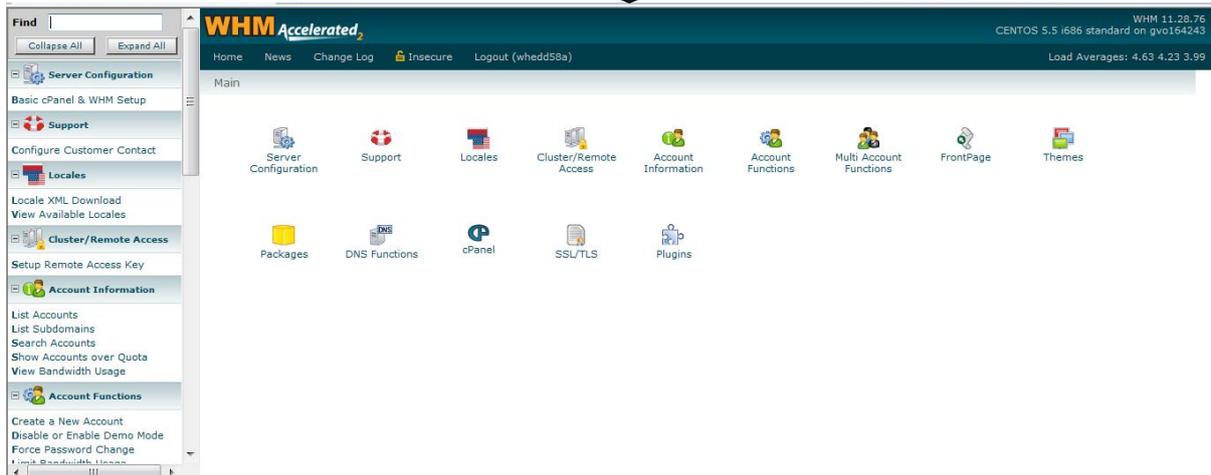
Now that you know, let's move on. The first thing like I said earlier is to create packages in readiness for your clients. You will therefore be envisaging what they would need.

A helpful tip for finding out what packages to create is to go around, look at other webhosting businesses, find out the kind of packages they have and use that as a basis for creating your own packages.

Here's how to create packages. The reason for doing this is simple. Once you do it the first time, you never need to do it again except when you need to make slight changes here and there. Also, once you have done it, you will now be able to create accounts for your clients in 3minutes and less – even with a slow internet connection!

Imagine that. You do a job in 3minutes, you get paid as much as just analyzed about or even more depending on the space you are selling!

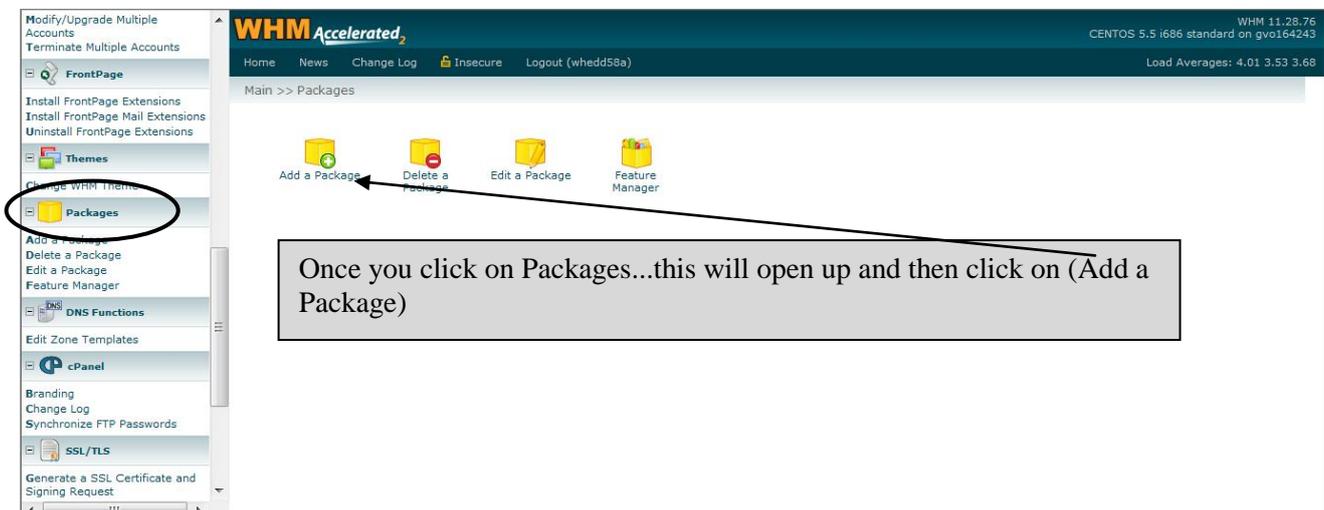
A typical WHM should look like this.

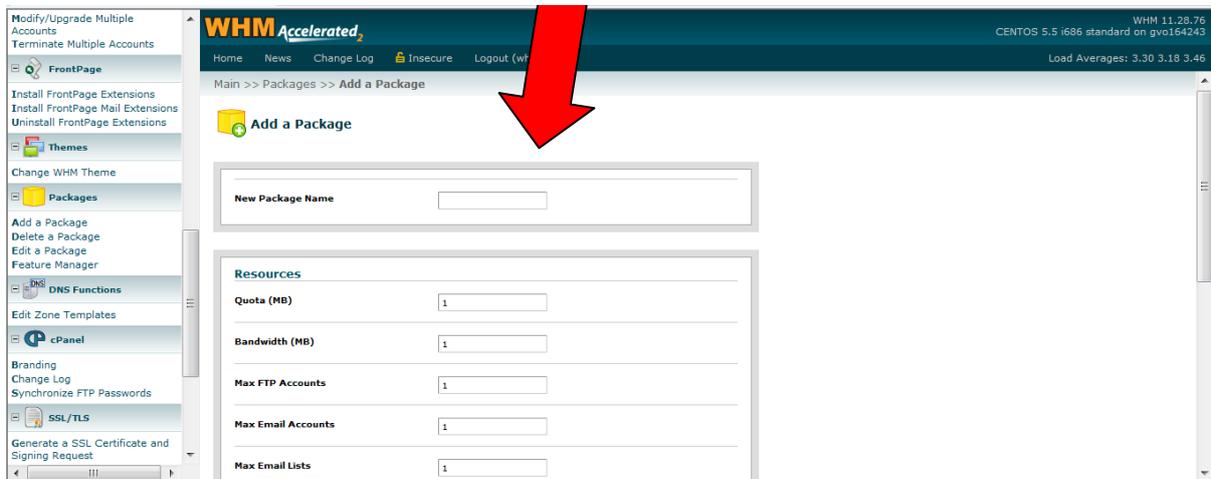


This is where you create and manage website hosting accounts for your clients.

On the left hand side of the screen, scroll down to the section labeled **“Packages”**

It is circled in black ink below so you can find it easily.



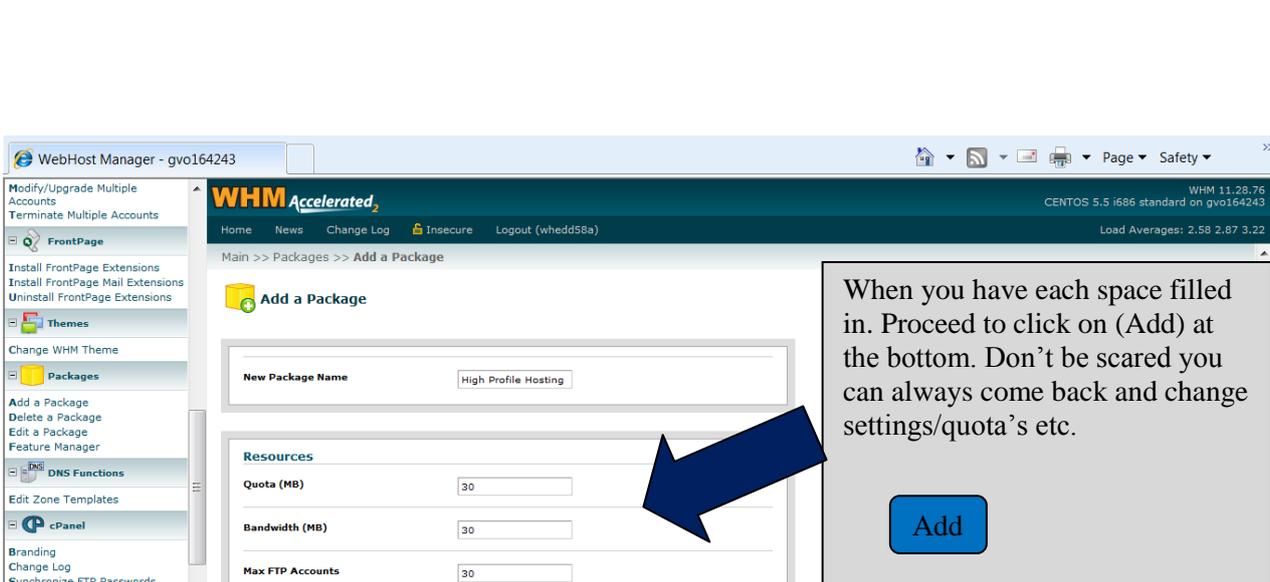


Next, just complete the blank spaces as they are provided. The ones you should mainly concern yourself with include;

- ⇒ **Package Name (This helps identify and differentiate each package)**
- ⇒ **Quota (This is the size of the webhosting account)**
- ⇒ **Ftp Accounts**
- ⇒ **Email Accounts**
- ⇒ **SQL databases**
- ⇒ **Sub Domains**
- ⇒ **Bandwith Limit**

If you look around, at your competitor's website, you'll easily know what to put, at what values etc...

I have created a package just for you to see how it goes. See the screen shots below.

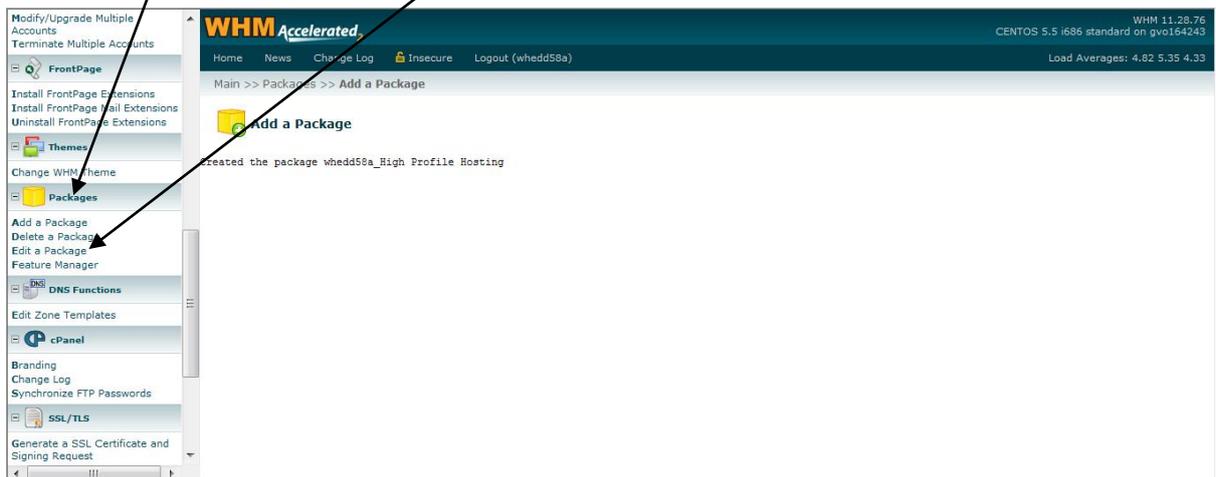


Once you have clicked on  this will open and show that the package was created.

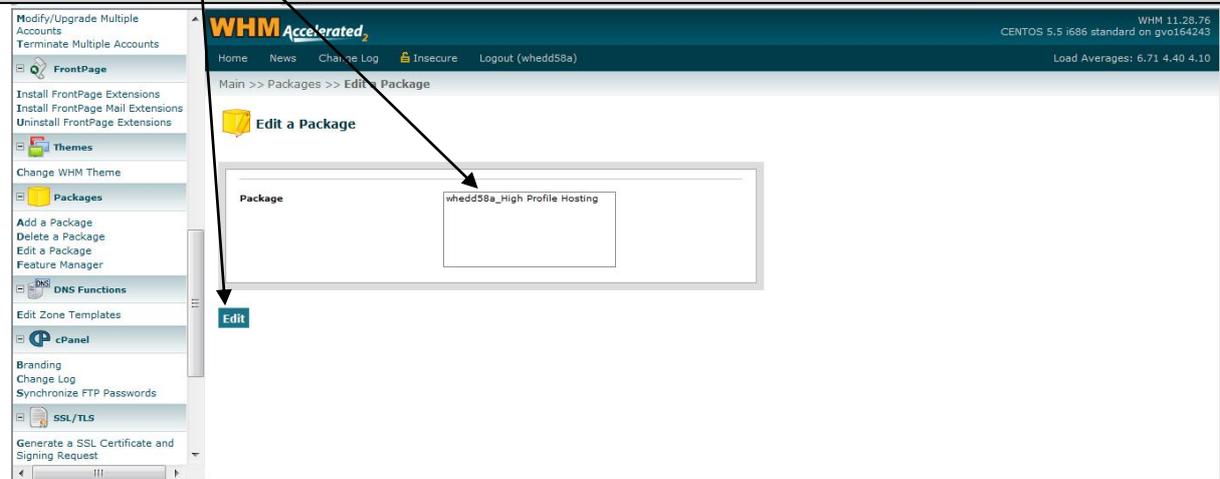


You can easily edit a package you created previously if you need to make amendments.

Under the package section, just click **“Edit Packages”**



From the list of packages that are brought up, select the one you wish to edit and then click Edit.



A screen similar to the one you used to create the package will be displayed. Change all the entries you wish to and then scroll back down and click on

**Save Changes**

Wait for a confirmation that it was successfully done.

That's it. Once you have all the packages ready, you can then move on to start creating webhosting accounts for your clients in 3minutes and make as much money as you want from it.

Let's move into the next section, where I'll show you how to actually start hosting websites for people (all the previous work have been back-ground work).

To successful host a website, you need three steps.

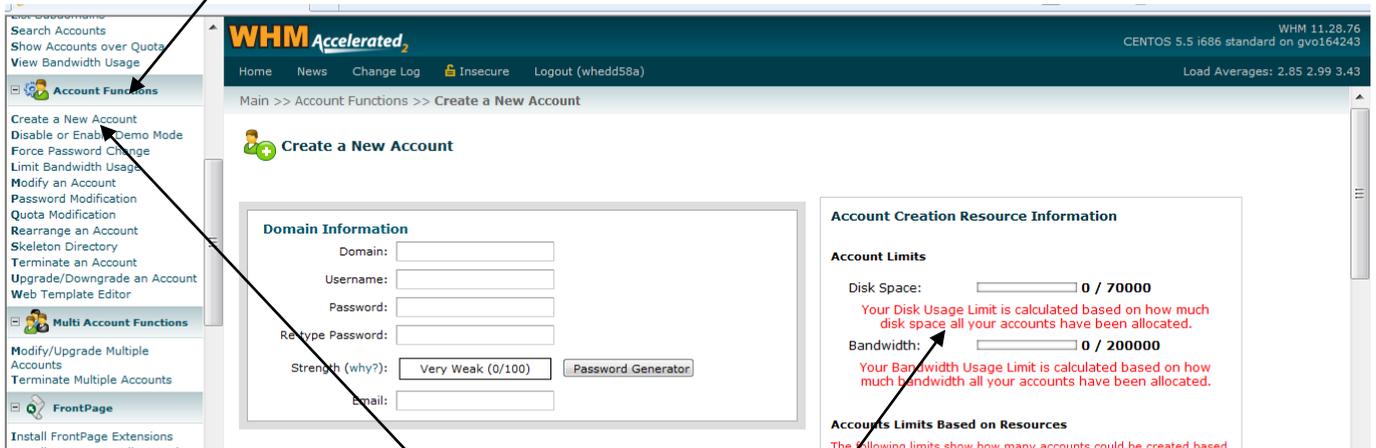
- ⇒ **Register a domain name (your customers should have done this or you include a domain name registration package. See places like <http://enom.com>)**
- ⇒ **Set DNS (Done within domain account. Your customers will update DNS after you set them up and provide them with a welcome message)**
- ⇒ **Host The Domain**

That's all!

The third part is what I will cover here.

## HOSTING A DOMAIN

Scroll to “Account Functions” in the left hand panel of the screen.



Underneath it, click “Create New Account”

The screen similar to the one above will be presented to you.

Here’s where the whole thing becomes easy. You just need to put in three things.

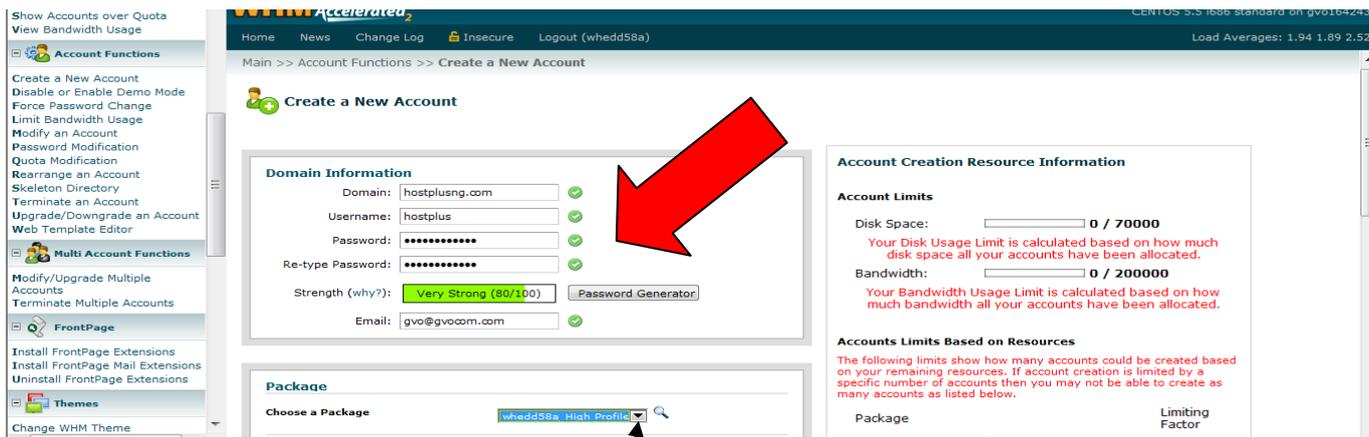
You will see your account details showing you what you have used up, in what degree and what you have left.

Next, we’ll host a fresh account. Just scroll back up and begin.

First the domain name. e.g. hostplusng.com or xyz.net or yourbusiness.info

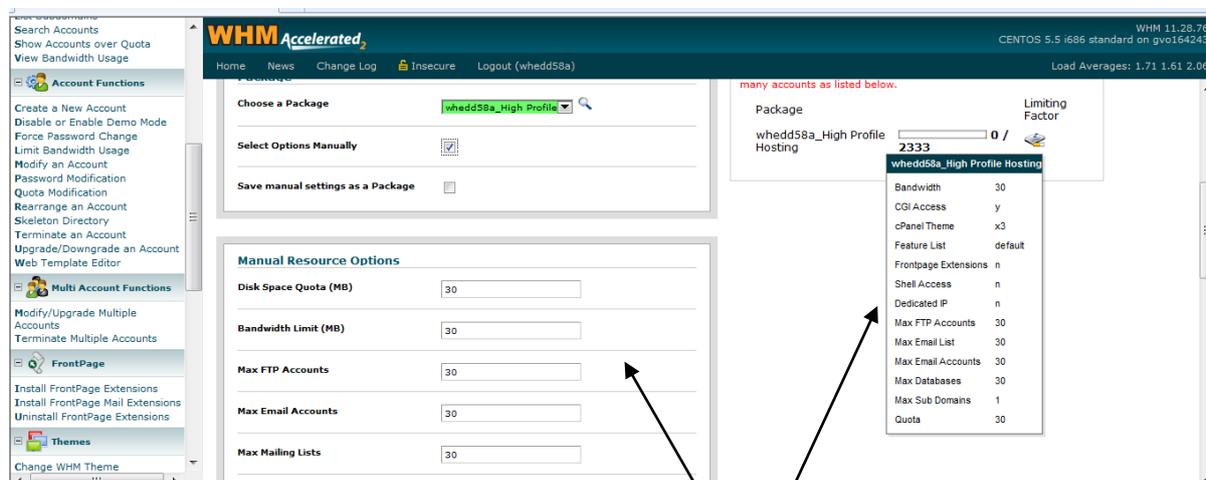
Notice that I did not include “http://” or “www.” at the back of the domains. Just plain “xyz.com” or “abc.info”

In the example below, I am trying to create a webhosting account for hostplusng.com



Next, you should choose a username for that hosting account and a password (these would be your clients' login details for administration of their websites).

Finally, scroll down and choose a package (remember the packages you created earlier)?



Once you choose a package, all other gaps are completed for you automatically. Just scroll down and click on **Create** and click “Create” and you are done.

Once the domain is hosted, you can now proceed to notify your customer with login details.

For example with C-panel based servers which is what GVO uses, you have something like this to login to the control panel of individual websites you create.

Login Url: <http://yourwebsite.com/cpanel> or [www.example.com/cpanel](http://www.example.com/cpanel)

Username:

Password:

(The username and password will be what you fixed when creating the webhosting account. The password can be changed by the client on first login. Infact, you should advise they do so).

## ACCOUNT MODIFICATIONS

You can adjust a webhosting account setting as required by your clients. Under the “Account Functions” click modify an account and then make necessary modifications.

The screenshot shows the WHM Accelerated interface. The left sidebar contains a menu with 'Account Functions' circled. An arrow points from this menu to the 'Modify an Account' page. The page title is 'Main >> Account Functions >> Modify an Account'. The main content area has a section titled 'Account Selection' with a table:

Domains	Users
blakepotvin.com	
brassextreme.com	
qvotreasure.com	
mikepotvin.com	

Below the table is a text box: 'Account Information will be displayed here after you select an account.' At the bottom, there is an 'Account Search' section with input fields for 'By Domain:' and 'By User:', and a 'Modify' button.

Choose the account you'd like to modify, then make necessary changes and save.

## MODIFY PASSWORD

It is not uncommon for clients to come over and lodge complaint of forgotten passwords. In such instances, just go to the “Account Functions” section and set-up a new password. (Be careful however about resetting passwords. Before you ever do, make sure you are dealing with the rightful site owner. Very important)



## UPGRADE/DOWNGRADE AN ACCOUNT

It is not unusual to have a client of yours request an increase or decrease of his webhosting account.

This should not be a problem. Simply go to the “Account Functions” section, click “Upgrade/Downgrade”, select the account you wish to either upgrade or downgrade.

The screen shot below shows this.



After selecting the account you wish to upgrade or downgrade, next thing, click “Modify”, then proceed to make the necessary changes and wait for a confirmation.

## **SUSPENDING AN ACCOUNT**

You should also be prepared to handle difficult clients. Those that just won’t pay up. What you do in such cases is to lock-up such accounts using the “Suspend Account Function”.

Go to the “Account Functions” section. Click “Suspend/Unsuspend Account” then choose the account you wish to suspend and click “Suspend”.

To lift the suspension, follow the procedure again BUT at the last point, click “Unsuspend.” That will do the trick.

## **TERMINATE AN ACCOUNT**

What if a client fails to pay his/her bills after the agreed period of time? Simple.. just terminate the account and sell the space to a new client.

In the “Account Functions” section, click “Terminate Account,” then follow the step-by-step procedure (similar to the previous) ones to terminate the account.

Remember to wait for a confirmation screen.

## **PROVIDING SUPPORT**

This is where the strength of your entire business lies. The faster and better you can offer quality support, the faster your business grows and the more customers you will begin to have.

All you need to do is to be on ground to take support requests, read them and then create a support request of your own quickly to the hosting providers, then feedback your customer with the answer.

The faster you get the answer, the faster you are able to assist your customers. At the start of your business, you will find yourself having to ask every question from the hosting providers and having to read a lot of the user manuals and FAQs but in due time, you will be able to solve most of the basic problems.

More technical issues should always be forwarded to the support team of the hosting providers as fast as possible and responses sent to your customers too as quickly as possible.

## **CONCLUSION**

That's just about it!

You now know the secrets of setting up a successful webhosting business on a shoe-string budget and how to manage it.

The only thing left for you is to setup your website, start taking orders and create a marketing plan to shoot your profits through the roof.