

Making One Thousand Dollars This Weekend

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Making \$1,000.00 This Weekend

**Written By Peso Little
With TWO Special Bonuses
From Mike Morgan.**

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To research any opportunity mentioned in this manual simply send your little surfer scooting to <http://www.talewins.com/Search.htm> where you will find almost 100 specialized search facilities ready for your immediate use. You will also find many direct links to major resources in the back of the book.

There are more than 100 ideas inside this book that can lead you directly to earning more than \$1,000 this weekend. Some of them do require an investment of seed money. All of them require some knowledge and skills, but you are welcome to search for the opportunities that match the skills and knowledge you already possess.

If you need help setting up your business check out the resources available to you from <http://www.TrumanPublishing.Com>

WHAT WILL SELL?
ANYTHING WILL SELL!

The real question is: What can you make? If you think about it, you already know how to create things that can sell. What about making jewelry, wooden boxes, or working with shells? Walk through a crafts fair and see what's selling. And those prices have built in profit. With a little ingenuity, you can make anything sell.

Where can you start?

Ask yourself what question you can solve that some group of people tear their hair out over? For example, installing new hardware or software to a computer. If you can do that better than most people you could call yourself a Computer Coach and instantly be in business. If you can build web sites you can build your own community or start up a domain starting service. Or you can teach computer skills and internet surfing at home. You can also set up a Virus, Worm and SPAM protection service. I can see it now. Your business cards will read. **Filter McGee and Molly can help you with ALL your Virus, Worm and SPAM problems. Call: 1 800 FOR HELP.**

If you have gardening skills you could start a Green Thumb Assistant program, giving people personal advice on what to plant, where to plant it, and when. Of course, taking over the whole garden is not out of the question, is it?

If your only experience is digging ditches you could start a small pond building service. Plans are advertised everywhere, if you need them.

Wood working skills can be turned to building play houses, dog houses, and even storage sheds. Are you into model trains? Set up model train layouts. You can also specialize in creating **Meditation Centers** in the home, with water falls and a music station. Do you like comic relief? Build humorous mail boxes. Ideas spring up along almost any street or country road. If you are really good, become a cabinet maker.

Most people have MANY skills. Maybe you know how to repair simple motor-driven tools. You can turn that skill into money. Virtually anything with a simple motor or electric mechanism can be easily repaired if you know even a little bit about appliances and electric objects. Often only a simple part is broken or missing. You can find replacement parts by getting in touch with the manufacturer or local hardware stores.

Hand and power tools are great objects to recycle. They are always needed and are easy to fix and repair. Perhaps something just needs a new handle, or prongs need to be bent back into place. Maybe you can find a replacement head or spring. You may need only to take off rust, oil the gears, or polish the surface.

Are you clever and somewhat artistic? The market for handmade crafts is higher than it ever was. One lady I know makes all her money by making vests. Maybe you would like to make your quilts, or candles, or decoupage plaques become hard cash. For example: If a mother belongs in the home why am I always in the car? Use this one with a cartoon of a harried mother driving a carload of kids to some happy destination.

RECYCLING

Buying something old or used, fixing it, and selling it is the heart of recycling. Making something useful from a broken discarded object is not only profitable, but it is an extremely worthwhile thing to do for the environment.

There are dozens of things that have a high resale value and are the major recyclers. Sewing machines, cameras, VCRs, televisions, bicycles and tools are great things to recycle. (I have not been able to sell a recycled typewriter in years though) You may be able to pick up broken objects at a rummage sale, in a neighbor's attic, or in your own garage. You could even pay a low price for the object at a swap meet.

Another thing is to pick up BROKEN tools which are guaranteed for life, like Craftsman, John Deere, etc. and turning them back in for replacement. I've done this dozens of times when the people KNEW that all they had to do was present it for replacement. They just did not want to be bothered. Well, bother me for \$60 a whack.

Some people choose one type of item, such as cameras or sewing machines and deal only in that item. Some people are only interested in repairing bicycles, wagons, or toys. And that is great. More power to them. One friend of mine buys old toys, sells them on ebay, and fixes them up. No, I did not get that wrong. You have heard that old saying, If it is not broken do not fix it? Well, his old saying is: Do not fix it if it has not been sold.

What's the best way to make a broken or old object look new?

A coat of paint does wonders for almost anything. And if you can use an air brush you can make things look far better than new. Be sure to clean projects up first, and paint them only in conservative colors. Bright objects have a limited demand.

Know what the objects are worth. Look for ways to buy them for a little money, fix them up for a few cents, a replacement part, or a coat of paint, and sell them for less than they cost new. You will have made a good profit and you are well on your way to making a steady income.

REFINISHING

Can you refurbish battered furniture? One friend of mine couldn't pay his court fine and was sentenced to refinishing all the court's old benches. By the time he finished he had a brand new skill that could be applied to any school, church or courthouse.

He quickly discovered that one of the most popular items sold at swap meets is furniture. Chairs, desks, dressers, TV stands - all have a selling value. But many need to be fixed up to get a good price. The upholstery may be torn, or a coffee table surface may have burns. End table and desks often get water marks and spots.

You can acquire furniture and fixtures from basements and garages; you can scout for throw-aways; or you can offer to take away what people do not need. Household goods, appliances, cameras, bicycles, tools, baked goods - you can sell any useful object. You can sell surplus goods, irregulars, or nostalgia items.

Take a look at the furniture you have. Determine what it's made of and how it was finished. Sometimes it may not be worth the time and expense to refinish, but often you can turn a used piece into a showroom star.

Remove dirt and wax by cleaning. Wipe the surface with turpentine, mineral spirits or wax remover. This will show you where the real problems lie. Maybe a chair needs to be re-caned, or a child's dresser could use some bright decals - a visit to the library will reveal there are many ways to fix up old furniture with little effort.

Sometimes you can simply make patches, bleach out stains, re-glue loose joints or cracks. New handles or drawer pulls will spruce up a useful piece of furniture. If the piece is already painted, you might scratch a spot from underneath to determine if it's hardwood. If you know furniture and are good at restoring, you may remove the paint and refinish. If you are not so versatile with wood, you can repaint.

But do not repaint a piece of wood furniture that has never been painted. You could ruin it. You will be better off refinishing it to increase its value. You can determine if the surface was finished with shellac, lacquer or varnish, and you can do spot touch-ups and repairs. If you must refinish, you may need to strip the surface of the coatings already on, and re-stain and varnish the piece.

Rummage Sales

Rummage sales are great ways to change unused items into money. And it's easy. You need no overhead, very little time and effort, and make pure profit. Generally, rummage or garage sales are not long-term endeavors. They are for getting rid of unused, stored, or old items not of value to the owners. But they have great value to other people - you would be surprised.

Do you have a garage filled with unused furniture, household goods, broken appliances or outgrown toys and clothes? No? Think about what you have around the house. You probably have a whole truckload of things you would like to get rid of. Why throw them away? Turn them into cash and buy the things you would really like.

Maybe your neighbor has things to get rid of too, or your relatives do. I have found the return to recycling old and used objects is more popular than ever. Starting right now, you could gather up and produce enough to sell next weekend **to make over \$1,000.00**. And who could not use that much money?

Perhaps you have church bazaars, school fairs, or crafts shows that occur seasonally in your area. Craft shows are generally seasonal, and craft presenters travel long distances to set up in the fairs. But they are excellent places to sell high quality art and crafts at good prices. One couple I know travel a national

circuit selling hand made clothing for antique teddy bears. And do not forget to check out the fast-selling items for a couple of dollars.

Fall and Spring festivals are great places to sell everything from handmade dolls to recycled lawn mowers. Are you ready to turn stored potential into real money? Just review some of these tips and you will find you can make more money than you could ever imagine from seemingly worthless objects.

Antiques, of course, are always marketable, and every antique on earth is now a left over from the 20th Century. Homemade woodcrafts, leather goods, photographs, postcards, stamps and coins from the 20th Century will all sell quickly and at a good profit.

CREATIVE CRAFTS

One of the most rewarding and profitable ways to make money in your spare time is with crafts. You can often get materials at cut-rate prices and use them to create beautiful handmade objects that everybody wants to buy.

Start with the easiest, inexpensive items first. Go to your library and take a look at decorating magazines and handicraft books for ideas and find the simple, low-cost instructions that require no expertise and little equipment.

If you have several sources for castoff items, you will want to consider recycling and making new from old. You can cut old bottles to make vases or glasses. Do not forget you can drill holes in glass (without a drill) --

<http://www.AmericanInsuranceDepot.Com/help/2.htm> reveals that little secret -- and make bottles and glasses even more interesting and salable. Or, you can make lamps from bottles or any object that will fit the electrical switch and cord.

Rug hooking and braiding are good ways to use up lots of fabric scraps and discards. They are something you can do in your spare time - even in front of the television.



Remember, a few choice words printed on a good sales circular can give you ten times the impact!

For those who are good with woodworking: wooden boxes, toy boxes, wooden coin banks, cutting boards, stationery racks and spice holders sell fast at the craft shows - they make wonderful presents. Think also of using those old magazines that turn up for next to nothing everywhere. Take an interesting picture out of one and use decoupage to seal it on a block of wood, or a basket.

NeedleWork

You might be clever with your hands and interested in needlework. Crocheted aprons, appliqued dolls, needlepoint pillows are always good items. A stroll through Michaels will give you more ideas.

You can make a high profit from handmade quilts or Afghans.

Plants

What about plants? One lady I knew started a USED PLANTS store and soon had a thriving business with 19 employees. When people got tired of one they had bought, they would come back and trade it in on a new one. Inventory is amazingly easy to get. I have NEVER been turned down in asking for clippings. And if you know someone into landscaping for a living, make a habit of going to see them just before the sun goes down on their latest jobs.

Putting house plants into unusual planters become clever items and go quickly if they are reasonably priced. Another friend of mine (and yes, I have thousands of friends) picks up moss and old stumps, dead weeds and such and her phone is constantly ringing with new orders. Even simple dried flower arrangements draw attention if they are well done and in nice-looking holders. My sister is busy making jewelry from kudzu with the motto: "It Grows On You."

And do not forget ceramics. They are ever-popular at crafts shows and can be put into any practical use. Not only can you sell cups and saucers, but vases, pitchers, and bowls go quickly too.

Clocks



You can make clocks out of any object. Use old pictures for backgrounds. Clock kits are not expensive and these can be mounted on stone, wood, plastic or fabric.

Think of what will sell. Constantly watch the craft fairs and check prices. Ask yourself, how can I make a profit? There are thousands of objects that you can make at home with very little effort. And these produce a high profit. You can make jewelry, handbags, bookcases or candles. At craft fairs, even paintings, photographs and original design stationery are popular.

Then too, ask yourself: What am I good at doing?

Are there crafts you always wanted to get into?

Another friend of mine in Mississippi has never in his life worked at a job for anyone else. As a child he picked up the gift of carving wood. He bought a house and began carving the doors, the headboards, even the toilet paper holder. Then he offered the house for sale. 24 years later he has never sold a house to the second investigator because the first one to get there always bought it. If you are an artist friend you could do the same thing with your art.

Maybe you constantly make small items that you give away at Christmas, like potholders, or birdhouses, or macrame hangers. And everyone you know has one. Why not take them to market? Be careful about pricing. Often crafts in the shows are of excellent quality, but they demand an equally high price. If you need to price your items high, carefully consider the wealth of the buyers you are in front of. **Do not cast your pearls before swine; get yourself out there in front of the silk purse crowds.**

A good way to make money fast is to create dozens of small, two or three dollar items. You can set them up on a simple folding card table with the one price fits everything I have here sign sticking up from the corner.

Plan on making many sales because your prices are too high. It's a matter of pride. When they see the prices are too high for them some people will buy a small item just to show they have SOME money. Other low priced items are bought on impulse because everything else is too expensive. The way to take advantage of this is to have the cheap stuff clearly visible, and mixed in with the expensive stuff. Consider the difference between the practical and the pretty.

Crafts sell because they can be used,
rather than hung on the wall or stored on a shelf.
Practical items are plainly easier to sell.

Another writing friend of mine has his own domain and stops to write stories in his travels about interesting places and people. He turns the stories into domains and installs the domain for immediate access.

<http://www.elliottsrefrigeration.com/> is a sample of his work. He charges by the month space and by doing so has an income that lasts for years from each one he puts up. Advertisers pay him to run their ads on his own domain. For more information on how you can do the same, send your little surfer scooting to <http://www.talewins.com/workathome.htm> Another thing this writer does for advertising is put free books on a disk and hands them out to the people he meets. Which reminds me of a recent definition for the word NETWORKING. It said, **Networking is nothing more than making friends on purpose.** What better way of making friends than handing out a free book, like this one maybe? Since you have automatically bought reprint rights with this book you can just copy it to a disk and you are ready to make friends. Twist my arm and I'll even put your name on the front of the book. Write to the person who gave you this copy. Your

name will go right below theirs. If you have a web site, or sales link, be sure to let them know.

Thank you.

The stories don't even have to be yours for this next idea to work. Record stories for young children that are personalized with their names and town. If you are photogenic you can record a video of yourself speaking to the child, or children as the case may be.

GET THE WHOLE FAMILY INVOLVED

Selling used goods and handmade objects can be a great family business. Swap meets and craft shows are friendly, communal efforts, where everybody is making profit from leisure. Younger and older members of the family can help refinish, clean up or fix objects to increase their value. And, almost anyone can run a small stall. What better way to make money than out in the fresh air and sunshine?

Craft fairs are not the only places to display and show your goods. You can set up and sell them at swap meets, church bazaars, or even on street corners. Go ahead - try it. Make some homemade toys or Christmas stockings or leather bags. You will find it enjoyable as well as profitable. You may also notice that people who sell good food at these opportunities are always doing a land office business.

Even bigger markets exist at swap meets and flea markets all over the country where people buy and sell objects - AT A GREAT PROFIT!

Swap meets or flea markets usually are long-running enterprises, often held only on weekends. They are held on special empty lots, in parking lots, or in stadiums. They are professionally organized and supervised by a small group or individual, and require a fee to participate.

USE THE SWAP MEET

Start with going to a swap meet to study what interests you most, sells best and at what prices it is moving. Talk quietly to the booth sellers when no one is within hearing distance and find out how much they sell. If others can make a profit there **you can too.**

You can find swap meets advertised in the newspapers, and if not, just start asking anyone you meet. It always hit me as funny, sometimes I would drive 40 miles to be a dealer at a swap meet, and some of my best customers would be the ones living just blocks from where I lived and were making the same drive.

It gets funnier, if those same people came to our retail store right there in town I would expect them to pay more for the products than if we both drove that 40 miles to the swap meet and I sat in the hot sun to make the sale! I have explained the logic of it to myself many times, and it still does not make sense. But there it is, a fact of life.

If you are planning to buy something big at a swap meet be sure to bring a rope if you need to tie something to the top of your car. Check retail prices for anything you are looking for so you will have an idea of what the objects are worth. And never give the price asked.

Always offer to pay them less and if they complain, simply explain that you are buying wholesale. I do not know why that phrase works, but it does. Use it frequently.

Asking "Is that the best you can do?" in a sad wondering voice is a good way to ask for an even lower price -- after you are sure they have given you what they think is their lowest price.

One buyer that could always get the lowest nickel out of me would not even say the words. He would just shake his head as if he felt sorry for my obviously poor purchasing abilities. I would not say anything; he would not say anything. He would put the sample down reluctantly and mention a price a hundred dollars or so lower than I wanted to look at. Sometimes we would deal and sometimes we would not. Either way it went, he **ALWAYS** learned the bottom dollar I would let that particular pile of merchandise go for. I should add though that among those thousands of friends I have, he is not numbered as one among them.

The next best time to shop at a swap meet is early - just as it opens. If you are the first sale of the day you can often strike a better deal with some people. Just as the meet is closing is an even better time to buy. People are sadly reloading items to take back home; often any reasonable offer might be accepted, especially if it's for a group of heavy things and the people look the least bit frazzled. Get out there, flex your muscles, and offer to help them out of that heavy chore -- if they will just listen to a reasonable offer.

While you are there at the swap meet, study the type of customers that are cruising that particular meet. Some meets will cater to people driving a Cadillac and asking handmade crafts, others will draw crowds of people driving rattle-brained trucks full of starving kids and looking for a bargain bag of beans. Some will be rampant with people sure you are cheating them with doubled prices, others will be full of people who leave your stall at a fast clip -- trying to make their get-away before you realize you made a mistake in your pricing.



for

At just about any meet you sell at you will see people who hope you will still have what they want when their money comes in. Repeat after me: "I only offer discounts to people with the money to buy, **right NOW!**"

If someone begins negotiating with me and I'm not sure they actually have some money in their pocket, I tilt my head to one side and quietly ask, "Are we talking **cash money** here?"

"Well, I will have the money next week," just does not cut it with me. I like my money right down there across my fingers where I can count it without exposing

my lack of mathematical skills. Mama always said I was a contrary cuss and I guess she was right because even if I do not manage to sell the item later that day I will make real sure I do not load it back on the truck so they could see it the following week. Denying that party another chance at it would kind of feel like pretending they were grownups.

Cash money is a good sales tool when you have one prosperous-looking prospect looking at something and a crowd of passers pass by. Gently raise your voice and say: "For cash money I will make you a good price on that whole box of tools. Dip your hands in there, see all them Craftsman sockets coming up? That' s a good set of tools."

Your prosperous-looking prospect will stop like you' ve hit him in the back with a brick, then either run from the box, or poke excitedly among the goodies. He' s caught either way. Every eye there is fastened on him. Does he have that kind of cash money to deal with? Does he even want that whole box of goodies? You can not lose because it does not matter which way he goes; you' ve got people looking.

You can lump something together and drop the price for CASH MONEY and nobody in hearing distance will feel like you are lowering your price on any of the individual items. They will just wish they had the CASH MONEY it took to make the buy.

Another peculiar thing I've noticed you can do at a swap meet. I' ve quoted boxes of tools at a hundred dollars when first arriving, sold dozens of small items out of the box all morning, and still sell what' s left in the box for a hundred dollars at noon. The sooner anyone buys that box the bigger the bargain is they get!

Swap meets reveal some of the best ways to continue buying and selling items at a good price. To create a good situation for yourself, get to know what happens at the swap meets. Go to all of them in your county, your state, or drop down to Texas for the big one. Which ones sell high quality merchandise? Which ones cater to crafts? Which ones move fruits and vegetables? Which ones have the cheap gleaming tools from China? Which ones have poor farmers trotting out their old implements and hoping nobody realizes it is the best things they have left on the farm? Which ones are selling dogs? Goats? Chickens? Talk to the people who sell at those meets. How long have they been in business? Without asking them directly, find out what kind of profits they make.

It is essential to know real prices and the true value of used and refinished objects. How much do new ones cost? What is the market price? The most important knowledge you will need is how much things cost. Garry Aldridge fore example, spends much of his idle time studying catalogs for the things he is selling. It is never time wasted for it makes him an authority when quoting prices.

Here's a real professional tip I learned from Garry. He uses the DISCOUNT STORE prices to justify the low prices he will ask you to sell an item to him for, and he quotes the UPTOWN STORE prices to justify what he will sell that same item to a customer for. That makes the margin MUCH bigger.

When all else fails and customers get irate, use humor to save the day. In those rare instances when a prospect tells Garry that they can get a product cheaper at Wal*Mart he will shush them with a finger to his mouth and – after glancing around warily – whisper: “Shssh. Don’t tell anyone else where my source of supply is.”

Johnny Ball takes it one step further and puts up a sign that says: “We cheat you for less than Wal*Mart does.” The guy at Jim’s Junk lets it be known to all and sundry that his 40 foot by 60 foot store has more products in it than the local Wal*Mart Super Center. “My inventory takes up less space though,” he admits. “But that is because everything I sell is one-of-a-kind.

Some people will tell you to set your prices so that you constantly sell at the highest price the market will hold still for. Actually I have discovered that you are better off to sell at a **COMFORTABLE PRICE** and keep turning your money over. You start gouging and people see the dollar signs in your eyes and run from you. On the other hand, if you are afraid to ask for what you know a product is worth there is not one shark in a million that will show you any mercy.

You can always lower your price. Especially if a regular buyer is the one offering you a little less, think about it for a moment then maybe throw your hand out in a generous sweeping motion and say, "Okay then, I’m ready to deal **because I want to go home.**" Just realize you are setting a precedent.

And if some item does not move in a few weeks, do not bring it back out for a month so people will THINK you were good enough to sell it at the price you were asking for.

If you are new to the selling game you will be surprised how little people know about how much things cost. Sometimes they buy things at a swap meet, thinking they got a real bargain, only to later read an advertisement to buy a similar item for less.

KNOW YOUR LOCAL PRICES.

You might start with a certain type of goods such as furniture or used appliances. Check with other stands to see how much things sell for. Look in the newspapers to see how the new items are priced. Compare the catalogs that come your way. You can respond to ads in the newspapers to see how much private parties sell these used objects for.

I cruise the pawn shops for a good estimate on the selling value of things I’m interested in. Pawn shops are great places to pick up bargains in what THEY specialize in for the very reason that they end up buying too blasted much of it. There they are with no place to dump it. Motorcycle jackets, compound bows, garden tools, impact wrenches, power tools; look for what they have their shelves crowded most with and make a group purchase.

Let’s say you are intremaking jewelry. You walk into a pawn shop and notice the little tell-tale weighing scales on the desk there, and you say, "I’m paying \$X40.00 for scrap gold. Do you have any for sale?" Here’s the real kicker, you

can buy scrap gold from a pawn shop for about 70% of the price "real" gold is going for on the open market. Why?

Well, for one thing the pawn shop dealer is still making a profit. Yes, I really am telling you that you can make money just melting the gold down and selling it on the open market.

Do not even try this unless you know gold and know how to test it. I had one friend who greeted me at the door to his shop by holding his gold neck chain up he had just bought. I began crying and I was twelve feet away from him. He didn't believe it was not really gold and waited on a BETTER gold buyer. I happened to be watching when the next gold buyer began going through the pot and instantly shoved the neck chain away without a second glance. Poor Bill. He was lucky to get his money back.

But now, if you do know gold, you can also double and triple your money by repairing the jewelry scraps you get from these sources.

Another way of picking up gold at wholesale is to watch for private party sales of wedding rings and things in the classifieds. I could never do this myself because I kept running into the old man and old woman down to selling their wedding rings to get enough to eat on for the rest of the week. While Mike Tacker assured me he was doing the old couple a favor by making them a better price than they would get elsewhere, I always ended up buying hamburgers for them. I will stick with the gold I find at pawn shops.

No matter what you want to buy, you have to know good craftsmanship or whether or not something can be fixed. The secret to making profits is in the purchase. Your profit has got to be built in or you will be on the outside looking in real quick. That means you must know what YOU can turn into profit.

For instance, some people can sell jewelry. I can not even give it away except to my grandkids. But you hand me a socket or a wrench and even if I'm blindfolded I can tell you in a heartbeat if I can make money with it. Others can do even better with old toys, and another friend of mine only works with Limoges boxes.

Get to know what things are worth. You have to be able to tell the difference between value and junk. Sometimes appliances such as vacuum cleaners, toasters, or small hand tools can be easily fixed, cleaned up and resold at a profit to you. But you have to know if YOU can fix it. Always bid low even if you are sure you can fix it. Often you can pick up something for fifty cents, a dollar, or two dollars that you can turn around and sell for ten.

One word of caution:

In my ignorance I have bought good lawn mowers for \$5 and maybe all they needed was the gas tank cleaned. In my greed I've been sure that all a lawn mower needed was the tank cleaned and in trying to take advantage of the other party's ignorance bought a useless pile of junk for \$20. **Maybe I was conned;** I prefer to think I just cheated myself.

You should be able to judge the seller. Has that person been a longtime regular at the swap meet? Then you may not get much mercy in your bargaining. Usually, new people and old farmers who are just cleaning up their garage will be happy to make a few dollars and get rid of those things. If the seller will not accept your low bid and you are not willing to pay more, go ahead and leave you name and phone number. They might call back because they could not get the price they wanted.

BUYING IN LOTS

Go to your local manufacturers. I used to buy pickup loads of handles from one manufacturer and triple my money. They had shovel handles, hoe handles, post hole digger handles, hammer handles, you name it handles, all at good prices if you filled your truck up or at least took all they had available of what you wanted.

Most all manufacturers always have scraps, leftovers, and closets that you can pick up for a song – or even for free. You may be able to recycle scraps into something else. For example, fabric scraps can be made into quilts or pillows. Leather scraps can be made into clothing, bags and belts. Sometimes a manufacturer may have produced a bad run of some item that can be sold to you at rock-bottom prices.

One terra cotta manufacturer would sometimes have figurines that got too hot and sort of melted. One pair of camels sagged against each other and their mouths gaped open in obvious pain and anguish. I sold them for 20 times the regular retail price. Quite frequently other "mistakes" from her would bring similar results. I've often thought she should have gone into business making one of a kind mishaps.

Most of your irregulars are easy to pick up and sell at a profit. Most important of all, look at what manufacturers are **THROWING AWAY**. I've never yet found anything a manufacturer was throwing away that could not be converted to cash somewhere and usually somewhere close. But if I ever did I would ask for professional help from the state Department of Environmental Control.

Like Mr. Sears (of Roebuck fame) you may be able to pick up unclaimed items from the post office, or from the cleaners. Government surplus sales are great if you have a handsome supply of cash money on you. Police auctions are seldom good places for me to get good items at low prices. They usually have professionals price the goodies for them, and the prices are retail, as if for brand new.

I've walked through whole rooms full of merchandise and never found one bargain in the house. Being forced to sign in for each group of items I was going to evaluate did not set well with me either. Occasionally you do hit pay dirt. One police auction I went to had hundreds of bicycles, none of which went for more than \$50, and some of them went for \$10 and \$15. Doesn't it seem funny to you that the police **ONLY** find bicycles that nobody claims? It is the same way with musical instruments.

Watch the legal ads and you can latch onto those sales of storage items at local storage units. You can also tap into the rental companies that sell things after the items are no longer rentable. Or check with contractors who demolish buildings. You may be able to take out the light fixtures or things left behind. Some I got were real antiques. Another tip, study the bricks; they may well be antiques too, or maybe just valuable because they came from the X?X building or wall.

And never forget the **TREASURE OF TRASH**. I used to cruise the curbs in my brand new Ford pickup on trash day. I would start with the high-class neighborhoods. The richer the neighborhood the more likely you are to find quality out there on the sidewalk. In a battered jalopy they might have run me off with a hoe handle; in a new pickup they smiled condescendingly and raised a coffee cup in salute.

Often suburban towns may have a cleanup week in the spring and fall and these are even better for finding bargains in.

Then again, there' s always the junk yards. A few hours in a good yard will produce lots of fascinating objects that can be put to good use elsewhere, like putting truck mirrors on a deer blind so hunters can get them going and coming. I' ve never seen anything sell better! The way they were laughing when they left though, I kind of suspect they were taking them home for a joke on someone.

I will HAUL IT AWAY

Did you ever hear somebody say, "I will pay somebody to take it away?"

Perhaps a member of your family who' s tired of the piles in the garage or shed wants to clean up. One lady that called me ended up giving me a complete set of golf clubs and the bag, two bicycles that were still going good, enough scrap metal for a whole load, and enough finished lumber to build a greenhouse. On top of all the things I got she paid me \$50 per load for hauling it all off.

Or maybe you will find a family is moving and does not want to haul everything cross country. You can cash in on other castoffs. A good way to let people know you are there, is by placing ads, in the local newspaper or recycle magazine. It can be a blanket statement like, "I will haul your junk," or "I buy used household goods." Or, you may deal in only one particular item, such as "I buy used cameras."

When I first started working on televisions I ran one ad for only one week that kept people calling me for months. "Almost any old television might be worth a few dollars. Call me and see." I never had time to buy any because I was so busy hauling in loads of free ones. VCRs were even easier to repair than televisions and the same ad worked with them. Some people would have 3 and 4 VCRs stacked up in the closet waiting on me. Those I could not repair I simply used for parts. You would think the same deal would work with computers and printers, but it hasn't. You can now buy printers cheaper than the ink cartridges in them would cost you separately. Computer prices are low enough to just about do the same thing and still get a whole lot better computer. Now maybe, just maybe, you could get all those cast away computers and send them off to Africa. Which

reminds me, the OLD computers and printers had quite a bit of gold in them, more than enough to warrant taking them apart for salvage.

Leave yourself plenty of room to refuse to take things of little value, or be prepared to quote a hauling and dumping fee. Set up a time to inspect the goods being offered and NEVER commit yourself to a price over the phone, or until you are sure of their true value. You will need a pickup or a van to transport large objects. With a pickup you can clean up construction sites; at one site alone I picked up 100 **GOOD commodes** being replaced with commodes of a different color.

With every load of goods, you will have some treasures and some worthless stuff. Calvin, yet another of my numerous friends, picked up thousands of 19th century books from one house. Although almost anything will sell, you can have an agreement with a dump or recycling plant to take what can not be salvaged and profited by.

LETTING PEOPLE KNOW

Advertising in the state paper can be an inexpensive way to sell the objects you' ve recycled. Your thrifty nickels and Freebee papers usually cost less and do more. You might use a leader ad, which is a short line about an object for sale. For example, "Typewriter, \$75.00. Private party, and phone number." If you buy and sell typewriters, this "lead" will produce a call, then you can find out what the person is looking for. In fact, this ad will bring in many calls, and you can sell several typewriters off the same ad.

A single item in your headline is better than using a plural. If, for example, you used the word "typewriters," it gives the impression that you are in business and would not offer a bargain price.

You can photocopy flyers to post on bulletin boards in colleges, churches and factories. Perhaps there is a local organization of, for example, camera enthusiasts. You might find out who the group leader is and send that person a list of what you have to sell. An economical way to advertise a rummage sale is by having the local newspaper deliverer place a flyer with the papers. This will bring neighborhood responses.

And, of course, you can always put small ads in shop windows, at supermarkets, or even tacked up to telephone poles. Consider what you are selling and how you can reach those people who might buy. You may even be able to use a small display space in a store appropriate to your items. One of the best things I ever did was to set up displays in VACANT store windows, with a phone number to call if anyone wanted to buy something. The real owners were glad to give me the space as it made their store windows look more alive and less vulnerable. Anything sold would be at a profit to the storekeeper and to you.

HOLDING A RUMMAGE SALE OF YOUR OWN WORKS TOO.

You' ve already cleaned out the attic, the basement, the garage and the shed. You' ve done the same for all the relatives. And, you' ve asked your friendly neighbors for their things, or if they would like to participate. Now what?

Choose a good time to hold the sale, and an alternate date in case it rains. Usually, you will only need to advertise by placing a few signs on telephone poles in the neighborhood with arrows and the address. Even if you think you have a lot to sell, use only one date. If you do not sell it all, you can change your signs and have the sale to continue the next day, or a day on the following weekend. Consider the value of the things you have to sell, and how important it is to get rid of them.

Sometimes people who want to move or liquidate their property will sell at almost any price. Here' s a good time to buy. But if you can not get the price you feel the object is worth, do not sell it. You may get the higher price later, or save it for next year' s sale. Although you should always ask a very low price when you are buying used goods, ask a fair price for selling. But be prepared to lower it.

If you have the sale on your front lawn, create perimeters so people do not wander into your home. Be sure someone is always available to take care of anyone looking at the objects you displayed. There is an excellent market for everything, but few people will pay for worthless things. Sometimes an old vase may get a couple of dollars, but often it may be worth only a token quarter. Do not expect to collect much from old memorabilia unless you know it has a good value.

RESELLING

You are ready to give swap meets a try; you have some items of value to sell. You will need to find out who is running the meet you want to join, register, and pay a fee to be part of the market. Get there early - before it opens - to set up at a good spot. Regulars move up to prime locations. Take a look at the spots available. Where are the good places? Keep in mind that you want buyers. Sometimes a front-door center stop brings the largest number of lookers, but be sure the aisle is wide enough for people to stop and talk with you about what you are selling. You might want to plan on doing something to attract attention.

Balloons or crazy hats are noticeable. Once I built a box frame on back of my pickup and then made plywood cutouts of dinosaurs, deer, raccoons, bear, kids, etc. -- painted them, and dangled them from the joists. A local television news crew took a video clip in passing and it appeared on the evening news. They were not the only ones who noticed my truck.

Performing a crafts demonstration will also draw people towards your space. A friend of mine from Manchester England has a vegetable peeler he demonstrates and sells hundreds per day at \$4.00 each. For those times when the crowds get thick he has a tilted mirror above him which lets people in the back see what all the commotion is about.

Once people are looking at your merchandise, do not let them walk on by. Garry Aldridge had this way of exclaiming to nobody in particular: "It' s gettinghot on an old man out here and I' m making some real good deals."Speaking of Garry, he made a good living with old knives, sticking with only famous brand names. When the prospect asked a price which was too low Garry would whimper, "Have mercy on a fat old man."

That strategy did not work the one time Garry was victimized by two tough sales agents. They looked innocuous walking up, just two little girls aged 7 or 8 maybe, with a black and white kitty. "You want to buy our cat?" they asked.

"No," said Garry, not paying them any mind.

Undaunted they walked right up and put the kitten on Garry' s lap. They watched as the little kitty did her part of the sales presentation; she crawled inside Garry' s jacket. "She' s purring," said the one girl.

"Yeah," breathed the other.

"You can have her for a dollar," said the first one.



"I do not want no cat," said Garry. He looked down and the kitten was peeking out the neck of his collar. Even as he watched the kitten it fell asleep.

"We want a puppy," the first girl explained. "Mama said we could not have a puppy unless we sold the kitten."

"All we want is a dollar," explained the second girl.

"That' s to make sure you will give her a good home," explained the first girl.

"I will not give it a good home," said Garry. "My wife would kill me if I brought this thing home."

"She will not," insisted the first girl.

"If you do not take her we will have to dump her," the second girl gravely informed Garry.

"No telling what would happen to her," admitted the first girl.

"I do not care," Garry told them.

"Yes you do," they assured him in one voice. "We can tell."

The second girl nodded. "She' s purring."

"I' m not paying no dollar for a cat!" Garry exclaimed.

They looked at each other and nodded. "That' s okayto give her a home with a kind-hearted man like you we will drop the price to nothing."

"Yeah, you can have her for free."

And off they walked, satisfied with a sale well made -- even if they did have to offer a 100% discount!

Help Your Buyers Find What they want

Selling kittens or kudzu, see if you can help your browsers find something or at least pay attention so they know you are interested in them. Try a casual approach of educating the public by mentioning some good points about the objects displayed. If you know the full value or your objects, do not sell for less. As you build up your knowledge of handling used goods, you will know that people will pay a fair amount for what they want if you will just wait. Which brings old Garry back with another story.

His knives were selling for \$30 to \$50 each and a dealer moved in just two stalls down from him with cheap knives. "I' m going to put Garry out of business!" he told one and all.

He failed. In fact, he packed up before noon, unable to move hardly anything because all his customers would come on down to Garry' s to see what he had, and buy from him. Those who came FROM Garry' s stall to his, came back to Garry's stall for the better deal. All this without Garry saying a word about the prices at his cheap competitor.

As a novice, do not get taken in by the regulars. A few will try to hit you up as soon as you unload your items. If you are unsure, do not take low offers, wait until you get better bids later in the day. On the other hand, snapping up bargains from one-time sellers is a good way of picking up stray merchandise. Garry was always on the look out for quality tools, especially Snap-On.

I was working with Garry one morning when he went walking among the other vendors. He came back, thinking hard. Finally he said, "Peso, there is a guy over there with a box of Snap-On tools. The lowest price I could get them for was \$450. I was not willing to pay that much then, but after reflecting on what is there, now I believe I will. Here is \$500. Go over there and see if you can get him down to \$450 again, but if you can not get him down to \$450, I will pay as much as \$500. Just see if you can buy them for me."

I went over and began negotiating downwards from the \$800 price the guy wanted. Even though my name was Peso Little it was all I could do to get him down to \$450 again.

We chewed on the subject a few more minutes. Finally it got down to hard facts even I could understand; he was not going to sell them any lower than \$450. But Garry had already got him down to \$450 and I was determined to **do better than Garry** or give up my name. So I gritted my teeth and said: "I will tell you what -- throw in those two Craftsman 12" crescents and I will take the box for \$450."

And that is the way it went down. I had negotiated a price that was two crescents lower than Garry and paid my money and began hauling the heavy toolbox back to Garry' s stall.It was so heavy that I would carry it a few feet and rest a few minutes, then go at it again. Finally I got it there and Lo and Behold, who should be already sitting there bragging about the sale but the original owner of the box.

"I thought so. You two are partners, huh?"

A quick prayer went up because after that long haul I was in no shape to fight him if he was mad. My prayer was answered. With eyes snapping he said: "Let me sell you everything I' ve got."

We did more business with him that day, and even more business on several other days. Oh, the box of Snap-On tools we bought from him went for \$2500 to a guy from Oslo Norway -- he was here in the states looking for good mechanic tools.

What image do you want?

Depending on what you are selling, you can have anything from a folding coffee table to a mobile truck to display your merchandise from. You may need to just stake an area with poles and ropes. Perhaps you want to raise a canopy to keep the sun out. More professional swap meet dealers have portable (folding) booths to display their wares from.

If you are selling jewelry, you would like a stand with a black velvet covering, and cushioned jewelry boxes -- something a little classy to show the value of your items. If you are selling clothes, you either sheathe them in cellophane, or you may invest in some racks to make it easy for potential buyers to look through the goods.

The real tips in buying and selling used goods at swap meets and craft shows are only learned by attending them. You may be able to make friends with some people who sell what you would like to learn about. Men like Garry are always looking for someone to go with them to set up for them, run errands for them, get food, etc. That' s how I met him.Back in my homeless days my secret of success was to find "A Fat Old Man With Money that needed something done on a regular basis." Even after three weeks on a diet Garry weighed between 350 and 450; he fit my description quite well.

SELLING FROM HOME

One of the sweetest work from home projects is to become a notary public. Some great, extra fine ideas are now yours to use from the information found on <http://www.AmericanInsuranceDepot.Com/HomePreneurs/notary.htm>

As a craftsperson, you may carry on a continual business, selling at fairs and on weekends. You can sell objects out of the home too. Any ads you place in the newspaper should look like you are an amateur, or just trying to get rid of **a few objects.**

Bargain hunters shy away from on-going businesses. However, you might run a small shop out of your garage or off the back enclosed porch. A lot of people have been successful with kilns and offer ceramics classes from the barn in the back yard. Potential buyers will like the homey atmosphere and will think they are getting a good price for no better reason than because it comes from the source. Woodcrafting can be done from a basement shop, creating beautifully carved or hand wrought items. Seeing a shop might bring more of an impulse to buy. What better feeling is it than to get something from the very person who made it?

However, other things may be best kept in the back, under wraps. For example, maybe you purchased a lot of five dozen lamps, irregulars from the factory. You were able to fix whatever was wrong that had made them of no commercial value. No one seeing the whole stock - dozens of identical lamps would think it was such a bargain.

Selling from your home can be as solid a business as if you rented a storefront. You will want to build up steady clientele, and have referrals. If a REGULAR CUSTOMER wants several items, you can give that person a special price. "Good business builds better business" is how the old saw goes.

Jack Walls repairs old rifles, revolvers and the like at home. He never keeps more than 10 in view at a time. Use your discretion if you repair things like typewriters or sewing machines. Rather than display the many choices available; sometimes it' s better to just have a few and then pull out more from the back. Another thing, depending on the person, you might find that being reluctant to sell such a wonderful object will push them towards a sale. Most folks simply find it impossible to resist any temptation trying to get away from them. Other people need to be convinced about the intrinsic value of a good deal. Again, if you know comparative prices for the same items new, you will have better selling points.

It' s good business to offer a limited guarantee with any mechanical or electrical objects. A thirty-day free repair warranty will often clinch a sale. And if you' ve already fixed the appliance or hand tool, you would know that it would work.

WHAT 'S LEGAL

In business or not, you are required by law to report all income. But in the business of buying and selling, you have so many deductions you can legally take, that most of your earnings are profit. If you keep all the receipts from the objects you bought, and all the receipts for the items you needed to fix up or repair these objects, you can keep a fair and accurate account of your activities.

A professional accountant at year' s end will be worthwhile. You would be surprised at how much you can deduct. If you become a regular at the swap meets and crafts fairs, you will be legally obligated to get a vendors permit and report the state sales tax; Dick did not get a permit and he got away with it for 15 years. Dick was so successful they wrote a song about him: It has a really jazzy title: **"He' s in the jailhouse now!"**

You can check with the directors of the meets to find out the requirements for your enterprise.

<http://www.Webcloseout.com/> is an Internet based product sourcing site that brings together buyers and sellers of wholesale liquidated and closeout products.

Over \$250 Million in business to business liquidations
Leading brands at up to 90% off original wholesale prices
Leading brand name products from over 100 top liquidators.
Weekly updates on thousands of North American liquidations and closeouts. No sales commission is ever charged to sellers or buyers. Only \$14.95 monthly access - Cancel at any time if not totally satisfied

As I said before it is getting to where people can afford to buy a new and better computer easier than they can afford to get one cleaned. But that is the PHYSICAL kind of cleaning. But there is something FAR MORE IMPORTANT to the computer owner than the hardware. That is the information, the data, and the software inside their systems. If you understand how to recover data, how to protect a computer system from cyber attacks, then you have a business that is ready to roll. You can even get paid in advance if you sell it as INSURANCE with the premiums set at so much per month per machine. Guarantee to come in once per month to make sure their machines are still protected and charge even more. And if you can throw in SPAM blocking too, the sky is the limit.

<http://www.safetechnology.com/> may be a perfect tie in for the above.

‘Every business needs a website, and more often than not, business owners need help putting one together. It is not that it is a difficult task, it' s just time consuming. They know they need one, but they simply do not know where to start. If they start asking around, they will get prices ranging from \$300 to \$25,000 and more. How will they decide who to turn to? \$300 sounds too cheap and \$25,000 is definitely not in the budget. So, who is going to win this business? The one that shows them a cost effective way to achieve their goals. That' s where you come in!’ <http://www.pagebuilder.com> The site gives plenty of information you can use to start your own business.

Instead of just building a web site, build a COMMUNITY. Advertise your community for free at <http://www.ShareYourState.Com/>

Promote any web site, for free by going to <http://www.talewins.com/Promo.htm>

Set up FAMILY web sites which members can update and maintain by themselves.

Make ScreenSavers for families and business owners. Sure there is a small investment of from anywhere from \$30 to \$300 depending on the quality of software you want and can sell, but it is a whole lot of fun too. In fact, I do it for a hobby. Offer to scan old photos and documents into electronic format for the genealogy groups in your area. There is also software out there to turn your CD burner into a DVD burner. You could convert old home movies, old photos into a DVD. You could create a Tourist Guide to your area and advertise it on <http://www.ShareYourState.Com> You can write books about your area and publish them in electronic format using Browser Books Publishing at <http://www.BrowserBooks.Com/> Are your writing skills not yet firm enough to be called professional? Organize a Discount Directory²² for your area and publish

it. Write a Guide to ZZZ Crafters in your area. Complement it with actual photos of their work. Create a Canoers Corner guide to the navigable rivers in your area.

Give away Free games of electronic golf, set up business owners with their own fairway so they can offer free games of electronic golf to their customers and have ONLY their ads displayed.

<http://www.okiegolf.com/> explains the whole program.

Are you a health nut? Do you know health nuts? Would you like to help others walk with a spring in their step and a sparkle in their eye?

<http://www.browserbooks.com/sparkle.htm> will show you the ropes.

Start a senior care home helpers in your area. You will need a strong back and a weak nose for this business. There are thousands of families which would like to keep their aging parents at home, but KNOW they don't have the stomach for cleanup. By doing JUST the cleanup you will be doing them a favor, and creating a lasting business for yourself at the same time. Word of mouth advertising will get you launched into steady money-making.

Set up decorative curbs for houses, gardens, and pools.

<http://www.kwikkerb.com>

Buy and sell land from tax sales. Get lots for as little as \$40 each, then resell for big money. Raw land frequently goes for \$100 an acre. Get the full details from

<http://www.talewins.com/rs002.htm>

and for foreclosure bargains. <http://www.talewins.com/fdic4.htm>

Keep posted on other home business ideas by visiting

<http://www.AmericanInsuranceDepot.Com/HomePreneurs/>

WHAT' S THE PROFIT?

If you have given it a try, you will see that you can make a sizable profit with selling used goods. If you just run a rummage sale, you do not need to keep accurate records. But if you continue the business of buying and selling, you will need to keep track so you can tell what you are making. Keep a record book or sheet that has five columns. In the first column, write down the name of the object. The second column should be the date you bought the item; the third lists the price you paid. The fourth column is the date you sold it; the fifth column is the actual selling price. The comparative dates will show you how quickly your items are selling. This will help you to determine which objects sell best.

The difference in the prices will give you the amount of **GROSS profit**.

If you figure in the cost of transportation, and the cost of fixing the items, you will get the amount of clear profit you' ve made. Not bad. Oops?How much time are you spending? By keeping track of the time you' ve spent in acquiring this prof you can divide these hours into the amount of profit. That' s your hourly rate. How can you increase your hourly rate? Fred Feiler, a science teacher, told me several times that WORK is not done until something is accomplished. The more you

accomplish in an hour, the more you will earn per hour. So look for ways to do several things at once - to increase your profit.

Some final tips:

Create your own territory. Make contacts for picking things up and selling them. I've found people are a lot friendlier when you go in buying than they are when you go in selling. For example, when I was dealing in wooden handles I would go by farms and ranches picking up old shovels and things with broken handles. Owners would be glad to see me because I was BUYING. As I put my purchases away I would show them some shovel I had fixed up for sale. Then I would mention the prices of the handles.

You might build a relationship with some stores selling used items. Although you will never get as high a price as you would at a meet, you would be sure to unload hard to sell items. At some point you may even consider a retail outlet. Just remember two things, FREE DELIVERY, and Satisfaction Guaranteed.

Dozens of used furniture stores also work at the swap meets on weekends. And these meets are a good place to find things to stock your own store with. Make your own bunk beds. One friend of mine uses PVC pipes to make quilting frames with, which can be easily disassembled. He says it would be just as easy to make tables, chairs, beds and other furniture.

Another friend does nothing but put in ponds for homeowners. "If you can dig a ditch, you can make a pond."

Sources of Supply

<http://www.coatsandclark.com> is America's #1 name in handknitting and crafts. Be sure to check out the free gifts.

More tips on using that thread is yours from the sewing machine companies. <http://www.pfaff.com> for special occasion sewing, and big on teddy bears. <http://www.singerco.com> <http://www.brother.com>

Sewers secrets from <http://www.bonfit.com> "We innovate, you create."

<http://www.talewins.com/workathome.htm> lists 42 ways to begin earning money from home, with sources.

Web site toolbox available from <http://www.talewins.com/toolbox.htm> You just fill in the blanks and the html code is generated for you.

<http://www.bloomfieldsoftware.com/> offers very low cost backgrounds for computer printouts.

<http://www.phototrow4.com/> Our line of beautifully knitted throws, pillows and sweaters will amaze and astound. Earn Extra Money with these unique products that will have customers coming back for more!

Christmas gifts quick and easy from <http://www.plaidonline.com> and there are always a great many project ideas to get your mind moving.

Crafts come alive with help from <http://www.stickopotamus.com>

144 ways to put originality into your work with <http://www.tombowusa.com>

<http://www.collectiblestoday.com> is the home of the Bradford Exchange.

<http://www.createanheirloom.com> can get your sales rolling quick.

For woodworking patterns check out <http://www.fca.com>

<http://www.greensneakers.com>

<http://www.factorydirectcrafts.com>

<http://www.deltacrafts.com>

<http://www.craftpizazz.com/> for wire jewelry

Great adhesives from <http://www.thermoweb.com>

Where to order Chemicals by name. <http://gzchemweek.com/lfchem/>

<http://www.pioneerphotoalbums.com>

<http://www.djinkers.com>

<http://www.diecutswithaview.com>

<http://www.uchida.com> for pens and markets

<http://www.zebraopen.com>

<http://www.cthruruler.com>

<http://www.3LCorp.com>

<http://www.wilton.com>

<http://www.badgeaminit.com>

<http://www.creatingkeepsakes.com> You can make shoe and boot planters, encase them in fiberglass polyester resin by dipping them into a bucket of resin and allowing them to dry.

<http://www.candlemaking.com>

<http://www.janlynn.com>

<http://www.ribbonfactory.com>

<http://www.eloxite.com>

<http://www.countryseat.com> for basket material.

<http://www.beacon1.com>

<http://www.grafixarts.com>

<http://www.handmadetreasures.com>

<http://www.quilt.com>

<http://www.suessparklers.com>

<http://www.caron.com>

<http://www.wondermugs.com/> is the brand name of an exciting new line of color-changing coffee mugs that metamorphosize dramatically when a hot beverage is added.

<http://www.friendlyfolks.com>

<http://www.ridestoriches.com>

<http://www.herecomesfun.com>

<http://www.goldcastproducts.com>

<http://www.castcraft.com>

<http://www.tintshops.com>

<http://www.pforeclosure.com>

<http://www.posigrip.com>

<http://www.drivedollars.com>

<http://www.goldeffects.com>

There are two FINAL secrets of success:

#1: Never quit looking. Johnny Ball was at a stop light one time when a truck with a load of melons pulled up beside him.

He found out how many were on the truck, negotiated a price and bought them while his motor was still idling. Before they had stopped at the next stoplight Johnny had sold them over his cellular phone. The truck driver went on to deliver the melons and Johnny went on to buy the truck he had been after to start with.

#2: Never quit working. While you are at a swap meet or crafts fair, you can work on your crafts or be fixing and repairing as you mind the stall. Especially with handmade items, think of ways you can profitably mass produce them, making large quantities simultaneously rather than one at a time.

The goal of these enterprises is to make money from the time and energy you put in. And if you plan well, **YOU CAN PROFIT. MAKE MONEY NOW** The quickest way to get instant cash is to hold a garage sale and unload all the unused, stored or broken objects in the house. You can hold it next weekend, and, if you are like every other household in America, you can make hundreds of dollars just from castoffs.

As my dad used to say, "That' s all she wrote."

So this is The End.

Peso Little.



TWO Special Bonuses from Mike Morgan.

Cash-Pulling Freelance Photo Gigs

With a little imagination, there are almost endless ways to make money with your camera. And you don' t need to have a "nice" camera with a wide assortment of lenses, either. I' ve listed a baker' s dozen ideas here, but as you read, many more variations will occur to you -- be sure to keep a notepad and pen handy!

If you have a digital camera, a graphics editing program, and a decent printer these ideas can be even more profitable because you can fix blemishes and create special effects before printing.

1. Dance School Recitals

Dance recitals are only once a year, but taking photographs of beautiful children in their costumes can increase your bank account balance substantially.

By offering a photo package of one 8x10, two 5x7' s, four wallet photos, and one 5x7 class photo, you can make anywhere from \$1,000 for the smallest classes, up to \$5,000 for a class of 400-500 students. If you make the teachers responsible for posing the students, and offer one pose per child, you can process the largest classes in just a few days.

2. Children' s Sports Photos

Children' s sports, such as Little League baseball, football, hockey, soccer, and basketball offer a very profitable opportunity to make fast cash for a freelance photographer. Every team (and the hundreds of parents in the stands) wants group shots and individual photos of every player. Most leagues will have 8-10 teams, with up to 30 children on a team, depending on the sport.

The person to approach for working out arrangements for a photographic session may be the coach, a director, ²⁵ committee, or sponsor. Dealing with one person works best.

Check with the city or county recreation department. They will know who is using their facilities.

3. Real Estate & Architectural Photography

Real estate agents know that photographs are more effective in advertising a home or business than the typical classified ad. Doing all of a real estate agency' s listings can add substantially to you income.

4. Insurance Photography

Insurance companies will reimburse a policy holder only for those items they have documented. Increasingly, insurance adjusters are urging clients to photograph everything that' s covered by their policy on their home or business. It' s difficult to argue with a photographic inventory and for that reason people will pay you to photograph their possessions and file them away in a safety deposit box.

5. Family Portraits

When you take family portraits it' s best if you don' t use a studio. People always act and look more natural in their own homes or yards. Family pets are also easier to include when they are in familiar surroundings.

Your "on-location" portrait service is your hook... your "unique selling proposition"... what makes your service better than the portrait studio' s.

You can promote your on location family portrait service in the Sunday newspaper. Be sure to emphasize the fact that your client' s won' t even have to leave the comfort and privacy of home, because you will come to them.

Charge an initial fee, which includes the first portrait (16x20s and 20x24s are not uncommon) plus travel expenses and other shooting costs. Always "upsell": encourage an additional order for portrait Christmas card portraits, which most photo labs will offer.

6. Churches & Synagogues

When church members become old enough to become regular members they are confirmed and officially admitted to the church. Churches usually want group shots of the entire class plus individual photos for each family.

The Bar Mitzvah and Bat Mitzvah in the Jewish faith is similar to confirmation. With a Confirmation, Bar Mitzvah, and Bat Mitzvah are joyous occasions that are followed by a

reception for family, friends, and religious members... more photo opportunities!

7. Animal Shows & Pet Portraits

Pets and show animals are a multi-billion dollar business in America. The amount of money animal and pet owners spend every year on food, grooming, pet-sitting, pet-walking, health products, and accessories is staggering. If it's animal-related, these folks will buy it!

Offer your services as a pet and animal photographer... they'll buy that also. There are freelance photographers who make a good living just going from one show to another that feature horses, cats and dogs. Get in touch with your local veterinarian, who should be able to provide you with the names and addresses of sponsors for the various shows and organizations.

8. Antique Dealers & Auctioneers

Some large antique dealers have photos taken of their items for sale, and send the photos or color slides of special or unusual pieces to other dealers or customers.

When auctioneers are hired to auction off items from an estate, bankruptcy, a large business or industry, or any other large job that has valuable items on their list of sale items, they will often use color slides for TV, ads, brochures, and other promotional pieces.

9. Golf Courses & Country Clubs

You can make some fast cash by making arrangements with a golf course or country club to have action photos taken of golfers when they hold tournaments and there is a crowd. Set up your camera on the first tee for foursome shots and action shots as each player swings.

This idea also works well with youth sports. One gentleman I know of simply walks around during games snapping pictures of the kids in action. I've noticed that he'll focus on capturing members of a few particular teams. He returns to the following week's game with a contact sheet and an order pad. Judging from the number of times I've seen him writing orders, I'd imagine he makes a fair chunk of cash!

10. Pony & Child Photos

Back in the 1940's and '50's photographers would travel the country and go door-to-door. For a fee, children could put on a cowboy hat, vest and chaps, and climb onto a saddled

pony to have their picture taken.

All you have to do is rent a gentle-natured pony, have a three-piece (one size fits most children) cowboy outfit, and an assistant standing by just in case the pony gets nervous or the child decides to jump off. Then make arrangements to appear at festivals, school carnivals, family reunions, shopping mall promotions, parades, or any other place where crowds gather.

11. School & Community Bands

Make arrangements with the band or booster club to take color group photos of the band and individual members. Mail sample prints to band directors outside your area and arrange for appointments to show your work and explain package offers and fees.

12. Graduation Photos

Contact the senior class advisor and make arrangements to take graduation photos of seniors in their caps and gowns as they practice before the actual graduation ceremony. If you don' t have a portable background, use the stage curtains. Borrow a diploma from the school that each graduate can hold.

13. Scouting Events

Contact your area Boy Scout and Girl Scout council offices to find out when the next gathering of unit leaders (called a Roundtable in Boy Scouting) and plan to attend. Let the leaders know that you are available to take pictures at the events the Troops and Pack hold. Circulates at these events and take candid and on-the-spot-posed pictures of Scouts, leaders and other parents. Make prints or contact sheets, attend the Troop or Pack meeting and take reprint orders from parents.

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For more of Mike Morgan' s killer home business ideas, interesting articles, email courses, a free ezine, and other nifty-keen goodies for home-based entrepreneurs, visit <http://homebusinesshelper.com>

How to Start and Run Your Own Firewood Supply Business

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by Mike Morgan

If you're an outdoors type and not afraid of a little hard work, supplying firewood can bring you a nice income every year.

If you want to have a profitable business in place by this winter, the sooner you start, the better.

Why Supplying Firewood Is Hot

Natural Gas is expected to rise sharply this winter of 2003. Unpredictable fuel costs have resulted in "boom sales" for manufacturers of wood-burning stoves.

There has also been a return to the use of fireplaces as a luxury that promotes the "cozy" atmosphere sought after by both middle class and well-off families.

This renewed popularity of wood heat, and soaring sales of associated equipment, has created a demand for firewood that's almost impossible to fulfill!

The increased demand has caused the price of firewood to almost double over the past several years.

Whatever the "going price" for a cord of firewood in your area, you can expect it to increase by 20 to 30 percent each year for the next ten years or so.

Your Market

Your potential market is as varied as the weather; it is also dependent on the weather.

You'll find buyers among apartment dwellers

You'll find buyers among home owners.

You'll find buyers among those concerned with environment

You'll find buyers among the so-called "voluntary- simplicity" folks seeking a return to the "pioneering" life.

And don't think for a minute that firewood sales are limited to the colder northern states. People living in sunny southern California and along the Gulf of Mexico buy and burn firewood for many of the same reasons as people living in Minnesota or Montana.

Indeed, One of the secrets in this business, no matter where you live, is understanding WHY the people in your area will want to burn firewood.

Then it's simply a matter of learning when and how often they need it, and positioning yourself to fill that need.

Can YOU Sell Firewood?

It doesn't take special education or training to become a successful firewood supplier. The backgrounds of people running businesses of this kind range from farmers to unemployed factory workers to doctors, lawyers, real estate salespeople and even university professors.

The Nitty-Gritty

Your first decision is what kind of firewood supply business -- wholesale to retail outlets, or retail to the public -- you want to run. Next, you'll have to decide on what type of firewood you will sell. There are three major categories:

mill ends or sawed up scrap lumber and kindling, whole logs for the buyer to cut according to his own specifications, fireplace and stove wood, cut and split according to the general needs of your market area.

Mill ends can be bought for as little as \$5 a dump truck full at the saw mill, and quite often for free, especially if you clean up after yourself.

Scrap lumber and kindling you can frequently get paid for picking up.

Either way, you may have to drive extra miles to get it, or agree to pick it up at odd hours.

Whole logs are easier to buy but you will definitely need a log truck or a long trailer for hauling them if you intend to pick them up yourself.

Sources of Supply.

It's best to "lock in" several sources of supply.

Let's take a look at the different categories of wood in demand, so you can explore sources of supply and calibrate costs.

Mill Ends -- Mill ends are the pieces left over after a large woodworking business, such as a sawmill, does its thing. So, your best source of supply for this wood is, well, sawmills!

Other sources of supply for mill end lumber will be your local lumberyards, woodworking or furniture manufacturing firms, and home building or remodeling contractors. Often, you can offer to stop by these places about once a week and clean up the worksite by hauling away the scrap lumber, and they'll let you have it without cost. In fact, you could even charge a fee for this service. The only drawback will be that you'll have to sort this wood, and cut it up into the sizes you want for your bundles or sacks. This is no big deal, because you can handle a pickup or trailer load with a power saw in just a couple of hours.

If you live in a metropolitan area, take a few weekend trips to the small towns in the wooded areas of your state. With a little initiative on our part, you should be able to discover several small sawmills within a 200-mile radius of most metropolitan areas.

What you' ll do is buy a truckload of mill ends, take them home and package them into sacks of firewood. A load of mill ends that you might buy for \$50 would break down into perhaps 200 sacks full that you could sell for \$5 a sack. Multiply these 200 sacks of firewood by \$5 each, and you have a gross income of \$1,000 for a load of wood costing you only \$50. A gross profit of \$950 for each load! Providing your sources of supply can keep up with the demand, I' m sure you can see the potential here.

The beauty of mill ends is that they are clean, burn quickly and easily, put out a decent amount of heat, and when broken down into small units, are ideal for apartment dwellers. Sacks are also great for people in warmer climates needing firewood for just a few cold spells each winter.

My advice here is that you should stay within the narrow confines of supplying the buying demands of your market only -- concentrate on selling what brings you the greatest profit. Until you have a large full-service firewood supply business, leave the sale of truckload supplies of mill ends to the larger, more-established firewood suppliers. However, as your business grows, the supply of truckloads of mill end firewood is worth considering. When you have the wood ready to package into sacks, you' ll save time and increase your profits by hiring a couple of high school students. Contact the counselors at one of the local high schools, explain that you need a couple of students for part-time work sacking firewood, and you' ll have all the help you need.

As for how much to pay them, set up a fixed payment amount for 100 full sacks. One worker would hold open a sack while the other uses a scoop shovel to pick up the wood and dump it into the sack. They gather the top of the sack and tie it with twine.

The full sacks, of course, must be stacked on a pallet or in an area ready for selling. Check the time it takes two good students, working at a reasonably fast clip, to load 100 sacks. Then, using twice the current minimum hourly wage rate -- you had two people filling those 100 sacks -- you can then decide the labor value of 100 loaded sacks.

For a supply of burlap bags for sacking your wood, check with a farmers' feed store. If you buy in quantity, you can get them at a reasonable price. You can buy twine for tying the sacks at the same place.

Whole Logs --

Many people have chain saws and fancy themselves as "do-it- yourselfers", but they don' t have the time (or the contacts) to go out into the woods and bring back wood to be cut. If you can supply these people with a location not too far from home, where they can saw and split their own firewood, you' ll have a steady stream of customers.

You' ll need a large vacant lot, preferably on the outskirts of a town. The first thing will be to put up a 6-foot fence around your lot. Then add a small shed-type building to serve as your office.

Contact a sawmill or logging business not too far from where you want to open your business. Arrange with them to deliver whole logs (lumber rejects) to your wood lot. Your costs shouldn't run much more than \$10 a log, even for premium wood, but will depend on the size and number delivered in each load. If you have the vehicle (and the energy) you can also contact the Forest Service or the Bureau of Land Management in your area for a permit to cut firewood in government preservation areas. Then you go out into the woods, saw up downed trees into eight-foot lengths, load them into your vehicle, and haul them to your woodlot.

Still another source of log supply are the farmers in your area. Talk with them and offer to "thin out" areas of standing timber, and the downed trees. Often, you can get this wood at no cost other than offering the landowner a share of the timber you take out. He may even consider your "thinning" and hauling an even exchange for the logs. Don't forget about the road building construction companies, and commercial and residential developers as sources of supply.

Once you get into this business, you'll find sources of supply almost unlimited, and restricted only by your own imagination and initiative in contacting the property owners.

Once you have a supply of logs within your wood lot, there are many things you can do to attract customers. Run an advertisement in your local paper inviting "do-it-yourselfers" to come out and cut his or her own firewood. Charge customers 2-3 times as much as your log cost. Your customers do the sawing, the splitting, the loading and provide their own car or truck to take them home. You are there only to provide logs, supervise, and receive payment.

As another revenue source, you could also rent chain saws, axes, and the use of your power log splitter. Allow the customer to select the log of his choice, and then have the hired help - high school students, perhaps - who would saw, split and load this wood into the buyer's vehicle. An even more profitable idea, of course, would be to offer delivery and stacking of this wood at the customer's home.

Once the customer has selected his log, at 2-3 times your cost, and pays you \$5 for sawing it into the lengths he wants, plus \$10 for splitting it for him, and another \$10 for loading it onto his vehicle, you're talking about \$150 to \$200 profit for every cord (a 4' high x 4' deep x 8' long stack) of wood. The secret here is to have your helpers working in teams, with the kind of efficiency that means \$100 an hour for you.

Fireplace And Stove Wood

In running a program of precut and split fireplace and stove wood, you combine all the principles we've discussed so far, into either a wholesale or retail firewood supply sales outlet.

The easiest and most profitable working procedure is to set up a wood lot where whole logs are delivered to your location. Part-time workers then saw these logs into 16 to 24 inch lengths for you.

A couple of people with chain saws should be able to cut two cords of wood an hour. A couple of people working a power log splitter should be able to keep up with the people on the chain saws.

And a couple more workers stacking this cut wood onto pallets for storage until sold, would be all the help you' d need. If you can set your business up along these lines, you' ll realize the greatest profits and not have to get involved in the physical part of the business.

The big thing to remember is that - as the business owner and operator - your time should be devoted to selling your finished product. If you decide to be a wholesale supplier, and sell to retailers, hire commission salespeople to call on the retail outlets in your area. You' ll need their help to cover all the possible opportunities for retail sales of your firewood.

*** SALES TIP ***

You should plan to be selling sacks and pallet loads of firewood. Remember: The more you can divide a basic cord of firewood into smaller units -- sacks or pallet loads -- the greater the profit will be that you' re going to make from each cord of wood you sell.

You' ll find that most peoplø buy cords or truckload quantities of firewood before cold weather sets in. Then after that, people will buy in quantities only large enough to get by, or to last out a sudden cold snap. If you find yourself selling bags and pallets of wood to the public, be sure that your prices at least match the "average" amount charged by other retail sellers. Never "under-cut" the price of your competition. In the long run, you' ll hurt your business reputation.

Marketing Your Business

If you decide to do all the selling yourself -- in other words, act as your own retail outlet -- you will need to advertise.

Start out with a large three-column wide, by four-inch deep display ad in your local paper. Unless you' ve had some advertising experience, contact the advertising instruction class at your local community college for help in the layout and writing of this ad. If you' re not far from a large metropolitan area, you can often contact the advertising agencies in that area, and get a freelance copywriter or graphic artist to aid in the makeup of your advertising. Plan for this ad to appear in a Saturday morning newspaper issue.

Make your opening a grand event -- much the same as a grand opening or special anniversary sale -- with free coffee, doughnuts and balloons for the children. Ideally, the opening of this business should be staged on a weekend

in late September or early October, and designed to familiarize the people in your area with your new firewood supply business.

Get the name, address and phone number of everyone who shows up. This can be handled unobtrusively by giving away free prizes requiring the attendees to your event to fill out simple prize drawing forms. The prizes can be free cords of wood, dinners at a local restaurant, or even movie passes. Your grand opening should be designed to: - let people know that you' re open to serve their needs, - to help them discover your location, - to implant in their minds the memory that you can supply them with the means to keep warm when the weather turns cold, - and, most importantly, to get their names, addresses and phone number or e-mail addresses on your contact list.

Naturally, many will find your services to be more convenient, timesaving and less bother than whatever methods they' re currently using. As you talk with your customers, listen to their "complaints" about their present methods of firewood procurement, and then solve those problems with the services you provide.

After your grand opening, a small display ad in the yellow pages of your telephone directory and the advertising circulars and business cards left with woodstove and fireplace suppliers, insulation and remodeling contractors, and lumberyards in your area is about all the advertising you' ll need to do. However, it would be wise to follow the lead of the "snow tire" people: whenever the weather forecast shows a cold front or winter storm moving in, again invest some money in radio and newspaper advertising.

Statistics show that 20 percent of your potential market will prepare for cold weather by buying before the cold weather sets in. These are the folks who will be shopping around for the best prices. They are less-profitable on a per-purchase basis, but will form the solid foundation for your business. Another 30 percent of the market will wait until the first cold snap hits, then buy from the first supplier that comes to mind. Since there is greater urgency, you can charge more, therefore earn more profit. This is the group that your seasonal newspaper and radio advertising will reach.

Finally, the remaining 50% will have to be "sold" on the benefits of your service. This is the group that will be sold by your reputation for providing a quality product and service. Toward the beginning of Fall is when you begin profiting from those names, addresses, e-mail addresses, and telephone numbers of people who turned out for your big opening event. Simply set up a marketing program and follow up on those who had registered. You can conceivably run this business from your home or backyard, and part-time. But the prospects of immediate success and outstanding profits are so great, that it would be wise to plan on building a big business from the start.

Business Supplies

A receipt pad for taking orders, a "daily diary" or ledger bookkeeping system, a calculator, and a telephone should be enough office supplies and

equipment. Until you' re over the hump on the profit side, you can keep your sales receipts in a shoebox or daily staple together and store in chronological order. Eventually, you' ll want a dedicated phone for your business as well.

Other Stuff to Remember

Hardwood burns the longest and gives off the most heat - Firewood cut in the spring and seasoned throughout the summer is the kind most people will pay premium prices for - Giving the customer a "little extra" for his money will result in greater and longer-lasting success than quick profit schemes.

Once you' ve got your basic firewood supply business running smoothly and profitably, you' ll find your business expertise ideally suited to adding extra profit producing lines such as the sale of firewood accessories, woodstoves, built-in fireplaces, home insulation or weatherizing services, recycling and perhaps even home remodeling.

The end

Mike Morgan runs several businesses from his home in Las Cruces, New Mexico, Helping Everyday Folks Discover, Start, and Run Their Own Home Business. <http://homebusinesshelper.com/>

He also publishes the Home Business Helper newsletter - a high content, low-ad ezine with a single focus: your home business success. To subscribe, simply send an e-mail to: hbhsubscribe@GetResponse.com