

Should You Give Away Your Secret Sauce?

“Share a Taste, Keep the Pantry”

It might not seem intuitive to give away your best strategies or secrets, but it'll work by establishing you as an expert. Of course, real secret sauce, like in a restaurant, is something you should keep to yourself, but with most businesses who are online, you should share your best stuff. Here's why...

Why Sharing Your Best Stuff Works

This is how SEO in 2025 works – you share your best content first. Don't make people wait. Give them exactly what they are looking for right away. If you do that, they'll stick around and want to read more. This is a shift. Writing copy on websites used to not be this way (believe me, I know). So, change your thinking on writing copy to get more traffic that doesn't bounce.

- **Trust beats hype.** When your free content actually helps, people assume your paid stuff is even better.
- **Sampling reduces risk.** Helpful, specific advice lets buyers experience results before they ever pay you.
- **Algorithms reward usefulness.** Helpful posts get saved, shared, and commented on—signals that push you further.
- **Abundance is real online.** A fisherman guards one cove; you're publishing to billions. Scarcity thinking doesn't map to the internet.
- **Ideas are renewable.** Tactics age. Your judgment, voice, and lived experience keep compounding.

“But Won't People Copy Me?”

Some will try. Most won't execute. And the ones who *do* weren't going to be your clients anyway. Your durable moat isn't a tip or template—it's:

- **Execution speed:** You test, iterate, and ship faster.
- **Context & judgment:** Knowing *which* move to use *when*.
- **Relationships & trust:** The audience that knows you by name.
- **Experience:** Nuance you can't “leak” in a single post.

And, you'll always come up with more, so don't worry. By publishing your best stuff, you're pretty much daring people to challenge you, but you have the advantage – you put it out first. YOU are the leader.

What to Give vs. What to Keep

Don't be stingy; be intentional:

- **Give away:** Frameworks, checklists, real examples, and clear steps people can apply right now.
- **Sell:** Customization, accountability, speed, implementation, private data, and hands-on help.

Think of it like this: free = *the playbook*; paid = *running the plays together*.

Comments Are Digital Gold

Your audience will literally tell you what to make next—if you read the comments. Look for:

- **Where they get stuck:** “This part confused me...” ? that's your next tutorial.
- **Specific use cases:** “How would this work for X?” ? make a case study.
- **Buying signals:** “Do you have a template/tool?” ? create or link to it.

Save comments into a simple spreadsheet with columns for *Question*, *Topic*, *Format* (post, video, lead magnet), and *Status* (idea, drafted, published).

Own Your Audience (Don't Build on Rented Land)

Social reach is great—until it isn't. Algorithms change. Accounts get shut down. Use platforms to *find* people, then move them to an email list you control.

1. **Offer a lead magnet** that extends a popular post (checklist, template, calculator).
2. **Invite in every post:** “Grab the full kit—link in bio.”
3. **Deliver via email** and keep showing up with useful follow-ups.

AI + Your Expertise ? Generic Content

AI can draft something about a topic you barely know—result: bland and forgettable. But combine AI with your real-world experience and you get leverage, not shortcuts:

- **Draft faster:** Use AI to outline, then add stories, data, and judgment.
- **Repurpose:** Turn one pillar piece into threads, short videos, a checklist, and a mini-course.
- **Personalize:** Insert your ops, constraints, budget tiers, and edge cases—what AI can't guess.

How to Start Sharing This Week

1. **Pick one problem** your best customers ask you about.
2. **Write the exact steps** you'd DM a friend—no fluff, just do this ? then this.
3. **Add a quick win** (template, snippet, or worksheet).
4. **Publish** (blog + video + short post). Keep it simple.
5. **Ask for a reply/comment:** “Where did you get stuck?”
6. **Save the best questions** and build your next piece from them.
7. **Invite them to your list** for the extended version or the downloadable.

FAQs About Posting Awesome Content that Kills it

Won't giving away my best stuff kill sales?

No—the opposite. Free content builds demand for speed, customization, and accountability, which is what people buy.

What if DIYers just use my free material?

Great. They were never your buyers. Meanwhile, serious buyers see proof you can help and move faster toward “yes.”

How do I protect my advantage?

Keep sharing playbooks, but charge for implementation and context. Keep some internal benchmarks, private datasets, and client-specific processes behind the paywall.

How do I know it's working?

Track saves, replies, email signups, and inbound leads referencing specific posts. Those correlate with revenue better than vanity views.

The Bottom Line

Be the person who helps first. Share real answers. Mine your comments. Move people to an email list you own. Then sell the depth: speed, customization, and execution. You won't run out of “secret sauce”—you're the one cooking.

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