

**1001 WAYS TO
MAKE EXTRA
MONEY IN
2023**



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In any book like this, there are going to be some errors. Also, I realize that over time, some of the ideas in this book are going to become obsolete.

Introduction

There are many ways to make extra money.

We have tried to capture 1001 of them here.

Just read through them, make some notes, then pick what seems best to you and go for it.

If it does not work out, then pick the next best based on what you learned about your failure and go for the next one.

We have included ways to make money online as well as more general business ideas.

I hope these ideas help you thrive and live your dreams.

1001 Ways to Make Money..

1. First, you have to take action. Even imperfect action is needed to make money. If you do not do anything, then nothing will change.
2. Second, life is full of challenges. Don't give up on your dream. When you run into challenges making money, pick yourself up and try again. Don't give up.
3. In today's competitive college environment, most high schoolers want to get into the best schools they can. And one of the surest ways of being accepted to these good schools is to do well on your ACT and/or SAT college entrance examination. By doing some simple drills on the types of questions that they'll be asked, and by understanding basic test-taking strategy, they can improve their score by 20% or more. And the difference between getting a 25 on your ACT and a 30 on the ACT can be life-changing. If you were to offer a class on how to improve one's SAT/ACT scores, EVERY school in your area would yield hundreds of potential customers. If you get just 100 kids to take the class, and their parents fork over \$150 for it, you'll be making \$15,000 for every class you teach! And you don't have to be a world-class expert to do this. Just buy and study some of the latest test-taking strategy books and find the study drills that all the ACT/SAT "prep" books have in common. Plus, look into generic test-taking strategy guides that teach you "exam psychology". If you spend a couple of months researching this, there's no reason why you couldn't develop a very worthwhile... and very profitable... course.
4. When roads are built, the contractor brings in heavy equipment and cuts a wide swath through whatever used to be there. Occasionally this means a stand of trees. I once had an employee who used to follow these road builders and retrieve the valuable trees that road contractors would knock down. Sometimes they would find huge oak trees and walnut trees that are easily worth \$1,000 each. By cutting them into 10 foot sections, they could load them onto a trailer and take them to a saw mill, where they'd receive between \$500 and \$1,500 PER TREE! Nobody is doing this, and in fact, these road contractors typically just burn this wood if nobody asks for it.
5. In some states, if you don't pay property tax, the county can sell your property at auction to pay for the back taxes. So obviously there's some money to be made here. I've heard of nice 3-bedroom homes selling for \$1,500 or so, and then being resold quickly on the traditional real estate market for \$50,000. The amazing thing is, not many people are actually doing this, partly because information about how to do it is scarce. All you really need to do is get on the mailing list at each county clerk's office so that you will be notified whenever there's a tax sale. Then, you just show up at the courthouse, or wherever the properties are being sold, and register for a bidding number. Obviously, this requires a little bit of capital to get started, but not much, and if you reinvest your profits, your income will increase exponentially.

6. We live in a celebrity culture. But we also live in a throw-away culture. A man in Florida is taking advantage of these two tendencies simultaneously. First, he created a list of all the "celebrities" in his area. Then, he determined the garbage pick-up routes for those areas. Early in the morning, before the garbage truck arrives, he scopes out the "celebrity trash" for anything interesting. Occasionally he finds some amazing things... with real collectibility. Once he found a celebrity's entire album collection in 4 paper bags on the curb! (Apparently the celebrity had re-purchased everything on CD.) Because of the provenance of this collection, he was able to sell it for thousands!

7. Here's an idea for people who have absolutely no money, but who need to raise a bit of capital quickly. In almost any area, there are places where you can go and find wildflowers. If you're not sure, ask around. Picking these costs nothing, yet they make very attractive bouquets. By setting up a little table with wildflower bouquets in an area of heavy traffic, you should have no trouble in selling these for \$5-10 each.

8. People are always on the lookout for something fun and exciting to do, and one of the hottest new activities out there is called "parabouncing". You can buy a Parabounce for about \$10,000 and then sell 15 minute parabounce rides for \$25 or more. At carnivals, festivals, and resort areas you can easily make \$100 an hour! Here's how it works: a Parabounce is essentially a really large, heavy-duty rubber balloon filled with helium. Riders wear a harness that hangs below the balloon, just like a parachute. Every time they jump into the air, they rise about 100 feet and slowly and gently return to earth for another "bounce". Usually, someone holds on to the Parabounce with a long tether rope, just to be completely safe. You can pay for the Parabounce with about 2 months of rental fees, and everything else is profit! If you live near a holiday resort, you could literally make \$500 - \$600 a day with this one. You can find out more details about Parabouncing on the internet.

9. Last year, a team of boys came through our neighborhood, offering to paint our house number on our curb using very nice-looking stencils and light-reflective paint. Although we didn't opt for this, a lot of our neighbors did. At \$5 each, they earned about \$200 in a weekend... and that was just in our one neighborhood.

10. Real estate brokers earn a 6% commission on every house they sell. That's \$6,000 every time they sell a \$100,000 house. So with all that profit potential, the real estate business is extremely competitive. But a similar business - with similar profit potential - exists, yet there's absolutely ZERO competition. Instead of brokering houses, what about brokering cars? Most people are forced to try and sell their used cars themselves. But if you offer to do all the work for them for a 6% commission, many many people will take you up on your offer. I certainly would. The owner cleans it up and certifies that it's running okay. Then all you have to do is the same thing a real estate broker does - advertise it for sale and then "show" it to prospective buyers. On a \$10,000 car, your commission would be \$600, so I don't see any reason why this couldn't be at least a \$60,000 a year business.

11. Full-service gas stations have gone the way of house-calls by your doctor, but there are still many customers who would prefer to have all the work done for them for a nice tip. If you were to make prior arrangements with a gas station, you might be able to offer "Full Service" service for

tips. Personally, if I pulled into a gas station and I was dressed up, or on my way to somewhere important, I would be happy to let someone pump my gas, wash my windshield, check my oil, check my tire pressure, etc. for a couple of bucks... while I wait in the car. Don't underestimate the potential, either. This whole process takes just a few minutes, so you could effectively earn \$100 a day or more with this. And as your reputation for service and dependability grows, more and more customers will SEEK YOU OUT when they come to the gas station. And that's how you could sell the idea to the gas station - by offering this value added service, you're encouraging repeat business from loyal customers. It's important that you dress nice and groom yourself well when doing this. If you approach people and look like a bum, they're going to be afraid of you. So in this enterprise, neatness definitely counts!

12. Local professionals are always looking for ways of attracting new clients. They also tend to be too busy to actively promote their practice. Here's a way of taking advantage of those two facts. If you can write, there's a tremendous market for ghostwriting articles for these professionals. These articles are intended to be submitted to their local newspapers. In other words, you could approach a local attorney and offer to write him 52 weekly articles that he can submit to the local newspaper. This will provide the attorney with excellent publicity and it also increases his credibility as a local expert. And as long as your rates are cheaper than traditional newspaper ads of the same size, it makes financial sense for him. And it's not just attorneys you can sell this service too... accountants, dentists, bankers, chiropractors, eye doctors, dermatologists, travel agencies or anyone else who can benefit from a weekly column in their local paper.

13. Most people know that eBay is a great place to buy and/or sell things, but very few people think of it as a place to find great bargains and then instantly resell them again. I've been using this technique for a while, and I've found some amazing bargains. I'm writing a complete ebook on how to do this, but I'll give you three things you can try right now.

First, auctions without pictures. For some reason, people don't like bidding on items that don't have pictures. And yet, many eBayers don't have digital cameras. This often means that a perfectly good item sells for much less money than it should, simply from the lack of a photo. To find auctions without photographs, use these search terms (and search Titles AND Descriptions):

"email me for photo*"

"email me for pic*"

"sorry no photo*"

"sorry no pic*"

Second, auctions that end in the middle of the night. For some inexplicable reason, some people create their auctions at 3:00 am, which means their auction will end at 3:00 am. Since most bidding occurs on items at the END of an auction, this effectively means that there is ZERO competition on these items, since everyone is asleep, and they can often be had for below market value. To find these, just sort things according to ending time and then scroll until you find auctions ending after 1:00 am.

Finally, you can occasionally find some great deals because people have misspelled the name of the item, causing it to remain hidden from people who are searching for it using the correct spell-

ing. I managed to buy a really cheap camcorder because someone mistyped the model number (which is apparently what most people were using to search).

14. The bottled water business is a multi-billion dollar a year business, which is particular ironic when you consider the basic product is free. You can get in on this business by finding (or leasing) a spring and bottling the water. All you need is some basic filtration or reverse osmosis equipment to purify the water to drinking standards. Your total investment can be as little as \$250 for the equipment (in used condition), and whatever the plastic bottles cost. Local people will be especially eager customers knowing that the water source is a local one. Bottled water retails for about \$1 per 20 oz bottle.

15. All you need to retrieve lost computer data is a hexadecimal editor and a viewer that allows you to look at the contents of a computer's RAM. You can download those on download.com for free. (Once I accidentally deleted an entire issue of Trafficology, but I was able to retrieve it from my computer's RAM in this way!) And while this software is free, you can make a pretty good part-time income by retrieving lost data for people. Most people who need the services of a data retrieval expert consult the Yellow Pages, so you just need to make sure you're listed there!

16. Preschools don't always have the money to have a permanent music or language teacher but are happy to pay someone to come in once or twice a week to provide this extracurricular activity. It makes the parents happy because their children are getting exposed to more learning activities, it makes the school happy because it makes their curriculum more rich and inviting to their potential customers, and it makes the teachers happy because it gives them a break. Moreover, don't think that you have to be a qualified teacher to do this, as long as you have some language skills and the patience to put together a program with songs and stories and activities that appeal to preschoolers (plus the discipline to turn up at the same time every week for the entire school year) then you have yourself a rewarding little money-making scheme that contributes to your community.

17. Would you like to get your electric company to pay YOU instead of vice-versa? Here's how you can turn sunshine into money: If you live in a sunny area, you can install solar panels to generate power, PLUS if your solar energy system makes more energy than your household needs, the energy can be fed back into the power grid and they will pay you for it... at the going rate per kilowatt. Of course, this only works if you plan to live in your house long enough to make the initial investment worthwhile. But wouldn't it be great to get a check, instead of a bill, from the utility company once a month!

18. Would you like to earn money while you sleep? Everybody who has ever had a newborn baby knows about the mind-numbing exhaustion that comes from those first few weeks (or even months) of broken sleep cycles. Some parents have discovered the joys of a night nanny! Rather than the parents getting up in the middle of the night to feed the baby, they hire a night nanny who comes to their house and sleeps until the baby wakes up, then feeds, burps and changes the baby and puts the baby back to sleep. The interesting thing is, people pay more for an overnight service because it is harder to find. Of course, you have to be trustworthy, like babies and not mind having an interrupted sleep pattern. This would be a perfect second job, or even third job, since the majority of the time is spent sleeping!

19. On a hot summer afternoon, there's nothing more miserable than to be stuck in a slow-moving traffic jam. But here's how a group of enterprising young people took advantage of that: They bought a few coolers, some "Blue Ice" and lots of canned soda. When it's on sale, you can buy cases of popular soft drinks for less than 20 cents a can, and then sell it to people for 75 cents a can. When it's hot outside, a cool drink basically sells itself. When dealing with strangers like this, it's absolutely crucial that you be well-dressed and well-groomed. Anyone looking like a "gang-ster" will be treated like one. But the rewards are better than you probably imagine. In one hour's time, these teens were able to sell over 200 soft drinks, netting themselves over \$100 profit.

20. All newspapers and magazines with paid circulation seek more and more subscribers and readers. They use increased circulation to impress advertisers and increase advertising rates. They even sometimes replace subscriber "dropouts" with free circulation just to maintain the figures on their rate card. You can work your way into this situation. Here's how: Visit your local newspaper publisher/editor/circulation director (call ahead and ask the secretary when is the best time to talk and avoid deadlines) and make him a no-lose offer he can't refuse. Tell him you will, at no cost to him, sell subscriptions in your neighborhood and other areas he likes. Get him to give you a letter with your picture on it, authorizing you to sell subscriptions and collect funds (checks made out to the publication, not you!). Maybe the publication will run an article on your efforts, with your picture. If it does (clip the article/picture and show customers to credentialize yourself.) The smaller the publication the better chance for this boost. Negotiate the commissions you'll earn on each sale. You should get at least \$10 per subscription - that's what telemarketing companies charge.

21. If there are at least 8 or 9 interesting things to see in the area where you live, you can make some good part-time money by offering your services as a private tour guide. There may already be a tour company in your area. If so, it means that there is obviously an existing market for this type of service. All you need is a comfortable van or SUV that offers nice views. You'll also want to do some research on the places you'll be showing visitors so that you've got your facts straight. By getting a business phone, you'll be allowed to have one free listing in the Yellow Pages, which is probably where most people will find you. But be sure to let the area hotels know about your service too, and even offer them a commission for sending customers your way.

22. The reason why pizza is so popular in America is because of home delivery. I know people who aren't even particularly fond of pizza, but who order it anyway because they don't have any food in the house and because they don't want to go out. Here's a way to take advantage of that tendency. Offer a service that turns EVERY restaurant in your area into a "home delivery" restaurant. By offering a flat fee of say, \$5 or \$10, to home-deliver items from any restaurant, you will be absolutely SWAMPED on the weekends. I know a guy who does this JUST for the local "Out-back" restaurant, and he gets 15-20 orders a night on Friday and Saturday. And since he only delivers to homes with about a 5-mile radius, he doesn't waste much time. This would also be the kind of business where you could actually hire a couple of drivers on-the-cheap and expand the business tremendously.

23. It is not unusual to buy two-year old computers for \$75-\$100 at a yard sale. The owners probably paid \$1,000 or more for the computer just 2 years prior, but now they're unloading it

because they've just bought the LATEST \$1,000 computer. What they apparently do not realize is for

about \$75, you can upgrade the RAM and the processor and have a computer that's like new. And this is surprisingly easy to do. Just remove the chassis, insert the new chip and insert the new RAM module and that's it. Now, your \$75 computer and your \$75 additions are worth about \$400-\$500 anywhere.

24. Here is another way to make some money with virtually zero capital. All you need is a squeegee (\$5), some bulk window-cleaner (\$20) a ladder (\$20) and a bucket (\$2). No one likes to wash windows. Even homes with housekeepers rarely get their windows cleaned. You can take advantage of this and make A LOT of part time money by going door to door and offering to wash people's windows. For the ridiculously low price of \$2 per window, there is hardly a homeowner in the country who wouldn't take you up on your offer. Yet, once you develop a technique, you can have windows looking very nice in about 3-5 minutes each. You'll have to allow some extra time for 2nd floor windows, since you'll need to move the ladder each time. In neighborhoods with at least 10 windows per house, you can easily expect to make \$200 profit per day!

25. Property that borders rivers and lakes becomes less and less expensive as you leave populated areas. Yet boat owners EXPECT to have to travel some distance to put their boats into the water. So, by buying a cheap piece of property on a river or lake, and installing a boat ramp there, you can quickly develop a lucrative business. Boat owners pay you a launch fee (ranging from \$3 to \$5) to use your ramp. And aside from the initial cost of the concrete construction, there are essentially no other expenses.

26. During a drought, most municipalities ban the watering of lawns. But there is usually one exception: if you pay to have water hauled in from other areas, it is permitted. Normally, most homeowners are not sufficiently proactive that they'll actually call a water-hauling company to bring water for their lawn. They'll just let the grass die. But by YOU being the proactive one, you can make a lot of money during a drought. You can buy or rent a cheap water truck and buy your water directly from a water company outside of the city's drought laws. You'll just fill your tank from the commercial spigot used by other water haulers. In my area, the cost is 25 cents per 100 gallons. Then, by going door to door in the drought area, you can quickly set up your own sprinkler that delivers 10-20 gallons of water to the lawn for \$5-\$10. In many cases, they'll ask you to come back every day until they are permitted to water their lawn themselves. You make \$1,000 forever \$5 worth of water!

27. It will come as no surprise to those of you who are parents that parents like to have a night out - away from their kids - once in a while too! Babysitters are often expensive, though, and sometimes it's hard to trust teen babysitters with your children. A good money-making solution is to host a regular group "Parent's Night Out". For example, our local gym has a regular parent's night out once a month or so. Children can come between 5:30 pm and 11 pm and have a gymnastics class, play various supervised games and eat pizza, while the parents go out. With this program, parents say they have a better time, secure in the knowledge that their children are safe and having fun with people they know and trust. This can be quite profitable. On Friday or Saturday night, it's not unusual to have 75-100 kids, each earning you \$25 profit per night!

28. This rather sneaky idea was given to me by a college student:

"In any city in the country, thousands of people swarm to their favorite drinking spots on a Friday or Saturday night. A lot of clubs get so overrun with people, the wait staff cannot keep up with all the patrons. Most of the patrons are forced to stand in an angry crowd near the bar, three rows deep. With this in mind, it's possible to make a quick \$20 to \$50... posing as a server. Obviously, this only works at very busy hot spots, and at peak hours. If it has a line out the front door, it's a lock. First, look for uniforms. The best places have a very relaxed server uniform, but some places even sell the same t-shirts the staff wears! (If the opportunity is right, I have seen people pull this off in their street clothes.) After the target spot is picked, move in. Make sure to bring \$50 in ones and fives (for change). Good marks are those people desperately looking around for a server. Be polite, but confident. Take their orders and then get their drinks for them. Obviously, it helps if you've got a friend behind the bar or you know how to get your drink orders in faster than every- one else. But this is not necessary... just apologize for the delay since the place is so busy. You'll be amazed at the tips you can make! But don't get greedy. Make your tips and move on."

29. When a very popular movie comes out, it's almost impossible to get tickets on opening night. Two local guys have turned this fact into a business. When movies like Independence Day, Star Wars Episode I & II, Men in Black 2, Matrix 2, etc. come out, they buy tickets early and then actually scalp them right at the movie theater for \$20 each. When true fans show up at the theater and are told that all of the showings are sold out, many of them will happily fork over the extra money to see the film they've been waiting for... rather than having to go home empty handed. It's down- right conniving, but these guys make about \$400 a night when a well-hyped movie opens.

30. Making concrete items is one of the easiest businesses in the world. I should know because my family ran a concrete manufacturing business when I was growing up. (And I was required to work there until 6:00 pm every night before I could go anywhere.) Our business involved mixing concrete and then pouring it into cast aluminum molds. The next day, the molds would come off, and you'd have a flower pot or statue or whatever. But where the most profit seemed to be was in the larger items like "bumper blocks" for parking lots, picnic tables, gutter drains, etc. Ironically, the molds for these are much cheaper than the smaller, more intricate items. A mold set for an entire picnic table - the top, the pedestal, 2 benches and 4 bench legs - will cost about \$1,000 new or about \$500 used. But every picnic table you make will net you about \$130 profit, and you can make one every other day. Bumper block molds cost about \$100 each, and you can sell the resulting product for \$25 each. When I was in the business, we sold all we could make, and we actually had back orders waiting for us to make more. If you've got the space to engage in some "light industry" of this sort, it can be very profitable.

31. A good way to do some free advertising for your small business (if you have one) and make some money at the same time, is to offer to teach a class at your local community center. When you teach a class at the community center, you get to keep the subscription fee of all of the attendees, a fee which you select depending on what you think the market will bear. In addition, your class description gets sent to your ENTIRE local community for FREE as part of the brochure that advertises available classes. Best of all, since the community center repeats classes in Spring, Summer, Fall and Winter, you get an ongoing income stream. I have a friend who did this on my recommendation (for her small business) and she got 30 new clients and a waiting list... instantly! (Not to mention a very cheap and effective way to get her business name out there to a very targeted audience.)

32. When a major international news story breaks, every media outlet in the world needs pictures. Most of these newspapers and television networks have research departments, but in moments like this, every minute counts. If you've got good research skills, you might be able to beat them to the punch, find an appropriate graphic or photograph for them to use, and then sell it to them. Wait a minute, you say. Wouldn't the picture be copyrighted, meaning you'd have to license it or buy rights to it from the owner? Ordinarily, yes. (And so will the media. That's what slows them down!) But if you can find relevant photos on GOVERNMENT web sites, the photograph will (99.9% of the time) be a public domain photo. Most world government treat all government-produced material as public property and can be used by anyone. So, if you can find these before anyone else does, you can sell them to 1,000 different newspapers and tv stations for \$100 each!

33. If dealing with the cremated remains of other people's loved ones doesn't bother you, there's a booming business out there in the "disposal" of human ashes. Years ago, everyone ended up behind the church with a headstone and a little vase of flowers. No longer! Today, people increasingly want to be scattered somewhere meaningful or beautiful such as over the ocean or in a forest where they used to walk. Would you believe there's even a company that will send your ashes to outer space? If this sort of thing doesn't seem too creepy for you, this might be the ticket to a very profitable business. Try advertising in your local paper or on the internet. In fact, as novel as this is, you can probably get a good deal of free advertising thanks to publicity from your local media. An interesting variant would be to provide expensive vases (with lids, of course!) for those who want to keep their loved ones close.

34. Do you understand how to connect your PC to your DVD, to your VCR, to your TV, to your home theater system...? Congratulations! Most Americans don't have a clue, and there is a great business opportunity in helping them set these systems up. These systems are converging but it's not yet "plug and play". So, if you are passionate about all the latest and greatest whiz-bang equipment, you can turn this expertise into cold hard cash! A good way to find clients is to ask your local audio-visual equipment stores (that don't already provide an installation service) to recommend you to their clients for a percentage or fixed fee. Many people will gladly pay \$50 or more for a couple hours of high-tech handholding.

35. Did you know that in earlier times, the passion for tulips in Holland reached such a height that fortunes were spent on a single bulb? Even today, there is still good money to be made from these graceful flowers (or any flower that comes from bulbs). A nice characteristic of this type of flower is that they multiply each year by themselves. So you plant them in Fall, they flower in early Spring and Summer and then they multiply in the ground just below the surface. So where you plant one bulb, you might get four. You can dig them up, separate them and sell them. Best of all, they advertise themselves! Put a sign in your garden in Spring when they are flowering, and your enthusiastic gardening neighbors can buy them from you in the Fall. Think this is a kooky idea? At our local farmer's market yesterday, one enterprising gardener was briskly selling iris bulbs at \$5 apiece.

36. A lot of individuals and companies that seek publicity do not have the means to engage a full-time public relations firm. But by offering your services as a freelance publicist, you can get them and their product or service mentioned in the media for a fraction of what a typical PR firm

would

charge. If you have the ability to write, all you have to do is create a couple of good press releases and send them to appropriate media outlets. You can find plenty of good information about how to do that from your public library. Of course, your clients could do the same thing, but most of them won't. In the beginning, when you're starting out, you might offer that your clients pay you ONLY WHEN you get them publicity. \$100 per month for publicity services is ridiculously cheap, and you should have no trouble in attracting 50 or more clients at that rate eventually. And that's \$60,000 a year.

37. My friend owns a flower shop. At the end of every day, she dumps the old, unsellable flowers behind her store. And this got me thinking. There's nothing particularly wrong with these flowers... they're just not in absolutely PERFECT condition. An enterprising person could bundle these or put them in cheap vases and sell them door to door or on the street for a few dollars. This is a business that would require absolutely no capital, and since there are at least 5 flower shops in the area that have a similar practice of throwing these flowers away, it would be difficult to exhaust the daily supply of product.

38. This is a billion-dollar idea, and nobody's doing it. At least not yet. In this day and age, it's amazing that Best Buy, CompUSA, Radio Shack, and other software sellers actually have to physically ship software. And because this software has to be duplicated, packaged, shipped and displayed, there's a very limited number of titles a store can stock. There's no reason why these stores couldn't burn CDs for customers "on the fly" and send the appropriate royalty to the software publisher in real time. This means the software companies wouldn't have to be in the packaging business and the stores themselves wouldn't have to tie up any money in software inventory. Plus, they could offer a much wider selection of titles since inventory space could basically be as small as a catalog. And while we're at it, why couldn't music stores do exactly the same thing? The first company that offers this system to retailers, and makes it work, will be worth billions.

39. Used books are not created equal, but people having yard sales seem to think so. You can buy an entire box of old books for \$1 at a yard sale, and then turn around and take some of the better items to a used bookstore and get \$10 or more. This might take some practice and experience at being able to spot what used bookstores want, but any sort of how-to book or popular novel within the past few years will do well. Books that are local in nature are GREAT sellers. You're not going to get rich this way, but during the summer, you can hit 5 or 6 yard sales a day and earn \$50 pretty easily.

40. Most companies, particularly retailers, offer their employees a big discount on all items they buy. If you cultivate friendships with people who are entitled to such discounts, you can act as a "broker" for others who want to buy items at a discount. Here's how it might work: Joe comes to you and says he wants to buy a big screen television. You know that Mary gets a 20% discount from her company, which sells televisions. You tell Joe that you can get him a 10% discount off the price, and you and Mary split the difference. In other words, if the tv is \$2,000 retail, Mary's cost is \$1,600 (20% off). You tell Joe, you'll sell it to him for \$1,800 (10% discount). You and Mary keep the \$200 difference. This is not something you could advertise, as it's probably against the company's discounting policy for the employee to resell these items. But I thought it was an interesting idea.

41. Here's a good flea market-type product that costs nothing to create, but that you can sell for good money. Download a bunch of shareware off the internet and bundle it onto a CD. Since most of these are free demos (but that require some sort of registration for the full version), the software companies are usually perfectly happy with your extra distribution efforts. By offering free demos of a few dozen really cool applications, you should be able to sell these for \$5 to \$10 each.

42. There's a man where I live who makes a decent living by collecting wildflower seeds. There is a huge national movement to return to native plants, and almost every state has a "Native Plant Society" of one sort or another. There are also a number of groups dedicated to landscaping with native (as opposed to invasive) species, such as "Wild Ones". All the members of these organizations are potential customers for wildflower seeds, and I think you'll be surprised at the prices that these seeds go for. Go online and do some research about the best way to harvest seeds, and also to browse through some wildflower seed catalogs and have a look at the staggering prices.

43. An entrepreneur in Milwaukee has come up with an ingenious business idea. I don't think anyone's doing it. You can create "warranty packages" to sell to service companies or tradesmen, like plumbers, electricians, etc. and here's how it works. Say a plumber goes to a house and does his thing. Now, as an "upsell", he can say something like this. "We're offering this Worry-Free Plumbing Warranty that you might be interested in. For just \$99 a year, we'll come out and fix anything that goes wrong with your plumbing for the entire year. If your sink clogs up or your pipes burst or your faucet leaks... all you have to do is call this number and someone will come out and fix it." Lots of people will buy this, even though most homeowners will never need a plumber during that year period. So virtually all of this will be profit for the plumbing company. If you can show them how much extra money they'll make, all you have to do is create the contracts, the certificates, the sales literature to give to customers, the operations manual for information on running the warranty, etc., you could sell this as a turn-key program to ALL KINDS of service companies, for \$1,000 each or more.

44. Do your friends compliment you on your stylish outfits? Are people always telling you how wonderful you look? Do you always know just what to wear for any occasion? If the answer is "Yes", then you may be perfect for a career as a personal clothing consultant. Busy career executives need to look good and exude a powerful and confident presence. The wrong colors, materials or style can seriously hamper their advancement to the upper echelons of management. People are not born with style. Executives do not have the time or expertise to shop for the "right" clothes and do not know the colors that suits them or their positions. If you like working with people and like shopping and have that certain sense of style, then create a flyer and put it up in any business park or deli where office people go for lunch. You could create a money-making business that REALLY suits your style! Executives who would be interested in such a service would happily pay \$100 for a few hours of your expertise.

45. Publish a recipe book of dog treats. Dog-related products and services can be very profitable. Pet shops and other dog suppliers are chock-full of foods, toys, bedding, grooming supplies and treats! However, treats can be full of additives, chemicals, and fat and are expensive for the quantities the packages contain. A recipe book of homemade goodies could range from liver brownies to wholewheat cheese and garlic biscuits. All the recipes should contain items

already found in people's kitchens (or can be purchased very inexpensively.) You can find all kinds of recipes like

this on the internet, and of course, you can invent your own. Make sure the recipes are healthy and be sure to make each recipe for large quantities that can be frozen. You should be able to sell thousands of copies of this book for \$14.95 each.

46. If you've searched for a house or apartment online (which is the way most people do it nowa-days), you have undoubtedly found that many listings are out of date, having been sold or rented weeks, or even months ago. Unfortunately, you don't find this out until you've contacted the real estate office to make an appointment, only to learn that the listing should have been removed ages ago. While the large sites have the resources to keep their sites current, small real estate offices generally don't have the time or resources to keep their listings extremely up to date. If you know anything about HTML, offer to update these listings for small real estate offices in your area. You could offer to contact them on a pre-arranged basis to receive the details for new listings and which ones are already under contract.

47. In older neighborhoods, there are a lot of tall trees lining the streets. Every time they have a storm with high winds, there are always tree limbs, some of them pretty large, littering the lawns. Somebody has to clean up this mess. The city won't do it, and it's too strenuous a job for the elderly residents. Here, then, is an opportunity for anyone with a little time, a truck or a trailer to pull behind the car, and a chainsaw. The going rate around here for cutting up and hauling off storm debris is a minimum of about \$25 for an hour's work, more or less. If you don't do it, these people will have to call a tree trimming service, and they will charge a lot more. After the wind blows next time, it might pay to offer this service around the neighborhood.

48. Computer-aided design (CAD) has revolutionized the way builders, engineers, architects, plumbers, landscape architects, interior designers, fashion designers, and craftspeople of all types visualize and create new ideas. With the large numbers of new CAD software programs available, there is a tremendous need for people who can design with this technology. CAD designers earn an average of about \$25 per hour for developing computer-generated blueprints, designs, and other projects. And all you need is to spend a couple of weeks mastering some "trial" CAD software that you can download free from download.com.

49. We live in an increasingly mobile society. There are many expats living in different countries all over the world. They often miss having some of their favorite foods and beverages from home and find it difficult to obtain them. Help soothe food cravings and wet the whistles of those who long for a taste of home. Open a foreign foods shop. Stock a selection of popular or unusual foods and drinks from a particular country or countries. Extend your shop to mail order and include a website for even greater reach.

50. During the Summer months, you can have a nice little side business (particularly in the South) ridding areas of mosquitos. There are quite a few insecticides that can be bought in bulk and are effective in treating breeding ground. (I've heard of people even using diesel fuel, but that's not very environmentally friendly!) Homeowners and small estate owners would happily pay \$25 to \$50 to have their property sprayed for mosquitos. And I don't see why you couldn't get 4 or 5 customers a day.

51. Here's a weird idea, but it might just work: Rent-a-Pet. Potential customers would be people who are thinking of getting a pet but aren't sure. For those considering buying a certain type of pet, say a hamster, you would rent the animal on a weekly basis, complete with cage, food, bedding and accessories. Charge by the week and provide the renters with care instructions. At the end of the week, they either give the pet back, rent it for another week or buy it from you for an agreed upon price. This is particularly effective because once people grow attached to a pet, it would be virtually impossible to give it back! I told you this is a weird idea, but it might work!

52. Air ducts from heat pumps and air conditioners can become quite dusty, and that's one of the main sources of dust in a modern home. There are people making quite a good living by cleaning people's air ducts, but most of these cleaners passively wait for the proactive customer to contact them. By going door to door instead, and explaining why homeowners should consider this service, you should be able to generate quite a few sales every day. All you need is a powerful shop-type vacuum and a REALLY long hose. You may also need a long extension cord so that you can plug the vacuum into the homeowner's electrical outlet. This service generally costs in the \$75 range, but a door-to-door operative could make very brisk sales by reducing this price by half. Again, your costs are nothing.

53. Every fall and spring, homeowners are faced with the unpleasant task of cleaning their gutters of fallen leaves, maple tree "helicopters", branch fragments, etc. and will HAPPILY pay someone a few dollars to do it for them. This is the ultimate door to door business. There's not a single homeowner in my neighborhood who wouldn't gladly pay \$20 to have his gutter cleaned out. All you need is a ladder and pair of dishwashing gloves. Just scrape your hand inside the gutter and empty the contents into a trashbag. (Or you can let it fall to the ground and clean it up later.) You can easily do 10 houses a day for a total profit of \$200 per day! Just walk through the neighborhood and look for houses that have trees very near the roof.

54. If you live in an area where walnut trees are abundant, you've undoubtedly seen signs at various places in the Fall saying "We buy walnuts". These people usually have a dehusking machine that removes the outer green layer of the walnut and the weight of this dehusked walnut is how they determine your payment. They typically pay about about \$40 per hundred pounds. A pickup truck full of walnuts will yield about 500 pounds after dehusking, making it worth about \$200. If you know where a few walnut trees are, you can pick up a truckload in an afternoon. Interestingly, these walnuts are used NOT for eating, but the shells are ground into small chunks for use in sand-blasting machines!

55. During the summer, everyone likes to grill out on the barbeque. And nothing gives meat a more distinct flavor than smoking it over hickory. This is more popular in some places than others, just as using mesquite is more popular in Texas. In grocery stores and gas stations, you can occasionally find bags of hickory chunks for this purpose, and they usually cost about \$3-\$5 a bag. Considering that one hickory tree will yield about 10,000 of these small bags, there's quite a bit of profit potential for anyone with a chainsaw. I know a man who puts 4 or 5 small chunks of hickory into a plastic bag and takes it around to various convenience stores on consignment. Every time they sell a bag for \$3.95, he keeps \$2 and the store keeps \$1.95. During the summer months, he says he sells about 1,000 bags. That's not a fortune, by any means, but his costs are so minimal, it's virtually all profit.

56. If you visit any construction site, you'll see a mountain of unused 2x4s, plywood, etc. Usually, the contractor just burns this. But if you can successfully retrieve this material, there's usually more than enough to build 3 or 4 really nice doghouses. A nice handmade wooden doghouse sells for at least \$75 each, and you can find plans for building them at any public library.

57. Hunters, don't throw away those squirrel tails. They are worth some money. Fishing lure and fly manufacturers have to get their squirrel-tail hair, deer-tail hair, and pheasant feathers from somewhere. And much of it, especially squirrel-tail hair, they buy from regular folks like you and me. Mepps, maker of the world-famous Mepps spinners, will pay you 26 cents for every squirrel tail you send them, depending of course on quality. If you're much of a squirrel hunter at all, that means a lot of squirrel tails times 26 cents during the season, and you can probably collect more tails from your hunting buddies. In addition to squirrel tails, makers of fly-tying supplies will often buy cured deer tails. I noticed that one company sells them for \$2.95 each, so it might be worthwhile to check this out. Here, then, is a way to make a little extra cash while recycling what would otherwise be wasted. (For information on the Mepps squirrel-tail recycling program, you can write Mepps, Dept. SQOO, 626 Center Street, Antigo, Wisconsin 54409-2496 or call 800- 713-3474.)

58. At the Kentucky Derby last year, a band of teenagers had discovered a really interesting way of making money. They arrived at the Churchill Downs parking lot very early on Derby Day and parked their ratty old beat-up cars in the best parking places. Then, as parking gradually became more crowded and people began parking further and further away, their comrades approached individuals in expensive cars and asked if they'd like to park right next to the track. The charge?

\$50. That may sound expensive, but parking in someone's yard 10 blocks away costs \$15 on Derby Day, so it's definitely not outrageous. And that's obviously true, since they sold ALL of their "reserved" spaces in about an hour.

59. Pet lovers face a unique dilemma when going on vacation... what to do with their pet? If the pet can't go along, they either select a kennel from the Yellow Pages or ask their families, friends or neighbors to watch the pet. Neither of these solutions is satisfactory. What is needed is a place to board your pet where you know it will receive love and attention, and actually have fun, while you're gone. I know a lady who has set herself apart from other dog kennels in the area by building a reputation for giving her boarders a truly fun and happy experience. Dogs get to run around on her farm and play, and she plays with them for hours and hours every day. They also get their regular food, and live according to their regular schedule. Vacationers are willing to pay a little more to board their animals here since their dogs are essentially getting a vacation too. This makes vacationers feel a lot less guilty about leaving their pets behind. If you offer a similar service, you could expect to earn at least \$25 per pet per day, and since the owner supplies the food, there are very few expenses involved.

60. After the Oscars or any high-profile fashion-related event, people talk about what the stars were wearing for days. There's a seamstress in California who uses this to her advantage. She videotapes these shows and then creates her own duplicate copies of these haute couture fashions. With a simple sewing machine and some generic patterns, she can accurately reproduce these garments in just a day or two. And instead of buyers having to pay \$10,000 for the original,

they can

have an exact copy of what Madonna or Sharon Stone was wearing for about \$200. Obviously, this takes some sewing skill, but if you have a sewing machine, it might be worth considering.

61. At many gas stations, you are entitled to a free car wash if you buy 15 gallons of gas or more. Interestingly, very few people know this or use this. But I've heard of people approaching those who DO buy enough to qualify for a free car wash and asking them if they can have their car wash coupon. Very often, the gas buyer will oblige, and the recipient of the coupon now has a product he can sell for \$1 each to anyone needing a car wash.

62. Every golfer in the world will happily pay you 50 cents for a golf ball in new condition, and 25 cents for a golf ball in less-than-new condition. And if you can gain access to areas just outside a golf course, you can sometimes pick these up by the hundreds! You can then approach golfers in the parking lot, as they're unloading their golf bags and offer to sell them. Better still, reach an agreement with the golf course itself to allow you to roam the golf course after hours and pick up lost balls (or even dive for them in the ponds), and split the profits with them. That way, they can sell these balls in great quantities inside the pro shop.

63. Here's a weird one, but you never know! Every fall, peacocks lose their enormous feathers, and sometimes each bird can produce 60 - 70 or more. There are several companies that buy peacock feathers around the world, for about 10 - 15 cents each. That means each bird produces \$6 - \$11 worth of feathers a year! If you had enough property to raise 1,000 of them, that'd be a decent bit of extra money. I told you it was weird.

64. An interesting and potentially profitable business would be detailing small airplanes, the kind that fly out of small-town or country airports, or from the back (general aviation) side of larger airports. Aviation is a highly-regulated and specialized industry, so you'd have to know (or be willing to learn) something about airplanes and the regulations that govern them. But if you're willing to do that, you could find lots of under-served potential customers from among small airplane owners, flying clubs, flight schools, rental fleets and even some larger business operations (though the latter usually have their own crews). Offer a range of services from complete detailing, including washing, waxing, interior cleaning and polishing to simply cleaning the wind- screen and leading edges at the end of the day. A full detail could easily cost up to \$200 or more depending on the size and condition of the plane, while you could make a quick \$25 for cleaning a bit of trash from the floor, straightening up the interior, and wiping off a few bugs.

65. If you're good at organizing and know how to set up and maintain databases, you can set up and run a "work exchange" in your neighborhood. Such exchanges can operate in several ways. The simplest is an even exchange of services by members on an hour for hour (or credit for credit) basis. For example, suppose you have four people register, offering their service and expertise in plumbing, accounting, auto repair and sewing. First, the auto mechanic contacts you because his faucet is dripping. You call the plumber who fixes the pipe and reports that it took him one hour. The plumber has then earned one hour of credit, which you record, while recording a charge of one hour to the mechanic who received the service. So then the plumber needs someone to look over his tax return. You contact the accountant, who takes care of that and reports earnings of one credit, which you record, while charging the plumber whose balance goes back to zero. In the meantime, the seamstress needs someone to install new brake pads on her car, so you contact the

auto mechanic, who does that, but earns three credits, leaving him a balance of two after "paying" the plumber, and he uses another the next day when he requests the services of the seamstress to hem up his new pants, who does that in an hour. Services are not exchanged one on one, but each member both gives and receives services from and to anyone else in the exchange, both earning and spending credits. You profit by administering the exchange. You can either charge a small monthly or annual fee for membership, or set it up so that your services are also part of the exchange for which you too are entitled to use the services of other members.

66. In a home buyers' market, it's essential for the homeowner to do what she can to set her home apart from all the other houses on the market. That's where a home stylist comes in. In the food industry, food stylists arrange food attractively for ad photos. A home stylist does the same thing for houses, arranging existing furniture and knick-knacks to make the home as attractive as possible to prospective buyers. And if the house is vacant, the home stylist can even rent furniture and other accessories to give the home that lived in look experienced real estate agents want. You can easily advertise your services to real estate agencies and in the backs of "For Sale by Owner" and other real estate magazines. If you have a knack for decorating and an eye for design, this can be a fun way to earn \$100 an hour or more.

67. My grandma used to make beautiful handmade braided rugs from scraps of old wool clothing. There's no reason you can't do the same now. Not only do these homemade rugs command a good price, you'll be recycling good fabric in the process, and making a durable product at the same time. Buy up old wool or wool-blend clothes. Good choices would be ladies' skirts or dresses, men's trousers, coats and jackets. You can find them at church rummage sales, neighborhood garage sales, thrift stores and your own attic or garage. Keep in mind that for each rug, the fabric should all be about the same thickness and weight. Cut the cloth into strips about one-and-a-half to two inches wide. Sew the strips together end to end on the bias, or at a 45-degree angle, making a strip several feet long. Don't make the strips too long to begin with, or they will be too cumbersome to handle. You can add to them as you go. To start, knot or sew the ends of three strips together, hang from a nail or chair, and start braiding. You'll need to fold in the raw edges as you go, and there are braiding aids available in craft stores to help with this if you like (but it's not really necessary if your fingers are nimble). Use your imagination. Change colors to create stripes in the rug, or abstract designs, or just let it develop as it will. You'll get the feel of it as you go. Sew the rug together using heavy duty quilting thread and a heavy straight or curved needle, hiding the stitches in the side of the braid, and make it whatever size you desire. Once you (and others) see the result, you'll have as much business as you and your fingers can handle.

68. Rebuilding carburetors is a fairly common job for the do-it-yourself auto or motorcycle mechanic, especially because buying a new carburetor is usually quite a pricy proposition. So many do-it-yourselfers (as well as bona fide mechanics) pay up to \$40-\$50 each for "carburetor rebuild kits", which are usually nothing more than a handful of gaskets and a few screws or "jets". Putting together and selling your own kits is a great way to make a bit of extra profit on the side. Do some research to find out what the easily replaceable components of a particular carburetor are, then find a cheap wholesale source for the parts. (This is not hard to do - just do some research online.) Then you can just package your kits in ziploc bags, making sure they're clearly labeled. This type of guy does NOT care about fancy packaging. If you can sell them a \$40 carb kit for \$25, they don't care what the outside looks like! You can advertise in a variety of places,

including online auction sites, classified ads, bulletin boards and word of mouth. You might also go around to various auto repair shops with a pricelist of what you can offer and for how much.

69. Here's one that's really off the wall but, believe it or not, it's actually being done in a small town somewhere in rural Texas. (Personally I think it's got to be CIA, but the three owners claim they are just regular guys who happen to have military backgrounds - one is actually a high school geography teacher in the town). In any case, there can't be a lot of competition. What you do is buy old Czechoslovakian-made airplanes called LET-410's from Eastern European countries, where they are available in good numbers at relatively cheap prices. These are sturdy, workhorse-type, high-wing, twin-engine aircraft, similar in overall size to perhaps a Beech King Air. Bring them over here and completely strip and refurbish them. Begin with replacing the instruments and avionics (the faces of which are printed in Cyrillic). The engines will probably be pretty worn out, but unlike American engines, these're usually cheaper to replace than repair. And since they're fairly easy to get hold of, so go ahead and replace the engines. Then, on spec or to order, outfit the rest of the aircraft for law enforcement, surveillance, and/or intelligence gathering work. For example, add FLIR pods to the front and/or sides, include searchlights and various radars, computer consoles (the aircraft can accommodate four to six computers along the side), night vision capability, etc. The customers for this business would be law enforcement and military, including foreign armies, navies and secret police. Hire ex-military and law-enforcement personnel (including pilots) for instructors and offer training in the aircraft and on the various systems to back up the sale. The profits would be enormous.

70. Open a "New Age" or "Digital" hotel (perhaps the first in a franchise chain!) catering to cutting edge technophiles. Offer the ultimate in digital comfort, including mechanized, motorized furniture (a modern uptake on the old vibrating bed), multi-position massaging beds, vibrating recliners, remote controlled chairs on wheels, etc. Offer broadband internet connections including large, flat, wall-mounted monitors, wireless keyboards and other controllers for chatting, browsing, emailing in bed. Have a surround-sound DVD theater system with remote and wide choice of entertainment options. Have a voice activated intercom for ordering room service, which might even be delivered by robot! Go the whole nine yards with in-room jacuzzis, voice controlled coffee pots & lights, etc! You can also add all sorts of technotoys like air ionizers, biofeedback machines, light and sound machines, and whatever other technological comforts you can come up with, for a totally out-of-this-world experience. In the right place, like New York City or Silicon Valley, this would do very well, and you'd probably get all kinds of free publicity!

71. With the increasing delays attending air travel, and little expectation for change any time soon, the inevitable airport waits are becoming ever more difficult and frustrating for travelers. Airlines are also feeling the pinch as more and more people opt out of air travel altogether, in favor of the family car or a bus or train. Address this by setting up a fun place to wait in airports as a business (perhaps a chain of businesses in the busiest airports). Charge by the hour or half-hour and require a large deposit or hold a drivers license for security. Have computer stations where people can surf the net, do their email, play games... the basics of any internet cafe. But add to it. Have plenty of comfortable places to sit, including recliners, couches and soft "hang-over-it" stools and bean-bags. Include CD players, video games and TV/VCR/DVDs w/headphones. Don't stop with technology. Great as it is, there are still plenty of low-tech amusements that will keep waiting travelers happily occupied, like board games, decks of cards, magazines and other reading material. And

remember the kids. What makes waiting so hard for families is the difficulty of amusing the kids! Lego tables with lots of Legos, blocks, coloring supplies, bead-on-wire toys. It's a long list. And if you can convince airport management that your business will help increase traffic both to flights and other businesses, you might even be able to negotiate a discount on the otherwise high-altitude rent.

72. Almost every state has an agency in charge of unclaimed money, and it's usually part of the state's treasury department. If you've never investigated this, it can be quite amazing how much unclaimed money there is in the world. I looked myself up on a couple of unclaimed money web-sites and found that I was owed \$65 from a deposit I made with an electric company 20 years ago. That's a pretty small sum, but there are people who are literally owed hundreds of thousands of dollars (usually from abandoned or unknown bank accounts). I propose that you find these people and tell them that they're owed this money... in exchange for a 1/3 commission. These states do not actively seek out these people, so some of them will never know that they're owed money unless you find them and tell them. And by providing this service, you can reap some pretty significant commissions yourself. First, design a simple contract and have your lawyer review it. You want to make sure that you get your cut when you tell the person about their unknown money. Then, search the records of unclaimed money (you should be able to get this information in a computer printout - directly from your state government) and find the people who are owed the most money. Next, find them. You can use switchboard.com or other online people-finders. Once you find them, tell them that they're owed some money, but they have to agree in writing to give you a "finder's fee" for providing them with the details. If they agree, you get your cut. If they don't, you just move on. I've heard there are people earning \$5,000 a day using this approach. I can't promise you'll make that kind of money, but the principle is absolutely sound.

73. We live in security conscious times, and most neighborhoods would appreciate having a dedicated security patrol. You could approach homeowners in some of the nicer neighborhoods in your area and ask if they'd be interested in a personal nightly security patrol for just \$19.95 a month. Many people will take you up on your offer, and you will eventually have 250 homes as part of your patrol network. That's nearly \$5,000 a month and you've got your entire day free. Also, your only real expense is a few gallons of gasoline.

74. I'm sure you've seen the iconic image of the boy selling newspapers ON the street, shouting "Extra Extra". That still works, of course, but here's an interesting twist that I noticed in Hazard, Kentucky. People there actually sell newspapers IN the street. On newspaper day (Thursday), out-of-work coal miners work their way through the cars that are stopped at intersections and traffic lights. People are so accustomed to this practice, they roll down their window, hand the men 50 cents, and are given a paper. The whole process takes 5 seconds. These paper sellers are able to buy papers in quantity at a reduced rate, and roughly double their money on every sell. I don't see why this wouldn't work EVERY day in areas where you can access a lot of people. In fact, when I told this idea to one boy, he decided to stand outside of a large church in town, and sell Sunday newspapers (which average \$1-\$2) to the congregation as they exited.

75. Local political candidates typically do not raise a lot of money, so they can't afford a typical election poll, which can cost tens of thousands of dollars. But the act of polling people is actually free. You just knock on people's doors or call them on the phone and ask them questions and

record their answers. If you're looking for a way of making some money without any starting capital, you can do a door-to-door canvas and ask likely voters who they're going to vote for in all the local races. You don't have to ask everybody, of course. If you talked to a few hundred people, that would be enough. Then you can approach EVERY local candidate with the same proposition... "Last week, my company conducted a door to door poll and asked 465 likely voters who they plan to vote for in the race for County Judge Executive (or whatever). I will sell you the results of this poll for \$250, complete with a neighborhood by neighborhood breakdown, and with results separated by gender, race and party affiliation." You can make the same deal with EVERY local candidate, rec crunching the data for the specific office they're seeking, possibly resulting in several thousand dollars in sales for the exact same poll.

76. If you live in an area where there are lots of "stylish" people - LA, Manhattan, Miami, etc. - you might consider being a freelance "style scout". Womens magazines and clothing manufacturers are always on the lookout for the newest, upcoming trends. If you develop a reputation for being on top of emerging developments, you can earn \$1,000 a photograph or more. Remember, they need you as much as you need them. But to get your foot in the door, you'll probably have to send them material "on spec". Once they see you've got a good "eye" for fashion trends and are professional, you might be able to create a permanent gig doing this.

77. Human nature being what it is, there's nothing like exclusivity to make people want to join something! If you can create an organization that is ONLY open to people with certain characteristics, you can create a demand where previously there was none. For example, the "High IQ" society, Mensa requires that members score in the top 2% on their IQ tests. I think that means they have to get a 134 or higher. Well, if you were to start your own "High IQ" society where members have to score in the top "1%", you'd probably get some members. Or, what about organizations where your family had to come from Scotland, or immigrate to your state prior to 1776... or what about a club where you have to demonstrate a net worth of \$1,000,000 or more, or be able to recite the value of PI to the 500th place? And if you charge "dues" to your club, that's basically free money!

78. If you've got a dehydrator, one of the easiest and most profitable things you can make is beef jerky. With some cheap meat, and a little seasoning, you can turn \$5 worth of meat into \$25 worth of jerky. There are tons of recipes for jerky on the internet, including turkey jerky, alligator jerky, rattlesnake jerky, ostrich jerky, wild boar jerky, etc. These more exotic jerkys are probably even more profitable than beef. You can sell these at flea markets, farmers markets, and sometimes directly to local grocery stores.

79. Here's a business model for you. You pay \$1.50 for a blank t-shirt, 50 cents for a heat transfer, put them together and suddenly you have a \$15 product! All you need is a t-shirt heat press, and a batch of popular transfers. By following the hottest trends in popular culture, you can get an idea of what slogans and transfers are selling the best and print only those. And with the invention of inkjet transfer paper you can design your own transfers on your home computer for pennies. At small-town harvest-type festivals, I've seen t-shirt printers have a unique local spin to their shirts and sell hundreds of them! In one particular case, I saw a man at a fleamarket in a town called Shelbyville with a transfer he'd created that had a hillbilly-looking character in a beat up old boat,

and it said, "Shelbyville Yacht Club". He was selling these - at \$15 each - literally as fast as he could print them.

80. When I was a little boy, one of my first capitalist activities was picking up nightcrawler worms and selling them to bait shops for 50 cents a dozen. On Spring and Summer nights, nightcrawlers come to the surface, particularly after there's been a late-afternoon rain. Several of my friends would do this too, but I always found more than them because I learned a little secret. Instead of trying to find nightcrawlers on the ground with a flashlight, all I had to do was go to the local tennis courts and pick them up by the hundreds! Oddly, after 30 years, nightcrawlers are still being bought by bait stores for 50 cents a dozen.

81. Here's a cool invention you can sell to retail store owners. First, there's a button placed outside the store - accessible from the street - that, when pushed, causes something interesting to happen inside the store. Maybe the store lights up, or you get a small laser show or some animated toy springs into action. Maybe a video camera is placed near the button and when you push it, your face appears on dozens of televisions inside the store. You get the idea - the button causes something cool to happen!! Now, anytime someone walks down the street, particularly with people who don't know about the "gimmick", the first thing they're going to do is walk over to this store and push the magic button. Any fool can see that this would be a great attraction to get people accustomed to visiting their store, and store owners will probably pay \$1,000 or more for your little invention. And just about every retail store in the country is a potential customer.

82. Put together and hold seminars on erudite topics for aging, but still intelligent and interested, baby-boomers... Understanding the Israeli-Palestinian Conflict, Quantum Mechanics for the Non-scientist, World Politics and Conspiracy Theory, Environmentalism as a Religion, East vs. West in Health Care, Black Holes and the Amateur Astronomer... the list is endless. To be sure, these topics, or similar ones can probably be found at your local universities. The difference is, you showcase and market them for laymen, including such niceties as plenty of audiovisual enhancements, beautiful and comfortable surroundings (convention centers, upscale hotel conference rooms, etc.), attractive and delicious meals, and a variety of professional classroom AND take-home materials. It shouldn't be for brainiacs only - you should strive for a sort of highbrow "date night" atmosphere, and price accordingly. Well-educated couples love this sort of stuff.

83. Christmas hosts so many delights and traditions, we rarely have the time to make or bake all the items on our wish list. You can make money appealing to those holiday "warm and fuzzies" with two items that are impulse buys -- mistletoe for the hallway and a cheerful welcome wreath on the front door. Supermarkets rarely carry real mistletoe for fear someone might be sickened by the berries. Also, there is no mistletoe harvest, per se. Here's how you do it! Get some old pillow cases or other porous bags. Rig a hook or clothes hanger to a long pole. Now pull on your hiking boots and head for your favorite woods, especially those with oaks. Mistletoe grows in clumps large enough to make 20 arrangements. Your local crafts store has ribbons and other decorations for completing the pieces. Spray each completed arrangement with hair spray or adhesive to keep the leaves in place. On Thanksgiving weekend, when most people start thinking about Christmas decorations and when everyone is home, go door to door. Price them around \$3.95 to 4.95, depending on the neighborhood -- remember, this is an impulse buy and you are hitting them at the optimum family moment. Sell two for \$7.50. Ask if they have a Christmas wreath for the door.

Bring one with you to show your work and take the orders. All the materials are at the craft store. For some people, especially seniors who no longer decorate, your door wreath may be the only Christmas cheer on the house. If you are uncomfortable with door to door, ask the local supermarket if you can set up a table. Your presence helps them sell their own Christmas goodies.

84. Here's another idea for something you can sell to store owners - customized "play money." By giving out "play money" (in increments of 25-cents or so) to kids, and making it just as spend-able as real money, that will be a lure to bring them back to the store with their parents. Their parents are then likely to make real purchases while there. You can sell stacks of this custom "play money" to all sorts of retailers, and your cost to create it is negligible. Just make up a nice-looking sample, with an information brochure, and then show it around and take orders.

85. If you are handy with a sewing machine and live near a marina, you can make money sewing for boaters. The material used is usually canvas or a lighter material called "Sunbrella" which can be sewn on any household machine. Sailboats need sail covers and powerboats usually need window covers and sunshades. All styles of boats often use hatch covers (squares), or fender covers (simple cylinders) and many boats need seat cushions covered. This is very simple, straightforward sewing. Most marinas have bulletin boards where you can advertise your services with flyers or cards and once you have completed some work, word-of-mouth will get you even more work! Boaters are a close community and gladly pass along information about good workers. The boat owner will pay for the material and, if the job is large, will pay part of the fee when the job is half finished and the balance upon delivery of the work.

86. Have you ever wanted to drive a Mercedes, or maybe a Corvette? You can make money delivering cars to auction sites! Auto brokers need drivers to ferry cars to their selling location. Usually, a broker works with a particular auction site and delivers cars one or two days a week. Your job is to pick up the car and drive it to the auction location, usually less than 50 miles away. Once you arrive, the auto broker will take you back to the starting location to pick up another car. The broker will pay you at the end of the day, usually about \$25 "per car delivered." You can call the auto brokers in your local Yellow Pages to see if they use and/or need this type of service.

87. If you are a SCUBA diver, you can earn money while diving. Many boat owners will pay to have the bottom of their boats cleaned every 3-6 months so, once you are established, this can be a regular source of income. Most marinas have bulletin boards where you can advertise your services. Once you have done some work, word-of-mouth will get you more. The cleaning usually involves brushing the bottoms clean of growth and replacing zincs. Zincs are "sacrificial anodes" that protect the boat from galvanic corrosion. The zinc anodes can be attached to hulls, propeller shafts, rudders, and trim tabs and must be replaced periodically. This is particularly true in salt water. Typically, you would charge on a per foot basis for the length of the boat. (Anywhere from \$1 on up is charged) and, in addition, you would charge for the zincs you supply and their attachment. It's possible to make \$200 - \$300 a day with a service like this in busy marinas. Most of this work is paid upon completion, but you could bill regular clients.

88. There's a category of stocks that tends to trade in narrow price ranges or "channels". In other words, the price VERY RARELY goes about a certain price and VERY RARELY goes

below a certain price. You can find more about this, and even get a list of them on the web by searching for

"channel stocks" in your favorite search engine. Here's how you make money with these. You wait until the stock reaches its traditional bottom (called the "support" level) and then buy it. Or, you wait until the stock reaches its traditional top (called the "resistance level"), and sell short. If the stock is truly a channel stock, it will reverse course once it hits its top or bottom... and you make a profit. It's not foolproof of course, just like everything else in life, but at least you can "paper trade" and try it out before committing real money.

89. This idea was submitted to me by a reader, and I've printed it here verbatim:

"Here's a fairly obvious money-making opportunity that I had overlooked until I entered my first powerlifting meet last month. What I discovered is that every competitor wants photos or videos of his performance. Many of the guys bring friends and family with them to take pictures, but many more are there by themselves. And they will pay more than you think for photos and videos of their lifts. In our group, my wife did the video taping and two other people did the still camera work. My wife was offered \$10.00, by several people, for video tapes of the event. (You can get a pack of 10 blank tapes at Wal-Mart for about \$9.00, which means a pretty hefty markup.) And one of our cameramen made \$150.00 dollars that day... without even trying! Three lifters approached him about taking pictures of their lifts, they agreed on a price, and it was done. If you enjoy sport- ing events and have some photography skills or a steady hand with the camcorder, you might con- sider this opportunity. Keep in mind, too, that any sporting event with the focus on the individual athlete has this potential: rodeo, wrestling, amateur boxing, tennis, track, motocross, and just about any other sport you can think of. Check it out!"

90. Have you ever gone through a construction site soon after the plumbers have been there, either just before the framing begins or right after the fixtures have been set? If you have, then you've seen all the discarded bits of copper tubing and fittings lying around. The plumbers are hurrying to get the job finished, and it just isn't cost-effective for them to pick up the pieces of cut-off cop- per tubing and the copper fittings accidentally dropped or cast aside. But it could pay you. These discards can be picked up and sold at recycling centers. Right now, the price for copper is hover- ing around 38 to 48 cents per pound, and it has gone much higher. An evening stroll through a construction site could easily yield a few pounds of copper. A few evenings of this, and you've got several dollars' worth of copper. You should probably try to get the construction superintendent's permission first, but that's usually no problem. They are glad to get someone to do part of the clean up for "free."

91. If you own a four-wheel-drive truck, here's a wintertime money-making opportunity. When the roads get icy, particularly in regions where there isn't enough winter for residents to really master bad-weather driving, a lot of people wind up in the ditch. And they are usually willing to pay someone to pull them out - especially when it is quicker and cheaper than using a wrecker ser- vice. Just by cruising the less-traveled roads in your area during these icy or snowy periods, you can pick up quite a few dollars in an evening. All you need is your truck and a good length of log chain with stout hooks on each end, and you're in business. People will gladly pay you \$10-\$20 to help them on their way. They don't have to wait for a wrecker, and \$20 is much cheaper than the standard minimum wrecker charge of \$70. So next time the weatherman calls for snow and sleet, throw a chain in the back of your truck and take off. You'll be providing a valuable service and earning a little cash.

92. There are kids that occasionally sell coupons outside of local grocery stores, and sometimes you can get some pretty good deals that way. I don't think they make a lot of money, but I wanted to add it here for the sake of completeness. Many grocery stores have instant couponing machines that print out coupons at the checkout. For example, if you buy some Ivory dishwashing liquid, you may get a coupon that offers you a free bottle of Dawn dishwashing liquid. Usually these go unused, so once a boy can grab a few of these unused "freebie" coupons, he can sell a handful of them for \$5 or so. The Holy Grail of these instant coupons is the "\$1 Off on Any Grocery Purchase" coupon. A bundle of 10 of these will easily sell for \$6 - \$7 or more.

93. Ebay has become the world's biggest yard sale, but most people in America still do not have internet access, and thus, still cannot take advantage of this network of buyers and sellers. Two years ago, a man made me an offer to put his Indian artifact collection on Ebay in exchange for 25% of the proceeds. I was too busy to do it at the time, but his collection was easily worth \$30,000, so I could have netted \$7,500 in about 2 weeks if I'd had more time. But since then I've been thinking about that as a viable business. You could make it known that you will sell things for people on the internet in exchange for 25% commission. I think you'll be surprised what kind of items people will approach you with. Those of us who are computer literate and use the internet without even thinking about it, sometimes find it hard to believe there are regular people who have never been online. But that's true, particularly among the elderly, and I don't see why this couldn't be a very profitable sideline. I've heard of people being approached to sell everything from 6 Honus Wagner cards (worth \$100,000 each) to an original Picasso. But whatever people ask you to sell, 25% of something is always better than 100% of nothing!

94. While it's nice to make money in a lump sum, money-making ideas that generate cash month after month are sometimes just as nice. And one of the easiest ways of getting people to send you a monthly check is to offer them a monitored burglar alarm system. Here's how they work: You install a main panel in their home, with various components like Passive Infra-Red motion detectors, window-break detectors, magnetic door sensors, etc. The whole unit costs about \$75 whole-sale. It is connected to the telephone line so that once armed, it will seize the line and call a central monitoring station if the alarm is tripped. By installing the system, you get about \$150 up front, but the real money comes in the monthly monitoring fee, which is usually \$19.95 a month. By being your own central station, you can monitor hundreds of alarms yourself (or pay someone to do it), and keep the \$19.95 per month multiplied by how many alarm systems you install. When the alarms are tripped, the first action is generally to call the residence and make sure it wasn't an accident. If no one picks up the phone, you call 911 and the police take it from there. You'll need some data logging equipment to monitor all these alarms, but you can get that on the used market for just a few hundred dollars. I know people who have gotten rich doing this.

95. Regardless of where you live in the US, there were probably some prehistoric and Native American settlements nearby, and that means lots of Indian artifacts and arrowheads scattered around. These are highly collectible and can fetch hundreds of dollars each. In central Kentucky, after a good rain, you can walk in plowed fields and pick up valuable arrowheads. But regardless of where you live, here's how to find the best arrowhead-hunting locations. Go to the website for the National Register of Historic Places. (I don't want to give the URL since it may have changed since this was written. Just look it up on Yahoo!) By entering your state and your county, you will see a list of identified prehistoric sites in your area, which you can identify on a

county map. This

will give you a good idea of where to start looking. Please don't do any hunting in designated archaeological sites. This is just to guide you to the general location where arrowheads may be found, so confine your searching to nearby farms where you have the owner's permission.

96. If you live near a beach in a vacation/resort area, you can probably make some decent money by renting metal detectors for beachcombing. Most people are only interested in playing for a few hours, so a rental rate of \$10 for 2 hours or \$15 for 4 hours will probably attract a lot of users. Give them a little plastic scoop to go with it. Good metal detectors can be bought on eBay for \$150, so they'll pay for themselves the first week. After that, everything else is profit.

97. One of the interesting things about the imminent death of Western Civilization is that everybody seems to be aware it's happening, but nobody's doing anything about it. Well, here's your chance to at least slow it down a bit, and make some money while doing so. In almost any city, you will find people who would be interested in taking a course on etiquette. It's one thing to read a dry description of which fork to use when, but it's infinitely more valuable to do it in actual practice. In addition to dining room etiquette, you could teach etiquette as it relates to weddings, business communication, telephone use, etc. Since most of the people who will be interested in this will be fairly well-to-do, a charge of \$195 per person would not be unreasonable. But make sure you truly understand everything yourself before attempting to teach it to others!

98. One of the big secrets in cable television is the government-mandated policy of leased access. Every cable operator in every city is required by law to sell you leased access to one of their cable channels at a predetermined rate. And you're not going to believe how cheap that is! The minimum time you can buy is 30 minutes, but even in large cities, this will be about \$5-\$25. That's for the whole half-hour! When you approach cable operators, they will act like they don't know what you're talking about, or they will try to sell you regular advertising time. But it's the law, and they have to sell it to you, if you persist. Once you burst through the barrier and they finally relent and sell you leased access time, you can then re-sell that time (it's perfectly legal!) in 30 or 60 second time slots to area advertisers at deep discount rates. In other words, you get 30 minutes of air time for say \$25, and then you can sell sixty 30-second ads at \$25 each. Your profit = \$1,475. And you can do that every day!

99. For some reason, drive-through convenience stores have never really caught on in the US. I suppose one reason is because you have to drive up to the window, ask the guy to go get your items, and wait while he collects them. By the time you explain what you want, and correct his inevitable mistakes, you could just go in and get everything yourself. But what about a drive-through "store" that only offers the top 10 items that people buy from convenience stores? Things like milk, bread, cigarettes, batteries, diapers, toilet paper, soft drinks, etc. (You'll need to do your own research to see what the top items are in your area.) With just a handful of choices, you'd cover 75% of all convenience store sales, without having to have the space of a typical store, and without having so many things that there could be some misunderstanding about what's available. And once people realize that they can drive up to your window and get what they need ... while still in their pajamas... you'll quickly become the convenience store of choice for many people.

100. Bushhog is a brand name, but "bush-hogging" has become the generic term for mowing

really tall weeds and grass. If a landowner lets his property go, eventually it becomes impossible to be

mowed with a standard mower. In that case, you need a tractor and a Bushhog. My wife and I have a farm, and when we bought it, the weeds were so tall, we had to pay \$1,750 to have it mowed. How many lawns would you have to mow to earn that??! Surprisingly, the equipment needed isn't much more expensive than a regular mowing business. I have my own setup now, and here's what it cost: \$2,700 for the tractor (1969 International 140) and \$800 for the mower (Woods brand pull- behind). My total investment was \$3,500, which paid for itself the first two times I used it. There is a huge demand for contract bushhogging, particularly in rural and agricultural areas, and with a relatively painless investment of \$3,500, you could easily earn \$1,000 a week by offering that ser- vice.

101. If you've got or can acquire some land that's not particularly useful for any other purpose, one way of making it profitable is to create a pet cemetery. You can sell "plots" 2 feet wide by 4 feet long for \$50. The pet owners do the work in digging the "grave". And you can even have a lucrative sideline in selling pet headstones. One acre of land will yield over 5,000 such plots, mak- ing that "worthless" acre potentially worth over \$250,000.

102. Whenever you find out that a movie is being made in your area, you can find out exactly where by going to your state's "Film Office". Once you know the exactly location, you can proba- bly go there and find lots of "props" that can be had for the asking. And there's a HUGE market for movie props in collector circles, even on eBay. And since you absolutely know where the prop came from, you can issue a "Certificate of Authenticity" verifying that fact.

103. If you know anyone who works for a company that offers stock options, but who cannot afford to pay for them ... and you know someone else with a little disposable income ... you can put them together, be the go-between, broker the deal and take a profit for the legwork. The only caveat: the SEC will jump on you (assuming they find out?) if you accept any STOCK shares as part of your payment. This comes under the heading of "arbitrage without a broker's license" since you are profiting from the results of the fluctuations in stock trade price, rather than from direct fixed dollars. (However, if you are careful, both in who you deal with and who you tell about it, this can be pretty lucrative!)

104. Got a friend or acquaintance in the real estate business? Offer to drive around neighborhoods within their area of interest and take down locations and numbers for any "For Sale By Owner" signs you see on area homes. If the real estate person then gets any action or listings out of the deal, they will probably cut you a "finder's fee" ... \$50, \$100, maybe more, depending on the prop- erty involved.

105. If you live in an area where hunting and fishing are popular, you can help people preserve their catch. For about \$100, you can purchase a backyard smoker and make it available to area fishermen to turn that salmon or trout into a gourmet treat. Local hunters can take home venison jerky. Advertise your services through bait shops, sporting goods stores, local motels, even infor- mation centers. You can charge \$2 or \$3 per pound, and give clients a choice of wood (mesquite, apple, cherry, etc.). Since many of your customers may be from out of town, you could also offer packaging and shipping - for a fee, of course. You could even offer to purchase surplus game and sell specialty smoked meats out of your home.

106. Ah, summer time! Community parades, concerts in the park... and don't forget the ubiquitous softball games. The next time you attend some outdoor concert, softball game, or parade, look around and notice how many people are sitting on the grass or curb or standing for long periods of time. Wouldn't you all be more comfortable in a chair? What if you could pick up folding chairs on clearance for maybe \$3 to \$5 apiece, load them into the back of a truck and rent them for \$2 or

\$3 plus a \$5 deposit? It wouldn't take too many events for you to make back your initial investment, and from then on you'd be making pure profit. And enjoying your summer at the same time!

107. Here's a sneaky idea sent to me by a college student, and I'm printing it verbatim: "Music, movie and book clubs are trying harder than ever to make membership in their clubs more attractive. They provide introductory offers that allow customers to get several items for the price of only one or two cents, plus shipping and handling. In the end, the overall cost usually comes to less than half (sometimes less than a quarter) of what you would have spent on buying the items regularly. At that rate, you stand to make a profit by getting the introductory offer and then reselling the items to used music/book/movie stores or Web sites. Here's an example involving a music club: first, find a music club that offers albums that are selling well on Amazon.com or Half.com. Sign up for a membership and make the required purchase (let's say one CD costs \$15 and shipping and handling comes to another \$15 for the entire shipment.) Now let's say the introductory offer provides a total of 10 CDs (some offer 12, but we'll be conservative.) That's 10 CDs for \$30 dollars. Because those CDs are brand new (still in the wrapper, no less), you can sell them on an on-line site like Half.com for perhaps \$13-15 each (check the going prices for each CD.) Do the math and you've made a profit of close to \$100. In some cases, after you're a member in the club, you can also get free items for signing up a friend. Sign yourself back up under a different name (use your middle name or an initial, for example) and get the introductory offer plus the free items for signing up a "friend". Membership really does have its privileges."

108. Here's another sneaky idea sent to me by a student. The idea is printed verbatim: "This is a good idea for students for several reasons: it makes money, improves grades, and teaches about how to sell information. It's most effective if done early on in the class semester. Here's how it works: figure out who the best and worst students in the class are. Go to the best students and volunteer to type up their notes from each class for a small fee. Explain that it will save them time by having neat notes and that they'll have the notes back within a couple of days. If they don't go for it, try to just borrow them or, if necessary, make the opposite offer of paying them for the notes. Here's why: go to the worst (or laziest) students in the class and tell them they can purchase a superb set of class notes for a small fee. The good notes are already typed up. And don't worry about being able to type well or being proficient with a word processor - hire a friend with good typing skills who will do the job for cheap. To take this further, go campus-wide as a broker of notes and gather the best notes available from all the required classes, then distribute a list of your wares, putting the word out that the notes are available for a small price."

109. Hopefully you will make a small fortune from one or more of the ideas in this book. So you need to plan on how your hard-earned cash will work for YOU... while having some fun. Go out and order a brand new red Ferrari, and a year later order another one. When you collect the first one, order another one and so on. Ferraris are in great demand and you often have to wait up

to two years before you can get behind the wheel. But those who can afford a new Ferrari want it immediately and are willing to pay extra to fulfill their dreams, often as much as a 10% premium,

which translates to \$40,000 or more in your pocket for the higher-end models. Just make sure it's red! You can't fail to keep making money, and between buying and selling you get to drive around in the world's ultimate machine!

110. The world is full of babies - and baby clothes. The problem is, babies grow so fast they always need new clothes. But what happens to the ones they grow out of? Most people simply don't know what to do with them. This is why many of the clothes end up in garage sales and charity sales where they languish in crumpled heaps (and in such a state that most proud parents wouldn't dream of buying them for their children). But you could. For a few cents each you could soon acquire a large selection of perfectly good clothes that, with a little loving tender care, could be turned into dollars. You may even know families that would be pleased to have outgrown baby clothes taken off their hands. Take the clothes home, launder them if necessary, press them and individually package them in neat, clear plastic bags. You could even print a simple colorful price tag - selling baby clothes is all about presentation. Then it's a simple matter of finding an outlet... car boot sales or market stalls are ideal. The beauty of this business is, it won't be long before the same clothes are passing through your business for the second and third time!

111. Funerals are difficult enough. Unfortunately, burglars also check out the obituaries every week and when they see, "Funeral at 6 p.m. on Thursday", they think, "What a good time to hit that house!" So the need for a housesitter arises, and many friends of the family will be, of course, at the funeral. You could be the person who helps these families. Develop a small business as a housesitter for funerals. Let funeral homes in your area know that you are available and what your rates are. You may want to leave a small brochure or business cards at their establishments. Your success will depend on your good manners, discretion, and absolute reliability. Someone mourning a wife does not want to have to worry that a thief will be casing his million dollar home during the ceremonies of bereavement.

112. Wedding videographers make about \$500 per wedding, and it's extremely easy to do. There are basically three tricks for making great videos. The first trick is to have a great camera. People who pay \$500 for a videographer expect a little better picture than your typical "Best Buy" camcorder. Sony's VX-1000 or VX-2000 are both professional-quality 3-CCD chip cameras and would be my first choice. You can buy them on eBay for under \$1,000 and the picture quality is truly remarkable. (Spike Lee shot the entire movie "Bamboozled" on an unmodified VX-1000.) The second trick is to use Adobe After Effects or Adobe Premiere to add screen fades, special effects, professional-looking titles, etc. And finally, sound. This is where most would-be videographers drop the ball. Good sound can make or break your production, so a good wireless microphone on all of the major players - bride, groom, clergyman - will work wonders. Your total "starting from scratch" investment, including camera, tripod, software, sound equipment and VCR would be about \$2,000, but you'll earn that back in 2 weekends in the Spring. Everything you really need to know about the business can be learned online, and since weddings almost always occur on the weekend, this is an especially profitable 2nd income.

113. If you've ever moved from one house to another, you know that the single most valuable thing you can have is plenty of cardboard boxes. But it's not easy coming up with a big supply of strong cardboard boxes at the last minute. So there's a pretty good business opportunity here, especially for kids. By making regular trips to grocery stores, liquor stores and "big box" retailers,

you can accumulate an impressive collection of cardboard boxes in a relatively short period of time. Then, you can approach people who are moving and offer them all the boxes they need for \$1 each, or perhaps a flat rate of, say, \$25. How do you find people who are moving? Look in the classifieds for garage sales or yard sales... or even "moving sales". Those are generally pretty good indicators that people are moving. Also, when students get ready to leave home for college, this is another peak time for cardboard box use, and these parents will make good box customers.

114. You've heard of car detailing? What about house detailing? Car detailers get upwards of \$100 to make your car sparkling clean. But how nice would it be to have every nook and cranny of your house cleaned in the same manner? Forget spring cleaning! Anyone can beat a rug with a broom! But I would gladly pay \$100 a room for someone to vacuum my books, buff my floor, wash my windows and polish my furniture and generally make everything look like new. And I think a lot of people would! The actual cost of supplies would be minimal, and it seems like it would be quite profitable. I believe the secret to success would be to emphasize the "detailing" aspect of it, and let customers know that every square inch of a room will be attended to. Obviously you'll want to choose your battles carefully. I've seen some rooms I wouldn't "detail" for a million bucks!

115. The price of inkjet printer cartridges has become ridiculously high. In fact, when my ink cartridges run out, it's a dilemma whether to spring \$39.95 for EACH of the 2 necessary cartridges, or just pay the \$99 for the new printer, which comes with cartridges! That's why the business of inkjet refilling has really grown in the past couple of years. For about \$2 worth of ink, you can refill black cartridges and for about \$3 you can refill color cartridges for people. That allows quite a bit of profit margin, even when you undercut the cost of new cartridges by half! All you need is the ink and special syringe to insert it. All the supplies you need and all the instructions for cartridge refilling can be found online.

116. This may not be legal, but for the sake of completeness, I'm including it anyway. Have you ever noticed that gasoline always seems to be cheaper in some states and more expensive in others? Two years ago, gasoline in Georgia was about 30 cents per gallon cheaper than gasoline in Ohio. I knew a gas station owner who decided to turn a profit from this. He drove down to Georgia, filled up a 5,000 gallon tank with gasoline and transported it to Ohio. The whole trip took him 1 and a half days, but he instantly earned \$1,500 for his trouble.

117. While we're talking about sneaky things, here's one that is kind of funny. In northern states that border Canada, it's not unusual to get Canadian money in change, particularly pennies, nickels and dimes. But since Canadian money is about 10% cheaper than US money, one could conceivably take rolls of change - each containing a few Canadian coins - to a US bank and get full US value for them. Yes, it's a stretch, but people have actually done this!

118. Until I talked to a door to door firewood salesman, I never realized how profitable that business could be. He's got a 20 acre woodlot way out in the country, so his incremental product costs are nil. His only investment is his personal labor. But during the winter, he drives through neighborhoods in Lexington and Louisville and sells all the firewood he can cut. He just looks for smoking chimneys and stops and knocks on the door. He says 1 in 20 houses buy the wood. He sells what I would call a "city cord". It's not really a cord of wood, but he still gets about \$35 for it.

He says he can cut and split 10 "city cords" a day. According to this guy, the best time of the year is in the early Fall, when the idea of a wood fire on a cold night is still a romantic ideal.

119. Ten years ago, there was no such thing as a vinyl siding house in our area. Now, they're everywhere. And while they offered the promise of a maintenance free lifestyle way back then, the reality is that they need to be professionally cleaned from time to time. And the best way to clean them is with a high-pressure spray cleaning system. People who do high-pressure washing of vinyl siding homes get about \$150 per job, yet it only takes about an hour. High-pressure wash-ers can cost over \$1,000 but how many investments pay for themselves the first week? From then on, you can do AT LEAST two jobs a day and earn \$300 with virtually no overhead. In this field, provided you do a good job, you can literally stay booked year-round just by word of mouth.

120. You can buy a 10 year old, great-looking limousine for \$4,000 and then rent it for \$75 an hour almost every weekend. During prom season, New Year's Eve, and for various blacktie events throughout the year, you can even require a 3-hour minimum, meaning at least \$225 in profit per night. By taking and passing your Commercial Driver's License test, you can also be the chauffeur as well, which will probably yield another \$20 or so per night in tips.

121. Good parents are always on the lookout for new, interesting and educational things for their children to do, and when I saw this offer recently, I thought it was a very unique way of making money. At a roadside fruitstand, a man was selling quart jars half full of raw milk taken from a Jersey cow. Attached to the jar was a label with instructions on making your own butter! All you do is let the jar sit quietly for a few hours and let the cream rise to the top. Then you skim off this cream and pour the rest of the milk down the drain. Put the cream back in the jar, and replace the lid. Now, shake the jar vigorously for a few minutes. It will begin to harden. As it does, drain off the milk that forms around the hardening mass. This is buttermilk. Real buttermilk. Keep shaking the jar, and in a couple of minutes, you'll have pure, white, delicious butter. It's a great nostalgic experiment for the kids, and worth every penny at \$5 a jar. Of course, the milk only cost him about 10 cents per half-quart at a local dairy. I've never seen this done anywhere else, but I think it's got a lot of potential for farmer's markets, roadside stands, etc.

122. The Holy Grail of local marketing would be to have the email address of every resident within a given city. Email is essentially free, so anytime a small business had a good offer to tell the local residents about, it could just zip off an email to them. Unfortunately, no such list exists. BUT... if you were to compile such a list, you would literally have hundreds of customers in your city willing to pay you good money for the list. Of course, you don't have to have the email address of everyone. A good list of 10,000 or 20,000 people would be worth several thousand dollars to DOZENS of area businesses. After all, they spend \$300 EVERY NIGHT on television ads trying to reach those people, and they very seldom get the undivided attention of that many viewers! The trick, of course, is compiling the list. You can't possibly get any significant number of emails by door to door canvassing. That's too time consuming. But one way of doing it is to go where the people are (like grocery stores) and have them register for a \$1,000 grocery shopping spree or something. And one of the requirements for entry will be to write down their email address. The cost of the shopping spree would be insignificant to the real value of possessing a list of 20,000 city residents. In fact, you could probably earn \$1 per name just from political campaigners alone.

123. Along some interstates, you can travel 50 or 60 miles between exits, and some of these exits don't have gas stations. On a recent trip through West Virginia, my fuel gauge needle was a quarter inch below "E", and I was absolutely certain that I would run out of gas. I drove for miles and miles and miles, and eventually came to an exit. No gas station. But there was a motel. "Sorry," a local said, "but the nearest gas station is about 12 more miles." If she'd had a gallon of gas to sell me, I would have gladly paid \$10 for it. Unfortunately, she did not, so we both lost out. (I'm not sure how, but in a desperate attempt that simultaneously shook my faith in physics and gave me renewed optimism at the prospect of divine providence, I made it to the next exit.) But my point is that a person could sell 1 gallon milk jugs of gasoline at astronomical prices at these far-flung exits for all the poor saps like me who don't look at their gas gauges enough.

124. With a couple acres of ground, you can plant some very profitable "You-Pick" fruits and veg- etables, like strawberries, raspberries, tomatoes, corn, etc. For those unfamiliar with the concept, a "You Pick" patch is where people come and pick their own items and then pay the owner of the patch based on weight or volume. All of the above-mentioned products are pretty easy to grow and since your "You Pick'ers" do all the harvest work, all you have to do is sit in the shade and col- lect the money.

125. It's hard to motivate employees, especially at companies where people are given just enough break-time to contemplate their dreary lives. But you can make a difference - and some profit - by creating a monthly motivational newsletter that can be reproduced by the company and distributed to employees. As all Human Resources and Personnel Consultants know, a motivated, happy employee is more productive and adherent to the evil will of the collective. And managers like that. If you know a thing or two (or are willing to learn) about workplace psychology, personal improvement, motivation, etc., it shouldn't be too hard to crank out 12 monthly issues intended to uplift and motivate worker drones. And the beauty of this is - you can sell this same newsletter to EVERY COMPANY ON EARTH!

126. Window tint costs just a few dollars a roll, and the supplies needed to apply are it are mini- mal. But you can charge \$100 to tint the windows of a car, and up to \$25 per window in a home. Most people who offer window tinting service passively wait for the customer to contact them, but some proactive promotion, like leaving brochures on people's cars - especially in the summertime

- will usually pull quite a few requests. And if you specialize in home window tinting, a door to door strategy will probably keep you busy all summer.

127. Believe it or not, you can make money with walking sticks! Here's how: Ash trees can be found growing all over the place and the more you cut them the more they grow - it's called coppicing. The branches that are pruned make excellent walking sticks, and the wood can often be gathered for nothing. Do some rubbing down and polishing, and you'll create some very nice, nat- ural-looking canes and walking sticks which usually sell for about \$15 to \$20 (or more). There's a pretty good market to be had if you price yours a little lower, say around \$10. You can approach craft shops, souvenir shops, antique shops, state parks, etc. and offer to sell on consignment. If you stick with, you're bound to walk away with a profit!

128. Most working parents need some form of after-school care for their kids, and typically, schools do not provide this service. Children get out of school at about 3:30 p.m. and could just ride the bus to the after-school care provider's home (providing arrangements are made at the school office for the child to go there on a daily basis). After-school care usually lasts just two hours and the parents pick up the child by 5:30 p.m. Most parents will pay between \$7.00 and \$10.00 per day for this service, or perhaps even more depending on your location and competition (if any). The children are kept busy with one hour of homework time, and one hour of television or board games, so it is "easy money" for 10 hours a week, especially if you take in 10 or 15 children. You may wish to provide care on school holidays as well, since working parents rarely get the same holidays as their children.

129. The wedding was fabulous! The gifts poured in, and the bride and groom are grateful for the generosity of their friends and family. Some old aunt somewhere has told them they should send thank you notes, but beautiful Barbie can't spell kat! Ken thinks note-writing is "womens' work". So YOU are the answer. You are the professional wedding thank-you note writer. Barbie picks out the stationery, and you write the heartfelt thanks. This business will work even better if you put the word out with wedding planners and others in the business. Have a list made up so Barbie's mom (or somebody) can just jot down the gift and the sender when the gift arrives. This way you can actually say, "We so appreciate the crystal candlesticks", rather than the hapless, "Thank you so much for the lovely gift," which most people recognize as "We don't have any idea what you sent us." You should be able to earn at least \$1 each (plus postage) for your thank you notes, which works about to about \$50-\$75 per client.

130. For those who work downtown in metropolitan areas, trying to find a parking spot is a night-mare. If you can afford a few acres on the outskirts of a major city, you can do VERY well with a "park and ride" operation. Here's how it works - you get commuters to pay you \$50/month for parking. Then, at a pre-determined time, everybody gets on your shuttlebus and you take them downtown. You could offer four rides in the morning - 7:30, 8:00, 8:30 and 9:00 and four in the afternoon - 5:00, 5:30, 6:00 and 6:30. So, if you get 100 commuters to go for this, you're making \$5,000 a month and you've got then ENTIRE DAY free!

131. Girls from two to ninety-two enjoy hair fancies. If you are near a campus or a major league sports site, you have an opportunity. Ribbons in the school colors, or "scrunchies" in material that relates to the school or to the team, are coveted items. Girls will think nothing of handing over \$4.00 for a ribbon "fancy" that you made for 50 cents. Parents will proudly festoon their little ones with Oregon Ducks or Baylor Bears hair scrunchies. You just need to find the legitimate venue for the transactions and make sure you aren't infringing on copyright laws of some sort. There are wolverines and then there are Michigan Wolverines. But if you put a regular wolverine on a blue and gold hair ribbon, you are okay as long as it isn't the spitting image of the "official" wolverine. It's even easier if you just go with the school or team colors. Red and white ribbons for hair will sell by the hundreds before a University of Georgia football game, and you don't even have to put a bulldog on them!

132. Although you won't get rich making recordings for the blind, it can be a very satisfying way to help others and earn a little extra spending money. Several organizations can give you information about making these recordings. One organization, Recording for the Blind, will

send you a

packet of information about becoming a reader. Just write to: Recording for the Blind, 20 Roszel Road, Princeton, NJ 08540. You must pass a vocal test, and then you are ready to read in one of their 30+ studios throughout the U.S. You can usually read something that interests you, but you must be able to read a high school or college-level book so that blind students can understand the content presented, as well as the illustrations.

133. A friend gave me this idea. Actually, her 15-year old daughter has this job. She is a dog-pet-ter for the local animal shelter! She gets paid to pet dogs after school and on weekends. All she has to do is go get one dog from the cage at a time, sit down with the dog, and pet it for 15 minutes. The dogs are starved for human contact, and need to be given attention each day so they remain adoptable. Otherwise they will become mean or develop other anti-social characteristics. Ask at your local shelter to see if they pay people to come in and pet their animals. You'll probably only make minimum wage, but if you're an animal lover, it beats flipping burgers!

134. An interesting, and relatively new home business is painting garage floors. Why would anyone want their garage floor painted? Gearheads aren't the only people who appreciate a clean and tidy garage. It looks fabulous when it's done. The whole floor is one uniform color. The floor is sealed, and it becomes much easier to control the dust, which ordinarily finds its way right into your house. Also, it's much easier to clean up messes, and is easier to sweep or hose out. The paint isn't sensitive to heat or cold, and is actually designed to stand up to years of abuse from the homeowner's car rolling in and out and dripping fluids on it. The only things you need to get started in this venture are business cards and a high-quality respirator. A disposable Tyvek "bunny suit" would also be useful. You can market your cleaning and painting service to both homeowners and commercial businesses, charging by the hour or by the square foot. Once the homeowner removes all items from the floor of the garage (the process could be done one stall at a time), it needs to be thoroughly prepped. Getting the grease and oil spots out is essential to getting a good finish. As part of the cleaning process, you can first try using a floor sander, but if the results are unsatisfactory, you may need to use a good industrial-strength degreaser to clean the spots from the floor. Scrub the floor down at least twice with the degreaser, as per the instructions. Then use either hydrochloric acid or muratic acid to etch the surface. These are nasty acids, so be very careful to ventilate the area properly. After that, use baking soda to neutralize the acid, and rinse, rinse, rinse. Industrial paint stores carry the special epoxy paint that will give the best results. Apply two coats as per the instructions, and let it dry one week before driving on it. The paint can be slippery, but adding a little silica sand to the paint before application takes care of this problem. The process is relatively simple, but time-intensive, and it is easy to see why someone would want to hire a professional. You can earn \$250 to \$300 per job doing this.

135. I recently heard about a school PTA buying school supplies in bulk and then selling them pre-packaged to parents (as a fundraiser) There's no reason why you couldn't do this and make a little money yourself. Every elementary school puts out a list of supplies that students need at the beginning of each school year. These lists usually change very little from year to year... however change greatly from grade to grade. You can save parents the headache of running about looking for all the supplies on the list (not to mention the arguments about what's cool and what's not). Figure out roughly how many students your school serves, and multiply by however many spiral notebooks, red pencils, map pencils, folders, washable markers, small scissors, large scissors, etc. each class requires. You could take the guesswork out of this process by pre-selling and

collecting

money for the fall supplies before kids go home for summer vacation. Over the summer, go to an office supply store or Sam's Club, and purchase the items in bulk that you will need to fill the orders. Then all you need is a large space to fill paper or plastic bags with the goodies, being sure to label the bags, one class or grade at a time. Older kids could easily help with this process. Tell parents that the bags will be available for pick-up two weeks (or whatever) before school starts. The best part is the value you are able to offer. The school I heard about was able to charge just \$20 for all of the items on the school supply list, and they still earned a profit. They estimated that those same items at Target, Walmart or Kmart would have cost at least double that amount, probably more. You do the math.

136. This is a nice sideline for a plumber or any person with a contractor's license: installing earthquake-proof shutoff valves in homeowner's gas lines. Gas lines pose a serious risk if damaged during earthquakes, and if you explain that risk to homeowners, it's not difficult to get \$100 or more for about 20 minutes worth of work. Another idea is to act as a subcontractor to general contractors. They can then advertise this service for you, and whenever they have a request for this, they call you. Also, pass out your business card after every job for word-of-mouth advertising. Visit or call the local contractors in your area and leave a business card or advertising flyer. You can also advertise to homeowners in low-cost classified ads in your local newspaper.

137. Every car owner knows, at least in theory, that they should have their car tuned up from time to time. But in today's busy world, the last thing a person wants to do when they have some free time is spend it in the waiting room of a tune-up shop. So here's a great business opportunity! By offering "pick-up and delivery" tune-ups, the car owner doesn't have to do anything but call you. You go and pick up his car at his home or office or job site or factory... and then return the car once it's done. The beauty of this business is that you don't even need a store front! You can do the tune-ups at your own home, with ZERO overhead. Although car owners would expect to pay a premium for this service, you could probably charge the same amount as drive in tune-up shops because of your nonexistent overhead. And if you can, you will have more business than you can handle! At just \$15 profit per tune-up, you should be able to clear at least \$180 per day.

138. In my office building, there's a one-man property appraisal shop that makes over \$300,000 per year. His clients - mostly banks - send him the address of the property, and he goes and appraises it, earning nearly \$1,000 each time. (The banks don't really care what he charges since they just pass this cost on to the lender.) Getting started in the property appraisal business is pretty easy, although most states require that you become licensed or certified. And the business really boils down to going to the Property Valuation Office in the area where the property is, and looking to see how much similar properties sold for recently. That's a generalization, but that's basically the process. Building a client base is like anything else - you've got to start small and build, but this particular appraiser literally has more business than he could do, so here's an idea to get started: approach existing property appraisers in your area and offer to handle any EXCESS business that comes their way, and split the fee with them.

139. There's a brand of hot tubs called "Softub" that is specifically designed to be set up very quickly. So quickly, in fact, that you could start a very profitable business renting hot tubs. You can advertise these quick setup tubs for birthdays, anniversaries, parties, stress management, surprises, holidays, health, and hydrotherapy. There are several models available that support from

to 6 people. They weigh from about 50 to 100 pounds, empty. You'll need a pickup and some cash. Smaller models (for 2 people) cost \$2,500 and the largest model (for 6 people) goes for about \$4,000. But these tubs can be rented all year-round. All they need is a reasonably flat surface that supports 125 lbs per square foot. They plug into regular 110 outlets and are cheap to operate. You'll easily rent them for a \$100 a night or \$250 for a weekend. You're looking at a potential of about \$1,000 per month per tub. That means if you buy the larger unit, it pays for itself every 4 months. That beats the heck out of real estate!

140. Here's something that other people are already doing and it appears to be quite profitable. I don't see how it COULDN'T be profitable, since there are virtually NO expenses involved! Approach local businesses with this offer - if you'll give us the right to print a certain "percentage off" coupon for your store or restaurant or business, we will promote your business for free. Since businesses ordinarily have to PAY for promotions like this, and that's IN ADDITION To their loss from the use of coupons, this free offer is quite attractive from their perspective. In other words, let's say a steakhouse runs an ad in the newspaper saying that they're running a "Buy One Get One Free" deal next week. Not only does the restaurant have to "eat" the cost of the free meal, but they also had to pay the cost of the ad. By approaching this restaurant and saying this - "let us print a Buy-One-Get-One-Free coupon for your restaurant, and we'll promote your restaurant for free" - the restaurant gets the same results, but they don't have to pay for the expensive newspaper ad. Get it? Okay, now if you approach enough businesses with this proposition, you will get a few dozen to agree. Things that are attractive to people are free tire alignments, discount meals, a free gallon of gas, free video rental, etc., etc. Now, just print these coupons and bind them in a little booklet. You can then sell this booklet to people for \$14.95 each, and since the collective savings in the coupon book is probably over a thousand dollars, many people will buy it. This money-making idea seems to be used quite a bit for fund-raising projects. But it obviously works, since they keep doing it year after year.

141. Almost everyone realizes that a newsletter is a great way to keep in touch with your customers. Companies that regularly communicate with their clients have a much higher retention rate than those that don't. Unfortunately, most companies, professionals, service firms, etc. do not have the time to create a quality newsletter. This is where you come in. You can offer to create a high-quality, monthly newsletter full of useful relevant information for their clients. And you can offer to perform this service MUCH cheaper than they can do it themselves. Why? First of all, you've got no overhead. You can write this from your home. Second, you can recycle a lot of the same material you create for other clients! In other words, if you've got 10 lawfirm clients in 10 different states, you could basically run the same articles in all 10 newsletters since there's going to be no reader duplication. My attorney friends have told me that they would gladly pay \$1,000 a month for someone to provide this service for them. Just 10 clients at that rate amounts to \$120,000 a year!

142. Creating novelty souvenirs is another way of making money without startup capital. A novelty souvenir is a funny or interesting twist on something your area is known for. In central Kentucky, for example, we are known for having "blue" grass, race horses, bourbon distilleries and tobacco farms. A friend of mine started a profitable side business taking advantage of 3 of these characteristics. First, he made little burlap bags and stamped each of them with a rubber stamp that says "Kentucky Blue Grass Seed". And each of these tiny bags are filled with bluegrass seed

(*poa pratensis*) which cost him about a penny. He sold these to souvenir shops all over the state for 80 cents each (for retail sale of \$1.95). He also filled the same little burlap bags with poop from famous racehorses. (Don't laugh - he sold a ton of these!) He had Secretariat poop, Nijinsky poop, Cigar poop, etc. That was very popular. And finally, he sold little jars of bourbon flavored syrup. (Bourbon flavoring, high fructose corn syrup, carmel coloring & BHT) This is his primary business now, and it's going very, very well. Is there anything your area is particularly known for that could be "exploited" in this way? Here's another cute idea. Another acquaintance of mine bought a bunch of cheap glass test-tubes and filled them with dirt. He then sold these as souvenirs with "A little bit of home" labels on them. I suppose these are novel gifts for people moving away, college students going out of state, etc.

143. Rural property that's remote and wooded can be quite inexpensive in some areas, and if you can buy or lease 20 acres or so, you can make decent money offering horse rentals and riding trails for nearby city dwellers. If properly advertised, almost anyone interested in horses will give you a try, and weekends will be especially busy.

144. Small town newspapers and local tv news programs are in constant need of story ideas. If you're creative, you can start a "story & programming ideas" business and make their work SO MUCH EASIER. These people will pay you a subscription for your service that provides them with good, generic ideas for articles or "feature" segments. This would easily be worth \$195 a year for most media outlets, and I don't see any reason why you couldn't get 200 or so to subscribe. All you need to do is create a "sample issue", so they see what they're getting. If you can come up with 20 or 30 good ideas a month (one a day - that shouldn't be too hard), this could be a great sideline business. And one of the best ways to get ideas is to scan out-of-town newspapers and see what features they're writing about. (You can get a list of newspapers at www.ap.org.)

145. People can be surprisingly bad writers. And when you're trying to put together an impressive resume, that's not good. An easy way to take advantage of this is to offer a resume writing service for jobseekers. Your clients give you their relevant work and education data, and you create a set of very attractive resumes - flawlessly executed - for about \$50. You can get the details about the best formats for resumes in various books at your public library.

146. In the Spring and Summer, you can earn a good income by being a freelance tree pruner. All you need is a pair of snippers, a cordless reciprocating saw, and some general knowledge on the best way to prune trees. Homeowners, especially the elderly, will pay you \$10 per tree, and it doesn't take long to accumulate upwards of \$200 per day during the busy season.

147. Just to illustrate the enterprising nature of poor kids in the South, here's an interesting way I've seen a few of them make money. At resort lakes and marinas, most of the boatdocks have vending machines on them. Unfortunately, these docks have gaps between the wooden floorboards, so any dropped change at these vending machines tend to fall through these gaps and into the lake. But in the Summer, particularly during periods of low rainfall, lakes tend to drop a few feet in depth. That requires the boatdocks to move further out into the lake. Eventually this dropped change area becomes dry land, and area kids are able to scoop up coins by the handfuls.

148. One of my friends has an excellent part-time business as a blacktop sealer. A 5 gallon can of blacktop sealant only costs a few dollars, but he earns \$200 at each house by applying the sealant to driveways. The equipment costs are low, and he can do 3 and sometimes 4 driveways a day. If you don't mind getting your hands dirty, this can literally result in a six-figure income!

149. Here's an interesting, and passive, way of earning extra money, especially if you live in areas where fishing is popular. With a few minnow traps and some stale bread, you can collect hundreds of minnows every day, and bait shops will pay you 50 cents a dozen for them. All you do is throw your empty traps out at night (with the stale bread) and then go and collect them in the morning. You can do this in public streams, or area farmers will sometimes let you trap minnows in their farm ponds if you just ask politely.

150. You can earn extra money in neighborhoods that have a littering problem by cleaning up. First, go house to house in the neighborhood and inform them that you are going to be picking up all the litter off the street in the next few days, and that you're taking up money for garbage bags and so forth. Unless the neighbors have absolutely no civic pride at all, most of them will kick in a few dollars to help you out. In fact, you can sometimes make \$75-\$100 a day doing this. And in addition to earning some extra cash, you're providing a valuable service. Once the street is cleaned up, people will think twice about littering again. If this is successful, you can then move on to the next neighborhood.

151. When someone told me about this money-making idea, I didn't believe it at first. Then I saw it in action! Here's how it works: At sporting events, there are two types of people. The people who are well-dressed, and the people who are not. The people who are well-dressed usually have excellent seats, but not necessarily because they paid for them... it's usually because they're using company seats. By approaching these well-dressed people and asking them if they have an unused ticket you could have, you will be surprised at how often they actually do. If you look presentable and are very polite, you can get tickets this way. It's truly amazing! Then, you can go outside of the venue and sell them - at face value - to people who need tickets. Remember, if you sell them at face value, it's not scalping!

152. Thousands of exchange students from other countries want desperately to get a good education from a college or university in the US. But from lack of knowledge, lack of understanding of the English language (not to mention American slang), Western customs, etc., they plow ahead in the dark. This might be a good business opportunity. You could become a consultant to them by helping them assimilate into a strange (for them) society, help them find accommodations, apply for scholarships, etc. You can find students by referrals from college admissions offices both in US and in foreign countries. Make up a letter pointing out the benefits of your assistance, the low cost, the personal and caring service. Send them to universities both locally and abroad. This probably isn't a get rich quick scheme, but the parents of these students should be able to pay you \$200 - \$300 each for your help.

153. Jay van Andel and Richard DeVos (of Amway fame) originally wanted to be restaurateurs, but there was one problem: everybody gets hungry at the same time, and if your eatery is popular, it's difficult to serve them all at the same time. The same thing is true at school sporting events. But here's how you can make money with that... open up your own, "unauthorized" concession

stand. Actually, you should discuss it with school officials and let them know that that you can help solve their problem with long lines, poor customer service, etc. by opening up a second, alternative snack bar and splitting the profits with the school 50/50. Oftentimes, they'll say yes. And since people are used to paying more for food items at sporting events (a \$4 hotdog?), the profits are substantial!

154. You could hold a local raffle for any service you provide. Do you mow lawns? Do you offer massage? Do you clean garages? Really, any kind of service that many people want or need will work well. Walk through local neighborhoods and ask, "Would you like a chance to have your lawn mowed all summer for just \$5?" If you sell 200 tickets, you've just made \$1000 to mow one lawn for the summer. Do this in several neighborhoods and you could literally end up mowing a couple dozen lawns (or hire kids to do it) for the equivalent of a full-time salary!

155. Here's a twist on traditional, online affiliate programs. As you probably know, there are already thousands of affiliate programs online, but as many people have learned, it's not as easy as it looks to make money this way. But here's a way you can be more proactive in exploiting this opportunity. Instead of browsing the list of available programs, consider the things that you're already using and things you already admire online. Or, whenever you find something impressive online, approach the person offering that thing and, if they don't already have one, set up an affiliate with them directly. Here's an example. Look around on a number of sites and bookmark the best designed websites, with the best content. Find out who produced the content and design (this may be the webmaster) and get in touch with that person. Ask if you can promote their work in exchange for a sales commission. When you find a writer and/or designer who agrees to this, then start approaching the poorly designed web sites and let them know you can help to improve their business. You might approach by saying, "I like the service/product you provide on your web site

- it seems to have a lot of promise! I wonder, though, whether you have considered upgrading your site to really capture potential customers. If so, I've found an excellent web content writer and web designer who have agreed to offer a discount on their services. Are you interested?" Again this is just an example of how to use a more proactive affiliate-finding approach instead of settling for the programs that are already out there. Another example is to find a piece of software or an ebook that doesn't have an affiliate program set up. Since you'll be their only affiliate, competition will be non-existent! You could make some decent cash with this technique!

156. Lawnmower blades, constantly nicked by rocks, need frequent sharpening to cut grass cleanly. Few homeowners think about that in the fall when they store their mowers for winter. But you can remind them in the spring with a mobile lawnmower sharpening service. Prospecting is easy. During the first weekends of good weather and overgrown grass, just listen for that sweet sound of power mowers. Ideally, you need a pickup or van and a long electric cord. Just back into the prospect's driveway to reach an outlet. Check the websites for models from Foley-Belsaw, Rit-tenhouse, and Magna-Matic. Good sharpeners run \$400 to \$600, but that isn't much to start a business - especially one involving impulse buying. You should be able to earn \$10 to \$15 per job, and I'd be surprised if you couldn't get 20 or more a day from early spring to mid-summer.

157. If you own a motor scooter, you can probably make a few bucks by offering a no-minimum-fee taxi service. You can cruise the downtown area looking for people who, for whatever reason, don't want to walk the few blocks to their destination (i.e. rain, twisted ankle,

just plain too tired,

late for an appointment, etc.). Pick up one of those bright orange vests worn by utility workers and street crews and print "TAXI" on it in big black block letters. Distribute pamphlets to downtown office buildings so office workers will know to look for you. Provide a helmet (which you should probably disinfect between customers) and charge people \$1 or \$2 per block. If you want to, you could maybe even hire some of your scooter-driving friends to provide taxi service as well. They could charge \$2 per block and you could take \$0.50 for running the operation. It probably won't make you rich, but it might be a fun way for you and your friends to make a few bucks every day.

158. Why not run a car fair? This could be a weekly event, providing a place where people can bring their vehicles to sell privately. You'll need to find a reasonable-sized parking lot and arrange to lease it, say on Saturdays or whenever you decide to hold the fair. Charge each seller a modest fee... \$20 or so... to rent a site for the day. Provide each owner with an attractive sign on which they can write details of their vehicle and display it in the window. You'll need to advertise the fair initially but once it becomes an established event, word of mouth will do the rest. The fairs could become a popular attraction in your town or neighborhood.

159. You may be perfect as an artist's model. Contact art schools in your neighborhood, including university art classes and community art clubs, and you'll probably find they have openings for models - nudes in particular. Expect to receive more money if you're willing to reveal all. But even if you're too bashful to take off your clothes you'll probably still find opportunities. You don't need a perfect body but you do need patience because you'll be sitting still for long periods. It's one of the few jobs where you get paid for being motionless!

160. If you are fortunate enough to live near a transportation depot, especially one with train service, you can ask the facilities management what they would charge to rent a small retail services area. You could offer services such as dry-cleaning drop-off, shopping for dinner, and running simple errands for the busy commuters bustling through the station. They drop off their dry-cleaning before boarding the train and when they return, their items are ready for pick up. Clients leave their simple requests at the customer booth and then you can spend the afternoon making their wishes come true... for a fee. The services and opportunities are endless. It might even make a good franchise.

161. Just about everyone has taken a great photograph and known that it is as good as (if not better than) what you see in advertisements. If this happens to you a lot, then you might want to consider selling your photographs as stock photography. Stock houses supply advertisers and publications with existing photographs to use in ads and campaigns. There are many professional stock photographers and not every stock footage house will represent your photographs, but don't let that discourage you. Some of the most everyday photographs like birthday parties and kids sports events are hard to come by and can command top dollar. Most stock houses require submissions to be on slide film, though some of the new 35mm films have a quality that is acceptable. Stock houses also require that you have signed releases from anyone you use as a model or subject in your photographs. Pricing for photographs varies depending on what the photograph is going to be used for. The ASMP has price listings to use as guides. The best way to start out is to contact stock houses in your area and get their submission guidelines. Stock photographers have been known to make \$100,000 a year once they have an established portfolio.

162. If you've got a small plot of ground, you can earn a considerable second income in the fall by planting rows of chrysanthemums in the Summer. "Mums" are very popular in the fall, and people will come to your Mum Farm and dig them up. In this way, you can turn a few pennies worth of seeds into several thousand \$8 plants. And the only advertising you really need to do is place a few roadside signs near your property.

163. Artists are notoriously bad businesspeople. Yet certain artistic works, like portraits, for example, can be an extremely lucrative practice. So if you do have some business acumen, you can make money by being a "portrait broker". Here's how that works: You assemble a stable of portrait artists and then you attract the portrait buyers with ads, mailings, Yellow Pages listings, commission deals with local galleries, etc. Whenever someone comes to you to have a portrait painted, they look through the "samples book" from your group of artists and select the style they prefer. Usually, they pay 1/2 in advance and 1/2 upon completion. Just make sure this initial half takes care of all your expenses, including the artist's fee. Then, once the painting is done, you receive the other half, which is pure profit.

164. Another way of earning some money without capital is making maple syrup. Sugar Maple trees are quite abundant in the eastern part of the United States and it's common to see dozens of them while driving down a country road. Once you've learned how to identify them, you'll start seeing them everywhere. To make maple syrup, all you have to do is boil the sap from sugar maple trees until it reduces to about 20:1 and starts to froth. The trick is gathering the sap. The best time is in mid-winter, usually January, when it freezes during the night and warms to above freezing during the day. With a cordless drill, drill a 1/4" hole about 3 feet from the bottom of the tree, angling upwards. Then insert a 1/4" piece of pipe so that it's really snug. If you've never done this before, you'll be surprised at how much sap comes out. You can collect the sap into empty plastic milk jugs, or specially-made plastic sap bags. If you promote the "local angle" on your maple syrup, you should be able to sell as many half-pints as you can make for about \$4 - \$5 each.

165. Now that everyone in the world is convinced that you should change your motor oil every 3,000 miles, here's a way of making a very good income with virtually zero investment. All the Jiffy Lube-type places charge about the same - \$19.95. So none of these quick oil-change companies offer any real competitive advantage, other than, perhaps, convenience. But what if you could beat them on both price AND convenience? How? By doing "on-site" oil changes. You don't have to take your car to the oil-change people... the oil-change people come to you! Just one call, and you get your oil changed ON THE SPOT, wherever you're located within the city for \$18.95! You have no storefront, so your overhead is practically nothing. And since your profit on each oil change will be about \$10, you can make \$200 every day with nothing more than a cell phone and a few tools. Anyone offering this service would be so busy, they'd probably have to turn away customers!

166. Why isn't anyone offering music CD rentals? Blockbuster has video and DVD rentals. But music is an even bigger seller than movies, and lots of people would like to listen to a CD before buying it, so this seems like a potentially profitable business. A music CD costs about \$8 whole-sale, and you should be able to rent it for \$1.99. If you carry the latest music, you should have a booming business. If it works, you might consider a franchise! There are NO major players in this space.

167. If you'd suggested to me that anyone could make a nickel selling insects, I would have scoffed. Until I saw the giant scarab beetle. So incredibly colorful and beautiful are they, that people can't believe they're real. They're extremely sought after by butterfly and other collectors, and just about anyone who sees one is fascinated by them. They're also quite rare because the only kind available are those that have been hunted and captured. If you could acquire some mating pairs, it might be possible to have a "beetle farm" and sell their offspring for \$1 apiece. If you've never seen one, this probably sounds totally "out there". But trust me on this - they look like jewelry!

168. Clearing out weeds and underbrush can be extremely tough work. But one man I know has found a solution that is making him a lot of extra money: He uses goats. Seriously! Goats eat almost anything, but they especially love weeds. Even poison ivy! They make terrific fence-row cleaners and they will literally pick an area clean (except the grass - they don't eat grass!) as long as it's within their reach. You can buy as many goats as you want for about \$25 each. And with 10 hungry goats, you can clean a half-acre of unwanted vegetation in one day! The man I mentioned uses his goats to clean vegetation from under power line towers and he gets about \$300 per acre for his service. It sounds silly, but it's an extremely efficient way of getting the job done.

169. The internet has been quite a boon to genealogy. Never before has there been so much information available, all in one place. A lot of people have an interest in accumulating information about their family tree, but they have no idea about how to do it themselves. If you offered a very basic genealogy service to people, you'd probably get lots of takers at, say \$295. And all you'd have to do is take the known information that they provide you with, and then go to the various genealogy websites like genweb, ancestry.com, genealogy.com, etc. and compile everything you can find that matches their existing information. Put this in a simple report, and send it to them. Even if you find just a few ancestors, that's probably more than they would EVER find offline by themselves, and they'll probably be happy with it. I'm certainly not a genealogist, but I've helped several people find information about their family tree online, so it's definitely something you can learn in just a week or so.

170. While cuttings from plants are not valuable in and of themselves, cuttings from plants that are from famous places might be highly collectible. How about a Mulberry tree from Monticello or a Hemlock tree from The Hermitage or a Rose Bush from the White House Rose Garden? If you can get agreement from these historic places to take tiny cuttings from their plants, you could probably sell a lot of them. You'll need to do this during the Spring when the branches are seething with growth hormones, and I would suggest talking to a botanist if you're seriously considering this as a business. I have a feeling that first person who starts a business like this will make a fortune!

171. For the cost of a first class stamp (37 cents when I wrote this), you can deliver a fan letter directly into the hands of a celebrity. If you ask them a poignant question or tell them how much their charity work means to you, or some other kind of rot, you can usually get a letter back, or at least a signed photo. Once I wrote DeForrest Kelley (Dr. McCoy on Star Trek) a quick note, and he sent me back a LONG, soul-searching letter. This kind of thing is as good as currency on auction sites like eBay, where collectors will gladly pay \$20, \$50, \$100 or even more for autographs

and personal items like this. Some celebs are notoriously stingy with their autographs, but others will send you personalized letters... every time. Do a little research online to see whose autograph is currently the most prized by collectors. You can get lists of celebrities' mailing addresses online.

172. The first gold rush in America was NOT in California, but in North Carolina. And to this day, you can still buy a gold pan and hit the streams of western North Carolina and come up with some flakes. That's also true in other parts of the country, of course, especially out West. But as fun and potentially rewarding as gold panning can be, it's not a very reliable income stream. So here's what I would suggest instead. Buy or lease a tiny little stretch of stream somewhere in gold coun- try, and then let tourists pan for gold for a \$10 rental fee, \$5 for kids. It's a great family adventure, and if you're especially kind, you'll even "salt" the area with tiny gold flakes just to make sure they don't go home empty handed.

173. If you live in southern California, no matter how bad things get for you financially, you will never starve. Why? Because there is a constant stream of tourists who just can't resist buying maps to movie stars' homes. But even if you don't live in California, there's always a market for maps to places of interest. People are always looking for things to do, and visitors are often fascinated by the very things you take for granted. Don't have any movie stars where you live? What about haunted houses or ghastly murders or famous patriots or locations from a movie or tv show or great fishing holes or rich people or anything else you can think of! These little maps will cost you less than a quarter to reproduce, but you can sell them for \$4.95 each!

174. If you live in an area where there are lots of fossils, you can pick them up for free and then resell them to tourists and/or collectors. Also, there's a very active market for fossils on eBay. To find out the best places to collect fossils in your area, see if there are any "rockhound" societies where you live, and then simply ask them.

175. There is a real need for an independent consultant to help pet buyers evaluate potential pets for health, temperament and socialization skills. Lots of pet buyers go to a pet store or breeding kennel and pick the cutest puppy or the first kitten that walks up to them. That's a terrible strategy and it won't be long before the pet owner realizes this. If you read several books on pet selection, you'll be able to offer your services as a ride-along consultant for prospective pet owners. You should be able to get \$50 for your services, and once you develop a reputation among vets, animal trainers, etc., most of your business will be word of mouth.

176. In-home tutoring is an excellent way of earning extra income while providing a valuable ser- vice. And since it usually occurs after work hours, it's especially nice for people who already have a day job. If you are especially proficient at a particular topic, you can find lots of parents who would appreciate your giving little Johnny or little Suzie some help in that subject. You're not going to get rich tutoring kids, but it's a nice sideline.

177. Writing a book can be profitable, but here's how to enjoy the same amount of profits without having to do any of the writing! If you can get a handful of "experts" to agree to send you an orig- inal essay on a given subject, all you have to do is compile these essays into separate chapters and then "edit" the book. Once you do this, it becomes "your" book. You can submit it to publishers

and receive all the royalties for its sale. The better known your experts, the more copies will be sold. And as a side-benefit, you become instantly associated with the subject matter, and you even become a sort of expert yourself. Here are some ideas to get you started...

"Amazing Breakthroughs - 18 Experts Reveal the Latest Scientific Discoveries"

"Life at the Capitol - 15 Former Senators Discuss Political Life in Washington"

"Marketing Gurus - 28 Top Web Marketers and Their Favorite Marketing Techniques"

... you get the idea.

178. As soon as people turn 15, their thoughts instantly turn to driving. A lot of high schools do not offer "Driver's Education" courses, and some parents are simply too busy to teach their children to drive. So there's a potential business opportunity in operating your own private driving school. All you need is a good reliable car, and warning lights and stickers to let other drivers know that a student driver is behind the wheel. You can take 3 students on each drive, rotating drivers every 15 minutes, and earn \$15 from each one. On every drive, every student gets to drive twice, so the whole trip is an hour and half. You earn \$45 for each trip. Working just 4.5 - 5 hours a day, you can clear over \$100 a day in this manner.

179. If you go to the website of the National Register, you'll be surprised how many abandoned and unused homes there are that are listed. These abandoned properties are sometimes used for storage, or are just empty, and sometimes they are completely dilapidated. And sometimes you can buy them for next to nothing. If you fix them up and sell them, the fact that these properties are on the National Register, and are historically significant properties, will add a built-in premium to the value that you would ordinarily get for the property. I know a man who bought a National Register house that was being used to store hay! He paid \$10,000 for it and spent about \$170,000 restoring it. Then, he sold it for \$575,000. So there is definitely potential here if you've got access to some capital.

180. When a court issues a judgment against a defendant, they are simply making a legal determination that the defendant owes the plaintiff money. But collecting that money is entirely the responsibility of the plaintiff. He has some legal options at his disposal, but winning a case is not the same as getting paid. A unique home business would be to assist plaintiffs in receiving the money they've been awarded in legal judgments. You could process all the paperwork that allows the plaintiff to garnish wages, access bank accounts, place liens on assets, and even initiate involuntary bankruptcy against the defendant. You don't have to be a lawyer to handle this, but most people have no idea how to begin. By offering a consultancy service, or handling this for people on a commission basis, you could probably make some decent supplemental income. And everything you need to know is available in books at your public library or by talking to the banking and government officials who do this sort of thing all the time.

181. You can buy a small ATM machine new for about \$3,000 or a used one for about \$2,000. The way ATM owners make money is the fee assessed to the ATM user of about \$1.50 to \$2.00 per withdrawal. Since ATM machines in popular places can get over 100 uses per day, that means the ATM owner earns roughly \$100 to \$150 per day PER machine. The only real expense is the per-use network fee to be a part of MAC or Cirrus or whatever, and the small monthly charge for a

dedicated telephone line. With a \$2,000 machine earning \$100 per day, it won't take long before each machine is pure profit, building up a nest egg to buy even more machines! And there are lots of great places to put an ATM machine. Any gas station along an interstate is a prime target. Admittedly, you need a bit of money to fill up each machine - typically about \$5,000 per machine - but you receive that back from the bank network very quickly, so you almost always have access to that capital.

182. Having been to more tradeshow and exhibitions than my aching feet can count, I always thought of creating a "first aid" comfort station for tired feet. You could make a fortune selling spongy shoe inserts! No kidding! (You could call your booth "The Foot Rest" and hang a shingle out that's a foot with a band-aid on it!) If you've never been to tradeshow, then you don't know how awful it can be to walk for miles(!) in dress shoes on concrete. But trust me - by the end of the day, you'll have no shortage of business!

183. Sign up for one of the annual phone book distribution drives. They agree to pay so much per delivery. And as a sneaky bonus, you could solicit advertisers and get them to pay you for including an extra sheet or sticker or something on each book you distribute. Charge modest ad rates and you'll have quite a few businesses that'll want to take advantage of your distribution.

184. Americans are becoming ever more security conscious, and many people don't have peepholes installed in their front doors. When the doorbell rings, they have no way of knowing who's on the other side of the door. Armed with a drill and easy-to-install peephole devices, you can go door-to-door offering installation of peepholes in people's front door! Installation is quick and easy, with the added advantage that the height of the peephole can be tailored to the height of the person who answered the door. That should be a good selling point.

185. The real estate business is booming and if you've tried to buy property in the last few years, there's a good chance you were just given directions or a map to the location. Why? Real estate agents are too busy to "show" houses (like they used to) to everyone who calls them. Consequently, they miss numerous sales because of this chronic unavailability. What about taking some of the pressure off those busy real estate agents - and making a little money for yourself - by offering a "drive around and show" service? You could pick up (or meet) the client, open the house for them, answer simple questions, and then drive (or follow) the client back to the office and let the agent close the deal. You could get paid a simple mileage fee, but better still, try and negotiate a deal where you get a cut of the agent's commission if the clients buy the property. I don't know anyone doing this, and I think the potential is huge!

186. Are you always the first to go check out new and interesting places to eat? If you consider yourself a connoisseur of fine dining, you could get paid to do it as a food critic. Local newspapers and other small publications are always looking for ways to fill their pages and entertain readers. Contact yours and see if they are interested in publishing your opinions about local eateries. Obviously you need to be honest and unbiased in your opinions. Perhaps you could come up with your own rating system using anything from fat happy faces to dinner bells. You may only get \$15-50 per article, but you can also use that dinner as a tax-deductible business expense.

187. Here's an invention idea that would probably be fairly easy to make, using modern imaging technology - and VERY easy to sell! There are lots of coin collectors in the world. So how about this? Build a device where you could put thousands of coins into a hopper and then, one by one, each coin is scanned and examined for "key" dates. You could program which dates are important and which ones aren't. For example, about one out of every 15,000 quarters in circulation is silver, and worth about \$1. So, if you programmed the device to eject dimes and quarters made prior to 1965, they would all be silver. Or, you could dump a bagful of pennies into the hopper and it would spit out anything prior to 1959, for example. Coin collectors would beat your door down if you could make something like this for under \$500.

188. I've read that 70% of all carpets are replaced for reasons OTHER than wear. All carpet is dyed at the factory, and most can be re-dyed in place for about 1/4 the cost of replacing a room full of carpet. The color possibilities are remarkable, as long as the new color is slightly darker than the original. The dyes are non-toxic, won't rub or wash off, don't fade, and dry within an hour. It's possible to dye 2000 square feet in a day, and the average room takes only a few hours to steam clean, prep, and dye, and retails for about \$100, most of which is labor and profit. You can purchase a franchise, or buy the steam cleaning equipment and dye applicator independently. Market your business in the Yellow Pages, with door-to-door flyers in neighborhoods, and print ads. Landlords would also appreciate your services.

189. Are you certified in cardiopulmonary resuscitation (CPR)? If so, you could become a CPR trainer. (If not you can learn!) As a CPR trainer you can teach your lifesaving skills for hire in schools, day care centers, birthing classes, local hospitals, community centers, etc. The first step is to contact your local American Red Cross chapter for a schedule of the required courses. You will start by taking a 5 hour "Fundamentals of Instructor Training" course. After successful completion, you will enroll in the intensive 17 hour first-aid and automated external fibrillator (AED) course. This course is comprised of more intensive training including practical tests, written tests, and a teach-back where you teach a simulated CPR class to certified instructors. After the initial time commitment involved in receiving this training you can offer CPR training on an entrepreneurial basis, and you'll discover there are all kinds of opportunities out there to teach this at \$50 (or more) a pop.

190. It's possible to restore "dead" NiCad batteries, and make a little money by doing this for others. Just about any NiCad AA, AAA, even C and D batteries can be brought back to life by being "zapped". Manufacturers don't mention this, much less recommend it, but it can be done. When batteries are not used, they grow "whiskers" inside which short the paths between the battery elements. These whiskers prevent re-charging from taking place, so we have to get rid of the whiskers. Here's how to do it... rig up a pair of new, fully charged AA batteries in series (end to end like it would be in a flashlight). Solder (or attach with alligator clips) insulated wires to both ends. Take your "dead" battery and hold the wire ends to both sides of the dead battery - plus to plus and minus to minus. Hold for only a few seconds. That's all. Now, see if it will take a charge. If not, repeat the procedure until it does take and holds the charge. This will restore "dead" NiCads and make them almost as good as new. Lots of people have dead NiCads, so you should be able to make a few dollars restoring them for people.

191. Here's an idea I received from a female entrepreneur and friend...

"When I was in college, we sold day old bagels for the Sailing club, Spanish club, Debate club, etc. The drawback was that it was difficult getting club members to man the table because of the many conflicting schedules and classes. One could offer to be the bagel salesman as a service for ANY club and split the proceeds 50/50. My fellow club members and I had gone around to bagel shops in the vicinity and told them we were selling goods for collegiate clubs. They were more than happy to give us huge trash bags FULL of day old bagels that didn't sell - they just throw them out otherwise. The only stipulation was that the reason for resale has to be for a purpose other than personal. By merely offering to sale bagels to hungry students, you would be doing a great service for the clubs as well as earning a fee for ramrodding this enterprise. By calling your local college campus "Information" or "Customer Service" phone number, you will be able to find out more about all the types of clubs on campus and how to contact them. Here's the best way to sell these bagels: The larger college buildings on campus hold a variety of different classes in at different times. Just pick any common area outside of one of these buildings (usually between 8:00 a.m. - 11:00 a.m.) and the business will flock to you. I've rarely met a college student who would turn down a cheap, convenient breakfast (and anything is better than cafeteria food)! All you need are the bagels, cream cheese, jelly, butter, and maybe a toaster (if you can use a power outlet), paper towels, plastic knives, and a poster board sign with the club's name and prices. You can sell maybe 100 bagels every morning for 99 cents each, giving you about \$50 profit before noon."

192. If you can follow instructions, and you own a few simple tools, you can make A LOT of money custom-building computers for people. And when I say "build" what I really mean is "snap together". Computers are so modularly designed now, a child can put one together. Seriously! There's nothing to do except connect this cable to Slot A and insert this ram pack into Slot B, etc. You can build a cutting edge, top-of-the-line computer for about 1/2 the cost of that same com-puter in the store. You can buy excellent "how to build your own computer" instructions online for about \$10, complete with part numbers and pictures of EXACTLY what to do. Then, you can advertise your cheap computers, and if anyone is doing any pricing comparisons, you'll obviously be the best deal. Or, if you're on a limited budget, you could just approach computer buyers in stores and tell them what you could build each computer for and hand them your card.

193. Every night, at millions of homes across the country, people ask the same question, "What shall we have for dinner?". Here's a way that a friend of mine is taking advantage of that. He is a pizza delivery driver for Papa Johns, and is well known in the area. When call-in orders fail to come in and pick up their pizza, he just goes out and knocks on people's doors and asks them if they'd be interested in a large pepperoni, or a large supreme or whatever else he's got for sale. He says that roughly 1 in 8 households agree to buy it, particularly if they can get it at a discount. I think this would make an excellent business. Starting at about 5:00 pm, you could drive around, knocking on people's doors offering to sell them pizzas. I think this would work especially well on weekend nights. It only costs about \$2 to make a large pizza, so anything you can get over that would be pure profit. In large neighborhoods with lots of kids, I don't see any reason why you couldn't sell 100 pizzas a night on the weekends! At just \$7 a pizza, that's \$500! And since you don't need a storefront, your overhead will be pretty minimal. The trick to the pizza business, though, is having a great dough and a great sauce, since all the other ingredients are pretty stan- dard. Fortunately, you can buy delicious ready-made dough and ready-made sauce in bulk.

194. If you like to cook and you've compiled some great recipes, you can make an excellent part-time income by catering other people's parties. The challenge of this business is developing a reputation so that you get lots of word-of-mouth customers, but if your food and service are good, people will spread the word quickly. You can expect to make about \$10 profit per head for cocktail parties and about \$20 per head for dinner parties. You can also make a little extra income by renting things to the host like tables and chairs.

195. Almost every small business has a receptionist and an answering machine, but very few of them have a real voice mail system. But voice mail adds such a professional appearance to a business that it's really worth the extra expense. You can make money by setting this up for people, and here's how: For about \$200, you can buy a PC card that you install on YOUR computer that provides a complete after-hours voice mail service for up to 999 customers. Each of these customers will pay you from \$9.95 to \$19.95 per month to use this system. It's really just a glorified answering machine, but since the caller gets to "Press 1" for the Sales Department or "Press 2" for Directions to the Store, it adds a lot of cachet to an ordinary "Mom and Pop" business. There's also the added advantage of including marketing messages to potential customers. Since there's no real time-limit on the outgoing messages, you could allow your clients to add things to their voice mail like this: "Press 1 to hear about our latest product, Press 2 to learn how to become an affiliate of our website, etc." Since the PC card comes with software that lets your clients manage everything themselves, this can provide you with a quick and easy part-time income with literally NO work required.

196. In any city, you'll notice that many offices in the large buildings downtown stay lit all night long. This is such a waste. In just one building in Philadelphia, I counted over 2,000 light bulbs burning needlessly all through the night, every night. That's about 2,000 Kwh every day or almost \$200,000 a year in wasted electricity costs... per building. If you can invent a cheap light switch that turns these lights off when no one is there, you have the makings of a good business. You could either sell these switches to the building owners by showing them how much money they'll save... or, you can install them free of charge in exchange for 50% of the money you'll save them on their utility bills every year. You'll make a fortune!

197. For the cost of taking a locksmithing course from Foley-Belsaw Institute - the company that advertises a lot in Popular Mechanics - you can have a great little business as a "mobile locksmith". Even in very small cities, dozens of people every day get locked out of their home or their business or their car, and they need a locksmith to get them back in. In fact, just opening car doors for people can be lucrative. Our local "pop a lock" service charges \$49 for opening your car door, and once you take the Foley-Belsaw course, you can do it in about 10 seconds with a \$10 tool. The trick is having people call you when they're locked out... instead of your competitors, and here's how you do it: Most services like this just advertise on television or in the Yellow Pages. But here's a better way - hand out tiny little stickers that have your name and your 800 number on them, and have people put these stickers on their car, preferably on the top part of the driver's side window, or on the inside of their windshield so that they can see your name and number when looking from outside the car. That way, people don't need to remember a special number or to even look in the Yellow Pages under locksmith. When they're locked out, your name and number is right there in their face.

198. One of the biggest money-makers I've ever seen is the commercial carpet cleaning business. The only real difficulty is attracting customers, but once you do, it's almost all profit. You spend about \$15 on carpet cleaning supplies, but you get paid THOUSANDS of dollars. The carpet cleaning equipment you need can be purchased for about \$3,000 on the used market (check eBay), and that's really all you need. If you can get a contract with just one large office building, you've got a full-time business that will pay you over \$100,000 a year!

199. When people write bad checks, it's not always easy to collect your money, but here's a trick for getting paid that you can turn into a great business. By offering this service to businesses with uncollected bad checks, you can earn a huge commission of the amount retrieved. And here's what you do. Create 10 "demand drafts", each for 1/10th of the amount of the original check. So, for example, if the bounced check was for \$1,000, you make 10 demand drafts for \$100 each. A demand draft looks exactly like a check, but doesn't require the signature of the issuer because you've already gotten prior agreement that they owe you the money. (A common example of a demand draft is where you automatically have your electric bill deducted from your bank account every month.) You can get all the information you need about demand drafts on the internet. Now, you have your client endorse and deposit these 10 demand drafts exactly as if they were checks. The bank will honor and pay all of the demand drafts that the issuer's account can afford to cover and deny the rest. So if the issuer had \$800 in his account, the original \$1,000 check would be denied for insufficient funds... BUT using this method, the bank will pay 8 of the 10 \$100 demand drafts, which is definitely better than nothing! And by providing this simple service to a business, you should be able to get at least 1/3 of all recovered amounts, particularly on the checks the business has given up on.

200. Park benches are extremely easy to make, and you can put them together with about \$40 worth of lumber and hardware. If you can convince your city into letting you place about 50 of these around town, you've got a nice business! For your initial capital expense of \$2,000, you now have 50 surfaces that you can sell advertising on, often for as much as \$100 a month... each! If you want to get started quickly, offer bench-back advertising for about \$40 a month, and you'll have your 50 advertising customers in no time. Still, that's \$2,000 a month, which makes an excellent second income.

201. Here's a little scheme a man in Florida has going: He has a monthly column in a fairly popular magazine where he writes about new software products. Every month, software companies around the world send him new stuff to review. Some of the software that he receives is fairly expensive, and he promptly sells a lot of it on eBay. If you can arrange to write your own "What's New" column for a magazine or newspaper, and let companies know you're willing to review products for inclusion, you'll start to receive a lot of free stuff too.

202. If you're willing to allow a minor change in your physical appearance in exchange for cash, a hair show is an idea to consider. Hair shows occur anywhere from annually to every couple of months in some large cities. Professional stylists are always looking for subjects (with any color, texture, or length of hair) in order to display their talents. Representatives for Paul Mitchell will even advertise in the local paper, requesting people to come and allow their tresses to be cut, dyed, and/or permed. Not all companies publicly advertise, but a little research will provide many resources. Most stylists that compete (or just give presentations) in these events work for high-

profile companies and have no problem doling out large chunks of change in order to use your noggin as a canvas. Remember, these professionals are showing off their prestigious knowledge of hair styling. You may even be thrilled with the new look... in addition to getting paid for it!

203. Make piñatas filled with themed gifts and trinkets for parties, and sell them! You may have to invest in a how-to guide (at your local bookstore) if you're not sure how to make a piñata, but it's really quite simple. Your start up costs will be around \$50... \$20 for piñata-making supplies and \$30 for trinkets you can purchase from a novelty store. You can market the piñatas for corporate events, kids birthday parties, picnics, holiday and retirement parties and more! If there's a Hispanic population in your area, during Cinco de Mayo, you should be able to sell them along roadsides. There's a great range in price on these things, from \$50 to \$500, but people expect to pay \$150 or more for a nice one. That leaves plenty room for profit.

204. You can make money by waiting at people's homes to greet repairmen, cable installers, painters, plumbers, etc. Without your service, people will have to take off a day from work or at least spend precious hours waiting around for a contractor who may - or may not - show up. You can charge anywhere from \$10-\$20 per hour for this service. Probably the best way to find work in this department is to become friendly with your local cable company, telephone company, major contractors, etc., and let them know about your service. You should also advertise in local newspapers and even distribute flyers in affluent neighborhoods. You may want to talk to your insurance agent about getting bonded just in case anything happens to the house while you're there. It also makes you sound more professional. Also, charge for a minimum of two hours so you are sure to make money (in case the repairman shows five minutes after you get there). Eventually, you could grow your business and hire others to do the waiting for you.

205. Go to your local country club or public golf course and make yourself available as a freelance caddie. Frequent golfers will become comfortable and familiar with you, and the more accessible you are, the more golfers will be willing to request your services. The kind of golfers who request caddies, are not poor, and tips can be very big. First, familiarize yourself with the game and the course(s) where you'll be caddying. If you can occasionally lend a tip to your golfer- clients that could save them a stroke, you'll make lots more money than if you just carry their bags.

206. If you have ever gone to a big sporting or entertainment event, you have seen the problems that occur when the event ends. There are always a certain number of cars that won't start due to dead batteries or simply being out of gas. You can imagine the problem that a towing service would have getting INTO an event that is letting out. For the unfortunate car owner, this can be a difficult, not to mention expensive, situation. Go to football games, concerts, etc. at the end with extra cans of gas and a good set of long jumper cords for cars that are out of gas, or have dead batteries. You can make quite a bit of money that way... often \$100 in one night.

207. Rats, mice and other rodents are a big problem in most farming communities. So much so that many state agricultural extension agents or county bureaus offer a bounty for dead rodents recovered from local farms. And since this problem is an expensive annoyance for the farmer as well, you can offer a service that benefits both of you. You will place rodent traps in strategic locations around the farmer's property and empty, clean and replace them on a regular basis. Not

only will you collect the bounty, but the farmer might be willing to compensate you too. Now, multiply this opportunity by the number of farmers in your area!

208. This one won't make you many friends at computer and electronics companies, but it will make you some extra cash. These companies rely heavily on the fact that most people who buy products with big rebates NEVER submit the paperwork to receive the rebates. Why? There are a lot of reasons for this... laziness, misplacing receipts, throwing away UPC codes, missing the deadline, etc. Sit outside Circuit City, Best Buy (and other "big box" retailers that typically offer big ticket rebates) and buy these receipts and UPCs at a discount and submit them yourself. All the paperwork will be available in one place. Obviously, you will buy the rebates at a significant discount: 25% - 50% of face value, netting a nice profit.

209. Here's an idea for making money at the beach. I saw this recently, and I don't think it's very widespread, so you're getting in at the ground floor! Regardless of how harmful it might actually be, people love to lie in the sun and get a tan. You can capitalize on this favorite pastime (and make a little money) by creating fun and interesting "cutouts" on a bond-weight paper and offering them for sale to sunbathers. Sunbathers pay \$1 these cute cut-outs and paste them on their body. And as they soak up the sun, the part that is covered will remain untouched by the UVs, creating a sort of "sun tattoo" by the end of the day. These are especially popular with teenage girls, and it's possible to sell 100 in a single afternoon on one long stretch of beach.

210. Most new cars are delivered to dealerships by tractor-trailer. However, large specialty vehicles, such as RV's, vans, school buses, ambulances and limousines have to be driven to dealerships. Drivers get paid by the mile, plus airfare to get home. Length of trip varies from delivery point to dealership but can run from 150 miles to cross-country. No special driver's license is needed in most cases but some states may require that you have a chauffeur's license, which usually only requires a simple written test. To get started in this, just approach various dealers and tell them you're willing to drive for less than the cheapest rate they can find. You'll get considerable business that way.

211. This is an excellent opportunity for an outgoing person. It is also well suited for big city areas where you're likely to meet A LOT of people. Find agencies that book models, singers, dancers and other entertainers, and suggest that you will work as a talent scout, bringing in people for review. If they are taken on by the agency, you will get a percentage. Then just go out and enjoy yourself in clubs, bars, and restaurants while keeping an eye open for the next potential Naomi or Backstreet Boys. You can even scout just walking down the street on your usual errands for the potential models. This might be a perfect second income opportunity for a bold, fun-loving person.

212. Many thrift stores carry used/donated PowerWheels products (Jeeps, 4-wheelers, Barbie cars, Extreme Machines) for \$10 to \$20 or less. Batteries and chargers are usually included. In most cases, all these PowerWheels need is to be cleaned up. If necessary the batteries and charger systems can be upgraded free of charge at a local certified PowerWheels location (this is required to correct the electrical system per a 1998 recall). Fisher-Price has about 400 repair centers in the US that can be located by calling 1-800-977-7800 or by checking their web site at www.power-wheels.com. Also, it's wise to buy several PowerWheels from thrift stores to use just for parts,

since you may have to do some mixing and matching to get some of them to work. Resale direct to consumers or via consignment stores is anywhere from \$75 to \$100 each.

213. Instead of letting your motor home or RV gather dust, rent it out during periods of nonuse. You can charge \$100 per day or \$500 per week. Make sure you take photos inside and out before rent it. And take a security deposit of \$1000 to make sure it's returned in the same condition. Get a copy of the renter's proof of insurance and a "binder" from the renter's insurance company. Also get a photocopy of the renter's drivers license. For legal reasons, you should get the renter to sign a form holding you harmless in the event of any accidents, and make sure that you place an information flyer inside the RV describing safety procedures to follow for various contingencies. A good way of getting business for this particular enterprise is to advertise in places where people might be considering various trips and vacations, like a small ad in the "Travel" section of your Sunday newspaper.

214. Your old lecture notes could come in very handy as a new source of income. Remember all those tedious hours spent in lecture halls, taking notes on all those boring subjects? By compiling and organizing them into a neat format, you have an instant product you can sell on campus! Just make sure none of the material bears a copyright (your personal lecture notes certainly don't). You could sell it as hardcopy or a simple email attachment. What's it worth? Who knows, but there's bound to be real value in concise and focused overviews, certainly enough to steer students in the right direction in their studies. And there'll always be a few people willing to pay for your efforts, especially since you're going to save them a lot of time. All you'd need is a couple of happy customers to give you referrals and you could have a steady stream of dollars rolling in.

215. If you're good at putting things together, you can make money helping people with their ready-to-assemble furniture. Lots of folks shop for "knock-down" or ready-to-assemble (RTA) furniture, and many would like to have help in putting their sets together - cupboards, computer tables, roll-chairs, whatever. The big names in the business are Sauder, Bush, Ikea and O'Sullivan's, but there could be smaller outfits with similar merchandise in your area. A good bet would be to hang out there and hand out cards with your contact number. All these flat-pack furniture sets come with clear instructions and a standard Allen wrench to go with them. All you'd need is a couple of screwdrivers and a mallet, and you're in business. The going rate for this kind of thing is about \$15-\$20 an hour, or if you want to charge a flat fee, about \$50.

216. Everywhere you look there are opportunities being offered to win \$1,000,000, a holiday of a lifetime, or a luxury car, a new home, etc. Most people never get around to entering competitions because they don't have the time to gather the information needed to complete the entry form, or they miss the chance because they find out about them too late. This is where you come in. With a bit of detective work and practice you will soon find that you can gather information about competition opportunities quite easily, as well as working out the answers, if necessary. Put all this information together in a lively newsletter and sell it to those dreamers who never have the time to do the job for themselves. You can deliver the newsletter by email, which costs you nothing. Lots of people would happily pay you \$19.95 a year for such a newsletter.

217. My doctor makes more money with this idea than he does his own medical practice! He came up with the idea of creating limited edition art prints of historical periods in various

medical spe-

cialties and then selling them to practitioners withing those specialties. In other words, he hires a professional artist to paint various renderings like "The Surgeon in 1890", or "The Lady Dentist, 1920" or "The Invention of Anaesthesia". He then creates limited edition prints of these and sells them to surgeons, lady dentists and anaesthetists for \$300 each. Doctors need to decorate their waiting rooms, so what could be better than art specifically related to their practice? Although he's got this niche pretty well tied-up, there's all sorts of opportunity here in other areas of interest. It costs about \$12 each to produce the prints, and you'll need about \$500-\$750 to pay your artist, but that's a fairly low start-up cost, and you should be profitable on your third or fourth sale.

218. Here's a way to make a buck if you live in remote areas of known for seismic activity, such as the old mining areas of Western Nevada. Delicate monitoring instruments are placed in caves, old mine shafts, and other locations. Someone has to be sent in to check them, record data, and keep the instruments doing their jobs. Become the on-the-scene person who checks, reads and verifies the data from these instruments. Sell your reliability and ability and save the scientific entities a few bucks, too. Maybe later, with training and your proven reliability, you can repair them and increase your value, and the scope of your service area. Check out possibilities with universities and governmental entities. Get tips in your area by watching the signs on vehicles that are in your area frequently. Also ask local and county governmental officials and offices for contact persons connected to the seismic monitoring.

219. Most local businesses don't know anything about advertising and marketing. But, being too small for ad agencies or other professional help, they don't have anywhere to turn. And most do-it-yourself advertising efforts are amateur and pathetic. Just look at their ads in the Yellow Pages! There's no emphasis on what's in their business for the customer... just a lot of bragging about themselves, years in business, etc. The key to a good Yellow Pages ad is to make an interesting claim, cite benefits for customers, use testimonials, and make them look more like newspaper articles. Read a few books on advertising, direct response, etc., and you'll be able to help these guys in real and significant ways. If you show any business owner that you can bring in more customers without spending any more money, and can prove it, they'll gladly pay you something for your help. So approach as many as you can, show them how you can improve their Yellow Pages to attract more customers, and if it works, they pay you \$50. If it doesn't work, they owe you nothing. It will take a while to get paid doing this sort of thing, and some people will renege on their promise to pay, but many business owners will be sufficiently grateful that they'll fork over the cash.

220. Are you good at making models? If so, you can turn that skill into cash. Architects, engineers, developers, and others are in constant need of small figures of people, automobiles, trees, houses, and buildings. Develop a selection of your wares, then call upon architects, engineers, etc. with your samples and your business card. Emphasize your homemade quality over stock figures and models that lack style and class. Freelance saves architects money and time, and often the talent for making models is simply not available, particularly in smaller cities. And not only are pre-fab models rarely compatible with a designer's projects... they look cheap. You can sell yourself based on these negatives. I think you'll be surprised how much you can earn with this type of stuff.

221. You've got a cause, a deeply felt feeling and desire to do something about it? There's a way. Set up your own tax-free foundation, raise funds, and pay yourself a small salary. Solicit

funds for

your special cause directly and indirectly through advertising, appeals, and fund-raising letters. Get good legal and accounting advice and read up on foundations and reporting to governmental agencies. A salary of \$25,000 to \$30,000 wouldn't raise any eyebrows, PLUS you get to do some- thing you believe in.

222. Music written before 1923 is in the public domain. That means it doesn't belong to anybody and you can do whatever you want with it. You can freely make recordings of any song or tune prior to 1923, and sell it without having to pay anyone royalties. By compiling music related to specific niches and interests, you could very easily sell tapes and CDs to enthusiasts within that niche. Here are some examples: World War I tunes, Civil-War songs, John Phillip Sousa march music, music of the Suffragette movement, Songs of the Old South, Colonial-era dances, etc. Your only cost is the blank CD or blank tape, but you can sell them at retail for \$10 or more.

223. The active ingredient in "gas treatment" or "gasoline additives" is simple methanol alcohol. Everything else is basically filler. When a quantity of methanol (about 8 ounces) is mixed with a tank of gas, it does cause your engine to run cleaner, and it also has other beneficial effects. You can buy a 5 gallon can of methanol for \$25 from a chemical supplier.

224. One of the problems with filling out annual tax returns (aside from having to send the gov- ernment 1/3 of everything you make) is that you have to re-learn everything every April. Since most of us pay taxes just once a year, we promptly forget everything we learned in the days (or weeks) leading up to filing the return. So almost everyone looks upon tax season with dread. You can take advantage of this dread by offering a tax return preparation service in your area. What people want to do is drop off a grocery bag full of receipts and papers and then stop by and pick up a carefully prepared (and accurate) return. Most of your customers will be regular employee- types with a very standard set of variables - a paycheck, a mortgage, a few dependants, an IRA and a 401k. And that's it. This is a piece of cake. You'll probably want to stay away from the mar- ried couple filing separately with a Limited Liability Company and an offshore trust. (But those people probably wouldn't hire you anyway.) If you advertise a flat rate fee of, say \$99 to fill out returns, you'll probably have more business than you can handle. And the best part is, you can do this from your home without a storefront.

225. If you have a scanner, an inkjet printer and some photo-manipulation software, like Photo- Shop or Paint Shop Pro, you can make some extra money by repairing and restoring old photo- graphs for people. Almost every family has old pictures of their ancestors that were improperly cared for, and are now falling apart. By offering a restoration service, not only can you save these family heirlooms from destruction, but make yourself a little extra cash as well. All you have to do is scan in the original photo fragments, reassemble and "clone" pieces that are missing, and then print the final result onto some high-quality photographic paper. You should be able to charge at least \$20 per photograph.

226. Sign making can be a very lucrative business, and there are many ways to go about it. If you don't have a lot of capital, you can buy some paint and plywood and create hand-painted signs. The real estate and auction business still uses a lot of hand-painted signs to tell passers-by about upcoming auctions and sales, etc. Or, you can buy sheets of press-on vinyl lettering and "typeset" whatever signs you need by hand. Or, if you've got some capital, you can buy a vinyl cutting

machine that allows you to format a complete sign using computer software, and then have that sign created automatically in vinyl. If you're doing things by hand, you'll obviously need at least a little artistic ability. Otherwise, the vinyl sign machine is the way to go. They're not extremely expensive, particularly on the used market, but can make you \$150 - \$200 a day in busy areas.

227. Many years ago, when you wanted to send something nice to someone, your only real option was to send flowers. But not everybody likes or appreciates flowers, and the relatively new business of "gift baskets" has really come into its own in the past decade. Just like flowers, you can call a gift basket company and describe the interests of your intended recipient, and the gift basket "artist" will create a custom basket for you or recommend a standard arrangement. Some of the most popular are fruit baskets, wine & cheese baskets, gourmet baskets, local item baskets (where all the items are in some way "unique" to a particular city or state) and beauty product baskets. Even though gift baskets aren't all that expensive, there's still room for a decent profit for the gift basket maker. Even so, most of them don't make a lot of money, maybe \$10,000 - \$12,000 a year. I'm convinced that I could turn any gift basket business into a \$100,000 a year business because I know what they're doing wrong. Most gift basket makers focus on the wrong thing - the baskets. ANYBODY can buy a basket and put stuff in it and tie a bow on it. The important thing to focus on is the buyer! Gift basket makers put all their energy into making the baskets and neglect issues related to the buying experience. Instead of trying to sell them a gift basket, what you need to sell them is an emotional response. First, forget about telephone selling. Direct buyers to a website where they can see actual photographs of the various baskets you can create. Describe the baskets in terms of what emotions they will elicit from the recipients. Think of it this way - when you send a basket of fruit to a person whose parent has died, do you REALLY think that person needs a little extra fruit in their life? Or is your purpose to let them know that he or she is in your thoughts and prayers? There's a huge difference, and while a customer may balk at paying \$50 for a basket containing \$5 worth of fruit, \$50 is nothing to pay for "a bundle of nature's bounty, reminding us that God cares for us and watches over us, even in our times of loss." People who will hesitate to buy a "beauty product gift basket" will fork over the dough to "congratulate your friend on a job well done, and let them know they deserve a little extra pampering this weekend with this luxurious and hard-to-find assortment." Don't get me wrong - this is not just about writing copy, it's about selling to the buyer, not the recipient. And most gift basket businesses I've seen forget about that entirely.

228. If you've got a nice house in an interesting location, you can turn an extra bedroom into \$50-\$150 a night. Bed-and-Breakfasts are extremely popular nowadays and there are lots of people who simply do not stay in hotels anymore. This is a nice way of cashing in on a dormant, but existing asset, and you can learn everything you need to know from your public library.

229. One of the problems with running "roadside" businesses, like fruit stands, fireworks stands, etc. is that your sales are so low, it's hard to justify sitting there all day, let alone hiring someone to do it. But you might be able to do pretty well with an "On your Honor" business... a roadside stand without attendants, where buyers can insert their money into a box, take the appropriate amount of goods, and then leave. If you can protect the money with a strongbox that's secure enough to deter people from trying to steal it, your only risk would be someone stealing your goods. By and large, people are mostly honest and if you place a sign at your booth suggesting the possible presence of a security camera, that will go a long way to keep honest people honest. The beauty of this idea is,

if it works, you can set up any number of these "self-serve" vending booths in high-traffic areas and let people help themselves.

230. If you set up a booth at a flea market, you MIGHT make some money. But if you host a flea market, you WILL make money, regardless of whether anyone else does or not. And here's the best way to do it: Instead of trying to force a flea market into existence in some new, untried place, set up a flea market where people are ALREADY accustomed to going. Here are some examples: church parking lots, fairgrounds, school yards, football fields, etc. You'll have to decide the best place for your area. Then, do a deal with the authority in charge of that space to share revenue with them. There's no real rule of thumb here, so just negotiate the lowest percentage you can. Now, advertise the flea market in local newspapers and everywhere you can around town. People who want tables at your flea market will probably approach you immediately. Instead of a one-time fee, arrange a monthly or quarterly fee... if you can. That will allow you to continue advertising to build a steady stream of visitors. Once you get a flea market to a certain level of popularity, it's largely self-sustaining. The buyers go there because that's where the sellers are. And the sellers go there because that's where the buyers are.

231. Inkjet printers have all but done away with laser printers in the home and small business. But while inkjet printers are good at what they're designed for, they are NOT right for high-quality typesetting. And this is where laser printers shine. By offering a laser typesetting service, you should be able to attract a lot of small business owners who occasionally need to create high-quality originals, but who can't justify the cost of taking their artwork to a commercial print shop. A 1200 dpi laser printer will be sufficient for 99% of all jobs out there, and you can get them on the used market for \$300 or so. If you do a good job, you should be able to get \$50 or more per typeset page. Any reasonably good desktop publishing software will be all you need.

232. There's probably a market for beauty products, health-related items or even foods made from Biblical or historical recipes. If, for example, you created an eyeliner made with the same exact recipe used by Cleopatra, you'd have a product that would probably sell well, if marketed correctly. The Bible contains quite a few references to recipes and compounds you could make and sell to hardcore Christians.

233. When I first heard about "pet day care" about 10 years ago, I laughed! Now, it's perfectly commonplace, and as it turns out, pretty lucrative. Conscientious pet owners really don't like the idea of leaving their pet alone in the backyard all day, and apartment owners don't really even have that choice. So it's not surprising that there are thousands of people in every city willing to pay \$10 a day to this service. Several of my friends do, and they tell me that certain pet day care centers now have so much business, they require a commitment of so many days per month, with pre-payment! What could be easier than starting a pet day care service? With a few advertisements, you should be able to attract 20 or so dogs immediately, and that's \$200 a day for sitting on your porch and throwing frisbees!

234. It's not the most glamorous business in the world, but a small-time janitorial service can make you two or three hundred extra dollars every week, working after hours. Almost any commercial business needs a janitor to come in and clean things up, at least once a week, and will gladly pay \$50 for the service. Total time - about 2 hours work per job. If you line up just 5 busi-

nesses, or one per night, that's an extra \$250 a week, or \$13,000 a year. And that's just for the time you'd be wasting watching television. If you wanted to do this as a second job, you could line up 3 jobs a night, six nights a week and earn an extra \$47,000 a year! And once you've mastered the business and have firm commitments from your clients, you could hire this done for \$6 an hour, and just keep the profits!

235. I saw a wood replication carving machine in action the other day, and my first thought was what a hugely profitable business this could be. The machine is made by Wood-Mizer and it costs just a few hundred dollars, but here's what it does. You can perfectly duplicate any object in wood by placing the original within reach of its special "sensing fingers", and a similar sized block of wood in the cutting area. I saw it being used to duplicate a bust of one of our local historical figures that had originally been rendered in marble. When it was finished, a bidding war began among those who had been watching and the high bidder took the new wooden bust home for

\$215. For a few dollars more, he could have owned the entire machine! The potential here is huge, and creating busts of local historical figures might be the way to go. Or duck decoys. Or fancy wooden scroll work, or coats of arms or who knows? Almost any item that you can find of roughly 1' x 1' or less, you can faithfully reproduce in wood... automatically! I really like the idea that you can just turn the machine on and let it do all the work. You can just wake up in the morning and you've got another object you can sell for \$200 or more!

236. Once you know how to make stained glass windows, scrap glass that you can get for free becomes a work of art. A man in Cincinnati created a beautiful stained glass window from bits and pieces of discarded glass and wound up selling it for over \$8,000. The work is labor intensive and time consuming, but here's a way of literally creating something from nothing. Books in your public library will show you how to create these stained glass windows. You will need a few supplies, like a soldering iron and a glass cutter, but they're not expensive.

237. Here's a way of making money while having a good time. Whenever a movie is being filmed in your area, there's usually a mad scramble among the locals to try to be in it. Most people have no idea how to make this happen, but there is a way to be chosen as an extra, and it works about 75% of the time. Extras make about \$50 a day and are then eligible to become members of the Screen Extras Guild, which virtually guarantees future work as an extra. But the trick is getting in the first time, and here's how to do it: As soon as you hear that a movie is going to be filmed in your area, go to the "Film Commission" responsible for your area. Every state has an agency that promotes movie-making within that state, and even some cities have their own. If you have trouble finding it, it's usually part of your state's Department of Tourism (or Travel) and they'll be able to give you the address of the appropriate film office. When movies are being made in an area, the movie makers usually register the details of that film with the film commission, including the filming locations, the name of the director, producer, etc. If the film office is a government agency, its records are public information and you have the right to access them. Somewhere in this information should be the name and contact information for at least one Production Assistant (PA). Contact the PA and ask him who is "handling the extras" or who is "the extras coordinator." Once you find out, you can contact this person and send them a headshot and let them know that you live in the area and are available to be an extra at a moment's notice. (One of the problems with coordinating extras is that it's almost impossible to know EXACTLY when the extras will be needed, so an extras coordinator is always looking for people who have flexible time schedules.)

As simple as this is, it usually works. In addition to being an extra yourself, you can probably also make a little money helping other people become extras. Appearing in a film is a lifelong dream for a lot of people, and several of them would gladly pay \$100 or more to fulfill that dream!

238. If you've got a contact at an airline, here's an interesting way of making money. If you buy an airplane ticket and that flight is overbooked, you can voluntarily give up your ticket in exchange for having the cost of your ticket refunded AND receiving flight coupons for later travel. These flight coupons entitle the bearer to free trips on that airline, and are liquid commodities that sell quite easily. The trick, though, is only buying tickets on flights that are severely overbooked. It's difficult to know this without an insider's help, so that's why having the inside connection is crucial. Otherwise, if you buy a ticket and it turns out that it's NOT overbooked, you either take the flight or you lose your investment. On eBay, for example, flight coupons that are good for round-trip travel anywhere within the continental US are worth about \$150 each and international round-trip flights are worth about \$350 each.

239. A "Speakers Bureau" is an organization that arranges keynote and after-dinner speakers for various events and gatherings. For the right price, you can get everyone from movie stars to former presidents to speak to your group. Prices range from \$5,000 to \$50,000, with the speaker getting about half the money (and the speakers bureau gets the other half). With this sort of profit margin, most of them will be willing to let you become a freelance speech booking agent. Here's how that works. You approach various clubs and groups and reunion organizations and national associations, etc. and sell them on having a particular celebrity speak at their gathering. When you successfully make the sale, the speaker's bureau takes over from there. Your commission should be at least 20% of the sale. For lesser-known speakers, you'll be earning just \$1,000 commission, but if you can make a really big sale, like a Tom Brokaw or Dan Rather, for example, your commission will be \$10,000. This may seem like a tough business, but here's the amazing thing - these speaker's bureaus are some of the most passive advertisers in the world. Only about 30% of groups that would be appropriate to hire a speaker, even know this service exists! And among those, only 5% or so have ever used such a service. Speaker's bureaus just don't advertise very much, so a good salesman who aggressively pitches a few big organizations will probably do very well.

240. Here's a business that nobody is doing, but I think it would have great potential. I'm sure you've seen those ubiquitous "If you've been hurt in an accident..." ads on television. Some attorneys are doing everything they can to attract business. Well, not everything. It is unlawful for attorneys to access official accident reports for the purposes of soliciting business. But it apparently is NOT unlawful for attorneys to access "unofficial" accident reports. In fact, they'd probably pay good money for them. Here's how you could do that. Listen to a police scanner and wait for units to be dispatched to an accident scene. The dispatcher will give the exact location. You can go there too and take photographs, note the license numbers, names of the participants, etc. If you compiled this into a report every week, this would be a highly desirable subscription among attorneys, and some firms would pay you \$500 a month for the service. If you get just 10 firms in your area to subscribe to your report - and that's probably just scratching the surface - you'll be making \$60,000 a year.

241. If you have any mechanical training, you can make a good living inspecting used cars for people. Whenever you buy a used car, it's something of a gamble, so many people will hire an expert to give a car a good and thorough examination. When buying a used car, the average layman drives it around the block a few times and then makes a decision to buy it or not. That's not very scientific! Performing a complete inspection - from a mechanic's point of view - should take no more than a half-hour, but almost anybody seriously considering paying thousands of dollars for a used car would be willing to pay \$50 - \$75 for an unbiased opinion about it.

242. Companies like to use telephone numbers that spell out words, like 253-HELP. But one man in New York has turned this into a business. First, he gets a list of all the telephone prefixes in a certain area. A prefix is the first three numbers of the telephone, after the area code. So in the telephone (321) 222-3333, the prefix is 222. Once he has this list, he makes a list of all the interesting words he can make from the first 3 letters of the prefix. For example, if one of the available prefixes is 529, he knows that one possible word might be "lawyers", as long as the last four digits (9377) are available. If not, he might try "lawfirm" (529-3476). Once he finds a good available name like this, he calls the phone company and reserves it. His only cost is a \$29 hookup fee. Now he has a commodity that almost every law firm in his area code would be interested in. Having a phone number like (123) LAWFIRM would be quite a coup for a lawfirm, and they would probably be willing to pay quite a bit for it. ("Hooked on Phonics" reportedly paid millions for (800) 222-3334, which spells "ABCDEFGH".) In most areas, it costs just a few dollars per month to have a telephone redirected to another number, so it really doesn't matter where the prefix is originally designated. In other words, as long as the number is in your area code, the prefix could be for a town 200 miles away, and you could still get the number to ring into your office for just a few dollars a month. Depending on what words you can find, you could expect to sell a great, easy-to-remember telephone number like this for between \$250 and \$10,000.

243. If you speak a second language, you always have an alternative means of earning income by teaching that language to others. Freelance language tutors can earn \$25 for private lessons, or set up a weekly class where students pay \$20 or so per week for the class. When the Toyota manufacturing plant came to this area, a lot of peripheral Japan-based businesses sprung up too. And employees find themselves going to Japan on a pretty regular basis. One lady started a local program called "So you're going to Japan", where she teaches a one week course on the Japanese language, how to recognize words, and the basics of Japanese etiquette and culture. This course costs \$900 per person, and the companies usually pay for it.

244. New mothers, who are also health-conscious, would probably appreciate a local "organic baby food service". You can buy a food grinder pretty cheap, and then use fresh, organic fruits and vegetables to create your products. If you went one extra step and offered home delivery, there's no reason why you couldn't get \$1.50 or \$1.75 a jar for something that essentially costs you pennies. You can find recipes online, and just 20 or 30 subscribing mothers will make you \$100 a day.

245. RainX is a commercial product that, when applied to a car's windshield, causes rain to blow off the windshield in sheets. If you've never used it, you should try it - it's cool. It's sort of expensive, but it does a good job. If you were to go to car washes and offer to apply RainX to people's windshields for say, \$2 - \$3, you would probably have lots of takers. You may have to make

arrangements with the carwash to give them a percentage of revenue, but even so, this would be a great way for a kid to earn some serious money... even \$100 a day!

246. When I was a kid, here's how one way I made money during the summer: I would go to my local banks and buy all the rolls of change I could afford. Then I would dump the change on the kitchen table and scan it for "key" dates or for silver. You might be surprised how much silver coinage is still in circulation! Doing this once or twice a week all summer usually yielded about \$500 or so worth of silver coins, and another \$200 or so in collectible key dates or mintmarks. To do this, you have to know a little about which coins are sought after, but it's a fun way of making a little extra money, particularly for kids.

247. You can assemble a group of 7 or 8 experts in a particular field and interview them on video. Most people will agree to this since it increases their credibility and recognition. Then you can assemble and edit this video for sale to others in that niche. For example, you can approach some experts on "jury selection" and videotape your interviews with them. You could then sell this to attorneys quite easily for \$99 or so.

248. You may have seen those "change receptacles" in grocery stores where people come and dump their change. These machines count change and then give the user a ticket that they can redeem for currency or groceries. These machines take a whopping percentage as a commission from the total, sometimes 7.5 - 15%, just for counting the change. It occurred to me that you wouldn't necessarily have to have a fancy machine to do this. One of those little \$19.95 battery-operated coin sorters would probably work just fine. That way you could offer a similar service at a busy grocery store and perhaps take just 5% as commission. In fact, this might be an excellent fundraiser for a church group or Boy Scouts or something like that. "Bring us your change", you could say, "and we'll count it and give you bills", with the understanding that the sorters will keep 5%. If you had enough traffic and enough publicity, you could probably raise \$50 or \$100 a day using this idea.

249. One of the first commercial uses of aviation was aerial photography. Every property owner was (and still is) a prospective customer for aerial photographs of their home or farm. But the problem was (and still is) how to convince people to pay the high cost of, say \$29, for a single photograph. On the other hand, \$29 for an aerial VIDEO of one's property doesn't sound as expensive! With a digital camcorder, your consumable costs are virtually nothing, and you can create short, 5-minute aerial videos of properties. And instead of selling property owners a flat piece of photographic paper, you're selling them something tangible - a VHS video of their property from the air. These would probably be much easier to sell, yet your fixed costs are the same as if you were taking still photos. There are plenty of private pilots who would fly as often as they could if they could pay for their fuel, so by teaming up with a pilot and sharing the profits, getting in the air shouldn't be a problem.

250. A machine shop is a contract metalworking service that builds one-time metal objects for people. In other words, customers walk in with a drawing or the actual product they wish to reproduce, and the machine shop operator builds that object for them, usually while they wait. Machine shops can be extremely lucrative, earning \$100 an hour or more! A lot of factories have their own machine shop, but most small businesses do not. If you run a print shop, for example, and a piece

of equipment breaks, and you need a special gear with four square holes, and one edge that has to be tapered, you've got two choices... order that part and wait a week for it to arrive, or go down to a local machine shop and have them make it on the spot. There are 2 basic tools that will allow you to "work" metal into any shape you want: a metal lathe and a milling machine. In fact, with a metal lathe and a milling machine, you could build... a lathe and a milling machine! This equipment costs about \$2,000 on the used market, and once you learn how to use them, you've got a real business that could earn you \$60,000 to \$70,000 a year... your first year. I know a man who started from scratch, and who grew his machine shop to the point where he had 40 employees and annual revenues of \$4,000,000 a year!

251. Here's an entire business you can build on one simple idea. Have you heard of mortgage consultants? They approach homeowners with the guarantee that they can cut their mortgage costs by 25% or more. Here's how they do it: Let's say you buy a \$100,000 home, and you put 20% down. You borrow \$80,000 at 7.74% (my local bank's rate when I checked earlier today), which makes your mortgage payment about \$755 a month for a 15 year mortgage. But if you were to pay an extra \$200 per month on top of your \$755 payment, you would pay the mortgage off in 10 years (instead of 15) and you'd also save yourself over \$20,000 of interest. Believe it or not, there are people making a living just by showing people this simple rule of mathematics. You can get more details about how to calculate these figures on the internet.

252. If you've got some desktop publishing software, you might consider putting together a monthly "homesellers" magazine, listing houses for sale in your area. It costs about 15 cents each to print these magazines on a web press, and if you distribute just 3,000 or so a month, you will find realtors eager to advertise in them. Your total cost would be \$500 per month, yet realtors would pay about \$10 per ad to have their listings included. If each realtor listed just 30 houses, and you had twenty realtors supplying you with listings, your gross revenue would be about \$6,000 a month. If there is not already a real estate magazine like this in your area, you should consider it. It can definitely be a pretty profitable venture.

253. When a store has its Grand Opening, the owners and staff are so busy, they rarely think about (or have the time to take) photographs to commemorate the event. If you show up, however, with your high-quality camera and take several photos documenting the Grand Opening, you will be able to approach the store owner in a few weeks and offer them for sale. I know one man who does this and he says that 2 out of 3 people buy his set of Grand Opening photos for \$195. Considering there are probably 2 or 3 Grand Openings going on every day in a medium- to large-sized city, you could even turn this into a full-time career.

254. Swans are not much harder to raise than other waterfowl, like ducks or geese, but they command HUGE prices. A pair of mating swans can sell for \$700 - \$800. If you had eight breeding pairs, each hatching 16-18 swans per year, you'd be earning nearly \$60,000 a year doing nothing!

255. Here's a billion-dollar idea, and I don't know why nobody's doing it. There are restaurant chains in every niche - pizza, fried chicken, Mexican, Chinese, Italian, Old West, fish, kid-oriented, etc., but no serious restaurant chain to cater to people trying to lose weight. If you had a restaurant where all your menu items were delicious, but low calorie, you'd have tons of business. You should also have diet-specific items like low-fat items for the T-Factor dieters and low-carb

items for the Atkins dieters, etc. The only chain that's even remotely in this category is Subway, and their most successful ad campaign was the one involving "Jared", who lost 200+ pounds by eating Subway sandwiches. Of course, most people don't want to eat sandwiches every day, and would appreciate the variety that your restaurant will provide. There are plenty of good recipes for potential menu items, so that's the easy part. If you develop a successful, profitable concept, you could sell franchise licenses for \$25,000 (or more) each. Think about it!

256. If you're the kind of person who has a wide circle of friends, or if you have the opportunity to come into contact with lots of people, you might consider becoming a professional matchmaker, at least as a sideline. There are many single people who would be interested in a matchmaking service, but who find "internet dating" a little too creepy. You can take advantage of this attitude by introducing people the old fashioned way. Besides, there are some skills that computers simply cannot duplicate, and one of those is the instinctive knowledge when two people are "right" for each other. This would be the perfect side business for hairdressers, retail clerks, waitresses in restaurants, or others who interact with lots of people every day.

257. "Sports betting arbitrage" is one of the most fascinating money-making ideas I've ever seen, and here's how it works: whenever two or more casinos or online bookmakers have a variance in their payout odds in a sporting match, you can make money. Here's a real world example: During the 1st round of the ATP Tennis tournament in Lyon, France (October 7th, 2001), there was a match played between El Aynaoui and Sanguinetti. At two different online bookmakers, the odds were as follows: El Aynaoui to win - 2:3 at "Stan James" and Sanguinetti to win - 41:20 at "Bet & Win". Here's an arbitrage situation that you could have used to make GUARANTEED money... regardless of who won:

A \$646 bet on El Aynaoui and a \$354 bet on Sanguinetti means your total risk was \$1,000. Here's what this means: If El Aynaoui wins, you win \$1,078 and if Sanguinetti wins, you win \$1,078. So regardless of who wins, you get \$78 profit completely risk-free! If you know what you're looking for, you can find little discrepancies like this several hundred times a month. I don't have the room in this ebook to go into great detail about it, but you can search for "sports betting arbitrage" or "fixed odds arbitrage" on the web and find more information about how to do it.

258. In college towns, you can make money buying and selling university textbooks. At the beginning of every semester, students buy books that are required reading for their courses. And at the end of every semester, students sell their books to get a little bit of money back. If you buy and sell these books, the discrepancy between the price you pay and the amount you can sell them for is the profit you keep.

259. If you're particularly handy with makeup, a nice part-time business you can run from your home is that of freelance cosmetologist. Women love getting makeovers, and if they can do it from the comfort of their own homes, they'll pay dearly for the service. If you can accumulate just 20 regular clients who like to get professionally made up one a month, will result in profits of about \$24,000 a year. (20 clients @ \$100 x 12 months.)

260. Local newspapers like to have pictures of local news stories, but most local reporters treat their work as just another 9-5 job. Unfortunately, news doesn't usually happen between 9 and 5.

So there is a real, untapped market for high-quality action photographs of local news-related items, and they're rather easy to get. Just listen to the police scanner at night, and whenever anything sounds interesting, you can just show up and begin taking pictures. If you use a digital camera, there are no costs for "consumables" (except maybe batteries), so when in doubt, go ahead and shoot the picture. The type of action you'll be looking for will depend on where you live. In New York City, it might take an armed robbery to make it worthwhile. In my small town, a DUI is big news. So you'll have to judge that for yourself. Once you get some pictures, show them to the editor and offer them for sale. If you're vigilant, you should be able to get 2-3 useful pictures a week, and make yourself \$400-\$500 for your trouble. This strategy is particularly good when there are 2 competing newspapers and one is trying to outshine the other. The paper with the best local reporting always wins out, and your photos will help them do that.

261. Almost all oil wells give off natural gas, and lots of it. Most oil well owners just release it into the air, and consider it a byproduct of the well, and something of a nuisance. If you could make an arrangement with oil well owners that would allow you to bottle and sell the natural gas, you would have a potential million dollar enterprise, with almost ZERO exploration and development costs. The reason why well owners don't do anything with the gas is because there's no easy or cheap way to distribute it unless there's a pipeline nearby. But if you could figure out a way to store it or transport it or somehow convert it to a usable form, you could become rich virtually overnight. I've seen oil wells when natural gas was being released, and the sheer volume and pressure of the gas was mind-boggling. Figure out a way to keep this valuable product from going to waste, and your fortune will be assured.

262. The world is full of would-be "do-it-yourself"ers. The reason I say "would-be" is because they don't have the equipment or space to make it happen. As always, whenever there's an unfulfilled need, there's an opportunity. So why not create a big "do-it-yourself" shop or garage where people can pay by the hour to come in and use your equipment, your tools, your space to do what they need to do? Maybe it could be a fully outfitted woodworking shop where people could make their own furniture, or a mechanic shop where people could work on their own cars with top-notch equipment, or even a machine shop where people could create a part they need. If something like this existed in my area, I'd be happy to pay \$10 an hour or so to have access to it. And I'm sure there are thousands of others just like me. After all, why pay \$10,000 for seldom-used equipment when you can have on-demand access to the same equipment for \$10 an hour? You might need to take reservations during peak times (like Saturdays) so that you limit the number of people in the shop to 10 or so. And the beauty is, if you're an enthusiast of the hobby yourself, you STILL get to use your equipment, all the while earning \$100 an hour for letting others use it too. With the right location and the right marketing, this could easily be a \$1,000 a day business!

263. If you've got some artistic design skills, and some graphics software like PhotoShop or Paint Shop Pro, you can make some extra money by designing logos for businesses. Most logo designers are passive, and they wait for business to come to them. But if you want to get started making money right away, here's how: Contact your Secretary of State's office, or whatever office handles incorporations in your state, and ask how to get a list of recent incorporation filings. This is public record, so there should be a mechanism for finding this out. Once you do, you can contact these newly-formed companies and offer to design a logo for them. In the beginning, you might decide that you want to build up a portfolio to impress future customers. If so, you can go ahead and

design some logos for these new companies and send them these new logos free of charge. Very often, these companies will accept and use your free logo, allowing you to build your portfolio quickly. Another way of getting some fast business is to contact various web design firms in your area and offer your services as a logo designer. You can even offer to share the revenue with these firms, if you like. A nice looking, professionally-designed logo is worth at least \$200, so if you can build your business to the point where you design just one logo a day, you're earning \$75,000 a year, working one hour a day!

264. There are places in Arkansas where you can literally pick up diamonds out of the soil. Finding a big one would be nice, but highly unlikely. Much better would be to buy a piece of diamond-producing land, and then let others pay you \$5 or \$10 to come and dig. There are several farms in Arkansas that cater to this type of treasure hunter, and they're quite successful with tourists.

265. Although casino gambling is very popular, many people go for the fun and excitement and really have no idea about the best way to play. "How to Gamble" seminars are immensely popular in Las Vegas and Atlantic City, but I've never seen any of these seminars in riverboat casino towns. If you were to offer a "How to Gamble" class in these riverboat towns, you'd probably be able to fill it every night. Attendees would pay \$25 or so for the class, and if you got just 10 people a night, that would be \$250. Also, you might do a deal with various riverboats where attendees receive \$25 worth of play or free drinks or a show or something so that the class is basically free for the attendee.

266. There are people who refuse to do anything without first consulting their astrologer. People pay over \$250 a pop for personal astrological readings, and they request these readings on a pretty regular basis. But that's okay. People who believe that their lives are influenced by the power of planets millions of miles away, and not, for example, by their own actions... should have their cash taken from them as quickly as possible. ;-) Seriously, if astrology is your thing, you might consider hanging out a shingle. There are probably plenty of... suck...uh, believers... to make it worthwhile!

267. If you were to buy an entire beef, and have it butchered, you would be able to sell super-fresh steaks to connoisseurs at prices even cheaper than supermarkets. And the beauty of this business is, you don't have to risk a penny until you've already gotten a full subscription from buyers. Here's what you do. You start a little "gourmet meat club" and you let people know that you're going to be butchering a beef (or hog or whatever), and that the steaks will be delivered to the participants the same day. There's nothing like fresh beef for true steak lovers, and people who buy all their meat from a grocery chain have probably never had it. Once you've got enough buyers to make it worthwhile, you have the beef butchered and you keep the profits... AND the unsold portions of meat.

268. You've probably seen those Matthew Lesko books on getting government grants. Well, it's not as easy as he makes it sound, but it is possible under the right circumstances. Lesko would probably never mention this because he's too mainstream and conservative, but here's how the government grant business really works. Grants are decided by individuals, not computer programs or robots or giant committees. In almost every case, there's a single person, or at most, 2 or 3 people, with the power to say "yes" to your grant application. The trick is to find out who these

people are for the particular grant you're applying for. It's not easy to uncover this information, but if you can develop a friendly relationship with at least one person, and get to know him NOT as "assistant director of financial allocation", but as "Jim", your grant application is 1,000% more likely to be accepted than a stranger's application of equal merit. That's a dirty little secret, but it's absolutely true.

269. With a \$29.95 VCR cleaning kit, you can make \$1,000 a week... in your spare time... cleaning VCRs. Here's how: Go to various video rental stores and find out if they're offering VCR cleanings. If so, move on. If not... propose that they put a sign in their store that says something like this... "VCRs that are used for playing rented videotapes should be professionally cleaned twice a year. Failing to do so will result in reduced picture quality and will shorten the lifespan of your equipment. We offer next-day professional VCR cleaning for just \$19.95." Then, when people bring in their VCRs for cleaning, the store calls you and you come by and pick them up. Then you and the store split the money. It takes all of 5 minutes to clean VCR heads, so you can do at least 10 an hour, so with your 50% split, that's \$100 an hour. And depending upon how much spare time you've got, you can keep adding video stores until you've got as much or as little business as you can handle. The stores have an incredible incentive to accept your proposal because it's a nice profit center for them with absolutely no effort on their part.

270. Walmart's new grocery stores make the claim that they will match any competitor's price. Here's how one man is making money from that. He goes into competitor's stores and finds the absolute best bargains that they've got. These are sometimes "loss leaders" whose only purpose is to get you in the store with the hope that you'll buy other items with higher profit margins. Armed with this information, he makes little printouts of the 50 or 60 best deals being offered in various supermarkets around town. Then, he stands outside of Walmart and offers these reports to shoppers for \$1 each. At first, business was a little slow, but now almost EVERYBODY buys these reports. They're always up-to-date, and you can literally save \$20 or \$30 every time you buy groceries at Walmart. When I was compiling this book, I heard about this and thought "how quaint"... what a "cute little idea". And then I heard he sometimes sells 100 copies in 1 hour. Then I realized that he's got a heck of a sideline business! I wondered why Walmart doesn't kick him off the property, but I found out that they've tried, but Walmart is just a tenant of the property, and he has received specific permission from the owners. He's selling about \$1,200 worth of reports a week, so if you think this is something you could do, the profit is definitely there.

271. Here's an easy way to make \$200,000 a year. To become incorporated, all it takes is a document called "Articles of Incorporation" and about \$50 in cash. Every state is different, but that's pretty typical. Yet attorneys charge \$1,000 or more to incorporate a business! Once you find out AND master the rules of incorporating in your state, you can offer to perform same-day incorporations for law firms in your area for \$100 or so PLUS the registration fee. That prevents them from having to send a representative of their firm to the capitol building for a single incorporation, and it also makes them look like heroes to their clients for performing such a superior and speedy service. If you've got a network of 30 or 40 lawfirms that use your service, and they each average just one incorporation per week, you're making up to \$4,000 a week just for driving to the state capitol and dropping off some papers. Not bad!

272. If you live in a resort area, you probably know lots of other people who live there too. And when these other people are away for the weekend, their house, which ordinarily just sits there, could become a cash-earning asset for them, if they allowed vacationers to rent the house while they're gone. Houses in Destin, Florida, for example, rent for up to \$1,000 a day, so this CAN turn out to be "real" money... if you live in the right area. And by brokering these deals, you get your share of this rental revenue as well. And the more houses you "represent", the more you make. As soon as you know that a house is going to be available for a few days, you can post that information on various "vacation rentals" websites, and don't forget eBay. Renters will actually pay YOU directly, and then you'll make arrangements privately with the owners. It seems to be more important to represent as many houses as possible, rather than trying to squeeze every nickel out of every rental, so a 50/50 split seems to be the fairest AND most profitable arrangement. If you can represent just 10 houses and rent each of them for a weekend once per quarter, your share is about \$40,000!

273. If you read two or three books on memory training and memory techniques, you will be quite an expert. And this is information that is very much in demand, so if you were willing to travel, you could offer seminars to students, business professionals, and others, all around the country, night after night. Charging just \$25 for the course, and attracting just 20 people per seminar would net you \$500 per day, everyday that you taught it!

274. If you drive a car into Central America, you will learn the meaning of "red tape." Crossing from Guatemala into Honduras requires so much documentation, the resulting fistful of paperwork resembles an unedited draft of War and Peace. Crossing from Honduras into Nicaragua, on the other hand, is a piece of cake. Not because the Nicaraguans are known for their laissez-faire attitude toward travelers, but because there's an entire army of children who, for \$5, will escort you through the bureaucratic maze with the skill and aplomb of a seasoned UN diplomat. That got me thinking. Is there any bureaucratic process that you can learn and master, such that you could escort people through it painlessly? Like enrolling a child in school for the first time, or getting an FCC license, or filing the paperwork to take a company public, or something like that? If so, there are probably lots of people out there who would pay you for your expertise rather than having to battle the learning curve themselves.

275. Every business owner would like a professional-quality photo of their storefront. During the week, however, there are so many customers and pedestrians and traffic and activity that taking a nice picture is difficult. On Sunday morning, however, when most retail businesses are closed, it's possible to get a clean, unobstructed photograph of virtually any business, which you can then blowup to 8 x 10 and sell to the owner for \$49.95. One photographer who does this says that 1 in 3 storeowners buy, and he can easily sell \$200 - \$250 worth a day. Considering that the startup costs are virtually nil, this is something almost anyone can do.

276. Every day, desirable and potentially valuable domain names expire because the owner forgot to pay the renewal fee on them. At that point, anyone may register them. With the right software, it's possible to grab some excellent names as they expire and then resell them to speculators at a profit. But no software can match the name "grabability" of an ICANN-accredited registrar, so I recommend DotRegistrar's "DOMWISH" service. Just insert the names you want, and as soon as they become officially available (according to the central ICANN database), DOMWISH grabs

the names for you. DotRegistrar is an official ICANN registrar, and it seems to be quite a bit faster than SnapNames and SnapNames clones. Once you've got a really good domain, list it on all of the domain buying sites like "buydomains.com", "greatdomains.com", and "afternic.com".

277. There are probably hundreds of bulletin boards in your immediate vicinity, particularly at places like laundromats, gas stations, grocery stores, Walmarts, K-marts, churches, waiting rooms, community centers, etc. These attract a lot of lookers, considering their limited audience, and there are companies in both New York and Los Angeles whose purpose is to get your message on as many of these bulletin boards as possible. And there's probably a market for such a service in your area too. All you have to do is make a comprehensive list of all the bulletin boards, notice boards, and other places where you're permitted to post things, and then offer to put a message on all these boards for, say, \$50. The beauty of this business is, you only have to make the rounds once per week. When you're at the message board, you just post the stuff from all your clients simultaneously. With just 10 clients, you can make \$500 a week in your part time.

278. In a world of computer keyboards, PDAs and voice messaging, handwriting is becoming a lost art. But a lady in Washington, D.C. teaches a penmanship course for \$99 and does rather well with it. If you have nice handwriting, and you think you can teach it to others, you might consider something like this. The lady who teaches the course focuses on businesspeople and college students, and that's probably going to be your biggest market too.

279. If you've got a pond or a small lake on your property, you might decide to stock it with fish and then charge people to fish there. "Pay lakes" are an excellent means of passive income. You don't really have to do anything, yet people will pay you \$5 or \$10 to fish at your pond. An even better idea, so that you don't actually have to be home all the time to collect the fishing fee, is to start a membership "fishing club" that, for \$40 a year or something, people can fish at the pond as often as they like. This won't make you fabulously wealthy, but if properly advertised, you should be able to get 100 subscribers in your area for a profit of \$4,000.

280. People love chocolate, and it's a perfect "impulse buy" item. That's fortunate for people in the chocolate business, since it's extremely cheap to make, and people pay A LOT for it. When you buy a box of Godiva chocolates, the box probably costs more than the chocolate! If you can create a fancy mold to pour your chocolate in, and create a recipe for a filling or coating or something that sets your chocolates apart, you can literally make a 10,000% profit on your material costs! The most profitable thing is to create "gift boxes" (a la Godiva) that sell for \$19.95 or so. If you offer some luxurious-sounding marketing twist like "hand-ground cocoa" or "goats milk chocolate" or something along those lines, you can easily justify your price. Apparently, center-of-the-mall kiosks do very well for selling chocolate, and they're much much cheaper than a traditional rental unit.

281. Most people think payphones are owned by the telephone company. Very rarely is that the case. Most payphones are privately owned by independent businesses or even entrepreneurs. A payphone is pretty straight-forward to install, and they're not very expensive. You can buy them new for about \$350 and used for about \$200. And every quarter that gets dropped in the slot is yours. You'll probably want to contract with a payphone management company that allows you to

offer long distance services, and to get paid when callers use phonecards. There are plenty of good places to install a payphone, and they usually pay for themselves within the first few weeks of use.

282. You can set yourself up in the gold plating business for about \$150. It is not unusual to see gold-plating machines on eBay in the \$100 to \$120 range, and with a little scrap gold, you can start gold-plating things for people immediately. The profit potential is enormous. Not only can you do custom gold-plating for people (when they want to preserve a precious memory, like the golf ball they shot a hole-in-one with), you can invent your own service (like gold-plating people's license plate) or your own product (like gold-plated "state quarters" for collectors). It's an excellent part time business, and it also happens to be fun!

283. I used to be a Dungeons and Dragons fan. But if you'd told me that I could make money playing that game, I would have laughed. But nowadays, it's actually true. Sort of. Online roleplaying games like Ultima Online and Asheron's Call are becoming extremely popular...so popular, that people are willing to pay real-life cash for "virtual" items. Let me explain. As you play these games, you eventually encounter magic items and useful tools that you can use in the game. And these items can be exported from one game to another. So there are LOTS of players that are willing to pay over \$100 for certain magic items, to literally "buy" them from you, so that they don't have to spend the time to find these items themselves. There is a thriving "virtual item" business on eBay, which, if you play online roleplaying games, you should definitely investigate.

284. Star Trek and Star Wars fans are legendary collectors, and they'll buy anything related to these tv shows and movies. If you're creative, and you've got the tools, it is not difficult to make authentic-looking "props" like communicators, light-sabers, uniforms, headgear, etc. And at science fiction conventions, you could literally sell all you could make. And don't think this is "small potatoes", either. At one SciFi convention, someone bought a replica "Imperial Storm Trooper" suit for \$8,000.

285. Here's a great idea to make some quick money. When you're young and single, one of the toughest things to do is come up with new and fresh ideas for dates. "Dinner and a movie" can be fun, but if you did it every weekend, your date would eventually find you pretty boring. If you were to compile a book containing cool and unusual dating ideas, and you called it "101 Dating Ideas for Lexington Singles" or wherever YOU happen to live, you would sell a truckload of them. A lot of bookstores would allow you to place this book in their store on consignment, and it would be easy to get area newspapers and tv stations to do promotional plugs for such a book. You might even get certain dating venues to PAY you to be included! You could print these yourself using cheap comb-binding equipment, and retail them for \$12.95 each. As of October, 2002, nobody is doing this, but I think it has tremendous potential!

286. Process servers are people who serve a civil summons to people in exchange for money. In other words, if you sue someone, the person you sue has to be served a summons in person. The person who drives out to their house or place of business and delivers the summons is called a "process server". In most places, sheriff's deputies serve as local process servers, but there's no reason civilians can't do the job too. The job pays about \$40-\$50 per summons, but in some areas there's just not that much work to do. Talk to your county clerk about possible opportunities to serve summons in your area, and see it's worthwhile to pursue.

287. Because of our embargo on Cuban goods, Cuban cigars are illegal to import into the United States, but they are NOT illegal to own or smoke. The internet allows people to "bend" these rules. There are plenty of companies that will mail Cuban cigars into the US without their wrappers or labels, so the Customs Department has no way of knowing their country of origin. Later, these same companies will mail you the wrappers and labels separately. A person COULD then approach cigar smokers and offer them the elusive "Holy Grail" of cigars - authentic Cuban Mon-tecristos - and turn a decent profit. Yes, it's basically smuggling. But a lot of people, who are otherwise perfectly law-abiding folk, are doing it and I thought it was sufficiently illustrative to include here.

288. When most people think of an aerobics instructor they think of an employee of a gym. But if you're in really good shape, and you know a thing or two about aerobics, you can make money as a "freelance" aerobics instructor, and make much more than you'd ever make as an employee. If you've got your own facilities, great, but if not, you can arrange to rent or do a partnership deal with a local gym so that you can use gym facilities an hour or two each day. People pay \$10 per half-hour session with an aerobics instructor, and if you can fill just 2 classes with 20 people in each class, you gross \$400 a day!

289. If you're unfamiliar with the concept of "just in time" inventory management, it essentially means that the stuff you need is delivered at the exact moment you need it. While this concept is usually applied to manufacturing, one man in Washington state applies it to information in an interesting way. While people are waiting outside of the courtroom for traffic court to begin, he sells little pamphlets called "How to beat a speeding ticket in court". Apparently, he sells quite a few. This concept probably has implications in many areas of life. You could potentially approach people going into a restaurant with a booklet of unbiased reviews of all the main dishes at that restaurant. You could approach customers at a car dealership and offer them a booklet on the best prices you were able to find on cars all over the city. Those are just two examples, but the concept is probably valid in numerous other ways.

290. You can reupholster old furniture and make money two different ways. First, you can pick up free sofas that people are throwing away, right on the street. By reupholstering these, you can turn around and sell them for \$100 - \$200 or more. Or, you can offer a reupholstery service, where customers bring you their old furniture and you reupholster them for a fee. Either way, if you do quality work, you should have a decent business just from word of mouth.

291. The total cost to make a helium balloon is about 5 cents. But if you go to wherever children gather, you can sell them for \$1 all day long. All you need is some balloons, some string and a \$50 tank of helium.

292. You don't have to be a car dealer to go to auto auctions. And sometimes, you can't believe the prices that these used cars bring. For example, it's not uncommon to see 7 or 8 year old cars that run just fine selling for \$300 or so. With cars this cheap, you could buy a few of them and rent them out. There's no reason Avis and Hertz has to get all the business! There will always be a segment of the market that will prefer to pay \$20 to rent an old clunker for the day... all inclusive... than to pay \$75 for a nice new car, PLUS taxes, PLUS insurance, etc. Another option is to com-

pletely forgo the travel market and focus on local residents whose car is in the shop. You could make a deal with auto repair shops around the city, where they recommend your car rental service, and they receive a commission on all rentals they generate! This could be a pretty good full-time business.

293. Now that many homes have more than one computer, the latest rage is home networks. Unfortunately, setting up a home network is well beyond the ability of the average person. Or so they think. It's actually quite easy. You insert a network card into each computer, plug these cards into a cheap router, and that's that. Best Buy sells home networking kits for about \$49 and if you want to go wireless, about \$99. Lots of homeowners will pay \$150 - \$200 to have a network like this installed. And if you want to go after the big bucks, you might consider installing networks for small business. My friend paid \$800 to have his four computers networked together. If you know how to do it, that's an outrageous price, but it seemed perfectly reasonable to him. All you really need to get into that business is a screwdriver.

294. Have you ever heard of a restaurant without a kitchen? Well, there's one in Vermont. The restaurant is about 2 blocks from a large supermarket, so they print up a menu that reflects whatever the grocery store has on hand in their delicatessen. The restaurant does prepare its own meat on an outdoor grill, so you have the choice of a few different steaks or fish or chicken, but all the side items, like coleslaw, dumplings, baked potatoes, pasta salad, etc. come directly from the deli down the street. So they're able to charge a great price for a good steak dinner, and still make a profit thanks to zero overhead.

295. The pallet business is rather unusual in that there are companies that buy old wooden pallets, and yet there are still factories that throw them away! Literally, all you have to do is go to the places where pallets are thrown away, put them in your pickup truck, and take them to the company that buys them. You don't make a lot of money at this. Used pallets sell for about 50 cents each, but it's a little like aluminum cans in that it's a salable commodity that's free for the picking.

296. Although hypnotherapists are regulated in most states, usually you do NOT have to have a college degree to qualify. All you have to do is pass the test administered by the state board of licensure. And learning hypnotism is fairly easy. There are various online courses, and lots and lots of books on the subject. And yet, hypnotists get paid about \$100 an hour for their services! Obviously, the better you are, the more repeat business you're going to have, but virtually anyone can study hypnosis for a few weeks and offer a smoking cessation class or a weight loss session. There's also the possibility of making money as a stage hypnotists. It's fun to watch people make complete fools of themselves while unconscious, and stage hypnotists can earn \$1,000 a night if they're good enough!

297. Handwriting analysis is another pseudo-science that many people will gladly pay for. You can learn the basics of handwriting analysis by reading a couple of books on the subject and having a few "cheat sheets" nearby when you analyze someone's writing. I don't believe ALL the claims made about "graphology", but I have seen some oddly suspicious correlations between handwriting and personality, so there's probably something to it. But regardless of whether there is or not, there are plenty of people who think so, and who will pay \$10 or \$20 to have someone look at their handwriting and tell them things about themselves they already know. This is perfect for a

carnival or flea market environment, and I've even heard of people offering it successfully at nightclubs.

298. Today's modern refinishing chemicals are amazing, and they can peel layers of varnish and paint right off of the most delicate wood in minutes... without a trace. What this means now is that you can buy a \$10 table at a yard sale, and refinish it in one afternoon into a \$100 table. No matter how nice the wood is underneath, old furniture that has been painted is ugly and the price usually reflects that. But once the paint has been removed, and the original mahogany, oak or walnut finish is revealed, it's suddenly much more desirable. And, of course, the price reflects that.

299. If you have genuine powers of clairvoyance, go to Las Vegas! If not, you can still start your own "psychic hotline" and make plenty of money. In fact, while everyone laughs at the very notion of a psychic hotline, these companies make MILLIONS of dollars a year. Literally millions! How? I don't know. But apparently there are lots and lots of people willing to pay \$29.95 for a "genuine psychic reading." So that got me thinking - what about online psychic chat? As long as you make it clear that it's "for entertainment purposes only", there are probably people who will pay \$29.95 to have your psychic insights into their romantic, financial and personal affairs. Considering the start-up costs are zero, I imagine you'll be seeing this pretty soon, and the first person who acts on this will probably make a lot of money.

300. Wedding invitations have to be addressed by hand, and some brides-to-be will want them addressed in as good a hand as possible. So there's a legitimate business opportunity, particularly in the Spring, as a freelance calligrapher. With a little practice, and a nice set of calligraphy pens, you can create some beautiful results, and people will be willing to pay you \$1 or so for each envelope. To get started, contact various wedding coordinators in your area, and let them know of your availability. If you have a particularly stunning handwriting, send them some samples too. Be sure to let them know that you will give them a commission for all business they refer to you.

301. Collect and sell "special interest videos" at special interest events, such as motorcycle rallies, trucking or steam train conventions, low rider shows, rodeos, or even dog shows. The list is limited only by your imagination and research abilities, and it's something I haven't seen at the events I've personally attended. For example, a quick online search will turn up dozens of titles (from dreadful to great) of movies and videos featuring trucks, everything from "Convoy" to "BJ and the Bear", to CDL Video Training Courses. Another search will get you a list of events, ranging from huge national conventions to local or regional drivers association get-togethers. All you'd have to do is stock up on a various titles (at wholesale) and rent a table or booth from the show's promoters. Set up your table with a TV and VCR playing "Smokey and the Bandit" or "Walcott Jamboree Show Trucks 1996", and maybe hang up a few posters if you can find some. Also, have a list of all the titles you have for sale, along with a brief summary of each. These days, DVDs are becoming increasingly popular, so offer both if they're available. In addition, you could also have a selection of soundtrack CDs and play related music like Willie's "On the Road Again" to augment the videos. This example was for truckers, but there are all sorts of special interest conventions out there where this idea will work!

302. There are lots of people who earn extra money online by submitting people's websites to search engines. Many search engines that used to be free to submit to, now charge money even

to

be considered for listing. So webmasters are reconsidering those submission services that will get your website listed with hundreds or thousands of search engines. But instead of using the same old programs that everybody else uses, I think it would be far better to carve out a niche as someone who manually submits people's site to 50-60 or so of the most important search engines that are still free. Whenever I see someone offering to submit my site to 17,000 search engines, I'm immediately suspicious, since all they're obviously doing is pressing a SEND button and some piece of software - that might be 4 years old - is doing the work. And I think there's a real need for someone to offer a legitimate, hands-on service that lets follows up on your submissions and lets you know which ones actually accepted your submissions and which ones apparently didn't. Most website submitters get about \$29.95 for their service, and although there are already a lot of people doing this, most of them are doing it incorrectly, and since new people are coming online all the time, the need for this service continues to expand.

303. Whenever a building is torn down or renovated, there are usually quite a few architectural details that can be salvaged. (By architectural details I mean fireplaces, mantels, balusters, corbels, moulding, wainscoting, ceiling tiles, etc.) Sometimes these can be had for the asking, but occasionally you'll need to make prior arrangements with the demolition company or the renovation company, and let them know that they'll receive a portion of the revenue you receive from the sale of those materials. You might be surprised how eager a market there is for these salvaged building materials. An apparently worthless old door can fetch several hundred dollars. To get an idea of the outrageous prices that some of these antique architectural elements can command, check out the "Architectural & Garden" section under Antiques on eBay. Sometimes you can buy the salvage rights to a decrepit old mansion and literally sell the contents for thousands.

304. If you're an avid hunter, you've probably already established a number of reliable places to hunt. If so, you can convert this knowledge and expertise into cash by becoming a freelance hunting guide. Most would-be hunters probably do not have the contacts or resources to line up a series of good hunting venues, and will gladly pay \$50 per person per day to hunt rabbit, quail, deer, etc., particularly if you can put them right where the action is. A party of 4 hunters, therefore, will earn you \$200 per day.

305. If you know how to do it, animal training is really quite easy. Yet pet owners who take their dogs to obedience class, for example, routinely pay up to \$25 per class. You can learn all you need to know about dog training from your public library and then earn over \$500 a week teaching obedience classes... just a couple nights a week. Most people who wish to enter their dogs into obedience classes tend to look up this sort of thing in the Yellow Pages, or consult with their veterinarian. So make sure that your ad appears in the Yellow Pages, and also let veterinarians in your area know that you're offering this service. You might also consider offering vets a revenue-sharing arrangement in exchange for recommending your training courses.

306. If you've got good typing skills, you can earn \$25,000 - \$30,000 a year working from home as a medical transcriptionist. Here's how it works: Doctors dictate their medical notes into a miniature cassette recorder. But since they need this information printed out in hard copy, someone has to type it, and the person who types it is called a medical transcriber or medical transcriptionist. They typically earn about x cents per line. The only equipment that you really need is a dictation machine, with a foot pedal and headset, which can be found on the used market for about

\$300. There are lots of medical transcription companies that are on the lookout for home typists, OR you might consider offering this service on a freelance basis to physicians in your area. By offering superior service, and by undercutting the going rate by a cent or two, you can probably secure all the business that you can comfortably handle. This is the perfect job for stay-at-home moms, and since you are generally NOT on a deadline, you can start and stop whenever you need to to handle those little family "emergencies".

307. Here's an interesting idea. Create a weekend "farm camp" where city kids can go live on a farm for a few days. Parents will like the idea of a) getting rid of their children for a few days, b) allowing their children to get some fresh air and exercise, and c) having their kids finally understand where bacon and eggs come from. You should be able to work out a deal with a working farm, with the offer of revenue sharing and/or the "free labor" from 25 or so kids every weekend. At just \$100 a child, that's \$2,500 a week or \$130,000 a year. If successful, you might even be able to franchise this!

308. A hot air balloon costs about \$12,000 on the used market, but you can earn up to \$1,000 a day offering TETHERED hot air balloon rides at fairs, carnivals, zoos, theme parks, etc. In other words, you take your passengers up a few hundred feet, and then an assistant slowly lowers you to the ground by pulling the rope attached to the balloon. People will pay at least \$15 for a half-hour ride, and you can usually get 4 people into the gondola. That's \$120 an hour, and in a popular location, you should be able to stay busy for at least 8 hours. (This is much more profitable than offering un-tethered balloon rides. Those typically sell for \$350 to \$400 and last for 4-5 hours. It's rare to get more than 2 or 3 ride requests a week, even in large cities, and the amount of personnel, work and support is much greater in untethered flights.) The only drawback, aside from spending the \$12,000 for the balloon, is that you have to be a licensed commercial balloon pilot to offer this service. But if you've always wanted an occupation that offered fun and adventure, you could do worse.

309. Until you actually have to bury a loved one, you may not be aware of the extremely high cost of a burial, particularly the price of a custom tombstone. These polished chunks of faux granite can literally cost over \$2,000. There's obviously a segment of the population that cannot afford such an extravagance, but who want to bury their loved ones with a head stone. You can help them do this, and make a good part-time income, by making high-quality head stones made of concrete. Here's how to do it: All you need is a sheet of Formica, some old print-shop typesetting letters, and some 4-inch steel plate - shaped and welded - to form the exterior walls of the head stone. In the Formica, various lines of holes are drilled to accept the typesetting letters and hold them into place. These letters will identify the name, date of birth, death, and so forth. The steel form is then clamped to the Formica. When concrete is poured into this mold, the typesetting letters will create the same effect as carved letters into the granite surface, and since Formica creates a very smooth surface, it has a nice overall look to it. You may also want to reinforce the headstone with some rebar. When you remove it from the mold, coat the surface liberally with waterproof sealant. This will increase the life of the headstone enormously. You can make a very attractive headstone for about \$4 worth of materials, and sell it for \$100 or so. And once you build the original mold, every sale you make will be virtually 100% profit. Obviously, this isn't going to be the same quality as a \$2,000 head stone, but at least you're providing an option to people who can't afford that. Various municipalities and funeral homes have to bury impoverished and indigent citizens at their

own expense, so they have an interest in conducting a burial with as little expense as possible. By making arrangements with various cities and funeral homes, you can probably get 3 or 4 orders for your concrete headstones every day, which represents up to \$350 in profits.

310. If you own some land or a house, one way of making money is with a "reverse mortgage". A reverse mortgage is basically an annuity that is paid to you and secured by the property. When you die, the house or land become property of the investor who holds the reverse mortgage. Your annual payments are based on actuary tables, so if you die before you're supposed to, the investor makes money. If you live forever, the investor loses money. You can find out more information by searching for "reverse mortgages" on your favorite search engine.

311. When people move to a new city, their first order of business is finding a place to live. While YOU may be familiar with the nicer and the less-desirable locations in your area... AND the best ways to go about getting an apartment... newcomers who arrive in your city for the first time are not. That's why many potential renters will use the service of an "apartment finding agency". And since this service is totally free to the renter, it makes sense to use the services of a professional who knows the area inside and out. The way apartment finding agencies make their money is by having prior arrangements with landlords and property managers and by receiving a commission for all the new tenants the agency can bring in. Considering a one-year apartment lease is worth at least \$5,000, most landlords and property managers will gladly accept a commission equal to the first months' rent on properties rented. As you can see, if you can place just one tenant per week, that adds up to a sizeable part-time income. And if you were to do this on a full-time basis you could potentially earn a pretty good living at it. The best way to get started is to contact a few managers of apartment buildings that are advertising vacancies. Ask what they would be willing to pay you as a commission for bringing them tenants. I think this has enormous potential as a part-time business.

312. I always thought one of the reasons women go to nail salons was for the female camaraderie. But I read an article recently that about 30 times (!) as many people who go into a nail shop for a manicure or pedicure would do so if they could have these services performed in the privacy of their own homes. That suggests that there's a huge opportunity for people with these skills to offer in-home manicures and pedicures to this market. A good manicure or pedicure, particularly one that is performed in one's own home, should be worth at least \$25-\$30, and if you can line up just 4 a day, you'd be earning over \$30,000 a year, which is much more than the average "nail specialist" earns in a traditional shop. It is reasonable to believe, though, that people who are unlikely to go to a beauty shop for a manicure or pedicure, are also unlikely to look up those words in the Yellow Pages. So the best way to build a business in a field like this is to approach these people when they're involved in similar activities. For example, if your beauty shop does not offer a manicure or pedicure service, you can suggest to them that they recommend your service to their clients in exchange for a commission on all business they send your way. Another strategy might be to offer a FREE in-home manicure or pedicure, to get your customers accustomed to using such a service. Your net incremental costs would be virtually zero, yet a good steady customer who uses your service monthly, has an annual value to you of at least \$300.

313. Before oil was discovered in the United Arab Emirates, pearl diving was the backbone of the economy and accounted for 95% of the national income! The pearls found in oysters in the Ara-

bian Gulf are still sold all over the world, and often command huge prices. If you're the adventurous type and looking for a way to make some extra cash, you might consider this. I'm told that occasionally you can find enough pearls in a single day to make a necklace worth \$3,000 in the US. Of course, at this very moment, the Middle East is not the friendliest place for Westerners to be caught interloping, so please proceed with caution.

314. Banks, insurance companies, financial service companies and lawfirms produce lots of documents that prying eyes were never meant to see. And one of the problem with simply throwing these documents in the trash is that you can never be sure that this private - and often sensitive - material won't be seen by others. That's why many companies that produce large quantities of sensitive material hire document shredding services to eliminate any possibility that these papers will ever fall into the wrong hands. A document shredding service just picks up the material from the source and then destroys it in such a way that it's rendered utterly unreadable. There is no element of this service that you couldn't perform and offer to companies yourself. Most organizations that would hire a document destruction service would insist that you be bonded, but aside from that, the only real requirement that you need is an industrial-grade shredder that can be purchased used for under \$1,000. Most document destruction companies charge by volume or weight, and there's no reason why you can't undercut their charges since you have no overhead.

315. Airlines are always on the lookout for added revenue. Here's how you can take advantage of that and make a little coin for yourself. If you can strike a deal with an airline to let you offer this service, you could supply them with rental Gameboy machines. You can buy used "Gameboy Advanced" units for \$50 - \$60 each, and then rent them on the plane for \$5 each. This is a great way for passengers to pass the time, and even adults will probably go for this. Just 10 rentals per plane per day will create tens or even hundreds of thousands of dollars of extra revenue every day (depending on the airline), which you will split with them. You could also do this with personal DVD players, but they're more expensive. Nevertheless, after just 20 flights, your investment will be recouped and you'll be operating "in the black" thereafter. But it's vitally important that you write the script that flight attendants use when asking passengers if they're interested in renting the units. You've undoubtedly seen the lackluster response they get by merely walking down the aisles saying "headsets?, headsets?, headsets?".

316. A patent is given to an inventor based on what the invention IS, not what it DOES. In other words, you can only patent an "embodiment"... the actual properties of a device or method... and NOT the results of using the invention. If, for example, you create a device that DOES the exact same thing as another invention, but that does it using a different approach or different method or different equipment, you've created a unique invention which YOU can patent. (The degree of uniqueness required to receive a new patent is determined by a patent examiner and the Patent Office, and varies widely.) Here's how you can profitably use this: By faithfully studying newly- issued patents (published regularly by the US Patent Office), you can look for commercially valuable patents that you can "convert" into a new invention. By making a few minor changes, you might be able to own a patent to a similar device that you can then license. Commercially valuable patents are generally "assigned" to a corporation for development. By seeing which "assignee" licensed the patent that "inspired" your new invention, you can approach that company's competitors and ask if they'd like to have their own version. Sometimes they'll say yes, in which case you could be paid \$100,000 or more for your invention.

317. It's impossible to guess how much longer the current tattoo craze will remain with us, but one thing is for sure... tattoos are not cheap, and on a per-hour basis, tattoo artists probably make more money than some attorneys. And although tattoo artists are usually regulated by the state, the only thing you really need to set yourself up in business is a \$300 tattoo needle and some ink. There are several books available about becoming a tattoo artist, and if you're considering this as a sideline, you might consider getting them. But they tend to focus on the art of tattoos, rather than the business. One of the good things about the tattoo business is that your customers will seek you out and you do not have to have "Class A Retail" space in order to have a thriving business. Obviously, this is not the sort of thing that will appeal to everyone, but if you're already a fan of tattoos, it's a way of making serious income doing something you already enjoy.

318. If you have, or can gain access to a truck (and a willing partner) you can make a very good part-time income by getting into the moving business. Movers get paid a lot of money, and, aside from the truck, the only equipment that you really need is a dolly, a few load-straps, and some blankets. While moving companies typically get all their business by advertising in the Yellow Pages, here's a couple of ideas to generate some clients "on the cheap": A very good pool of potential customers can be drawn from those who have their houses for sale. By leaving your brochure or card in the door of houses with "For Sale" signs in the yard, you should be able to generate considerable business. You might also enter into a cooperative agreement with real estate agents, and let them know that you would be willing to give them a commission on all business that they send your way. With these two approaches, you can probably get all the work you need without having to spend a nickel on advertising.

319. Having an aquarium in one's home or office makes for a peaceful and tranquil environment, but having an aquarium requires a commitment of time and energy that most people can't afford. That's usually a good sign that there's an opportunity lurking about - when there's a desire and a need, but the inability to fulfill it. And there ARE lots of people in the country who earn a living by maintaining aquariums for individuals and businesses. People who offer this service generally just check aquariums once a week, which means you could conceivably manage 50 or so aquariums for a weekly fee of about \$25 each. That's a weekly income of over \$1,000... for basically feeding fish! While the potential and the profit are there, the challenge in a business like this is attracting customers. A good place to start would be to have some nice looking brochures made and begin dropping by doctors' offices and emphasizing the soothing nature of aquariums and the calming influence it would have on their patients. And for a measly \$25 a week, many people will at least try it.

320. I once confidentially suggested this business to a woman in Alabama, but since she didn't act on it, I suppose I'm justified in sharing it with the world here. I think it has a lot of potential, and I don't think anyone's doing it. In most restaurants, there is sufficient table space (near the salt/pepper/ketchup) to place a cardboard "placard", advertising other activities in the area. For example, businesses that might appear on such a placard would be bowling alleys, miniature golf courses, movie rental stores, and any other sort of entertainment business that might benefit from the after-dinner crowd. Maybe churches would want to advertise, or pizza chains, stores, movie theaters, amusement parks, theater companies, etc. You never know. If you had a few restaurants in town that would agree to let you place these placards on their tables, you could quite easily sell adver-

tising on these placards to these other groups at x cents per unit per month. In other words, they would pay you for every such placard that you could place in the area of their customer base. You might be able to get restaurants to allow you to place these advertisements because it's a value-added service to their customers, but most of them will want some sort of profit-sharing arrangement with you. If you get a local business onto 1,000 restaurant tables, they would most certainly be willing to pay you \$100 a month for that sort of exposure. Just 20 advertisers at this rate would make for a really nice home-based second income.

321. You can learn to become a massage therapist with just a couple of weeks' training. Yet professional massage therapists can earn up to \$50 - \$75 per hour for their services. All you need is a folding massage table, which costs about \$200, and you're ready to set yourself up in business just about anywhere - hotels, airports, health clubs, and you can even do in-home massage. One massage therapist, who needed to raise money quickly, bought some radio advertisements in which she offered gift certificates for sale - good for one free massage - as a gift idea during the Valentine's Day season. In one small city, she sold over \$35,000 worth of gift certificates in a 2 week period! Could you do the same thing? Probably!

322. Global warming is either real or it's not. If you believe it is, here's a way you can put your money where your mouth is. As the polar ice caps melt, and the oceans rise, what is now cheap, inland property will become expensive beachfront property worth 100 times what you paid for it. If you do your homework and figure out where the oceans will rise to, you can get a pretty good idea where to buy. The best locations will probably be near existing population centers like Los Angeles, New York and Miami.

323. In almost every upscale neighborhood, there are a few houses that are smaller or less attractive or more dated or somehow less impressive than the others, and this might represent a real opportunity. If you can find the \$100,000 house in the \$250,000 neighborhood, you can spend \$50,000 adding a floor, or just a few rooms and still take a nice \$100,000 profit. Obviously, you need some start-up capital, but if you can demonstrate this opportunity to a bank or private investors, you shouldn't have that much trouble getting started. Once a house is already built, you'd be surprised at how much extra floor space you can buy with \$50,000.

324. You've undoubtedly heard the expression, "Do what you love and the money will follow." Well, if you love travel... here's a unique way of making money on a part-time basis while doing what you love. There are places around the world that have special meaning for people who have a particular avocation, interest or hobby. For example, while your average traveler would not be particularly drawn to obscure sections of the Tunisian desert, Star Wars devotees would probably be extremely interested in a Star Wars-themed tour of the area, since a lot of the original movie was filmed there. Similarly, UFO buffs would probably enjoy an organized trip to the bluffs overlooking Area 51. By organizing, arranging and offering these "niche"-related trips and tours, you can make a good profit, as long as you can reach enough interested people. But because doing the initial research doesn't cost you anything but time, you can arrive at a ballpark figure, and then put that out into the marketplace to gauge the general interest in something like that. At the turn of the millennium, one man in California made a small fortune by selling an organized trip to the island of Tonga, which lies on the International Date Line. He sold the trip as an opportunity to "be the first person to ring in the new millennium!" He reportedly made over \$400,000 on that one trip.

325. If you're into ceramics, you can have a nice sideline business by creating custom tile murals for people. Custom tile murals are extremely popular now in new home constructions - in bath-rooms and kitchens - and can fetch \$250 - \$300 each installed, even though your actual material costs are negligible. Unfortunately, there's no central marketplace to hire a tile mural designer, or to find customers who would be interested in such a service, so the best way to attract potential buyers is to take a couple of samples of your tile murals into existing tile stores, and then allow people to take your business card and contact you if they're interested. These stores will generally want to receive a commission on your sales.

326. If you know the slightest bit about accounting, another very viable way of earning good money at home is to be a part-time bookkeeper for local small businesses. I know a few bookkeepers who earn \$100 per week per client, and who have 7 or 8 clients at any given time. That's a very good income for a part-time business that you can operate out of your home... at night. Even if you DO NOT already know how to keep books now, you can learn most of what you need to know either online or at your local public library.

327. A used electrolysis machine only costs about \$250, but in the hands of a skilled operator, it can earn that much money back every day! Electrolysis is slightly more painful and somewhat more expensive than other hair removal methods, like waxing, for example, but it is a permanent solution. Once hair is removed by electrolysis, it is - for all intents and purposes - gone for good. It would be possible (and quite profitable) to organize a network - or "circuit" - of beauty shops in which you could offer electrolysis to those shops' patrons. The vast majority of beauty shops in the country do not currently offer this type of service but they DO have a steady stream of potential electrolysis customers. So by entering an agreement with various shops, where you share profits with the owners, and where you agree to offer this service at their place of business once a week, you could potentially earn quite a nice income with this.

328. In almost every city in almost every country, there are a few properties that appear to be "jinxed". No matter what type of store or business or restaurant opens in certain buildings, they are doomed to failure from the start. I'm sure you know of a few properties like this, where a steady stream of new businesses open up in a particular building, and they all eventually shut down, one by one. The reason why people keep opening new businesses in these "cursed" buildings is because they're generally NOT from that area originally and are unaware of the long history of failures at that location. If you're an outsider, just moving into a town for the first time, you'll just assume, "Hey, that's a nice location with lots of traffic. That will be perfect." That's why I propose that a "Jinxed Property Report" would be a very welcome product for anyone wanting to start a business in a particular town. By knowing which properties have a long history of failure, prospective business owners will do a much better job of selecting an optimum location. And one of the beauties of this business is that there's no need to limit your product to one specific area. By simply interviewing local longtime residents, you can compile a pretty comprehensive list of which properties to avoid. I think a report like this would be worth hundreds (if not thousands) of dollars to any business wanting to open a location in a particular area. As far as I know, no one is doing this, but a market for this information definitely exists.

329. Saw sharpening is one of those hidden industries that you don't even know exists unless you're involved in the business. Yet saw sharpening is a very lucrative home business that can earn you \$25 to \$30 an hour. But it's not as simple as grabbing a file and sharpening some metal. It's more of an art than a science, but it's one that can be learned by just about anybody. Even in large cities, there are only about 3 or 4 full-time, professional saw sharpeners and most of them stay quite busy. The best way to learn the business is to apprentice under an existing saw sharpener. But if you're in a hurry to learn the business, the second best option is to take a hands-on course from one of the home study companies that liberally advertise in magazines like Popular Mechan- ics. Within a few weeks, you'll completely learn a trade that will earn you over \$100 a day for as long as you want to do it.

330. Lots of city and state governments, as well as private conservation groups, in an effort to reduce urban sprawl, have begun buying "development rights" to farms lying just outside a city's "urban service area". Once the city or state or organization buys these rights, the landowner CAN- NOT develop their land into a subdivision, strip mall, etc. If you've got a keen eye for observing which properties are most sought after in these PDR (Purchase of Development Rights) programs, you can make a few bucks. Here's how: First, get a county map and visit the Property Assessor's office and make a list of properties that are in the PDR target zone. You do this by examining which properties have been the recipients of PDR money. (This is public record, and available at your courthouse or at the organization administering the PDR program.) Then, figure out how much money the neighboring farmers got PER ACRE by selling their development rights. (This is public record too and generally recorded with the property deed.) For example, if you've found a 100 acre property in the PDR target zone and properties in that area are getting \$2,000 an acre for development rights, you have a good chance of getting \$200,000 worth of PDR money for that farm. If similar-sized farms in that area go for \$4,000 an acre, for example, you could buy the farm for \$400,000, sell the development rights for \$200,000 and then turn around and quickly sell the farm for the bargain price of \$300,000. You just pocketed \$100,000 in profit. Or, depending on how your local PDR program works, you might be able to "option" a certain property and get a private determination as to whether or not the PDR program would be interested in your optioned property. If so, you could move forward with buying it. If not, you could let the option expire. Or, you might buy the property in such a way that the owner carries the mortgage in a land contract deal. If the PDR program doesn't pan out, the landowner gets the farm back. If it does, you use the PDR money to pay off the farm. Do a little investigating and see if you can come up with a way to take best advantage of this relatively new opportunity.

331. It's not the most glamorous job in the world but "Chimney Sweeps" earn about \$125 per job and the whole process takes about half an hour! Most chimney sweeping services simply adver- tise in the Yellow Pages and wait for customers to call them. But you could make A LOT of money by offering chimney sweeping services door-to-door, particularly in the late fall when peo- ple are considering burning their fireplaces for the first time. In fact, you might go door-to-door and let the homeowners know that typical fees for having their chimney cleaned out run about \$125, but since you're doing it house-by-house in their neighborhood, you could perform the service for half-price. If just one house out of every 25 agreed, you could make upwards of \$1,000 a day during Fall and Winter! And all you really need to do this is a good brush with really long (or extendible) handle. Total investment: \$100.

332. The latest thing that has come along in outdoor surfacing is "acid stained concrete". The acid stain is absorbed by the concrete, and it's used to create spectacular effects previously impossible. The equipment that you need isn't very expensive, and the supplies are minimal. But with a little practice, you can create some beautiful effects that people will pay A LOT of money for. There are also molds that you can apply to the top surface of wet concrete that lets you replicate other surfaces like brick pavers, cobblestones, terra cotta, etc. When this is combined with the acid staining, you can turn regular concrete into works of art. You can learn everything you need to know about acid staining concrete online, and by buying a few supplies and doing some backyard experimentation. This is going to be a HUGE industry in the next few years, and learning it now will guarantee you an excellent primary or secondary income.

333. One of the little entrepreneurial ventures I used to run before I got sidetracked by the internet was a "patent reporting service". Businesses used to pay me to send them monthly updates of all the newly-issued patents in their field of interest. This information is freely available from the US Patent and Trademark office, and by simply compiling this data and sending it to customers, they pay you about \$500 a year. Big businesses, particularly Fortune 500 types, probably already have a mechanism in place for examining new patents that are relevant to their industry, but most businesses do not, and they're all potential candidates. Many companies are EXTREMELY interested in keeping abreast of the latest developments in their field, and they're willing to pay for it. Interestingly, this information is available for free online... so anything you get is pure profit!

334. If there's one thing that's worse than cleaning windows, it's probably cleaning Venetian blinds, and there's a whole industry now devoted to their cleaning. With the right equipment, what is ordinarily a loathsome chore becomes fairly easy. Blind cleaning equipment is available from cleaning supply warehouses on the internet, and for about \$250, you can set yourself up in a very profitable blind-cleaning business. Business owners and homeowners will pay you as much as \$15 a window to completely clean their blinds. That may not sound like a lot of money, but since you can clean each window in about 5 minutes, that means you can make over \$100 an hour... all day long.

335. Many many businesses offer free or discount products and services to senior citizens. From free bus rides in Philadelphia... to discounted admission at Six Flags theme parks... to free coffee at every McDonalds restaurant in America, the list goes on and on. You could make a nice second income by compiling and selling a "Discounts and Freebies for Seniors" book in your area. Start by calling all the various businesses in your area and ask what sort of special deals they offer for Senior Citizens. You'll be surprised by the variety. Once you've compiled your book, you can print it using a simple comb-binder (available at Kinko's, Office Depot, etc.) and sell it for \$19.95 each. Every senior citizen is a potential customer, and you could even sell it door-to-door. (Don't forget to leave it at book stores, churches, senior citizen centers, etc. on consignment.) The best way to position a book like this would probably be something like... "If you're over 65, you're missing out on thousands of dollars worth of free and discounted products and services in the Cincinnati area. Our new book shows you hundreds of ... blah blah blah". In a large-enough city, I'd be surprised if you couldn't sell 5,000 copies. Not bad for a home business that requires virtually ZERO capital.

336. In much of the eastern part of the United States, the soil has a high clay content. Because

of this, it's possible to make beautiful bricks using nothing more than a homemade wooden brick

mold. Bricks that are made locally by hand are so unique and so novel that they will appeal not only to homeowners who wish to use them for small projects, but also to collectors and anyone doing period restorations. In North Carolina, a company makes bricks using area clay and sells them for \$3 each without any difficulty! Considering that the raw materials for making bricks cost exactly zero, every sale is virtually 100% profit. Although it takes some experience to get it just right, making bricks is basically nothing more than pressing wet clay into molds, putting this molded clay into a kiln, and letting it cure. If you wanted to start from scratch, a small brick-making operation would set you back about \$3,000 for everything you need. But considering your first batch of bricks will more than likely earn more than that, that's a fairly painless investment. If you like working with your hands and creating something useful, this would be a very interesting side-line. You can learn everything you need to know about this business online or at your public library.

337. Bodywrapping is a relatively new phenomenon, but it seems to be gaining popularity all the time. Essentially, it involves coating a person with some sort of salve or nutrient rich mixture and then wrapping them in airtight cellophane. This causes the person to sweat profusely, and for the skin to absorb the nutrients in whatever concoction was applied. While a lot of people are interested in trying this, only a fraction of them would ever proactively make the effort to do it. In other words, there's a tremendous market among people who are curious about this, but you'll have to make the first move. What I would suggest would be in-home bodywrapping, drawing from a pool of customers who already patronize beauty shops, tanning salons, etc. The owners of these other business can probably send a steady stream of business your way in exchange for a commission. And by offering the service in-home, that eliminates your need for a store front. The best way to learn this business is to visit a salon that offers bodywrapping and to take notes. You can also get good pricing cues by making a survey of typical rates in your area.

338. If you've got as little as 10 acres of reasonably flat land, you can make a sizeable profit three seasons of the year by converting it into a simple golf driving range. You can buy used "range balls" for about 5 cents each. And since you'll basically be "renting" these balls to your driving range customers for about the same price (a bucket of 100 balls for \$5.00), you break even on your very first customer! To turn a raw piece of land into a driving range will cost about \$500 for signs, teeing platforms, buckets, etc., but it's an easy way of earning \$200 a day while sitting in a chair collecting money!

339. It only costs about 2.5 cents to have an 8.5" x 11" page offset printed. Yet people will pay \$25 - \$30 for a pad of 100 "forms", particularly in niche businesses that usually have to create their own. Almost every business has a specific need to record business information in hard copy form, and some of these forms are easy to find - deposit slips, timesheets, invoices, call logs, etc. But some forms are very niche-specific, and indeed are so specific that they're impossible to buy. For example, there's no such thing as a form that allows retail clerks to record all the items that customers ask for, but which the store didn't have or doesn't carry. But that would be extremely useful information for management to have, and if you had the form and a ritualized process of recording that, it would probably be quite valuable data. Similarly, there's no such thing as a standard form for political campaigns to record the date, time, name of donor, amount of the donation and employer of donor. Yet this is mandated by federal campaign laws! By creating and offering specialized forms like this, you can convert a few pennies worth of paper and ink into serious

money! Start by interviewing local businesses and ask them which forms they've had to create themselves because they were unavailable elsewhere. If one company had to solve this problem, you can be sure that every similar business has had to do the same thing. And you can probably make a lot of money by developing better and more useful forms for them. And by being the exclusive supplier, you can be assured of repeat business for years and years!

340. If you've ever been through the adoption process, you know it can be a bureaucratic nightmare. That's not particularly because the adoption process is especially complicated, but because the organizations that typically run adoption agencies tend to be bureaucratic nightmares themselves! That's why in the past few years, we've seen the development of a number of freelance, for-profit adoption agencies with all the same due diligence and integrity, but without the built-in red tape. Although an independent adoption agency can be profitable, it's not the sort of business that should be entered into lightly. It requires a level of commitment and customer service that transcends pure profit motive. But if you have experience in this area, and you're interested in a rewarding business that helps people, this might be something you'll want to consider.

341. If you're into Yoga, you can have a nice sideline by offering Yoga instruction at nearby health clubs. You should be able to fill a once-a-week class fairly easily, and earn \$25 per person per week. You'll make about \$500 a week, but you'll undoubtedly have to share some of this with the health club allowing you to use their facilities.

342. Here's a small business idea that I came up with a few years ago. I found several willing partners, but because I was in college at the time, I didn't have enough time to really pursue this. If you walk through an airport, you'll probably see a series of advertising "placards" on the walls that advertise hotels, car rentals, etc. Generally, an advertising company sells this space to local businesses and splits the profits with the airport. The airport business is pretty saturated, but there are lots of other places where this might be a possibility. I reached an agreement with several race tracks that would have allowed me to sell advertising placards in this manner for 50% of the profits. All you'd have to do is approach local ad agencies and local businesses and let them know that these advertising opportunities existed. Restaurants, hotels, etc. would probably be eager to advertise in this way, and you'd get to keep half of whatever you could sell the ads for. And there are LOTS of places where you could install advertising placards: hospitals, restaurants, movie theaters, subway stations, bus terminals, etc.

343. Here's an idea that could be extremely profitable. Billboards in a major city or along a busy stretch of interstate can cost over \$10,000 a month. That's \$350 a day! And yet billboards only cost about \$10,000 to build. If you can reach an agreement with a landowner or landlord to share the profits with you in exchange for leasing the land (or, in a city, the side of a building), you should be able to find an extremely attractive location. The most difficult part of this particular enterprise will probably be to find a "tenant" for your billboard. You could approach existing billboard advertisers in the area, and offer your space for a discount off the going rate. And at \$300 per day, your 50% share would be \$150. At that rate, you'll have the construction cost of the billboard paid for in a little over 2 months. After that, it's all profit!

344. You can buy a soil sample analysis kit for about \$50 and then offer to analyze soil for people for about \$19.95 a pop. Farmers, gardeners, nurseries and just regular homeowners are all potential customers for the service, and it might even be something you can sell door to door.

345. One interesting way of making money would be to rent a lot of the newly released videos on Friday and Saturday night, and then "scalp" them to video buyers. In other words, if there's a particularly popular movie being released on a weekend, you could rent 3 or 4 copies of that movie for \$2.50 each or whatever the rental fee is. Then, as people came to the video store to see if that movie is available, they will learn that they've all been checked out. But as those customers leave, you could ask them if they'd like to rent a copy of the movie for \$4.99 or whatever. Some people will say no, but many people will say yes, and you essentially double your money. You're not likely to become a video scalping tycoon, but it might be an interesting way for a kid to make a few bucks.

346. A game of pool in a billiards hall costs about 75 cents to play. On a typical day, about 30 games can be played on a single table. That's \$22.50 per table per day. Using that as a rule of thumb, a really nice used pool table (that costs about \$450) will pay for itself within 20 days. So with an investment of less than \$2,000, a small pool room could earn over \$100 a day (including concessions, cigarette sales, etc.) with just four tables. This may not be your cup of tea, but it might be a nice income for a retiree or for someone whose health prevents them from engaging in more strenuous activity.

347. College students have two things in common: they need a place to stay and they don't have much money. Here's how you can take advantage of those two truths. Usually, first-year students live in dormitory housing. After that, many choose to go with off-campus housing, but that can be a budget-buster for many students. I know a man who made quite a bit of money by buying an old Victorian house near a university, and then dividing it into rooms. Each tenant had his own room, but shared bathroom facilities and common areas, such as the kitchen and living room. It was rather like one large family living together. In this way, he was able to create 10 separate rental units for the mere cost of a few new doors and separate locks for everyone. And since he charged just \$190 a month for each room (in an area where rent is typically \$600/month for a small apartment), it was always full. He paid \$85,000 for the house, but he earned \$22,000 a year in rent. It was paid off in 4 years and now everything is profit.

348. Angelfish can cost \$10 - \$20 each in pet stores, but cost about 50 cents each to raise. Many pet stores will buy your home-raised angelfish for \$5 or more, so there's plenty of room for profit... especially if you can raise lots of them! The secret to raising angelfish is to get a good breeding pair, and to create conditions for optimum breeding. My brother-in-law was in this business for a while and he had several pet shops eager to buy all the angelfish he could breed. If you ask around, you'll probably find pet stores in your area equally interested.

349. One of the trends in geriatric care is the introduction of the small, home-based nursing home. Many people around the country have decided to take elderly boarders into their homes, and to offer the same type of everyday care given in traditional geriatric facilities. Residents generally pay about \$1,000 a month, so having 3 or 4 boarders of this type can be a nice home money-maker. Obviously this requires the household to make an adjustment to its lifestyle, but it's an

interesting way of making money from a converted basement or otherwise unused space. Like most things nowadays, there may be some legal requirements to offer a service like this, so you'll need to investigate the laws in your state.

350. If you open a copy of the *Writer's Market* - available in every bookstore - you will find companies that will pay you real money to write original jokes and gags. This is how comedians get a lot of their material. (You didn't think Jay Leno writes those jokes himself, did you?) Greeting card companies are also consistent buyers of new and original material. So if you're funny and creative, this is a way of getting paid for it. You only get about \$50 - \$100 per joke or gag, but if you're a free-flowing font of humor, this could be a nice little sideline.

351. I met a young woman once who said she was a "freelance dog walker." Don't laugh. And don't feel sorry for her either. She's got about 25 regular clients, and she walks their dogs for them almost every day for \$10 each! Apparently, there are people who want dogs, but who don't have the time to take them for walks. All she does is place her little advertising poster in veterinarian's offices, and people call her. This is probably not the sort of thing that will work in a small town, but it could be quite profitable in larger cities.

352. Another interesting way of making money is to act as an auctioneer. A local auction company can always attract SOME business, and you earn about 15% of the price that things sell for. If you can attract a single estate auction, which results in \$100,000 in sales, your profit is \$15,000 for one day's work. One way of breaking into this business is to specialize in a particular niche, like antiques or boats or industrial equipment, anyone selling that particular item will probably prefer to deal with the auction company that specializes in that item. Some states regulate auctioneers, but you can usually get your license after taking a simple course.

353. At one time or another, whether it's a wedding, prom, New Year's Eve party, etc., everyone needs to dress formally. And since most men do not own tuxedos, they tend to rent them. There are basically 3 ways to make money at this. First, you can buy 2 each of the most popular sizes (40R, 42R, 44R, etc.) and then rent them out to people. Your initial cost will be about \$200 per tuxedo and you'll get about \$70 or so per rental. The second way is to set up shop in a small town and make arrangements with an existing tuxedo rental company in a nearby city. You get tuxedos at a wholesale rental rate, but rent them to your local customers at the retail rate. All you do is take the measurements, and the tuxedos are delivered to you. The third way allows you to make money without a store front OR any real capital... by acting as a middleman. Here's how that works: approach local store owners and let them know you can create a nice extra profit center for them by offering tuxedo rentals to their local customers. The rate they will charge will be, say \$70, but their cost will be \$50. They keep \$20 in profit for every tuxedo they rent. Now, you go to a big tuxedo rental company and negotiate for the absolute lowest rate. You should be able to get \$25-\$30, if you can provide sufficient volume. That way, you keep the difference between what you pay and what you charge the store owner.

354. A "candygram" business requires nothing more than a telephone and an ad in the Yellow Pages. A box of candy costs you \$2-\$3 wholesale, but you earn \$29.95 for delivering it... usually along with a message. A vintage bellhop-type uniform would be a nice touch. You can probably

get extra business by making deals with area florists, paying them a commission for any business they send you.

355. Short-duration sports camps can be VERY profitable. Here's how they work: Parents enroll their kids into these 2-3 day "camps", usually during the summer, to improve the kids' skills in a particular sport. So there are baseball camps, basketball camps, soccer camps, etc. A camp like this might cost between \$200 and \$400 per person, and it's not unusual to attract 200 or more kids from around the state. That's between \$40,000 and \$80,000 for a long weekend! The key to success in this business is to partner with a "name" in that particular sport. In other words, Billy Bob's Tennis Camp wouldn't attract a single customer. But an "Andre Agassi Tennis Camp", for example, would be filled to capacity, and all you'd have to do is make arrangements with the star to show up one day and work with the kids a little bit in exchange for 25% or so of the take. Here's where it gets exciting... There's no reason you have to limit yourself to doing this in just one state. You could offer 30 "David Beckham Soccer Camps", for example, all around the country and make that \$80,000 every weekend! And remember, since you're just the promoter, and do not particularly care which sport your camp is about, you could repeat this for all the major sports!

356. With \$25 worth of concrete sealant and some waterproofing caulk, you can make good money waterproofing leaky basements for people. Basement waterproofing companies charge \$400 - \$500 for their services, yet all you really need is an understanding of how it works, and the right supplies. You can learn what you need to know by doing some investigation online, and/or by reading "Do-It-Yourself" and home repair books.

357. If you're in good shape, and you understand exercise and how to train with weights, you can make some extra money by being an "in-home" personal trainer. My former personal trainer used to charge me \$30 per session when we met for an hour at the gym, but he told me that he had 5 in-home clients that paid him \$40 per session, 4 days a week, for his services. That's \$800 a week working 5 hours/day... for 4 days. He said he constantly turned down new clients because he didn't want to work that long, and he wanted Fridays off. Here's how he attracted his customers: First, he contacted physical therapy clinics and let them know of his service. Then, he went to health food stores and made arrangements with them to post his ad. Finally, he bought a Yellow Pages ad under "Personal Trainers". (That heading had not previously existed in our area Yellow Pages, but it was added when he requested it. So he was the only one listed!)

358. Custom kitchen cabinets have a cost associated with them that is completely out of proportion to the amount of wood used and the amount of skill necessary to build them. With about \$100 worth of wood and basic woodworking equipment (planer, table saw, sander, router, etc.), you can make a set of kitchen cabinets worth upwards of \$5,000 or \$6,000. A lot of the kitchen cabinet business comes via word of mouth and recommendation, so you might start by building a set of cabinets for someone very inexpensively... with the provision that they will tell everyone about your service, and with the understanding that this set of cabinets will become your "model" that you can use to show others. Just one order a month would make for a terrific home business, and this would be especially nice for retirees. Woodworking skills are required, but these can be easily developed with practice.

359. Another way of making money with a spare piece of land is to convert it to an RV park. RV'ers pay \$20-\$30 per night to park on the property and to have access to electricity and/or propane. As long as you get listed in the major RV Park directories, you WILL get some business. And the closer you are to well-known resort or vacation areas, the better you'll do. Even so, RV'ers need a place to stop on their way to their final destination, so even parks in the middle of nowhere do okay.

360. If you live near a waterway, whether it's a river, a lake or even the ocean, you can make money by renting canoes and rafts. Vacationers are always looking for something new and different to do, and will happily fork over \$10 or so to rent a canoe or raft for the afternoon. You can buy these things on the used market for \$100 or less, so they get paid for very quickly. This is a good weekend business, and you can generate customers by posting flyers in area motels, restaurants and visitor's centers.

361. Blank baseball caps cost less than \$1 each, but once printed, sell for \$9.95 or more. Applying a heat transfer to a baseball cap requires a special heat press that costs about \$300, but the transfers themselves cost just pennies. The best market seems to be printing hats as promotional premiums for companies. People like freebies, so lots of companies oblige them by giving away free caps with the company's logo. Your cost to make them is about \$100 per gross (12 dozen), but you can sell them by the gross for about \$500 wholesale. One very successful way of attracting business is to create a sample cap with a prospective customer's logo on it, and give it to the business owner... along with your brochure. At least one out of every 50 businesses will become customers if approached in this manner. So for every \$50 you spend on marketing, you earn about \$400 in profits.

362. Many people find washing their cars to be a time-consuming chore, even if all they have to do is drive through the "robowash". You can take advantage of this fact by offering an "in-home" car washing service. For \$20, or whatever the market will bear, you can offer to wash people's cars, without the car owner having to go anywhere!. All you really need to get started is a bucket, a scrub brush, and some soap. You could even offer this service door to door and get 5 or 6 customers a day. Since your investment is basically zero, you should be able to earn over \$100 a day in pure profit.

363. For an initial investment of about \$3,000, you can buy a nice-looking carriage and a horse, and offer half-hour "carriage rides" around your city for \$25 or so. A lot of people are attracted to this nostalgic way of seeing the city, and this is especially popular in areas where tourists or honeymooners might congregate. With just 5 rides a day, you're making over \$40,000 a year... all cash.

364. The fantasy of having your own swimming pool is quite a bit different from the reality of having your own swimming pool! Pools require a lot of maintenance, and at a certain point, it becomes a chore that's beyond the ability of a lot of homeowners. A pool cleaning and maintenance service generally gets paid \$35 or so, once a week, to come out and clean the pool, add chemicals if needed, and perform general maintenance. It takes less than a half-hour per pool, so it's entirely possible for one person to service 75 pools or more in a five-day week. At \$2,500 profit a week, this would be a terrific summer job, or even a full-time business if you live in an

area where pools are used year round. Here's a trick that someone showed me for finding potential customers: go to your local Property Valuation Administrator's office (or whichever agency calculates real estate property values in your area) and go through their property records. This is public information. For each property, it will identify all the improvements at a particular residence... including swimming pools. By leafing through a few of these records, you can copy down the addresses of 100 or so homes with in-ground swimming pools, and create a perfectly targeted mailing list. You should get 1 or 2 new customers every time you do this. And even if you eventually get just 20 customers, that's still \$700 a week profit! You can learn all you need to know about pool maintenance online, and even buy the equipment you need on eBay.

365. Most states have established "court-mandated programs" that allow offenders to enroll in special rehabilitation or educational courses, thereby reducing their sentence. In other words, by taking this course, an offender is able to reduce his fine, have his record expunged of the wrongdoing, or avoid other negative consequences. One example is traffic school. If you're caught speeding, and you agree to go to traffic school, the fine is often waived and you don't lose any "points" off your license. In more serious cases, the crime can even be removed from your record by completing a particular course. There are LOTS of other court-mandated programs, for everything from flagrant non-support to drug possession to shoplifting. But here's the problem - in many areas of the country, some of these courses aren't available. But since they're quite profitable, you should consider starting one in these areas. One organization offers a course for those who write bad checks in their service area, and they get over 100 new "students" a week. And since the course costs \$75 per person, this is quite a profitable firm. The first thing would be to find out whether or not any such programs exist in your area. If not, devise a proposed curriculum. Then, talk with your state legislator and find out the best ways to present this to the courts in your area. If you're wondering whether or not it's worth the trouble, the company I mentioned earlier makes over \$7,000 a week on ONE program, so I'd say it's definitely worth looking into.

366. DSL and cable modem users are especially vulnerable to hacker attacks. With some free port-scanning software, hackers can access your computer, send bogus email that appears to be from you, erase your hard drive, and all kinds of other nasty things. A firewall is a piece of software that filters inbound and outbound data packets and prevents 99.99% of all hacking attempts that your average hacker might try to make. It's similar to burglar alarms in that a \$10,000 alarm system is only slightly more effective than a \$100 alarm system. Most burglars, when seeing ANY alarm system, will prefer to go elsewhere, where the "pickings" are easier. The same is true with hackers. If they can't get into your computer easily, they'll move on to another machine, since unprotected computers are so plentiful. So there's a tremendous market among broadband users who are in desperate need of some type of firewall protection. Most of them don't even know they need it, and if you can show them how vulnerable they are, you should have no trouble selling them a firewall system. You can buy this software on a wholesale basis, and then resell it for \$19.95 or more per household.

367. If you've got a piece of land that is unusable for anything else, you might consider looking into the possibility of creating a landfill. There's probably a mountain of red tape required, but since every truckload of junk that comes to your landfill earns you \$15 or so, you can earn \$1,000 a day or more without too much difficulty.

368. With the right software, you can convert 2-Dimensional blueprints into a 3-Dimensional virtual-reality house that you can see on your computer monitor. All you do is enter the dimensions of the walls, the height of the ceilings, place the windows, stairways, countertops, etc... and in no time, you're seeing what the house would look like in 3 dimensions. You can also "walk around" the house and see things from all angles. You can also capture this "walk-through" on video by plugging your VCR into your video card. This would make a fantastic home business. Approach architects, home builders, developers, blueprint companies, realtors, etc., and let them know that you will convert a 2-D floorplan into a 3-D video. This is a service that people would love, and depending on your skill and the time it takes, you could charge \$200 or more for each video. Since you can easily do one a day, this would be a very profitable sideline. And remember, there's no need to limit this service to your immediate vicinity. You could offer this on a nationwide basis, if you wish.

369. One invention that the world needs is a foolproof spam filter. If you could build one, people would gladly pay for it. Here's an idea on how to make it work: Set up an email program that scans all incoming email for recognized email addresses. This is determined by checking the email against a list of email addresses that have been pre-approved by the recipient. If an email address is recognized and approved, it gets through. If not, an email is automatically sent to the sender that says something like this: "You are receiving this automatically-generated response because your email address is not in Bob Smith's recognized email list. To prove that you're a real human, and not spam, please reply to this email with the name of the following colors (in order) in the Subject line. At that point, your email address will be added to the recognized list, and you won't have to do this ever again." A human could easily determine that the three color boxes that accompany this email are red, green and orange, but it would be extremely hard for a machine to do this. And since these colors would randomly selected each time the follow-up email is sent out, it would be difficult to anticipate or correctly guess the color sequence. If you used just these colors: red, orange, yellow, green, blue, purple and black, the odds of guessing the right sequence would be 210 to 1. This would effectively render spam completely ineffective, and Bob Smith would never see it. It imposes only slightly on those who might send you an email, and only the first time.

370. Offering swimming classes to kids can be more profitable than you probably think. One local man offers a complete "We'll Teach Your Kid to Swim... or Your Money Back" course at a community swimming pool for \$79. Apparently, lots of parents think it's worth \$79 for their kids to be able to swim, since he gets about 10 new kids a day. What is particularly ingenious is the way he advertises. At the start of summer vacation, he runs a few television spots which focus not on the joys of learning to swim, but on the dangers of NOT learning to swim. After every spot, his telephone rings continuously.

371. Believe it or not, most small businesses in the US still do not have a website! So there's STILL a lot of potential to make a good part-time income as a web designer. If you're really handy with HTML, great... but if not, there are so many high-quality website templates that are available for free, you can basically just fill in your customer's information into the template and have a full-blown website in a matter of minutes. If I were running a business like this, here's what I'd do: I would create a questionnaire that required very specific information from the client. I would phrase each request in such a way that I could incorporate the data provided by the client verbatim

into the template. That way, you don't actually have to think. All you have to do is copy and paste the information already provided by the client! This works best for really small businesses like small-town law firms, laundromats, mechanic shops, etc., and you should be able to get \$199 or so for each website you design in this way. You can find these free website templates by searching for "free website templates" at your favorite search engine.

372. A niche-related "sourcebook" usually sells quite well to those who are big devotees of that particular niche. A sourcebook is like a catalog of catalogs, providing not just a list of suppliers, but some information about what's available from each. Some examples might be a "pagan and witchcraft sourcebook", or a "spy gadgets sourcebook" or an "Australian Shepherd sourcebook". As long as there's a sufficient number of people interested in a given subject, there's probably a lucrative market for generating directories of this sort. Ingram, the world's largest book distributor, has a program to distribute self-published books to major bookstores, or you can handle distribution yourself by approaching bookstores and offering to leave your products on a consignment basis. Or you can just sell them directly online. Once you compile the information for your sourcebook (which you can probably get quite easily on the web), all you have to do is have it typeset, printed and bound. Your total cost will be about \$2.50 per copy, and you'll be able to sell them for at least \$19.95 each.

373. Here's a service that people will gladly pay for, and it's not difficult to set up. Every webmaster wants to know when his server or his website is down. And while major websites have mechanisms in place to insure that people are automatically notified when something goes wrong, smalltime webmasters generally do not. But all you really have to do is download some software and it does all the work. People will pay you a monthly fee to provide the service, and all you have to do is enter their information into the software. IPSentry, for example, checks the status of a website every few minutes, and then calls or pages any number that you tell it, or emails whoever you tell it to. Even the software is free to use, and downloadable from download.com.

374. My best friend's brother-in-law is a fishing guide, and he makes up to \$300 a day to take people fishing. Fishing guides are generally specialists on a particular body of water, usually a lake. The fishing guide provides the boat, and the rods and reels, so there is some upfront expense required, but it seems almost criminal to be able to make a living by fishing! If you're a good fisherman, and you know a particular body of water very well, you can supplement your income substantially by putting other fishermen where the action is. Apparently, over half of a fishing guide's clients do repeat business with them, and some come back EVERY year. So by showing your clients a good time, you'll improve the chances that they'll be back. Since most clients will NOT be from your area, the best way to advertise is probably on the web.

375. Buying in bulk and selling in small quantities is not a particularly revolutionary way of making money, but here's an interesting twist on that: A "gourmet tasting" is an event where a variety of one type of consumable product is presented for would-be connoisseurs to sample. For example, you've heard of wine tastings, where people pay a flat fee to attend, and then they get to try a small glass of various rare vintages that they may not ordinarily get to try. But any product that could be considered "gourmet" is appropriate for such an event: cigars, rare fruits, unusual meats, etc. People will pay \$75 each to attend a high-quality event, yet your cost to put on the event might be as low as \$20 per person. And if your event is likely to attract enough people, you can

probably also benefit from sponsors who may supply products, services or even cash in exchange for leaving a good impression on your guests.

376. If you can consistently shoot below 80 on a golf course, you're obviously doing something right. And if so, you might consider picking up a little cash by showing other people what they're doing wrong. Golfers and would-be golfers gladly pay \$30 a half-hour lesson, and it shouldn't be too difficult to get them to commit to a minimum of 5 lessons. If you charge for lessons at a course, you'll probably have to be a member of the Professional Golfers Association, but if you teach at your home or on a driving range, you will NOT. Unless you live in the middle of nowhere, it shouldn't be difficult to consistently attract 5 or 6 students at a time. So not only will you earn \$150 or so per day, you'll also have plenty of time to play 18 holes yourself.

377. Since the cost of burial is prohibitively expensive for many people, you can offer a lower-cost cemetery and attract a lot of buyers. This a particularly profitable way of using an inexpensive piece of land. While other cemeteries in your area are charging \$500 or more for a 6' x 10' plot, you can charge \$100 for the same size plot and potentially earn \$70,000 per acre. Since the digging of the grave will be extra, and NOT included with the actual price of the plot, it's basically all profit. The only potential stumbling block is getting your local zoning board to approve it.

378. Transporting cargo is big business, and companies generally pay about \$2 per mile to transport a tractor-trailer full of material. In other words, if you own a factory and you need to order parts to assemble your widgets, your freight costs will be about \$2,000 for an 18-wheeler full of parts... or a 1,000 mile trip. Here's the interesting part - drivers only earn about 30 cents a mile, so there's lots of room for profit here. Of course you've got fuel costs, which can be considerable, and the amortization of your truck. But that still leaves \$1.00 a mile or so for profit, which can definitely add up. A good, used tractor-trailer combination will cost you about \$25,000 but you could literally pay for it in 2-3 months! There are "cargo brokers" that can supply you with loads to haul on commission, and all you have to do is tell your driver where to pick stuff up and where to drop it off.

379. Here's a sneaky money-making trick that I heard someone pulled in Chicago. Whenever there's a really big convention or special event in a city, all the hotel rooms get taken very quickly. Apparently, one enterprising Chicagoan reserved 200-300 rooms in the Chicago area during a political convention. Then, once every hotel room within 50 miles was booked, he offered to sell his reservations for \$100 each. The way I heard it, he sold ALL of them the first day.

380. One of the most unknown, yet profitable, home businesses is being a deposition reporter. It's like being a court reporter, except you only do it at legal offices during a deposition... NOT in a courtroom. Deposition recorders get about \$300 a day, and there's plenty of business to go around! Most states require that you be certified in some way, but all you have to do is take a course on using one of those funny transcription machines. One of my attorney friends has a very small office, yet he spends \$15,000 - \$20,000 a year using a deposition reporter. I'm sure others spend much more. The secret of success in this business is getting along with the attorneys, because if you do a good job, you'll probably get lots of repeat business.

381. Sports memorabilia that is signed by multiple players is always worth more than that signed by just ONE of those players. Why? Because it's obviously more rare. Interestingly, as soon as a famous person signs something, it becomes more valuable. And every time a new famous person signs that same object, it becomes even more valuable (and at a rate that exceeds the stand-alone value of the new signer). Even the most mundane item, like a telephone book, for example, could be worth over \$1,000 if signed by all 4 Beatles. So here's how to use this to your advantage. If there's an event in your area where a large number of celebrities might gather - a celebrity golf tournament, a big party, a sports event, a political convention, a trade show, etc., you can make a little money by walking around and having all the celebrities you encounter sign the same object. Once on eBay, there was a man who had gotten 15 or 20 pornstars to sign a "marital aid" and it sold for something like \$350. So use your imagination and convert that old baseball glove or flower pot into some valuable "celebrity memorabilia".

382. If you're good at gardening, you can offer to do landscaping for people... and make a nice second income. You can reach customers with a Yellow Pages ad, or a door-to-door canvassing should yield at least one customer per 200 houses you visit. Simply identify yourself as a freelance landscape gardener, and leave a brochure. I've read that the two biggest barriers to people hiring a landscape gardener are "uncertainty of the final cost" and "uncertainty of satisfaction with the final results." So by giving a homeowner a "bottom-line" price to give their lawn a make-over, and by showing photographs of work you've done previously, you'll improve your rate of conversion dramatically.

383. When people call a pest extermination company, they've usually got MAJOR problems. Almost everyone sees the occasional mouse, roach, ant, etc., so it usually takes a steadily worsening infestation before a homeowner calls an exterminator. So there's an entire market of people who DO have pest problems, but whose problems are not sufficiently bad to have spurred them into action. So by proactively approaching homeowners that fall into this category, a large percentage of them will probably agree to purchase some basic extermination service. You could then perform this yourself, OR... you could sell these leads to extermination companies. Every signed contract that you can provide them with should be worth at least \$30, so you get to spend your time selling homeowners on the idea, rather than doing the actual work. Since you can sell about 1 in 40 homes on the idea, you could probably average \$100 a day in a medium-sized city, just by visiting each house and leaving your brochure.

384. To make themselves stand out on their resumes, some people are actually submitting to proctored IQ tests to let prospective employers know just how smart they are. Nearly all "official" IQ tests are administered by registered psychologists, but by creating an "unofficial" knockoff of these tests, you can then offer them to others in exchange for a \$50 examination fee. Most bookstores will have "Test Your IQ"-type books which you can use to devise your own version. Apparently, the best way to attract customers is to advertise in "Job Seeker"-type newspapers. Just a couple of test-takers a day would make for a very profitable sideline.

385. "Stump removal" is one of those businesses that requires virtually NO skill, but that has a sufficient barrier to entry (the cost of the equipment), that there's very little competition. And you get about \$75 for every stump you remove! All you have to do is securely attach one end of a wire-rope to the stump, and the other end to a tractor. Then, you just pull the stump right out of the

ground. On smaller stumps, you can just use a grinder tool available from companies like "Country Home Products". Most lawn mowing and landscaping companies DO NOT have their own stump removal equipment, so by letting them know you can provide this service, and share the profits with them, they'll probably send a lot of business your way.

386. It's amazing that you can turn \$20 worth of concrete and a \$30 water pump into a \$500 fountain! All you really need is a large concrete vessel to hold the water, and a mechanism for drainage so that the water returns to the pump for reuse. The simplest fountain to build, and one of the most attractive, is a round concrete "tub", about 2 feet high, with a small fountainhead in the center. As it fills up, the water pours over the side of the tub, and down into a sub-surface drainage tank where the water is then recycled through the pump again. Since concrete molds are so easy to fabricate using plywood forms with Formica surfaces, you can offer custom fountains for even more money. A good way to make sales without having to advertise is to create a few sample versions, and then offering them free to gardening centers and greenhouses, provided they recommend you to their customers. They may also want a portion of revenue, and you may agree, depending on how aggressively they market you.

387. If you live near the ocean, or a large lake, you can make \$100 a day with a couple of "Hobie" catamarans. In resort areas, they easily rent for \$49 for 3 hours. And by having two of them, you don't have to worry about missing out on any business because the only one you have is being used. A good used Hobie cat can be had for about \$500 each, or \$1,000 for the pair. If you've never sailed one before, you will have to learn to rig them yourself, but they are designed for first-time sailors, and they're actually quite easy. They're also very light-weight, so you can haul them down to the beach with just one other person.

388. America is dotted with Civil War battlefields, and the farms that surround these battlefields are absolutely littered with relics from these battles. If you can get permission from a local landowner, you can use a metal detector to find Civil War items that are highly collectible. Some buttons go for as much as \$500 each. But be warned. Landowners near Civil War battles and encampments get asked all the time and may be reluctant to let you hunt. Here's a better strategy: Instead of waiting until the day you want to hunt, write the landowner a very cordial letter several days before you actually want to hunt. Let him know that you understand he gets a lot of requests from people to hunt, but that you will respect his land, close all his gates, cover your holes and he'll never know you were there. Also, tell him that you'll show him everything you find, and that the two of you can split any proceeds from the sale of any items. When approached that way, they will be much more likely to grant permission.

389. All you need to be an interior decorator is good taste. You don't have to take any classes, register with any organization or become certified by the state. As soon as you call yourself an interior decorator, you are one. But that won't do you any good without customers, so here's how to get them: Convince 2 or 3 friends to allow you to decorate their home or office at no charge to them. You will then take before and after pictures and create a little brochure. The home market for interior decorators is tough to break into since it's all about word of mouth. But office buildings are prime candidates for interior decorating since most businessmen would never consider decorating their office themselves. You can get a list of newly-incorporated businesses in your state from the Secretary of State's office, and even newly-licensed businesses in your city, usually

from the Clerk's office. Just copy down the address and visit them. This group will probably provide you with the highest conversion rate of any group you can access, and while their tastes will be necessarily conservative, it should provide you with pretty steady business.

390. As people become more and more interested in genealogy, they also become more interested in heraldry. And if you can compile a database of family "Coats of Arms", you can then sell color renderings of these Coats of Arms for good money. (Now the truth is, this is mostly bogus. Arms are bestowed on individuals, not families. Just because you have the same last name DOESN'T mean you have the same Coat of Arms, but frankly, most people don't care about that.) And I think as long as you explain that a set of Arms was merely "historically connected" to a particular sur- name, that would be perfectly ethical. You can find lots of Arms online, or in various heraldry books. People usually get \$19.95 for a color print, \$95 for a handpainted version, and I've even seen people offering to hand-carve your arms into wood... to be used above a fireplace, entryway, etc. for several hundred dollars.

391. If you've got some basic carpentry skills, you can build an "extreme sports" half-pipe ramp in about a week at a cost of about \$500, and then allow bicyclists and skateboarders to use it for \$10 per half-hour. If you don't know what I'm talking about, you can see lots of pictures of a "half- pipe" online, and even get plans on how to build one. If you put in the time and build it with enough quality, bicyclists and skateboarders will come to you in droves. These simply DO NOT exist for the average skateboarder, so many of them will be glad to finally have access to one. If you have enough business, you might consider building more half-pipes to accommodate simulta- neous users.

392. Everybody likes to play paintball, but almost no one has their own gun... or a good place to play. If you've got some land you can use, or permission to use someone else's, you can make \$500 every weekend sponsoring paintball wars. And your setup costs will be about \$1,000. You'll need 20 guns, 20 masks, and assorted paintballs. (You can buy cheap paintball guns on eBay for \$30.) This will let you host a battle of up to 20 people. Paintball rental usually goes for \$15 per person, plus \$1 a tube for paintballs and \$1 a tube for CO2. You break even on the CO2 and paint- balls, but you get \$240 from the gun rental. With 20 people, you'd also make an extra \$50 or so in profit from concessions. Saturday is the big day for this type of business, and you might be able to divide the day into two completely different groups - the early morning group (8-12) and the after- noon group (12-4). Paintball is strenuous, so most people don't want to play longer than 4 hours anyway. But you can occasionally get Sunday players and even Friday night players too. (Night vision equipment is now sufficiently cheap that it's probably worth getting so that you can expand the business into nightly battles as well!)

393. What to do with that dead washing machine, dryer, or air conditioner? Turn it into money, that's what! All of these appliances have electric motors in them, and electric motors have copper wire in them. At this time, number 1 copper wire is bringing 48-50 cents a pound at recycling cen- ters. (You may have to burn off the insulation and varnish, so this is an opportunity better suited for people who live outside - or on the edge - of town.) A small ad in the local newspaper or swap rag will garner you a good number of dead appliances. Folks will gladly give them to you in return for hauling them off, and many times you can get a small fee, say \$10, for this service.

394. Every year, wooden decks need cleaning and waterproofing. Now the first 2 or 3 years after one is built, most homeowners do very well in maintaining it. But after that, the homeowner begins to lapse in the amount of attention he gives the deck, and if he lapses long enough, it will eventually require professional care. That's where you come in. You'll need a pressure washer and a few gallons of waterproof deck stain, but that's about all. Cleaning and waterproofing an average sized deck will take about 2 days, and you should earn at least \$295 for the job. And getting customers is easy. You can just drive around and look at decks that appear to be 5 years old or more. By leaving brochures at people's houses that say "A new deck costs \$5,000 but I can have yours looking good as new for only \$295" - or something to that effect - you should be able to get quite a bit of business.

395. Most women enjoy looking younger and having healthy skin, but few people have the time to be able to go to a spa or a beauty shop and have a pampering facial performed. If you were to offer this as an in-home service, you'd probably do pretty well, particularly in the more upscale neighborhoods. This is not really an impulse buy, so you can't sell this door to door, but you can go door to door and leave your brochure. You'll need to experiment, but you might be better off focusing on the husband, and selling this to him as a gift for his wife. An in-home facial service should be worth at least \$35 or so. You can get all kinds of facial creams and masks from beauty shop suppliers or make your own by following the recipes in various beauty books from your public library.

396. SNUBA is what you get when you combine "snorkel" with "scuba", and it's a relatively new craze that allows you to stay underwater for an extended period of time - just like scuba - but it doesn't require any tanks, and it doesn't require any special lessons. Here's how it works: A floating platform has a small compressor on it that forces air into a flexible hose that extends all the way down to where you are below the surface. You have a scuba regulator in your mouth, and you just breathe in and out like normal. While you are "tethered" to the floating platform by the long breathing hose, you do not have the bulky (and heavy) oxygen tanks on your back, so you have a greater sense of freedom and mobility. A used SNUBA unit costs about \$300, but you can rent them to vacationers for \$100 a day... EASY! Most people are intrigued by the idea of scuba diving, but are put off the idea when they learn they have to complete a series of courses to become certified. But with SNUBA, you can have all the same thrills within minutes... for a fraction of the cost! If you live anywhere near a resort area, especially in areas that offer good snorkeling, this would be a fantastic business.

397. Once you've installed 2 or 3 automatic garage door openers, they're pretty easy. But the first one is a royal pain. Most people would gladly pay someone \$100 or so to install it so they wouldn't have to do it themselves. Here's how to turn that into a small business... Go to the places where contractors are building new subdivisions and let them know that you install automatic garage door openers for \$100 apiece (plus the cost of the equipment). If a garage door opener is included with the new homes being built, they'll very likely let you install them. After all, \$100 is probably cheaper than what their own employees can do it for. If garage door openers are NOT included, you can just wait and approach each new homeowner after he moves into the house. These will all be brand new garage doors and much easier to work with than the 20 and 30 year old garage doors you'd have to deal with if you approached homeowners at random. Once you get

proficient, you can install 2-3 a day. If you live in a medium size city, there's probably enough of this sort of work to keep you busy full-time.

398. If you spend about \$2,000 to get a polygraph machine (lie detector), and take a couple of courses on how to use it, you'll be able to earn a pretty good living administering polygraph tests. The way most people find polygraph examiners is in the Yellow Pages, so make sure you have the biggest and best ad. You'll get all the business you need.

399. You can buy automatic embroidery machines for less than \$500 used, and with the new computer software that comes with them, you can design a logo or any type of graphic, and have the machine embroider that exact design onto a shirt, hat or whatever. You just sit back and watch - the machine does it all. Companies pay \$25 or more for nice quality polo shirts with their company logo on them, yet your total cost would be about \$5 each. And since most companies will be buying these in large quantities, your profit could be huge. I think the best way to get customers would be to approach businesses that don't have an existing marketing department (which may have already done something like this). For example, doctor's offices, law firms, local car dealerships, etc. would be perfect. You could also print shirts and hats for the souvenir market. Golf courses, museums, parks, etc. would all be potential customers for that. And finally, you can also use this for fundraising. You could sell shirts to churches and other organization for half price (which they would then sell for \$25) and you'd still make a lot of money!

400. Here's an idea for getting filthy rich. This method for finding oil was recently patented, so you're not supposed to do this without paying the patent owner a licensing fee, but here's how it works: It's a known fact that a large oil deposit acts like an insulator. Geothermal heat from the earth's core rises through the various layers of the earth's crust and eventually reaches the surface at a fairly uniform temperature. Except when geothermal heat reaches an oil deposit, the insulating properties of the oil trap a lot of that heat, preventing it from reaching the surface. Therefore, the ground temperature above an oil deposit is often 7-10 degrees cooler than the surrounding ground temperature. (These measurements have to be taken at night to minimize the effect of the sun's heat.) If you were to go to known oil-producing areas and find patches of land that were inexplicably 10 degrees cooler than the surrounding land, odds would be pretty good there would be an oil field below. You could either raise the money and explore yourself, or sell this information to oil developers. Once you get a reputation for being able to find oil fields, people will be knocking your door down... with fistfuls of cash. Just keep this method to yourself. Virtually no one knows about it.

401. It's always profitable to be a provider of something that's in demand. And there's almost nothing that's as much in demand as... gravel. Yes, gravel. It's used for making driveways, mixing concrete, and about a million other things in the construction business. Here's how to make money with it. If you buy a "Truck Trader"-type magazine, you'll see dump trucks for sale, sometimes as low as \$2,000 or so. Yet hauling a load of gravel earns you \$100 profit per pop, and here's all you have to do: Drive to the nearest quarry, and park your truck under a loading hopper. The gravel pours out and fills the truck. You pay the quarry for the gravel (usually \$50 or so). Then you drive to where the customer wants it and you dump it. They pay you \$150 for the load, which means you made about \$100 profit. Total time - less than an hour. At certain times of the year, there's more business than there are haulers. My family used to be in the concrete business, and whenever

we needed gravel hauled, we would usually have to wait a day or two to get it because the people we called were always so busy. I think this could be a really good home-business opportunity, particularly since you can use your cellular number as your business line and then just go about your life, hauling whenever a customer calls you.

402. There's a very interesting concept that I call "meganiche marketing", but I don't think it's really been exploited by anyone. Here's how it works. Instead of trying to create a product that lots of people would like, you create a product that just a very few people would buy. But since it is so focused and so specific to the individual you're marketing to, the sales ratio is huge. For example, let's say you read an article about a man named Wallingford who buried his money in Vermont. You could do some quick online research and write a short little booklet about it. Now, if you called this booklet "The Hidden Wallingford Treasure of Vermont", every single Vermont family with the surname of Wallingford would probably buy a copy, right? How many are there? Who knows? Not many, I'm sure. But if you charged \$29.95 for the book and got 20 sales, that's \$600 and you could probably do that sort of thing every day. Or let's say you found a list of doctors that had been suspended by the AMA. You could create a book called "The Best and Worst Doctors in Maryland" and probably sell it to EVERY DOCTOR in the state. Why? Because they'll all want to see where they rank in your book. These are just a couple of examples of this concept, and if you're clever, I'm sure you'll be able to think of many more!

403. There are plenty of ISP resellers, like COVAD, for example, that will set you up in a ready-made business, allowing you to sell internet services at retail, while paying a low wholesale rate. In other words, you'll provide ISP service to your customers for \$19.95 a month, or whatever, but you'll pay about \$5 a month or so. Since customer support, dial-up access, etc. is all taken care of, all you have to do is make the sale and pocket about \$15 a month in profits PER customer. With that much profit potential, you can be pretty creative in attracting new subscribers. One way of getting people to switch from their current ISP to you is to do affinity or niche marketing, and combine that with a fundraiser appeal. Here's what I mean. Let's say you approach a church and say, "for every person who signs up with our ISP, the church will receive \$5 per month per person. If 100 people sign up, the church gets \$6,000 a year." That way, the church will essentially do all the marketing for you. Or you could go national. Let's say you worked out a deal with The Nature Conservancy, and for everyone who subscribes to your ISP, The Nature Conservancy receives \$5 a month. It's basically like an affiliate program, but you'll be getting advertising and exposure that couldn't possibly afford otherwise. With these particular examples, your profit would still be \$10 per month per person, or \$120/year, so it doesn't take too many subscribers to start getting into serious money!

404. One interesting way of making extra money is to be an investigator. When most people think of investigators, they think of Sam Spade or Sherlock Holmes. The reality is much more mundane. Most private investigators do three basic things: catch insurance cheats, do background checks, and follow cheating spouse. But it can be interesting work, and the pay isn't bad. It doesn't require much to be a detective in most states. In fact, you can usually just hang out a shingle, and you're a detective. Some states require certification, however, so you'll need to find out to be sure. I would recommend a couple of investigation courses... even the ones by mailorder aren't bad. Most people find private investigators in the Yellow Pages, so you'll definitely need to be there to generate any business.

405. Wireless (802.11b) networks are all the rage in 2002. There's also a way you can make A LOT of money from this. With a wireless transmitter, you could offer broadband internet access to everyone within your transmission range, and in a large city, that could be millions. There would be some FCC hoops to jump through to get a broadcast license, but with broadband internet access at \$39.95 a month (or more), you could probably easily afford the hassles.

406. An on-site welding service would undoubtedly be extremely profitable. People who need parts welded have to remove the part and then take it down to a welding shop. But a service that actually made house calls would be in high demand, and you'd probably have all the business you could perform. Welding supplies are cheap, and welding is easy to learn. You could earn \$200-\$300 a day in this manner, especially in agricultural and industrial areas.

407. It might seem like an anachronism, but home milk delivery would probably be an extremely welcome service, particularly in well-to-do neighborhoods. Not only is it very nostalgic (and that would attract a lot of people by itself), but it ensures that a household always has a steady supply of fresh milk. The best way to operate a business like this would be to stick to neighborhoods with the highest percentage of likely users. You don't want to be delivering milk to just one or two houses per neighborhood, but you want to completely saturate a neighborhood to give you the biggest bang for your buck. You'll also want to make sure you use the classic-shaped, reusable milk jars and have a nice, old-fashioned looking milk truck. If you make just \$1 profit per delivery, this would be a nice one-man business in a small town or a huge operation in a large city. Either way, each delivery person should be able to earn \$100 per day on his milk route.

408. If you live in an area that has good ponds and streams, you can offer fly-fishing lessons for \$25 or more per person. Most people - even regular fishermen - have forgotten how to use a fly-rod, and with the increasing popularity in the sport, lots of people are looking to take this up again. This would be especially lucrative in areas that attract a lot of vacationers.

409. Whenever a baby is born, all the relatives want the details, and hopefully pictures, as soon as possible. So there's a market for providing this information. Here's how: Approach expecting parents with the following deal: When the baby is born, you'll take a bunch of photographs and post them online, along with all the birth details, like weight, length, etc., and then give the parents their own, dedicated URL. It might be something like...

www.domain.com/alicia_renee_reynolds.html or whatever the baby's name is. That way, everyone in the family can just log on and see all the pictures. Most people DO NOT have their own websites and DO NOT know how to do this, but it's something a lot of parents would like. Even if they did, they're probably too busy with the new baby to even think about things like that. I think \$25-\$30 would be a fair price, and while you're not going to get rich doing this, it is a way to earn a little extra money.

410. I never realized the profit in small, gumball-type vending machines until I rode along on a vending machine route with an acquaintance of mine. The machines themselves only cost about \$200 used, but some of them bring in about \$5 worth of quarters every day. An assortment of 20 odd vending machines around town would net \$100 a day in income with a total investment of a

mere \$4,000. The trick is finding good locations that aren't already taken, but I imagine that if you

were to offer a commission for allowing your machines to be installed, you'd find doors open to you that others may not have.

411. This might be a good sideline for kids. You can buy box matches for 3 cents a box in bulk. By putting them in a goldfish bowl and setting them at the checkout counter of a convenience store, you can sell them all day long for 19 cents a box. When people buy cigarettes, they often need to buy a lighter as well. But since a lighter costs \$1.29 or so, many people will go for the matches instead. There aren't many products that offer a 600% markup! The way to get business owners interested in this arrangement is to offer to give up 25% of the profits. In other words, out of the 16 cents profit, you will get 12 cents per box sold. Obviously, one store isn't going to amount to much, but if you could have similar arrangements in, say 25 stores, you could basically just ride your bicycle around to the stores once a week and collect your money and refill the matches. Stores that sell cigarettes can easily sell 20 boxes of matches a day, so that amounts to \$2.40 profit per store per day. With 25 stores, that's over \$400 a week! While the object in this example was matches, there are probably lots of other things that could be done in this way.

412. You're moving. You need to find a rental property. You scan the papers and web sites of area real estate agents to find the place that's right for you. However, when you call the real estate office, you learn that the property you're interested in is no longer available. There are a lot of people in a similar position, and they don't have huge amounts of time to go apartment hunting. You could create a free email newsletter of rental properties. First, you'd contact real estate agents and offer to list their rental properties for a small fee. Then contact them daily (or at some other pre-determined frequency) for updates of new properties and those that have come under contract. The newsletter will contain the most current listings available, and bring them more leads than their stale old websites. Plus, you could do this for every city!

413. There's a segment of aviation a lot of people don't know about called "General Aviation", which is made up of all the airplanes that aren't airlines or military, and runs the gamut from small two-seaters to large business jets. These aircraft generally operate in a different area of large metro airports than the main terminal, and at smaller outlying (small-town or country) airports where the airlines don't go. Many times a plane will fly in somewhere to bring someone for a meeting or convention. Off go the passengers, leaving the pilot(s) to wait, more or less stranded without the conveniences of a large airport terminal. The airport businesses that service these air-planes, known as "Fixed Base Operators" (FBOs) have fuel and flight planning, lounges and maybe some snack machines, but rarely is there any "real" restaurant-type food available. You could set up a nice business catering to these waiting pilots (and sometimes their harried passengers too). Ask the FBO if you can put up a notice on their bulletin board, and leave some menus and business cards. You could make a few entrees and various dishes ahead of time, and then defrost and reheated whenever you need them. You can easily charge as much \$30-\$50 for a full meal. Easy! That's still less than someone would have to pay in time and dollars to call a taxi, ride to town, find a restaurant, order, eat, and get a taxi back to the airport. Once your service gets known, you'll find that pilots will often radio ahead to the FBO, who can call you and place the order, allowing you to then be there waiting with fresh homemade food as soon as they land. Have good products, be on time, be friendly, hand out lots of cards, and you'll have all the business you can handle.

414. You've heard of "rags to riches". Have you ever heard of riches from rags? Well, car washes, mechanic shops, maid services and graffiti removal companies are just a few of your potential customers if you'd like to start a business supplying rags. Sure, rags are available from a variety of retailers, but you could offer them not only more cheaply, but more conveniently by delivering directly to your customers on a regular or on-call basis. Check out local prices and set yours somewhat below, while emphasizing the service (timesaving) aspect of your business. And remember that although many businesses launder and reuse their rags, the fact is they do wear out eventually and need to be replaced, so this is a repeat business. Sell your rags by the dozen or by the pound or the bag. Buy up old cotton clothes cheaply by looking for "bag sales" at thrift stores and on the last day of garage sales, then cut them up yourself into standard sizes. Another source of raw material would be clothing factories and/or textile mills, if there are any in your area. Look for fabric end runs and discontinued patterns. Remember, it doesn't matter if a rag is pink-and- blue daisies or fluorescent green dragonflies. Just be sure to use decent quality cotton, like old t- shirts, dresses, towels and sheets. Stay away from denim and similar stiff, heavy materials, as well as broadcloth and other non-absorbent fabrics. Use a good sharp scissors to start, but if your business really takes off, you can get a commercial cutting machine, which will really increase your production. Tie your rag bundles with string, or cut plastic grocery sacks into strips for banding, or just use the sacks themselves.

415. Lots of prospective homebuyers nowadays want to get a second opinion from an expert before plunking down six-figures on a house. They realize that when some people try to sell their house, they'll try to cover defects cosmetically. That's why you need a professional inspection and opinion as to the soundness of the overall structure. Home inspection is an enormously lucrative field, with some home inspectors getting \$350 for a half-day's work. The interesting thing is, you can learn all you really need to know about inspecting property by studying various trade manuals from your public library for a few weeks. There are also some good resources online on the subject.

416. People who sell their homes often take back "paper," which is evidence of a legal obligation. These pieces of paper are known as second deeds of trust or second mortgages (depending on which side of the Mississippi River you live on; "mortgages" in the Eastern US and "deeds of trust" mostly in the West). Very often the sellers, who took the "paper", decide to liquidate, since these documents can easily be sold for ready cash. The buying and selling of this paper is becoming a huge business, and if you know what you're doing, you can earn yields on your money ranging from the high single digits to over 20% sometimes. You'll need to learn more and do some research, mostly to understand how to determine the PRESENT value of FUTURE worth (the discount you pay to get the yield you want). Once you understand how to determine the value of the paper, you can place ads in local newspapers that say "I buy mortgages". Also, spread the word to real estate brokers, title company employees, bankers, credit counselors and ministers.

417. Maybe you're a retired tradesman or craftsman. Or maybe, over the years, you just acquired a sizeable collection of tools that might be useful to handymen and do-it-yourselfers. If so, why not put those tools to use once more... for a profit? Rent out your "tools of the trade" by the hour, by the day, or the week, whatever works and is needed by your customer. Save him a bundle on those rarely-performed (but important) jobs that do-it-yourselfers can manage. To start, make a list of all the items you can rent and then just put a sign in your yard saying "Handyman Tools For Rent".

If enough people see the sign, you'll be able to earn quite a bit of walking-around money doing this.

418. People often rush to work without time to get their favorite newspaper (or specialty magazine) to read during morning coffee breaks. You can help by starting your own delivery route of newspapers and specialty publications in particular office buildings. Ask around and find out what people read, and offer to have it there for them before work begins in the morning. Surprise them with good service and then ask for referrals. These people are used to paying newsstand price, so they'll happily pay AT LEAST that amount for your service. But vendors will usually cut you a deal, since you're buying in quantity. The difference between the price you can negotiate with vendors and the price you can get from your clients is your profit. No, you won't get rich, but it's an easy way of getting some capital, since each client will probably pay you for a month or so up front.

419. Are you responsible for taking your children to school every day? It's a sacred paternal duty, but you can also turn into a nice sideline! ;-) Offer the extra space in your vehicle to parents of other children in the neighborhood. It saves them time and aggravation, and since you're stuck with the job already anyway, you may as well fill up the van! Ask for a nominal weekly fee... in advance. Then you can just turn up the volume on the radio (to drown out all that chattering) and think about the money. It will make the drive seem shorter.

420. You can organize a raffle for a non-profit group, AND make money for yourself in the process. Talk with the local director of the charitable organization and let them know that you've got a great idea for a product to raffle. (Maybe you've convinced a car dealership to donate a car. Or some electronics store will donate a big screen TV. They can write it off their taxes, and you have a great raffle item.) Before you start, though, decide how much of the raffle proceeds will go to the organization, and what percentage you will keep as earnings for organizing this. (Call it a consulting fee.) People will want to know, and you want to be able to tell them before they purchase a ticket. A 75-25 split in favor of the organization is usually acceptable to people who want to support a good cause, especially if they might win a new car!

421. One question that colleagues in the office do not enjoy hearing is, "Do you want to chip in for the secretary's new baby? Everybody is pitching in about \$10.00." Even more unwelcome, perhaps, is the request to pitch in some cash for the boss's birthday present. Welcome or unwelcome, requests for money around the office can become burdensome. This is where you and your new idea come in. Put together a nice brochure announcing the solution to office social obligations. Contact the head secretaries in the office, and suggest to them that you can do the "social side" of their jobs for them, saving them time, money, and headaches. Let the office staff indicate to you how much is typically spent on what type of gift and for whom. Then recommend that the company budget that amount for "company morale." The budgeted amount becomes your pool of funds to work with throughout the year. While the office staff may have dished out \$75 for a nice wine and cheese basket for a birthday, you can take that money and do something lovely for less... and keep the profit. Company morale will indeed improve as workers are no longer hit upon for cash every other week, and the gifts you deliver for events will be nicer than the ones they hurriedly picked up in the past. Note: be sure the budget allows some discretionary funding for the unexpected, such as illnesses or funerals.

422. This is a good one for kids, and I know a couple of kids who made quite a lot of money (for kids) doing this. If you have a tile store near your home, you can visit from time to time and see if they're discarding some of their tiles. The kids I knew used to find one inch square tiles that were being thrown out, and they would collect these tiles. They took the tiles home and glued them to pieces of cardboard that they had cut from boxes. They made these about eight inches square, so they probably used 64 tiles on each. They then took these around the neighborhood and sold them as heat pads for tables. Plenty of people bought them; we used one on our dining room table and they worked well. At \$5 each, these were good money-makers for the kids, requiring no investment but time.

423. If you live near any kind of public attraction that draws a lot of people (a zoo, a famous park or statue, etc.) invest in a cheap digital camera with plenty of memory (or multiple memory cards). Hang out at this attraction and offer to take people's pictures digitally so they can send their pictures to friends online. Just charge \$1 for a picture and take down their e-mail address. Of course there's some chance they won't trust you, but if you have business cards printed up with your e-mail address on them, they are much more likely to believe you're legitimate. If there's a lot of public traffic, you could easily take 100 pictures or more a day and make a living just clicking and emailing! As an alternative, if you have a digital camera that uses floppy disks, you could charge \$3 or \$5 and hand them the disk.

424. Do you have perfectly good clothes in your closet or a box that you never wear? Consider selling them. You can consign or outright sell men's, women's, and kid's clothes to a resale shop. Consider these tips: Garments must be clean and ready to display, with no holes or missing buttons, and no stains. Brand names always fetch the best prices. Check the store's inventory and buying policy before taking your items in. With consignment, you'll get more if it sells quickly (maximum 40-50% of retail). Non-selling merchandise goes to charity, unless you want it returned. You receive a check after your items sell. One last bit of advice: Don't watch while they assess your items. They won't argue with you, no matter how expensive or fashionable an item was when you bought it!

425. Videotape begins degrading the first day it's recorded and most people don't realize this. Everybody who owns a video camera has hours and hours of precious family videotapes that could literally be unviewable in 10 years or so. You can make money by transferring these home videos to DVD. Pass out fliers to market your services at schools and church functions, or place ads in the newspaper. You will need: a VCR, a good, fast computer with a video capture card and a DVD burner. First, plug the VCR into the video-in port of your capture card to convert it into a file in realtime. Capture the video you want, edit it, make a file, and burn it to DVD. You can charge by the hour, or by the DVD, but you should be able to make at least \$20 an hour doing this.

426. Believe it or not, there really is someone who writes all those ridiculous slogans and buttons you see in gas station quickie marts and in those goofy catalogs you sometimes receive. It could be you. Ephemera-inc.com pays \$40 for satirical slogans about pop culture, current events & political causes, job attitudes, coffee, booze, pot, drugs, food, aging, sexual come-ons & put downs, gays & lesbians. For writer guidelines see <http://www.ephemera-inc.com/writers.htm>. However, if you want to make even more money and have a snappy way with one-liners, why not

create your own bumper stickers? Contact your local printshops to get pricing on runs of 1000 and up. At those quantities, you can get bumper stickers printed for \$0.25 or less. Sell them for \$2.00; that's a great profit margin!

427. Our neighborhood has quite a few elderly people who need help with a variety of odd jobs. When I saw one little lady at the water store picking up a bag of potassium for her water softener, I helped her out - then realized that here is a great market for an enterprising teenager. Partner up with local water companies, offering to handle salt and potassium delivery for them "for free" in exchange for their list of customers who purchased water softeners. Call up those folks and offer a scheduled delivery service. Charge \$2.00 a bag plus \$10 for delivery, then fill their softeners on a regular basis. That's around \$18 a drop, assuming a standard order of four bags each. In our area there are hundreds of elderly people who could use a service like this - not to mention busy folks who are willing to pay to have someone else remember the silly chore!

428. Although crime is actually down, crime reporting is up (something like 600%!) so now many parents fear letting their children play at the park. There is a definite need for park supervision services. They work a lot like lifeguard services... without the water. You'd probably want to have CPR, EMT and/or some sort of security guard training to be the perfect candidate for the job. The easiest way to start up is to advertise your services for private hire. Private parties and groups who use the parks for sporting events and meetings will be your best customers. The most lucrative way to expand is to contract with City and County Park and Recreation Departments and then hire supervisors to work for you. Pay would be about \$15 per hour, up to \$25 per hour for EMT-trained supervisors.

429. In the old days Dad had time to coach his son or daughter in whatever sport he or she was involved in. There is no question, kids who have this kind of extra coaching do better at team sports. Today, with both parents working there is barely enough time to get the kids to scheduled practices and games. Private practice time has fallen by the wayside. This creates a market for private sports coaches. If you have experience in sports and are a good instructor, think about becoming a private coach. Private coaches can command \$30 - \$40 an hour for children. Some parents are more than happy to pay this for the extra help their children need in team sports.

430. Given the busy lifestyle that modern people have to contend with, many of them can find neither the time nor the energy to iron their own clothes anymore. If you're the personality type who enjoys ironing as a zen activity, or if you're accomplished at turning out a well-pressed product, try this: local laundromats and apartment complex laundry rooms generally have bulletin boards. Make up a small ad on a business card or 3x5 index card offering to do ironing for a set price per article of clothing. Building a steady clientele that will pay a few dollars per article of clothing can lead to a tidy part-time income.

431. Whenever someone owns a horse, they also have the equipment to go with it. By equipment, I mean saddles, bridles, halters, and often other items. Most of these, if not all of them, are made of leather. In order for the leather to lie flat and be supple and sturdy, it needs to be cleaned and oiled regularly. Most people do not have the time to care for their equipment properly and end up replacing it frequently because it dries and breaks. You could easily make a deal with your local feed store or tack shop to be a drop off location where you could pick up this equipment twice a

week and clean it at home, returning it to the store to be reclaimed by its owner. This would be a great added service for a feed store and they probably wouldn't charge you. At the tack shop, you may wish to give the store owner a piece of the cleaning bill to allow you to service their clients. Cleaning leather is very easy but a bit time consuming. There are many leather products on the market, but a plain, cheap (about \$3.00) bar of glycerin soap will clean 10 or more saddles and bridles. The neatsfoot oil used to soften the leather runs about \$14.00 a bottle but will treat just as many saddles and bridles. Just follow the instructions on the bottle. This job takes some elbow grease, but I've known people to pay \$50 to \$75 a saddle, \$12 a bridle, and \$15 for cowboy boots several times a year to keep their leather in good shape. Its much cheaper than having to buy a new saddle (\$600+)!

432. If you're a people person, and you have the right personality, perhaps you should consider being a "Funeral Organizer". During the grieving process many people are unable to make plans and follow through with what needs to be done. It is very hard to make appropriate financial decisions when you have to bury a loved one. As a Funeral Planner you could help the grieving family select the right funeral parlor, contact the minister and go over the service, make sure the plot is ready to go, help the family to select a headstone, collect information for the life insurance company and pension fund folks (who will want many forms filled out), and do all the planning from start to finish for a fee. It is very possible to help them save money, even with your fee attached, because grieving people are susceptible to being scammed when they're at their lowest moment. This is especially true for seniors who want their partner to have the best, although they really cannot afford it. I'm not sure what a service like this is worth, you'll probably just have to put some feelers out there and see what people would pay.

433. Have you bought a greeting card lately? Sure, some cost 99 cents, but the really nice ones can fetch \$8.00 or more now. If you love crafts, this could be the perfect business for you. Start with a calligraphy pen or a computer and printer; a variety of quality card-stock available by catalog or at a paper supply store, some vellum, ribbons and envelopes. You could even make your own paper from a kit and flowers or leaves found in your garden. The cards can be blank, or you can use very simple, open-ended statements that could be used for any occasion, or a very specific occasion. Arrange for a local specialty store (who charge a premium for exactly that type of merchandise) to place your handmade cards near the cash register and split the proceeds 50/50.

434. Who knew you could make money by picking up rocks and cleaning them up? Fish-aficionados know that by replicating a near-natural environment, fish with thrive, hide, and reproduce. Almost any type of rock can be used in an aquarium, so check local shops to see what they're selling, and what they're looking for. Rocks commonly found in aquariums include: granite, slate, tuffa (porous, yellowish rock), lava rock, pagoda stones, and my personal favorite, "holey" limestone. Shops sell rock by the pound, and \$2.00 per pound isn't unreasonable. In central Texas, where some of the best "holey" rock is found along dry creek beds, you can make \$.50-1.00 per pound, all profit. (By the way, holey limestone gets its name from years of water running over it, cutting holes that resemble Swiss cheese.) Different stores have different policies about cleaning rocks, too, so be sure to ask what their requirements are.

435. One of the maintenance jobs that is easily overlooked at my house is changing the filters in the air returns. Experts recommend changing and/or cleaning them every month. The air condi-

tioner and furnace will run more efficiently, and you won't breathe in the dust and allergens that the filters trap. Market this business by printing out fliers with your business and contact information, and stick them to the front door of homes you'd like to service. Stock the many different sizes of filters in your vehicle, and simply arrange a time each month to visit each home and change the filters. Filters cost between \$2 - \$6, and practically the only equipment you need is a ladder. You could charge customers by the filter or monthly, maybe \$5 - \$15 per month, including the new filter and removal of the old one.

436. Make your own inventions become a reality for only \$5. There's a marketing company on the internet that will take your invention and present it to reputable manufacturers for only a \$5 fee per invention or idea. They even give you 4 free submissions to start you off with. Submit one idea or a hundred. Many ideas are needed in these areas: caps, T-shirts, posters, calendars, sporting goods, music & video, toys & gifts, and much more. Present your brainstorm as a drawing, sketch, photo - whatever communicates your idea. If they like it, they manufacture and sell it. They do all the work and you get a share of the royalties. And you always own the idea. I don't know anything about this company, so I can't vouch for them, but you can find them at... www.becreative.com.

437. It's easy to hold a garage sale. But most people don't know how to generate traffic for one, and that's the most important thing for a successful sale. For a flat fee, you could offer a service where you guarantee to have people show up in droves. It takes a little advance planning, but here's how to do it. Most garage sales are advertised in the classifieds section of your local week-end newspaper. Get the paper as early as you can and start calling the garage sale people with your proposal: You'll hang up and post 50 posters advertising their garage sale within a six block radius of the property... all for a fee of just \$25! Of course, you will have the posters printed in advance in large quantities, leaving the address area blank. (You can get these printed in quantity for about 5 cents apiece.) Then all you have to do is customize it by putting in the address with a bold magic marker. Time it right, hustle a little and you can take on a few in the same neighborhood. You should be able to easily do 8 or 10 every weekend, making \$200 - \$250 for yourself.

438. Sell a moth-proofing service... it's easy! And you can get rid of moths for your customers without having their clothes smell like they just came out of storage. To kill moths, you don't have to saturate them with moth ball fumes for days on end. What you are going to do is turn clothes closets into lethal gas chambers for a few minutes, enough time to kill them dead. All you need is a large supply of mothballs, 3 hair blow-dryers, 3 old pair of white athletic socks and 3 extension cords. (It helps to have 3 of everything so you can treat 3 closets at once.) Load up the socks with mothballs, (or you can use a mailing tube with holes punched in, if you want to look more professional), tie it around the mouth of the blower (use cold air setting) and plug it in. Close the closet doors and run for about 15 minutes. You can charge anywhere from \$10 to \$30 per treatment, depending on the number of closets to be treated. And remember to schedule a return visit. (Each application should be good for 2-3 months.) Get some neighbor referrals and you're well on your way to having a successful moth control company.

439. Americans will often spend as much money on pet food, pet toys, and pet treats as they do on anything else in their budget. This opens up a market for pet accessories which may not be touched by big chains such as PetSmart or PetLand. For example, dog accessories in bright orange with "UT" on them will sell better than hotcakes in two major regions: Knoxville, TN,

home of

the University of Tennessee, and Austin, TX, home of the University of Texas. Conveniently for a marketer, these large schools share initials and colors, as well as enormous school spirit. Dog blankets, dog sweaters, dog leashes in "big orange" with UT on them would definitely sell, especially at the beginning of football season. Similarly, get some Duke "blue and white" doggie fash- ions ready for basketball season in North Carolina. Sniff around for where the greatest numbers of fans are, and for what sport, and target that season and locale.

440. Dentistry schools are another source of quick money. On college campuses (and in dental practices that have students completing internships) there is a money-making opportunity to be had... while getting a clean bill of dental health. Some businesses and schools will pay subjects to come in and have their teeth cleaned by dental students or assistants for practice. Considering a dental cleaning costs anywhere from \$60 - \$100 (with insurance), being paid for this service to be performed is a major plus! You're not going to get rich this way, but it beats giving plasma. On second thought, if you hate dentists as much as I do, maybe it doesn't!

441. Offer to set-up and run a day care center in hospitals, business centers, supermarkets, malls, inns, hotels and civic centers. First, contact the managers of the places mentioned above and see if they're interested. Also, call the county clerk to find out if there are any special licenses required for your town or county. You will have to make some initial purchases for toys, games, balls, chairs and tables - and this could cost anywhere from \$250 to \$1,000 - depending on how many supplies you already have. But after that, you can charge by the hour, anywhere from \$7 to \$15... per child!

442. Garden catalogs often sell mail-order sheds, but most of them are unsturdy, inferior and ugly. So you can make money by building homemade garden sheds for serious gardeners. You can either buy plans online or survey gardeners and find out what their ideal shed would be like. Take pictures of all your jobs and keep them for a portfolio. Price the sheds according to materials and labor. You will have to make an initial investment of between \$250-\$700 to build your first shed. To market the shed, take out ads in your local newspapers. Also, send a letter to the gardening edi- tor of your local paper. Also, if there are any gardening shows on local tv, maybe they would do a segment on your business. And don't forget to build a really nice model and put it in front of your house with a "We Build Garden Sheds" sign on it.

443. A lot of working singles could use an extra hand with their laundry. And you can get paid for helping out. Take out an ad in the personal section of the local newspaper, and offer a service spe- cifically for singles. Offer to pick up clothes at the clients home, and then drop them off when you're finished. You can also charge more for last-minute requests and favors, but ordinarily you'll just charge by weight. Some laundromats already provide this service, but a lot of young singles don't know about it. Even so, find out what their prices are and then make your rate competitive.

444. Trade shows are very expensive for companies to participate in, especially if the show is located a great distance from the company's headquarters. Getting company employees to the show two or three days before the start of the show to deal with the minute details is expensive and inconvenient. You can help them by providing local support for their exhibit at the trade show. Find out what shows are coming to hotels and convention centers near your town, and contact the exhibitors in advance of the show. The list of exhibitors and sponsors can usually be found on the

trade show's web site. Offer to become their local eyes, ears and hands at the location. When setting your rates, keep in mind that an advance party will cost several thousand dollars in expenses for the extra day or two. A good job done here should result in regular repeat business. Don't forget to pass out your business card and brochure to the other exhibitors while you are setting up!

445. Large malls attract thousands of people a day. Some of these people are old and infirm or have some reason why they cannot, or don't want to, park their cars far away and walk to and from the mall itself. You can offer a valet service at the major entrances to the mall, and park the cars for them. If you're very professional, wear (or have your employees wear) uniforms, you can probably mall management to allow you to do this, especially if you cut them in for a percentage. The proof of the value of this service is that there are several malls around the country that already offer this service themselves!

446. Does your VCR still blink "12:00"? Many people never get past the simple setting of the time. Or have you ever thought that you had your VCR set to record an important program, and returned only to find that you had the wrong day, and missed the last episode of "Survivor", but got a re-run of "Rosanne"? A power glitch, a last minute program change, or a Presidential address can frustrate your efforts to record programs, no matter how astute you may be at operating the VCR. And sometimes you just plain forget. You could offer a service to record specific television shows for people while they're out. You may be surprised how much people might be willing to pay just to see last week's "Soprano's"! In fact, you might offer a full-time recording service where people can call you and buy any shows they may have missed. There are copyright issues and "fair use" rules at play here, so caveat emptor.

447. Not only do pet stores sell exotic spiders for hundreds of dollars, schools and scientific institutions need spiders to teach and do research. Some species of venomous spiders (like black-wid-ows) can even be sold for their venom (for hospitals and researchers to make anti-venom). The idea behind a "spider farm" is to raise different kinds of spiders and sell as many as you can to all of these potential customers. Like any livestock, they basically take care of themselves as long as you keep them fed and watered. But please don't raise tarantulas and brown recluses until you know what you're doing!

448. With the elderly living longer nowadays, many need special care in hospitals or nursing homes in their final years. Many of these patients are not able to perform the little "extras" of personal care that make them feel good. A "Hospital Groomer" is a new opportunity to make money while assisting patients with their daily personal hygiene and grooming regimen: nails, hair, skin, makeup, etc. These are luxuries in hospitals and nursing homes and are personal services not provided by the staff. But many of these patients want to continue to feel well-groomed even though they are in these elder-care facilities. A license should NOT be needed to provide this type of service. You should be able to get \$200 per month per patient, and once you build up to 20 or so patients, that'll be a nice income.

449. There are several individuals and organizations (notably the Society for the Investigation of Claims of the Paranormal) that will pay a reward for concrete proof of the existence of aliens, telepathy, clairvoyance or other supernatural occurrences. Rewards range from \$500 to \$100,000

and you can find out more about these online. If you can demonstrate conclusive proof that your mother-in-law was abducted by aliens, you stand to collect quite a bit of prize money.

450. Just about everyone likes a perfume that smells great on them, and is uniquely theirs. For a little upfront cost, you can buy essential oils and a wide variety of scents online. Then, you can create "customized" perfumes for your clients with a unique blend that is not sold to anyone else. Your high-level clients should really go for this "one-of-a-kind" aspect of your business. You could approach established cosmetic stores and let them know about your "bespoke" perfume company. Offer to give them an outrageous commission for referring clients to you, and you'll probably get some business. If the stores themselves won't, take the salesclerks aside and tell them about your business. Maybe they'll mention you to their customers "on the sly". The perfume business is a great business. Where else can you turn 50 cents worth of chemicals into a one-ounce bottle worth \$250?

451. Natural cosmetics are really, really big, and there's no reason why you can't take advantage of this trend. Browse your local bookstore, and you're liable to find an entire bookshelf devoted to natural beauty ideas. Recipes for skin creams and make up are made from easily accessible kitchen items. And since these recipes have been around for about 1,000 years, they have no patent protection. Go to the local craft store to buy some pretty jars, and start whipping up some skin-care products in a jiffy! If you're enterprising, you can invent a typical name like "Destiny" or "Allure" and then try to get shelf space at cosmetic stores. You'll probably have to start small, but if it sells well, you might get picked up by a large chain, and from there... the sky's the limit!

452. Getting started in winemaking is easy and cheap. All you need is a bucket, a hose, some fruit and some yeast! Of course, there are small home brewing stores that sell more sophisticated equipment, and most of it is reasonably priced. So why not start your own small winery? It's quick and easy to make several hundred bottles of wine a week, once you get started. Market to some local stores first, and see how it goes. If you come up with a recipe that becomes really popular, you could literally be receiving orders from all around the state. You'll automatically have one thing going for you - people love buying locally produced wines, particularly in areas that are not typically thought of as wine-producing states. You'll need a license to sell (but not necessarily make) the wine, which can range in price from zero to several hundred dollars. But you don't have to have a license to experiment and create wine and let your friends give you their honest opinion. If they think you're onto something, you might consider going commercial. Distributors and job-bers often place orders for 1,000 cases at a time, so it's certainly worth considering.

453. A lot of driving schools require their students to provide their own car for their lessons. Many parents are reluctant to let their children learn to drive on their brand new cars. Solution? You rent your car out to student drivers. Simply notify the driving schools that if any student does not have a car, you will gladly rent yours for their lessons. This, of course, would require you to have full- coverage auto insurance, but you'd certainly get a few takers. Charge them a per-lesson rate and have them agree to fill up the gas tank when they are done. This is a pretty effortless way to make a little cash.

454. Most serious golfers want to know exactly how far they hit short irons and wedges since these are the most important clubs for getting near the pin accurately. Many of them will happily

pay \$29 to know this since their short game depends on it. To start this business just go to a driving range and look for golfers who can hit the ball somewhat consistently and ask them if they would like their clubs "calibrated." To calibrate the clubs, you need a rangefinder and a pad and pencil. You have to take the 3 or 4 wedges, 9, 8, 7 irons etc. and have the golfer hit them 10 times each. After each hit, you go to the ball and measure the distance back to the tee with the rangefinder and write it down. This is very time-consuming to do yourself. It will take about an hour to go through all the wedges and short irons. Eliminate the longest two and shortest two distances for each club and then average the remaining 6 distances for each club. This will give a very accurate picture of what the golfer can honestly expect when using these clubs. At a popular golf course or country club, you can make \$150 to \$200 a day doing this!

455. I call this "classified ad arbitrage". Using your favorite search engine, you can find hundreds of classified ads sites, for both general merchandise and more specific items. There are both "want ads", where people are seeking to buy certain items, and regular "for sale" ads placed by people with things to sell. Your job is to have a quick eye and be able to match buyer and seller. For connecting the two parties, you can negotiate to get a finder's fee for your trouble. Or, if you want to gamble, you can buy the item low and re-sell it to the person seeking the item... at a profit. Of course, the key is timing. But I think there are probably plenty of opportunities, even among small-ticket items, to extract a bit of profit for yourself if you're vigilant.

456. If someone created and marketed bandages for people of color... in the color that matched their skin, the customer would instantly choose that over a bandage that didn't. Kids love bandages that are as obvious as possible, but no adult does. Bandages for black or dark-skinned people, in particular, would have a huge market. The idea could also be expanded to very light-skinned people. The product could also be marketed by nationality. To make money on this idea, you'll want to contact a patent lawyer to determine the necessary steps to protect this idea. Once patented, this idea would be enormously valuable to any company with bandage manufacturing and sales and marketing capabilities and enormously lucrative for you!

457. If your state has a lottery, here's a way of making quite a bit of extra money. Lottery players would probably be interested in buying a booklet containing all the winning lottery numbers that have been selected in the past few years. You could also include analysis of the most commonly chosen numbers, the least chosen numbers (which are, thus, "overdue"), the most popular winning numbers on each day of the week, etc. (Anyone who understands mathematical probability knows this has nothing to do with the numbers that will be selected, but lottery players, by definition, aren't particularly concerned with mathematical probabilities.) All this data is public information and should be available free from the state agency governing your lottery. If you print this up in a small booklet, you should be able to sell these on consignment for \$7.95 each, or so, wherever lottery tickets are sold.

458. "Harry & David's" is a multi-million dollar a year mail-order business, and all they do is put fresh fruit into boxes and mail to them to people. People pay \$300 a year or more for their "fruit of the month" club, usually as gifts. And although it's really good fruit, there's nothing magic about it, so I don't see why you couldn't offer your own version of the same service. In fact, all through the year, your grocery store offers at least one type of really good, fresh fruit which would be perfect for such an enterprise. For example, this year, our local grocery had fresh peaches and pears

that were at least as good as Harry & David's... for 88 cents a pound. At H & D's, this would cost you about \$10 a pound! If you wash and wrap each individual fruit, and place them in nice boxes, you'll have a very competitive product, and be able to undersell your competitors by a huge margin!

459. Some people will drive 3 miles, through traffic, in a blinding snowstorm to save a penny a gallon on gasoline. So there's definitely a market for a service that tells people where they can get the cheapest gas. By polling each of the gas stations in a particular market, you can then sort the prices (for unleaded gasoline) from lowest to highest, and then make this available to consumers. There are a couple of different ways to make money from this. First, you can print one-page reports and sell them directly to consumers. For example, you could compile all the prices along a segment of interstate, and then sell this to travelers who have stopped for a meal (at Cracker Barrel, for instance). I'd happily pay \$1 to know all the gasoline prices along I-75, especially during a long trip. The other way to make money with this is to license it to local media. Your local newspaper, for example, might like to have a daily column with the best gas deals in town. Same thing with local radio stations. They might only be willing to pay \$20 a day or so, but this could be a nice sideline if you were able to offer this same service in several nearby cities.

460. The incremental cost for a health gym to admit a new member is basically \$0. They have their "sunk" costs, which are fixed regardless of the number of users, so each new member costs them almost nothing. Yet a health club membership brings in about \$1,000 per year per person, so they're always on the lookout for prospects. Here's how you can take advantage of that. Approach the manager and make the following offer... "I will bring you hundreds of new prospects at no cost to you. Just allow me to print up some "One Free Month" coupons to your gym - which you will honor - and as long as a reasonable percentage of these people sign up for full memberships, you will permit me to continue promoting you in this manner." If the manager agrees - and if he's smart, he should - you've now got a gold mine on your hands. You've got a license to print money. You can go to area businesses and offer them health club memberships as premium inducements. In other words, they can tell their customers "Get a free month at Gold's Gym when you buy these sneakers" or "Get out of the heat! Free access to The Sports Center's swimming pool during August when you buy 100 gallons of gas" or even "Got the chills? Use Downtown Sports Club's sauna and jacuzzi FREE during January with your cell phone activation." Get the idea? You can sell these coupons in bulk to area businesses for \$1-\$2 each (usually you need to set a minimum buy of 500 coupons). And everybody wins!

461. It's possible to license something that's really popular, then re-sell that license to companies that can benefit by bundling it with their own products or services. Here's what that means in English - Let's say there's a really popular movie that's coming out soon. Something that's going to be really HOT with kids - like Harry Potter, a new Jurassic Park film, Spiderman, etc. Movie companies derive a huge percentage of their revenues from licensed products, like toys or posters, so they have a complete department that handles all licensing of this sort. Sometimes these licensing deals involve up-front cash, but occasionally, you can acquire a license in exchange for a percentage of revenue derived from the sale of such items. If you're the only one who has requested a license in a particular line, like "bedsheets" for example, they'll probably do a revenue-sharing deal with you. (Otherwise, this would be a potential revenue stream they'd just have to miss out on, since you're the only one who has asked.) So if you have the exclusive license to create "Harry

Potter" bedsheets, you've now got an asset that you can sell, re-assign, lease, or whatever... depending on the agreement. The license in this particular example would probably be worth at least \$250,000 to a sheet manufacturing company, yet your out-of-pocket expense was \$0. By accumulating as many of these licenses as possible, sooner or later, you're going to hit the right combination and strike it rich.

462. An "upsell" is a product (or occasionally, a service) that a company will try to sell it's current customers once they've ALREADY made a purchase. In other words, let's say you've bought a \$20 item, and that covered the cost of acquiring you as a customer, production costs of the item, AND there was a few dollars left over for profit. Anything I sell you now will be virtually ALL profit since the acquisition cost (ie, the cost of attracting you as a customer) has already been paid. In fact, a lot of businesses depend on these "backend" sales to make the bulk of the profit for the company. But most companies only try to upsell once or twice and they're done. Why? Because they don't have anything else to offer their customers! You can take advantage of this and make A LOT of money by creating things that existing businesses can use as an upsell, and then offering it to these businesses on consignment. Here's how it works: Let's say your company makes software, and you've got a product that's useful to internet surfers. You could approach ISPs and allow them to market it to their customers, allowing them to keep 50% of all the proceeds. The ISP bears the cost of every sale, and all you have to do is fulfill each sale. In other words, your marketing costs are \$0, and each sale is basically "found money". Or, if you're just starting out, and you've got no capital, you can offer a service as an upsell. You could say, "I will manually submit your website to the 47 most popular search engines for just \$14.95". Then offer this to ISP's or web hosting companies, etc. as an upsell. They'll send this offer out to their customers and then give you a list of all the people who ordered, plus \$7.50 for each sale. There are so many possibilities in this space, I hope you'll stop and ponder this particular idea and think of ways you can apply this to your own situation.

463. Vintage sneakers can be bought for 50 cents at yard sales, Goodwill stores, Salvation Army, etc., and sold for \$100 (or more) to Japanese teens who actively seek such things. There's an active market on eBay and a few days of searching will identify which items are the most highly sought after.

464. Street-corner musicians rely solely on tips, and depending on how good you are, you can earn \$50 - \$75 a day in tips. It's not Carnegie Hall, but on a busy street corner with lots of pedestrian traffic, you'll probably perform for more people (albeit briefly) than you would at a sold-out concert. This isn't exactly the path to prosperity, but if music is what you love, it's a way of making a little extra money while you work on other opportunities.

465. In the early part of the 20th century, our native chestnut trees were exposed to an especially virulent "blight", killing more than 99.9% of all American Chestnut trees. The few native chestnut trees that remain are carefully guarded. Many people are aware that Chestnut trees are gone, and most of them think they're gone for good. But fortunately, you CAN buy chestnut seedlings from a few non-profit groups trying to re-establish the chestnut tree in America. If you raise them to maturity and then sell your own seedlings, I think you could turn this into a huge business! I believe this represents an opportunity worth over \$100,000,000.

466. This is kind of a "hit or miss" way of making money, but since some people have been very successful at it, I decided to go ahead and include it. If you're lucky (or savvy) enough to get on a game show, especially high payoff games like "Jeopardy" or "Who Wants to Be a Millionaire?", you can make as much in 30 minutes as some people make in a year. And the techniques for getting on these shows have been outlined in a variety of books, which you can probably find online or at your local library. Apparently, persistence is the key, and if you apply to appear on enough of them, sooner or later you'll be selected.

467. You can make a lot of money by hosting a tournament that requires an entry fee. "The World Series of Poker", for example, attracts 600+ players a year, each of whom pay \$10,000 each to participate. The winner wins \$1,000,000, but that's taken from the \$6,000,000 in entry fees! There are other payouts as well, for 2nd, 3rd, 4th place, etc., but that still leaves lots of room for profit! I don't know why the "World Series of Blackjack" or the "World Series of Bass Fishing" or the "World Series of Video Gaming" wouldn't be profitable too! If you've got the means... you should look into this.

468. There are natural parks and nature preserves in almost every city, and if they'll allow it, you can make a supplemental income by providing bird-watching tours in those parks to local residents. People who go on bird-watching tours already know a thing or two about birds, so you'll need to know your stuff, but if you're already a bird aficionado, you can easily charge \$10 per person for a 2-hour trip, and you can usually attract groups of 10 or more every weekend.

469. Similarly, you can offer guided spring wildflower walks for about \$20 per person for an afternoon trip. Again, you'll have to know the wildflowers of your area, but with a couple of good guidebooks and a little practice, you can get quite good at spotting and identifying the bulk of your local wildflowers. Unfortunately, this is a seasonal business, and you only get about 4 or 5 weekends a year in which to offer these tours. But you should be able to attract 20-30 people each weekend, so you can expect to earn a couple thousand dollars every spring this way.

470. The first few hours of a long road trip are exciting. After that, people invariably start to get rather bored. One way of helping people relieve that boredom is to create interesting "audio tours" on cassette tapes, with specific information about a particular stretch of interstate. With a little research, you can find out plenty of useful facts that people might want to know while driving. Something like "At the bottom of this hill, you will cross Everett's Creek. It was almost at this exact spot where Confederate Colonel John Mosby, known as the Grey Ghost, engaged General Sherman's forces in February of 1864." I just made that up, but you get the idea. Along major interstate routes, you could make these tapes available at gas stations, Cracker Barrels, etc. and probably sell them quite easily for \$7.95 - \$9.95 each. Make sure you have tapes for BOTH directions of the interstate. Otherwise, you'll be missing out on 50% of your potential customers!

471. Many states have "Don't Call" lists that make it unlawful for telemarketers to call certain phone numbers for marketing purposes. It's free to get on the list, but most people don't know about this. You can make a nice side business signing people up on this "Don't Call" list for a few dollars. You could do a door-to-door canvass and leave brochures that say "Tired of Telemarketers? Want to make sure your dinner is never interrupted again by those slick telephone sellers? It's possible to get on a special Don't Call list which makes it illegal for

telemarketers to call you! For

\$10, I'll do all the work for you. Just write down the number you want to add to the Don't Call list, and I'll make sure you're added." You should be able to sell this service to 8% to 10% of all the houses you call on, and since you've got virtually zero expense, you should be able to make an average of \$1 per house you visit.

472. I wish this service existed. That means there are probably millions of other people who wish this service existed too. The first person who does it will have a good business. I would call it a "Send-a-Card" service. You call the service, tell the operator the occasion, the name and address of the recipient, what words you want to say, etc. They take your credit card information and bill you \$19.95 or whatever. The service then selects the appropriate greeting card, writes your message, and mails it to your intended recipient. You'll never have to go to Hallmark again! You'll probably want to give customers the option of sending funny, serious, romantic, "belated", off-the-wall, or religious cards, and you might also offer an overnight service via Federal Express for emergency situations!

473. Here's a way that some kids are earning a little spending money this summer. Many people don't know this, but whenever you buy a sub sandwich at SubWay, you get 1 stamp for a 6" sub and 2 stamps for a 12" sub. You get a free 6" sub when you collect 8 stamps or a free 12" sub when you collect 16 stamps. But VERY few people ask for their stamps. So there are a few kids who hang out at nearby SubWay's asking patrons if they can have their stamps. They then sell these cards filled with 8 stamps (good for a free 6" sub) for \$1. They're able to do about \$20 or \$30 worth of business every day. I thought this was a particularly inventive way of making money... without capital... especially for a bunch of 4th graders.

474. You don't have to be a bank to issue VISA cards. If a company or an organization meets certain criteria, VISA will agree to issue branded credit cards with the name of that organization. This is good for the organization because it's basically free marketing and the consumers seem to like it because they get to affiliate themselves with certain brands and affinity groups. I know a man who makes a good living acting as a consultant to companies and organizations who might want to take advantage of this opportunity. He gets a \$10,000 commission for every business or organization that decides they want to issue their own VISA cards, and he says there is no shortage of companies that like this idea. You'll have to do the research to find out exactly what's involved, but I don't think anybody else is doing this, so it's probably a very wide open market.

475. You may have heard of the controversial "art bar" that allows patrons to come in and have a few drinks while painting a picture of a nude model. Every customer is given a canvas, some paints and a brush and allowed to explore their artistic side while throwing back a few brewski's. This might be just a one-city phenomenon, but the fact that it has been so popular means that there may be a market for such a thing in your area as well. You might approach existing bars and offer this, or any other "value added service", in exchange for a cut of the increased revenue derived from the addition of the product or service.

476. Freelance satellite dish installers earn about \$80 per installation. And once you get the hang of it, you can install 2-3 a day. Any satellite retailer will be willing to give you freelance installation work, particularly if you're willing to travel outside of their immediate sales area. Here's all you have to do: Mount the 18" dish to the roof, or any other vantage point that offers a

clear line-

of-sight to to the satellite. Next, run a wire to the descrambler box. This is generally the most time-consuming part, since you want to do a neat job. Finally, you just plug the descrambler into the television. Some jobs take an hour, some take 4 hours. Again, the most time-consuming part is just figuring out how to run the wire from the satellite dish into the living room (or wherever the TV is). And sometimes you'll need to spend a few minutes explaining to the customer how all the buttons on their new remote control work. But I know freelance satellite dish installers who earn \$60,000 a year in a medium-sized city, and it's pretty easy work.

477. Children love "petting zoos" and since it keeps them occupied for a couple of hours, so do parents! Petting zoos charge about \$4 per child, on average, and on the weekend it's not unusual to have 100 kids a day come through the turnstiles. You'll have some upfront expense in acquiring the animals to start with, but after that, your only real cost will be feed and the occasional vet bill. With initial start-up capital of \$10,000, you should be able to make \$40,000 - \$50,000 a year in pure profit. Remember, you're marketing to the parents - not the kids - so you need to make the place safe, clean and as attractive as possible.

478. You don't have to be AAA to offer roadside assistance. In fact, this is quite a money maker for them, and (I'm told) one of the most lucrative items that an insurance company can sell. A one-time wrecker service costs just \$30 or so (on a wholesale basis), but you are charged \$5 a month for the service. And since most people use the service about once every 3.5 years, you're paying \$210 for a \$30 service. You can get on the "smart" side of this equation by offering your own roadside assistance program. And by operating your own wrecker, it'll be doubly profitable. Here's how: In most programs, you have to pay the wrecker operator, and then take the receipt to the insurance company for reimbursement. But since you operate your own wrecker, you can offer drivers a better deal - "pay this monthly fee of \$5, and then all expenses are taken care of... for- ever!" They don't have to pay the wrecker operator (you), and they're given a local number with direct access. (Instead of going through countless operators to find a wrecker service that services a specific area.) You'll have to experiment with the best way to attract customers with an offer like this, but even if you're able to get just 800-1,000 subscribers, that's an extra \$48,000 to \$60,000 a year, which, statistically should require just 4-5 wrecker calls a week. I think the best way to get a lot of subscribers quickly would be to work out a deal with area service stations, and let them dis-tribute your brochure to motorists in exchange for a commission on each sale.

479. Remember "Welcome Wagon"? Here's how that works - local companies pay to have their products (or coupons for their products/services) included in a special "welcome basket" for new arrivals to an area. The theory goes, if you're new to town, and you don't already have any loyal-ties to a particular business, you'll be much more likely to patronize the business that welcomed you to town with a free sample or free "oil change" or whatever. Apparently, it works. And you can make money by starting your own "Welcome Wagon"-type service. Ask local businesses to give you some sort of bonus freebie or coupon to give to people moving to town. In addition to the coupon, each business pays you \$50-\$100 a month to supply them with new customers. In some areas, you can get 100 businesses to participate in this manner, each paying you \$50 (or more) a month to introduce their product or service to new residents. It may take some time to build up a business this way, but if you're the only one doing it in your area, it's probably going to be fairly easy.

480. You can now buy do-it-yourself radon testing kits for just a few dollars, but most homeowners have never done this. By offering door-to-door radon testing, you should be able to make \$25 to \$30 PER HOUSE. Most people have heard of the dangers of Radon gases, and know they should do testing, but have never actually made any effort to do it. I've heard of people selling 6- 8% of homeowners simply by going door to door and asking. Since each test takes about 20 minutes, it's possible to service 20 homes a day, for an astounding profit of \$500 per day!

481. I'm not sure if you've seen those "Mosquito Magnet" machines, but these would be perfect rental items. They're about the size of a large suitcase, and when you plug them in, they attract mosquitos, luring them away from whatever areas you want to protect. Any outdoor event, particular one at night, would benefit by having a "Mosquito Magnet" humming along. They cost about \$1,000 each, but I'm pretty sure you could rent one for \$75 or more per night. Contact all the event planners and party rental companies in your area and let them know you've got one available. During the summer, you should be able to rent it 2-3 times a week!

482. This is technically illegal, but since so many people do it where I live, it's become an institution. Every June, a substantial number of Kentuckians make their way to Tennessee or Indiana and buy fireworks for the 4th of July. You can't buy the "good stuff" here, yet everyone wants it. And let's face it - "fireworks smuggling" just doesn't have the same air of criminality that, say, heroin smuggling does! These bottle-rocket bootleggers usually sell from the trunk of their car at prices roughly double what they cost in "legal" states. And since they actually buy the fireworks at wholesale, it's possible to turn \$5,000 into \$20,000 in one weekend. And there is no shortage of buyers!

483. Another of the classic "money-making" ideas is to give piano lessons. In any city in the world, there will be parents who want their children to learn at least one musical instrument, with the piano usually being their first choice. If you can read music, you can get lots of "learn to play the piano" instruction books that can help you develop your own lesson plan. Private piano lessons usually cost \$10 - \$20 per half-hour class, so if you stay booked, you can potentially earn \$150 a day or more. But more likely, you'd only have 4-5 students a day. Therefore, this should be thought of more as a part-time money maker, rather than a full-time profession.

484. Photocopies cost about 5-10 cents each. So the biggest hassle in having copies made is usually NOT the cost of the copies, but in driving to the copy store, running the copier, then driving back. I know of a husband and wife team that operate a successful "pick up and delivery" copy service. They charge 15 cents a copy, with a minimum order of \$10, and they stay very busy. The average order is for about 200 copies. They have an arrangement with their local Office Depot where they just hand the copies to the Copy Center manager, and in a few minutes are handed back the requested number of copies, for 3.5 cents each. Their cost on 200 copies is \$7, plus the gas to pick up and deliver them, but they make \$30 on that order. Just 10 such orders a day is well over \$70,000 a year in profit. The owners of this business say, "Small businesses rarely have their own copy machine, and even if they do, their per unit cost is often as high as 15 cents. So when you need to have a lot of copies made, why not use a service that picks up your original and then delivers the copies to your door?" If no one is offering this type of service in your area, you might consider it as a profitable sideline.

485. If you're looking for international intrigue and glamour, this ain't it. But if you're looking for a way of making \$150 - \$200 a day without any startup capital, here's how: Every suburban dog owner (or at least those with large dogs) has the unfortunate task of occasionally picking up dog-gie-doo from their yard. For most people, this is rather unpleasant and they would gladly pay someone \$5 to \$10, once a week, to do it. In our one neighborhood, I know of about 20 households that would subscribe to such a service... including ours. In fact, with two large Australian Shepherds, we dare not mow the lawn until this loathsome chore has been accomplished every few days. If you had a good "system" and the right equipment, you could clean a yard in about 15 minutes, or about 25 yards a day... EASY. Since this is a subscription service, meaning you'd be going to the same places every week, you'd eventually get even faster. And the beauty of a subscription model is that you just have to sell the homeowner once, but you continue to reap the rewards for a long period of time.

486. There are a few places on the internet where you can download the entire .com, .net and .org zone files... the entire list of all domain names currently registered. These are huge, huge files. In fact, as a plain text file, the .com zone file is over a gigabyte. You simply cannot open it on a regular PC. You'll need a special UNIX-based application to chop these files into individual letters. These single-letter files will still be 50MB or more, but at least they're viewable on a regular computer, provided it has sufficient RAM. With this data, you can then offer a "trademark checking" service to companies to make sure that people have not registered domain names that violate their trademarks. Lots of companies use services like this, and Lucasfilm, Ltd., for example, is aggressive in going after people who register domains containing words like "jedi" or "darthvader", or "starwars". If a company gives you a list of all the trademarks it owns, you can search these zone files to find possible trademark violations. The best way to solicit business is to find a few violations yourself, and then email the trademark owner, saying something like this: "This is a trademark violation advisory: The domain name walmartsucks.com has been recently registered. This may be an infringement on your rights as trademark holder for the term walmart. If you'd like to receive a comprehensive report on the other 119 possible trademark violations involving the term walmart, you can order that report from <http://www.yourdomain.com>, etc., etc." You should be able to get \$1,000 or so for such a report from large companies, down to \$100 or so for smaller companies.

487. Most celebrity address listings are horribly out of date. They just keep reprinting the same old lists that have been circulating for years, so if you write 100 letters to 100 different celebrities you MIGHT get 3 or 4 to go through, and the other 96 will probably bounce. If you were to spend the time to write fan clubs, managers, record labels, movie studios, etc. and get REAL addresses for the top 500 celebrities, you could sell that online without too much difficulty. You should be able to get \$19.95 or so for such a list, and you'd probably sell thousands of them!

488. If you've got DSL or a cable modem, you can set up a simple network allowing multiple computers to share the same super-fast broadband access. Set up about 8 computers in this way, and then sell a variety of coffees and espressos, and voila... you've got yourself an "internet cafe" with a total expenditure of about \$5,000 or so and a total monthly bill of whatever your rent costs + \$39.95 internet access fee. Most internet cafes charge \$4 - \$5 for an hour of internet access, so if you kept your computers at just 50% capacity, that'd be \$150 a day just from computer access, plus whatever you earned in concession sales. But here's how you can make the big money - find

a

DSL provider in your area that pays affiliate commissions for recommending new users. Many of the people who come into your internet cafe will not be accustomed to broadband access, and once they see how blazing fast it is, they'll be real easy to sell! Just give them a brochure (with your affiliate tracking ID on it), and you'll get paid every time someone signs up. Some DSL providers pay monthly residuals for as long as a subscriber remains signed up. Eventually, that will add up to more money than you're making from all in-store sales!

489. One of the classic at-home businesses that's really come into its own in the past few years is medical billing. Essentially, this is just handling all the insurance billing for small medical offices on a contract basis. This is a software-driven business and about all you need is a basic understanding of how medical insurance claims are filed, and how to operate the special medical billing software that's available all over the internet. Generally, you get a percentage of all the submitted claims that get paid by insurance providers. This can be a decent moneymaker - somewhere along the lines of \$1,000 a week, but the hard part (it seems to me) is getting these doctors' offices to let you handle all their insurance billing for them. In an informal survey of mine, I asked several doctors, chiropractors, dentists, etc. if they would consider outsourcing this and every single one said no. Obviously, not everyone says no, but I think this issue - the difficulty of finding clients - is really downplayed on medical billing sites. Nevertheless, this IS a legitimate work-at-home opportunity, so look into it yourself and see what you think.

490. Another recent trend is "home schooling." People are dissatisfied with the results of local public school education are taking matters into their own hands. But lots of people are apprehensive about this, and wonder about the best way to get started, the legal issues involved, the social aspects of home schooling, etc., etc. So there's definitely a market for a "home schooling consultant" that helps potential home-schooling parents learn everything they need to know to get started. This will take some research on your part to really understand the best products, the best study curricula, and so forth, but once you become an expert, you can probably fill a room - once a month... in every state... with dozens of potential home-schoolers, paying \$100 or so for your knowledge.

491. You might say "credit repair" has been "discredited" as a business opportunity in recent years, but that's because of all the shady practitioners in that field, not because the opportunity is unsound. In fact, people would gladly pay LOTS of money to have negative items removed from their credit reports. In its simplest form, the business works like this - "Mister Consumer, we will clean up your credit report, but we don't want you to pay us a penny until you see results." Then, you get the consumer to agree to pay you \$50 (or so) for each negative item that you're able to remove from his/her credit report. That seems reasonable, right? Then, all you do is write the credit reporting agencies - Experion, TransUnion and Equifax - and dispute all the negative listings on the credit report. By law, the credit reporting agencies then have to investigate each listing and verify them. If they cannot verify them, or if the creditor doesn't respond within a certain time, the item is removed. It's not uncommon to get 5-6 items removed in this way with a simple letter. You get \$250 - \$300 for your trouble.

492. A subsidy publisher is a book publishing company where the author pays for the printing of his/her book and where the publisher pays the marketing expenses for the book. The author and the publisher then split the revenues. A lot of books are printed this way because the economics of

traditional book publishing prevents many good and worthwhile books from ever being published. If a publisher has to pay all the money and shoulder all the risk, they're going to focus only on books that appeal to the widest possible audience. And regardless of how useful and important a book may be, if it won't quickly sell at least 50,000 copies, most publishers won't even consider it. For subsidy publishers, though, the opposite is true. It makes sense to have as many books out there as you can since the author assumes the bulk of the risk by paying to have it printed. Your only expense is getting it into stores, and that's as simple as contacting Ingram (the largest book distribution company) and sending them a few copies for their inventory. People can then order the book from any bookstore in the country (or the world, for that matter). If you can get a little publicity for each book, so much the better, but with just a little marketing, you can generally sell a few books REGARDLESS of how narrow the field is. And since you earn 50% from all sales, your returns are large and immediate.

493. You can make \$100 - \$250 a night teaching GED preparatory classes to adults. In almost any city, there's a steady stream of adults who want to take their GED exam, but who need a refresher course on basic subjects covered in the test. People will pay \$20 - \$25 for a 3 hour refresher course, and in any medium-sized city, you should be able to get at least 5-10 people in each class. The best way to market a business like this is to go directly to factories and ask them if they'll allow you to place your advertisement posters about your class. You can probably also work out a deal with the city to give you a room in some government building every night to teach the class. Your out of pocket expense: \$0. And if you take the GED exam yourself, or get a copy of a recent exam, you'll know exactly which subjects are covered, and you'll know exactly what to teach.

494. Loan brokers are people who find the best loans for borrowers, and who pocket a commis- sion for setting up the loan. It's a rather easy business to start. All you have to do is go around and introduce yourself to the lenders in your area and get them to tell you what kind of loans they would be interested in making. You'll also want to inquire into what sort of commission they would pay as a "finder's fee" for bringing them loans that meet their criteria. If they say they do not pay a finder's fee or commission, there's no point in working with them; there are plenty that do. Then, you advertise your services as a loan broker, and inform potential customers that you can save them time and money by finding the best possible loan terms from all financial institu- tions in their area. This doesn't cost the borrower anything, so with proper marketing, you should get quite a few customers. Then, all you have to do is shop around with the various banks and see who will offer the best interest rate on that particular loan... and the best commission for you.

495. The internet makes violating other people's copyrights very easy, and it's a problem that's becoming increasingly common. After all, the only thing you have to do is copy and paste. And most copyright owners have no way of keeping track of all the possible infringements that may be going on. You might be able to earn a "reward" for informing webmasters when their material is being infringed. Here's how: Take a popular ebook or popular website and look for an unusual phrase that is not commonly used, preferably a phrase that is unique to that ebook or website. Then search for that phrase (in quotation marks) on your favorite search engine. If you get any hits, it will probably be from someone copying all or a portion of the ebook or website. You can then approach the original owner of the copyrighted material and say something like this... "Here is a URL where your copyrighted material is being infringed. This was a freebie, but there are others, and if you'd like to subscribe to our service for just \$49 per year, we'll monitor the web

and

notify you whenever infringing materials are discovered." At least one in 4 or 5 webmasters will subscribe to your service, and in time you should be able to build this up to a good part-time income.

496. When you think about water coolers, with the big plastic tanks of drinking water, you usually think about offices only. But increasingly, homeowners are requesting the same type of home-delivery service from drinking water supply companies. So why not take advantage of this trend by starting a residential-only water route? Every week or every two weeks or every month, you could go by your customers' houses and replace their drinking water tank, so they always have a supply of fresh, clean, cool drinking water. Bought in bulk, drinking water is extremely cheap, and the only real expense will be the coolers and the tanks. But you can easily get \$20/week from homeowners and with a route of just 100 houses, you've got a \$100,000 a year business.

497. I'm stealing this idea from Ken Roberts' "TWMPMM" course ("The World's Most Powerful Money Manual"), a "quickie" technical analysis course as it relates to commodity futures trading. As you know, trading futures is risky and unpredictable... but Ken Roberts believes there's a pricing pattern that repeats itself often enough that there might be something to it. If you look at a weekly chart of commodity prices (like the ones in *Investors Business Daily*), you'll notice that there's a cycle of price movement known as the "head and shoulders" pattern. In other words, the price rises for a time, then comes down to the original support level. That's the left shoulder. Then it rises again, this time topping out at a higher price, before returning to its original support level once again. That's the head. Finally, it repeats the smaller rise and fall pattern, just like the first cycle. That's the right shoulder. Now, you have a fully-formed head and shoulders pattern. At this point, if you were to place a BUY order for that commodity, you would be right about 75% of the time. Why? Well, that's pretty complicated to explain, but you can start scanning commodity charts looking for this head and shoulders pattern yourself and charting the price to see what would have happened had you bought. I tried this for a while and made some money, but I definitely recommend you "paper trade" until you're confident in moving forward.

498. At an airport, you can earn \$1 per bag by offering to carry people's luggage for them. The trick is to be well-groomed and polite and make the pitch by saying something like this: "Ma'am, I'd be happy to carry your bags to the ticket counter in exchange for a \$2 tip (if she has two bags)." You'd say \$3 if she had 3 bags. By being polite AND - this is important - giving the price up front, people will be much more likely to take you up on your offer than if you merely offered to do it for some undisclosed fee. Generally speaking, people like being served, they like helping others, and they like knowing in advance what something is going to cost. If you give them all three, you'll be surprised how much business you can get!

499. Companies that start their own magazines usually have a difficult time getting those magazines in newsstands. Most newsstands have already filled up their available space with magazines that are proven sellers, so why gamble money on an unknown quantity? New magazines are so desperate to receive newsstand space that they basically GIVE THEM AWAY to distributors, in the hopes that a few jobbers and distributors will try to sell them to newsstands since they get to keep all the profit. Still, this doesn't work very well. Why? Because they're going about it wrong. You could start a profitable business by helping magazines get distribution, and here's how you do it. The magazines send YOU free copies and then you go to

the newsstands directly and say, "I

represent all these magazines. If you'll place them on your newsstand, you can have them for free, and you can keep 50% from every sale." A lot of newsstands would agree to that offer since their initial investment is \$0, and it's a profit stream that they wouldn't ordinarily have. You get to keep 50% of the cover price, which really adds up when you work with a lot of newsstands. Plus, the magazine gets better distribution. Everybody's happy.

500. Most cities have a noise ordinance that prevents you from broadcasting loud noises at night, but very few cities have an ordinance regulating the number of decibels you can emit during the daytime. (Otherwise, jackhammer operators would be put out of business!) So you can attach speakers to your car and drive up and down the street, broadcasting your client's message to every- one within earshot. This is an old-fashioned method used in political campaigns in the past, but it was largely abandoned due to the siren song of mass media. Advertisers pay based on "impressions", so the more people you're able to reach, the more they'll pay. But if I owned a local restaurant, for example, I would be willing to pay at least \$5 per thousand hearers. So if you could access 50,000 people or so during the day, you'd be justified in charging \$250 for your service.

501. There is nothing that loses its value faster than Christmas supplies on the day AFTER Christmas... unless it's Easter candy on the day AFTER Easter. Or fireworks on July 5th. And at these "day after" sales, you can find some incredible bargains. I've seen huge chocolate Easter Bunnies for \$1 or 12 rolls of expensive wrapping paper for \$1. Or \$29.95 Halloween costumes for \$1. If you're patient, you can undoubtedly find some terrific bargains that you can hold onto and resale NEXT YEAR for near-retail. I don't know any investment where you can reliably double your money in one year, but if you can buy \$10,000 worth of Easter candy for \$500, and then sell it NEXT EASTER for just half of its value, you've multiplied your money 10 times. And that's being pretty conservative. I've heard of one lady buying up all the leftover Christmas lights from Kmart for pennies on the dollar (because it's cheaper for the manufacturer to give it away than have Kmart ship it back) and then selling it BACK to Kmart the next year for quadruple what she paid! Maybe that's why Kmart went bankrupt. Anyway, this is a serious possibility for almost any- one, and all you have to do is find nonperishable, non-expiring items that can be stored for a year, while waiting for their value to return again.

502. Night vision equipment is fun to play with, but most people would never spend the money to own their own gear. So you can make money by renting night vision viewers, particularly in wild- life areas, campgrounds, nature preserves, etc. You can also rent them to hunters. You can buy really good military surplus night vision gear on eBay for a few hundred dollars, and rent it out for \$20 a night fairly easily. Each unit should pay for itself with 10-15 rentals, and the rest will be profit.

503. World culture has become sufficiently homogenized that very often what works in one country will work in another. If a book or television show or movie is popular in America, you can buy the "foreign language rights" to that work - sometimes for very little money - and then market it abroad. "Baywatch", for example, was more popular in Thailand than in America, but I bet you could have bought the Thai language rights for almost nothing a few years ago. Or, if you discover something that's popular elsewhere, you can buy the North American or English-language rights and try marketing it here. A good example was the English import, "Who Wants to Be a Millionaire?". It made hundreds of millions of dollars for ABC. Or how

about the "Mighty Morphin'

Power Rangers"? That original footage was bought from a Japanese company for a song and then later dubbed with American actors. That became a billion-dollar franchise. Next time you travel abroad, don't spend all your time in museums! Go to bookstores, watch television, immerse yourself in local popular culture and see if anything can be imported or exported profitably!

504. If you're musically inclined and if you've got a keyboard synthesizer, you can make a decent second income by creating royalty-free "ambience" music. Radio stations, television stations, video editing companies, ad agencies, production studios, etc., are always buying CDs of "royalty free" music that they can freely use in their productions. And since they don't want to use the same old stale music all the time, they buy new CDs of this stuff on a regular basis. With modern synthesizers, it's quite easy to create interesting sounds and "mood music" with very little effort. If you compile this into a CD set, you can sell them for \$49.95 or more. The best way to market these is to set up a website that sells them, and then optimize your website so that you appear on search engines when people search for "royalty free music".

505. This is more of a lifestyle choice than a strict money-making opportunity, but if you're single, and you don't have other income opportunities, one way of earning good money is to offer to be a nanny or "au pair" to a family with children. Nannies can earn \$25,000 or more per year, and it's not exactly rocket science - all you really have to do is entertain a couple of kids.

506. Another "classic" money-making idea is to become a freelance housekeeper. You can clean 2-3 clients' homes a day, earning about \$40 - \$60 per job per day. If you're businesslike and you do a great job, you will have no trouble filling your available timeslots. An industrious and proactive woman should be able to make over \$150 per day, 5 days a week. That's an annual income of nearly \$40,000, which can be had regardless of education or background.

507. One easy way of making money is to become a notary public. You get paid about \$5 - \$10 for every document you notarize, and in most places becoming a notary is as easy as filling out a form, swearing an oath, and paying a fee. Most people are notaries as a sideline, but here's how you could make it a fulltime business: be a traveling notary! By offering an on-site notary service, people can simply call a number and you show up within minutes to notarize whatever documents are required. People would happily pay \$20 - \$25 for this service, and in a medium-sized city, I would be surprised if you didn't have 8 or 10 such requests a day!

508. The South African Kruggerand was a brilliant invention. It's nothing more than an ounce of gold, but by "branding" it as a currency and as a universally acceptable form of bullion, South Africa was able to extract a premium from what is essentially just an ounce of gold. Here's a way of using that same principle on a much smaller scale. You can go down to the bank and get 25 one dollar bills. They should be brand new and crisp, and if possible, have sequential serial numbers. Then, stack them together, all facing the same direction. On the bottom of the stack, place a piece of plain cardboard, the same size as the bills, and on top, you place a cover sheet, again the same size as the bills. On the cover sheet, it should simply say TWENTY FIVE US DOLLARS. Now, using a paintbrush, "paint" a layer of binding glue on one of the short ends of the stack. This binding glue hardens like rubber, and is what printers use to make tablets of forms. It can be found at any printing supply house. The final product is a "tablet" of money, where people can tear out the

necessary one dollar bills to pay for small items. It's such a novelty, that people will pay \$29.95 for it, giving you \$4.95 in "premium" for what is essentially just \$25 and some cardboard.

509. A lot of states has enacted special rules regarding the removal of lead-based paint, and very few people are actually qualified to do this. On the other hand, there are lots of old houses that have lead-based paint which should be removed during renovation or remodeling. Plastic sheets should be attached to the base of the home to prevent falling paint chips from contaminating the soil. Also, workers who scrape the paint should wear disposable jumpsuits and special breathing masks to prevent inhalation of the lead. If you learn the proper way to remove and dispose of lead-based paint, there are probably dozens of government contracts available in your state at any given time. And since there's virtually no competition, this can be quite lucrative.

510. Due to some of the quirks of international postage treaties, it's sometimes cheaper (after exchanging currencies) to mail a letter from another country into the US (or UK) than it is to mail it WITHIN the country. If memory serves, I think you could mail a letter from Argentina to the US in the 1980's for about 15 cents when the domestic First Class postage rate was 23 cents. Alternatively, you can mail a letter from the US to certain countries cheaper than you can mail a letter within that country. You'll have to do some research and find out where the current opportunities lie, but anytime you can find a pricing loophole like this, there's money to be made by brokering this service to direct mailers.

511. One of the highest-paid positions that requires the LEAST amount of specific education is that of paralegal. You can learn everything you need to know by reading a couple of books or by taking one of those paralegal correspondence courses that you see advertised in magazines from time to time. Paralegals earn \$30,000 - \$35,000 their first year, and they're in high demand. Most of the stuff you need to know you will learn on the job, but just about every law firm will want to see that you've had at least a little training in the field - whether formal or informal - just to make sure you're up to the task.

512. If you just want to tear down a building, all you need is a crane and a wrecking ball. But if you want to "dismantle" a building... in the hopes of reassembling it elsewhere, that requires a specialist. You have to number each brick, each beam and all architectural elements, to make sure you get them back in their original places. In the past, you had to sketch out a diagram of where everything goes. But now, you can simply take a digital camera and record the original location of items quickly and easily. Building dismantlers get paid well - about \$500 a day - but work doesn't come around very often. A better way of taking advantage of this skill is to buy abandoned old buildings on the cheap, and then re-sell them to people (along with complete re-assembly instructions). You can even find several dismantled historical buildings on eBay, and they often go for \$20,000 or more. Or, you can dismantle buildings that are about to be torn down, and then reassemble them yourself on a lot purchased expressly for this purpose. Important historical building always command a premium over new construction, and (unfortunately), there's no shortage of them being torn down for the sake of "progress".

513. The document storage business is one of the easiest businesses in the world to get into, and all you really need... literally... is a place to put the documents. Clients desire off-site document storage for a number of reasons - lack of space, protection against fire and theft, legal

require-

ments, etc., and they're willing to pay about \$0.25 per square foot per month. That may not sound like a lot, but the corporation I used to work for occupied 80,000 square feet in an off-site document storage warehouse and paid about \$15,000 a month for the space! So there's a definite need for the service, and if you can undercut your competition... by just a little bit... you can probably generate sufficient business to fill all the space you have available.

514. You've probably seen private mailboxes services like "Mail Boxes, Etc." Have you ever wondered how much money they make? It's staggering. Most private mailbox services charge \$20 per month (or more) for a box, and with just 300 boxes or so, you're making \$72,000 a year sorting a few pieces of mail every day. As long as your clients fill out the USPS Authorized Mail Agent form, it's perfectly legal to accept mail for other people. But there's also the income from express services, sale of shipping boxes, making copies, making keys, and other small business services. This would be a very easy business to start, and aside from the initial start-up costs of the mailboxes, your only real expense would be rent.

515. A printing broker makes his money by getting a commission for bringing business to printing companies. Not only does the client pay nothing, the printing broker provides a useful service by finding the best and cheapest printer to meet the client's needs. All you need to do is meet the various printers in your area and find out what kind of commission they'd be willing to pay for bringing them printing jobs. The beauty of this business is that you usually only attract very large printing jobs - \$10,000 or more - and your commission can be as high as 10% of each job. And whenever you are able to successfully procure a great price for a customer, they will come back to you time and time again. If you know anything at all about the printing business - and even if you don't - you should look into this one. If there's not already a printing broker in your area, there is a considerable amount of money available for the first person who offers this type of service.

516. With a few hundred dollars worth of "laser tag" equipment, you can start an indoor laser tag business that can earn you \$100 - \$200 a day. Equipment rental usually costs about \$20 per person per day (which is only slightly less than the equipment costs to buy) so your "value-add" is providing the venue for the battle. It's not uncommon to get 10 players a day, and since it all happens indoors, you can offer the service day and night, rain or shine.

517. Banks are not usually in the repossession business. Instead, they hire freelancers to repossess a vehicle when the borrower falls behind in payments. And the money is quite good. You get about \$100 for every car you repossess, and with modern locksmithing tools and "try-out" keys, you can get into just about any car in a matter of 2-3 minutes. To "break in" to this business... you can offer your services to existing repo companies or approach financial institutions yourself. You can get everything you need by ordering the Foley-Belsaw locksmith supply catalog.

518. I particularly like business models where you can buy (or build) something cheap, and then rent it out over and over again... for almost what you paid for it initially. One business that meets that criteria is the indoor rock-climbing business. It's an interesting diversion, and since parents are always looking for something fun and interesting for their kids to do, you should have no shortage of business. Essentially, all you need is a 20-30 foot high man-made "mountain" with various hand- and foot-holds. Each climber wears a safety harness suspended from a rope, which loops through a pulley on the ceiling and is controlled from the ground by

safety personnel. If the

climber loses his grip and falls, the safety person is there to gradually release the rope, allowing the climber to descend gently for another attempt. You can charge \$5-\$10 a day, but in reality, an hour or so is about all anybody can do before wearing themselves out entirely. Properly advertised, an indoor rock-climbing facility in a medium-sized city should attract 20 to 30 climbers every day, and about double that on weekends.

519. You can buy a complete set of snorkeling equipment - snorkel, mask and fins - for about \$50. At a resort, you can turn around and rent that equipment on the beach for \$10 a day. For 10 sets, your initial outlay is \$500, but if you maintain your equipment well, you could make \$100 a day on a popular beach... for years to come! Sometimes you can make even more since lots of renters will only use this snorkel equipment for a couple of hours before turning it back in. And of course, you can immediately rent it back out for another \$10. If you live near a resort area, this might be one of the easiest low-capital businesses you can start.

520. There's a former policeman where I live who has a bloodhound named Thor. Thor is a first-rate missing persons finder, and is often called upon to find wandering Alzheimers patients, escaped convicts and missing persons of all types. But Thor gets \$175 a day for his services. Well, his owner does anyway. Obviously, this isn't an everyday business, but it's a pretty good sideline since he has a very high success rate and an excellent reputation. If you've got a bloodhound, or are thinking about getting one, you might consider this as a possible income opportunity.

521. Land surveyors can make \$500 or more per day! But in the old days, you used to REALLY earn it. There was lots of math and lots of drawing and lots of calculations. But now, there are computer programs where you can just enter the data from the measuring transit and it will print out the land survey perfectly! But most people don't know how easy it has become, and surveyors still earn their high fees. You may have to become certified in your state to be a surveyor, but that's usually as simple as taking a couple of classes. Otherwise, the equipment is cheap, and it would be an excellent trade for someone who loves the outdoors.

522. Building small ponds for people can be more profitable than you probably think. An 8' x 10' koi pond usually costs a homeowner about \$2,000, but the material costs are only about \$200... or up to \$500 if you need to use a butyl liner. And since you can build one in just a couple of days, that's at least \$1,500 in profit per pond. The best way to generate business is probably word-of-mouth, but to get that jump-started, you can approach gardening centers and ask them to promote your pond-building service in exchange for a commission. You can learn everything you need to know about pond building at your public library.

523. Consumer-grade vacuum sweepers simply do not have the power to remove all of the filth that get lodged in carpets. Dust mites are especially hard to get with regular carpet sweepers. If you spend about \$2,000 and get an industrial-grade vacuum system, you can make a good living by going house to house and offering to do a "power-sweep" of their home for \$30 or so. In fact, you can even offer to do a portion of their house free. Once they see and hear the extreme suction power of your industrial sweeper, most people will go ahead and opt to have the whole house done. It's amazing how much gook you'll get out of carpets that are supposed to already be clean! The creme-de-la-creme is to find customers who agree to have this service performed every month or every quarter. That's guaranteed income for life, and once you have 100 such customers,

that's a steady stream of easy money, and you'll probably never have to sell anyone on the benefits of the service again.

524. A high-quality tanning bed costs about \$2,000... but you can make about \$10 per half-hour visit (that's \$200 a day per machine!) with your own tanning salon. Most people operate this type of business incorrectly. You can't wait for customers to come to you. The best way to attract business is to give away free "one-time visit" coupons and then offer them a 10-visit special when they come in to use their freebie coupon. Then, you give each customer 10 more free "one-time visit" coupons... and for every person who comes in and signs up for a 10-visit special, the person who gave out the freebie coupon gets an extra 2 visits free. This has a very viral effect on generating new customers, and in no time, you should be able to fill up your reservation book completely.

525. You can make over \$1,000 every weekend by giving "train-and-jump-the-same-day" skydiving lessons. People pay \$75 each, and the man who offers this class locally says he usually generates about 25 new customers every weekend with a simple newspaper ad. Obviously, you need to know a thing or two about skydiving, plus have all the equipment. Oh, and you need a friend to fly the plane. But if you're already a skydiving enthusiast, or you know someone qualified to teach such a class, this could be a profitable business, particularly if no one else in your area is offering it.

526. The first time I heard the term "social consultant", I thought it referred to those people who remove children from abusive homes. Apparently not. There appears to be a market for introducing people to the "movers and shakers" within a community. For \$5,000, a man in California will introduce you to all of his "hip" friends, several movie stars, and all the "right" people. This acts a sort of jump-start to improve your social life, and presumably your social position. I suppose there's probably a market for this sort of thing in any city, and if you're particularly well "plugged in", it might be a sideline worth considering.

527. For about \$2,500 worth of equipment, you can run your own miniature (but high-quality) recording studio where people can record their vocals to popular songs, and then get a tape or CD of their performance. A lot of people would gladly pay \$19.95 to participate in a real studio session, and the one studio that I know of that offers this service does A LOT of business. They also have a color laser printer that allows them to print up a professional-looking "album cover" to place inside the cassette box or CD jewel-case. I think this would be especially popular in resort and vacation areas, like Myrtle Beach, New Orleans or Las Vegas.

528. Bison meat tastes almost exactly like regular beef, but it has a much lower fat content, and that's an attractive option for health-conscious people. But because bison are still fairly rare, the meat is quite a bit more expensive than beef and only a few people now are willing to pay the extra money. But it really doesn't cost any more to raise bison than it does other cattle varieties. Eventually, there will be no reason why a rancher can't offer bison meat to meatpackers for a price that's somewhat comparable to regular beef. If that happens, with its lower fat content, the demand for bison meat should explode. At that point, many ranchers who are tired of the razor-thin margins of the cattle business will switch to bison, since it offers a premium price over beef. With that in mind, you might consider getting in early and offering breeding stock to these future bison farmers.

529. When most people hear the term "pet detective", they think of Jim Carrey in "Ace Ventura." But a lost or runaway pet is a very serious matter to most people, and many would be willing to pay \$50 a day to have a professional pet-finder try to locate it. And finding business is easy... you just drive around looking for signs that people have posted seeking a lost pet. Sure, people will laugh when you tell them what you do, but if you can get beyond that, and if you love animals, you should take a serious look at this as a part-time home business.

530. You can buy an instant passport photo camera on the used market for about \$200, and earn \$12.95 for every photograph you take! People who apply for passports need to submit two identical photos with their application. Most people who need this service look up "passport photos" or "passport service" in the Yellow Pages and select the location that's closest to them. That means you can offer this service out of your home, without the need for a fancy storefront. It's important to list your price in the ad too, since none of your competitors will, and people are attracted to a known, fixed price.

531. An entire category of money-making opportunities is to become proficient at things that the average person only does occasionally. Because of your proficiency, the average person would rather pay you to do it, than have to re-learn it every time. Tax preparation is one example. Payroll is another. Business owners hate doing payroll. It's ridiculously complicated and time-consuming, and if you don't do it just right, the IRS and state revenue agents will descend upon you like locusts. That's why most business owners will gladly pay you to handle their payroll for them. You can offer this service for \$5-10 per employee per pay period, and gradually build a pretty lucrative business... one company at a time. I know some people who do payroll for over 1,000 employees (in several different firms) and earn \$10,000 a month in their spare time! How? They bought a "QuickBooks"-type software package that handles payroll automatically. You can learn the entire payroll process in one week, and literally go into business the next day.

532. Personally, I don't think there's anything more ridiculous than those "Glamour Shots" type pictures where some poor realtor pretends she's a model by earnestly clinching her lapel, while being photographed through a Vaseline-smear lens. Well, there's no accounting for taste - as they say - and women continue to patronize these photographic studios that promise to make them more "glamorous" than they really are. "Makeover photography" is extremely popular now, and women will pay \$100 or more to come in and have a complete hair and face makeover... with the accompanying photo shoot to memorialize their transcendence. If you're a decent photographer, with plenty of Vaseline, you can work out a deal with a makeup and hair "artist" and offer this same service to women in your area. Perhaps the best way to sell such a service is to offer it as a gift idea during Valentine's Day. That way, well-meaning men will flock to your studio and buy your gift certificates that promise to transform their Plain Janes into Hollywood Starlets... at least for a day.

533. Here's a way of potentially making LOTS of money! By mixing various chemicals and scents, you can develop your own perfume. If you develop a sufficiently pleasant formula, you can convert 10 cents worth of chemicals into a \$20 bottle. Since smell is in the nose of the beholder, as long as you've got a reasonably nice smelling product, it all comes down to market- ing.

534. If you like to cook, and you're good at it, you can earn a sizeable income by becoming a personal chef. The trend in the personal chef business is to buy the groceries, show up at a client's house and prepare an entire week's worth of meals on the spot. You then store them in containers in the client's refrigerator and/or freezer. For the client, it's like having a live-in professional chef that creates customized meals. This arrangement allows the chef to have up to 10 separate clients. (2 a day, 5 days a week.) You should be able to earn \$200 per client per week (above and beyond the cost of groceries), potentially giving you a six-figure income just by doing a little cooking!

535. Among the perennial best-sellers are those "Secrets of..." or "How to..." courses that inevitably follows any new sensation introduced into mainstream popular culture. In the 1970's, people made money selling "Disco" how-to courses by mail. In 1980's it was "How to Solve the Rubiks Cube" books. You get the idea. As soon as David Blaine debuted on TV with his "Street Magician" show, entrepreneurs were selling "Secrets of David Blaine's Magic Tricks" quite successfully on eBay. The trick is picking up on fads and trends very early and then creating a product that lets the average person participate. You don't necessarily have to be an expert on the subject, but you will have to do your homework or find an expert who will partner with you. A good way of spotting trends is to visit "popular search terms" websites (like wordtracker.com) that identify what people are searching for online. As soon as a previously-obscure search phrase starts shooting upward in popularity, you know that more and more people are becoming interested in it, and may be interested enough to purchase a related product. The "first mover advantage" is especially important in this type of business.

536. One way of making \$1,000 in emergency money is joining the National Guard. They offer various sign-up bonuses, like extra money for college, etc., but one of the big incentives for a lot of people is that they immediately write you a check for \$1,000 upon joining.

537. In any city in the world, there's a huge market for "husbands for rent". (No, I'm not suggesting you become a gigolo!) Unfortunately, many widows are quite helpless to perform necessary maintenance around the house, and sometimes it just goes undone. I could walk from house to house and find plenty of business, just by saying, "I'm a professional handyman. Is there any sort of odd jobs you need to have done? My prices are very reasonable." She might ask you to cut down a tree, re-mortar some bricks, move an old appliance to the curb... you never know. The more general knowledge you have about various things, from plumbing to electricity to carpentry, the more you'll make, but I think anyone should be able to make \$80 - \$100 a day this way, easy!

538. An easy way of making money in the Summer and Fall is to scavenge farm fields that used to contain food crops... immediately after the harvest. Since most farming is done with machinery nowadays, and since these machines usually leave behind considerable amounts of produce still growing on the vine, you can come in and manually pick a lot of fruits and vegetables to resell to others. In most places, you'll need to have the farmer's permission. (Interestingly, you DO NOT need the farmer's permission in some places, like France, for example.) But if the stuff is going to go to waste anyway, a lot of farmers will say yes. I know people who have picked TONS (literally) of fresh vegetables AFTER the main harvest and sold it for big bucks.

539. You can buy an old book that contains a lot of beautiful engravings... or even a medieval illuminated manuscript... and then remove each individual page and sell it as framed artwork. A complete "Book of Hours" from the 14th or 15th century will cost about \$4,000 on eBay, but you get about 40 to 50 illuminated pages which you can then resell for \$300 - \$600 each. 18th and 19th century books that contain lots of nice frameable engravings go for about \$200 - \$300 each, and you can usually salvage 70 or 80 pictures that can be easily sold for \$20 - \$30 each. Either way, there's considerable profit to be made here.

540. If you need some emergency money now, one way of getting it is to donate blood and/or plasma. Blood and plasma banks usually pay \$15 - \$25 per trip, and you can usually donate several times a week. This isn't the golden key to financial prosperity, but it's always a last resort for raising a little cash quickly.

541. Here's an idea that could make you a FORTUNE if you can figure out how to make it work! If you've ever been to a laser light show, you've seen how lasers can be used to "draw" objects. All you need is a some sort of opaque surface to shine the laser on. If you could ever figure out how to do that same thing on low-hanging cloud cover, you would be able to sell advertising on these massive floating billboards for BIG money!

542. During the holidays, offering a "present wrapping service" could be a source of extra income. If you're especially good at wrapping gifts beautifully, with special embellishments and flair, you should be able to charge \$5 or so per package. You could enlist your family and friends to distribute brochures to people leaving shopping malls during the Christmas season, or to place them on people's windshields. For such a service, you'll probably need a storefront. But you might be able to rent a portion of an existing storefront from a similar business (like a material shop, for example). Wrapping just 10 or 15 packages a day would earn you \$50 to \$75 in extra income.

543. A lot of people get their stock picks and investment advice from magazines and newsletters. Usually, when "Money" magazine strongly praises a particular stock, its price rises from all this new buying pressure. The same is true any time an influential "stock picker" makes a recommendation. Thousands of people call their brokers and buy the recommended stock, causing the price to go up. If you could get access to this information before the masses, you could buy in when the price is low and then wait for the flood of new buyers to push the price up! Here's how you might be able to do that. First, decide which magazine or newsletter you're going to target. Then, find out where it's printed. Unless it's a really small scale operation, it's probably going to be done by a professional printing company. In the process of preparing the final product for printing, the print shop will invariably make lots of corrections and experiment with alignment, and so forth. And all the "mistakes" and pre-publication experiments will likely wind up in the print shop's dumpster. With a little scavenging, you can sometimes see the stock picks that will appear in NEXT MONTH'S magazine or newsletter... long before the regular subscribers see it. This will allow you to get in before everyone else and take advantage of the imminent price movement.

544. Lots of businesses, especially online businesses, would benefit by being able to accept checks from people via web form, phone, email, fax, etc. Most people don't know how to do this, but it's extremely easy and you can make good money by showing them how to do it. It is perfectly legal to debit money from people's checking account as long as you have their explicit con-

sent, and the information that appears at the bottom of their checks. You can then buy blank checks (from Office Depot, for example) and print them on an inkjet printer. You will need a special font, called MICR (you can download this online) in order to print the special account and routing numbers at the bottom of the check. (This is required so that this information can be optically recognized.) On the signature line, the following is printed: "No Signature Necessary. Trans- action Authorized by Account Holder." Then, you just deposit it like you would any check.

Companies will pay \$200 - \$300 to be set up to take "electronic checks" in this manner, yet it's very easy to do. With a little advertising you should be able to attract sufficient customers to make this a nice sideline business.

545. People love buying locally-produced products, and one locally-produced product that can be extremely profitable is popcorn. You can sell small bags of popcorn kernels for \$3, yet our cost for that same bag is about 5 cents. You can buy corn seed (especially created for the popcorn industry) in almost any seed catalog for just a few cents a pack. A small plot of just 2,000 cornstalks (20 rows x 100 stalks) should yield about 5,000 bags of popcorn. Removing the kernels can be done by hand, and the only real cost is the bags. If you've got a little extra land, or can access this land from others, you can use this idea to make \$15,000 or more in extra income every year. This would be an ideal summer business for a teenager as well.

546. If you're an expert on a particular subject, you can earn some good part time money being an "expert witness" during court trials. Attorneys require experts to testify on various subject from time to time, and the money experts get paid is rather good, like \$2,000/day or more. The way to get started is to register with one or more "expert witness directories" on the internet.

547. Every parent wants their kid to get into the best possible college, and they're willing to pay someone to show them how. There are a few tricks of the trade that can improve the chances of an applicant being accepted into the Ivy League and other top schools, and these "college placement consultants" exploit this by charging THOUSANDS of dollars for what they know. There are now a couple of books available on the subject that should give you everything you need to know about this. By sending a letter to the parents of 9th through 12th graders, you should be able to attract a few clients in virtually every school district, and many of them will be willing to pay \$495 for a day-long counseling session.

548. If you live on the east coast of the United States, you can make good money "crabbing", particularly around the Maryland/Delaware/Virginia area. During the "softshell" season, people drive for hundreds of miles for the softshell blue crabs and will pay dearly for them. Locals earn several hundred dollars a day, and any of them can show you how it's done.

549. Here's a way to get filthy rich. It would never occur to most people to start your own cable network, but you might be surprised at how easy it is. Satellite time costs about \$100,000 a month. That's your biggest expense. But once you get your programming up on a satellite, any cable operator in North America can downlink it and offer it to subscribers. Here's how to make your money: How about a 24-hour a day infomercial channel? Your programming costs would be \$0 since all your programming would be supplied by advertisers. And by sharing revenue 50/50 with the cable operators (apportioned according to how many households each operator has), almost every cable operator in the country would put your station in their programming lineup.

You could

run 48 half-hour infomercials a day, and even if you charge an extremely low rate - \$2,000 for each ad - you'd still be grossing nearly \$100,000 a day!

550. You've probably seen books like "Who's Who in America" or "Who's Who in the East", etc. This is a very interesting business model because almost everyone listed will want to own a copy. Well, there's no reason why you couldn't do a "Who's Who in Your State" or "Who's Who in Your Industry". The listees would very likely buy a copy, for \$39.95 or so, and you should be able to sell 1,000 or so without too much trouble.

551. An elderly person not living in a nursing home is often dependant on family and friends to prepare meals for them. But since most elderly people are proud individuals who would prefer to handle their own affairs, a meal-delivery service for the elderly would probably be quite profit- able. You could offer various packages, such as breakfast/lunch/dinner, lunch & dinner only, din- ner only, etc., at varying prices. And if you have enough clients, you'd benefit greatly from the economy of scale. If you could prepare a nutritious dinner for, say \$3-4, and sell it for \$8-\$9 a day, you're earning \$150 per month... per client. Just 25-30 clients would mean at least \$50,000 a year in profits.

552. A few years ago, at the height of G. Gordon Liddy's radio show popularity, I discovered that a movie had been made based on his autobiography, "Will". I discovered that the copyright owner was Hearst Company, and so I approached them about licensing it. They wanted \$5,000 for the exclusive North American rights. I could produce all the video copies I wanted and sell them on Liddy's show. I figured I'd ask \$19.95 and sell 25,000 copies or so. If I did a deal with Liddy and split the profits 50/50, I'd get a ton of free advertising, and make about \$250,000 on a \$5,000 investment. Not bad. The problem was simply bad timing. While I was getting things in order, the internet came along and I got totally sidetracked. By the time I revisited the idea, Liddy's show was much less popular than before, so I decided to skip it. But the concept is still perfectly valid, and there are TONS of programs that you can buy the rights to and release on video. For example, when Eddie Murphy's movie "I Spy" was announced, it might have been smart to buy the video rights to the old Robert Culp and Bill Cosby "I Spy" programs. Or, as a twist, you could have bought the video rights to the original "Four Feathers" movie from the 1930's and offered it to the producers of the 2002 version for inclusion (as a special feature) on their DVD. There's all sorts of different ways to work this, so keep your eyes open for new ways of using old programming.

553. Another classic money-making opportunity, especially popular among college students, is waiting in line for tickets to a popular event and then reselling them. If you wait in line for good concert or sports tickets, for example, you can often sell them for 5-10 times their face value. This isn't legal in all states, so find out about the laws in your state.

554. Tire shops usually charge you \$1 or \$2 to dispose of your old tires. The reason why is because they usually have to pay to dispose of them as well. So old tires are quite easy to get, especially if you're willing to take them for free! But with an industrial chipper, you can turn old tires into rubber "mulch" which is perfect for walking paths or for garden borders. In fact, at a recent home and garden show, they were selling this stuff for even higher prices than traditional mulch. If you can get your hands on the right equipment, this would probably be a decent little business.

555. You can buy a used tow truck for as little as \$4,000, but I've thought of a way to make that much profit from it every week! There are two basic ways to make money from tow trucks: One is to advertise in the local Yellow Pages and just take your share of the towing business that will naturally come your way. That's very passive, and not really our style, right? The other way is to tow away parking lot violators. In other words, you make arrangements with various parking lots (in shopping centers, apartment buildings, hospitals, malls, etc.) to tow away violators who are illegally parked there. In most states, the law allows tow truck companies to charge the owner of the vehicle a "reasonable fee" to tow their car when parked in an unauthorized spot. So the owner then has to pay \$50-\$100 or so to retrieve their car. You're probably thinking, "Yes, but aren't all the good places already taken?" True, other towing services in your area have probably already reached agreements with the best apartment buildings, parking lots, etc., but here's how you're going to scoop them... Odds are these towing services are NOT giving the landlord a percentage of all the towing fees. If you were to approach these landlords and offer to share the towing fee with them 50/50, you'd convert many (if not most) of them from their existing towing provider to you. In a medium-sized city, even small tow truck operators can get 30-40 towings a week, so you should be able to do at least DOUBLE that with your new revenue-sharing offer.

556. If you speak or understand a foreign language, you can always make a little extra money by being a translator or interpreter. If I were able to write competently in a foreign language, I'd probably focus on translating websites for people. You can probably make \$500 or so per website.

557. If you think washing vehicles is "small potatoes", you've never owned an 18-wheeler. To have a tractor-trailer washed costs about \$200 - \$300... every time. And there aren't many places to get a truck washed. Yet the only equipment you really need is the same type of equipment you'd need to wash cars... it just takes longer. Nevertheless, you could easily do 2-3 trucks a day, especially if you had a couple of minimum wage helpers. Ordinarily, you'd have to have a facility that trucks would come to. But if you're willing to go to where the trucks are - in other words, offer to perform this service at truck stops - you should have a viable business on your hands, particularly if you undercut competing businesses.

558. The closest I've ever come to a real fist-fight was the time I tried hanging wallpaper with my father. If you DON'T know what you're doing, hanging wallpaper can be the most frustrating and agonizing tasks you can undertake. But if you DO know what you're doing, apparently it's a piece of cake. My father and I gave up after papering one wall in 7 hours. I called an expert and she came in and papered the other 3 (larger) walls in 45 minutes. So if you understand the application of wallpaper, you will never be without work. The best way I've ever seen of getting wallpaper customers is to print up a brochure and leave it at wallpaper supply stores. And if you put an eye-catching headline on the cover of your brochure, like... "Don't Ruin Your Marriage Just to Save \$100"... you'll get quite a few customers. A competent wallpaper hanger should be able to average \$35/hour or more.

559. Vineyards are becoming more and more popular, particularly in states that have had to find alternative crops to tobacco. While there are plenty of experts on grapes in California, there are very few in, say, Tennessee. Yet there are lots of farmers there who are interested in giving grapevines a try and would happily hire a vineyard installation specialist to give them ongoing

advice

on getting started. And the same is true in just about every state. Once you've installed a couple of vineyards, you are probably sufficiently qualified to advise newcomers to the business, and earn as much as \$200 a day for your help. To advertise your services, all you have to do is put together a simple website and then contact your local vinoculture organizations to inform them of your new service.

560. If you're a good organizer, you can make great money - particularly in the spring - as a wedding coordinator. Once you develop relationships with all the local people in the "wedding business", such as caterers, musicians, florists, decorators, dressmakers, singers, photographers, videographers, etc., and become familiar with all the churches, chapels and other wedding and reception venues, virtually all client weddings will fit into a basic "template". The most important part of the business is communicating regularly with the bride, and assuring her that everything is being taken care of, AND doing your level best to keep costs down as much as possible. If you do that, getting business will not be very difficult. Most clients come through word of mouth, and if you do a good job once, you'll probably find yourself with as much work as you care to do. Fortunately for you, this business is filled with incompetent "trophy wives" who are just looking for something to do on weekends, and who don't have much interest in running a serious business. If you apply business principles and professionalism to your work, you'll probably stand out like a sore thumb!

561. Commercial landscapers like to use big rocks in their landscaping designs, but at quarries and stone distributors, these big rocks are very expensive. If you live near a creek or other waterway and you can "harvest" these rocks yourself, I think you'll be surprised how much they go for. Obviously, it's a lot of work to haul these rocks to a place where landscapers can get to them, but if you can devise a way, and you're able to sell them for half-price, you shouldn't have any trouble attracting buyers. Nice looking rocks about the size of a car can go for \$500 or more, with smaller, filing cabinet-sized rocks going for about \$150 - \$200. The trick will be to find a way to move these behemoths from where they are now, to where they need to be... so you can sell them!

562. Just before a fast-food restaurant closes, they throw away all the unsold food. If you have an inside source who is one of the "closers" for the store, you can arrange to have them give you this food... rather than throw it away. Back in high school, the manager at our local McDonalds was the wife of one of my father's employees. We would go to the drive-thru window at 11:00 pm and get a sack full of Big Macs and Quarter Pounders! Although I never sold any of this, I have no doubt that I could have driven around to various teen hangouts and quickly sold it for half-price. I'm sure you still can.

563. If you can recognize sassafras trees, you can have a nice little side-business by making sassafras tea. All you have to do is scrape some of the roots of a sassafras tree and put these shavings into a bag. Add a little instruction sheet, and this should sell in local craft shops, souvenir shops, etc. for \$1 a bag. Making sassafras tea is just like making any sort of tea... you just drop the root shavings into near-boiling water and let it steep for 10-12 minutes. Sweeten it if desired. It's delicious!

564. People who own internet web sites are always on the lookout for increasing the number of visitors to their site. Here's one way you can make money by helping them do that. Have you ever been searching for something on the internet and you get a "Page Not Found" error?

Sometimes

that's because even though the website is listed in the search engine, the domain name has expired. Odds are, you're not the only person who has tried to find that same page and got the "Page Not Found" error. That means if you were to register this domain name for yourself, you would be capturing all the traffic from people trying to find that page that's listed in the search engine. Lots of webmasters would be willing to pay you \$40 or \$50 for a domain name that's already well- listed in search engines, and already generating traffic in this way, and there's no reason why you can't do this over and over again.

565. Every year, male elk produce 20 pounds or so of "antler velvet". At about \$30 a pound, that means each elk yields \$600 or more in velvet. Asian countries use this for medicinal purposes and there's quite a healthy market for the product. If you had enough land to support them, you could have 100 head of elk - which basically take care of themselves - earning \$60,000 a year for you.

566. One of the old, standard money-making concepts is "digesting" material from multiple sources. It's as valid today as ever. Here's a real-world example. There are about 1,000 independent "stock tip" and "investment strategy" websites and newsletters out there. Nobody has time to read them all. So you could offer your own newsletter which would "digest" or extract the most important snippets from these 3rd party sources, so that instead of having to read 100 different newsletters, they could get the bulk of the information by simply reading yours. All you have to do is subscribe to the most important sources on a particular subject, and then take the best bits and incorporate them into your own digest. (Make sure you give credit to the original producers of the information because you certainly don't want to be accused of copyright infringement.) Just 1,000 subscribers at \$29.95 a year will make for an excellent home business.

567. With our busy modern lifestyle, there are lots of people who have very little free time, and what little they have, they do not want to spend shopping. So in the past 10 years or so, a new business opportunity has emerged which is commonly called "personal shopping." Basically, a personal shopper is one who interfaces with the client to discover his or her needs, from clothing to groceries to household appliances, and then takes responsibility for providing those goods to the client. This is one of those businesses where the hard part is NOT operating the actual business, but finding clients. If I were starting a business like this, I would create a very nice brochure
- or even a video - and target affluent, single, men like doctors and lawyers. (By and large, women enjoy shopping, and many of them would never consider turning this over to anyone else. Men, on the other hand, would be more than happy to.) As for getting paid, you should demand \$100 or so per week from each client, depending of course on how much or how little they need. With just 20 clients, that's over \$100,000 a year... which isn't bad for shopping.

568. One of the oddest trends (in my opinion), but one that seems to be growing all the time is that of "oxygen bar". People pay \$3-\$5 for a blast of pure oxygen, and it doesn't seem to be too difficult to find lots of people willing to pay that. When pure oxygen enters the lungs, it tends to have a pleasant, slightly intoxicating effect on the recipient and after breathing smog all day, many people afterwards report a sense of purification. The equipment to operate small "oxygen bar" is rather minimal and can sometimes be found online in the used market. I've even seen turnkey operations being auctioned on eBay. Airports, malls and traditional bars would all be perfect venues for a business like this.

569. In New York, lots of businesses subscribe to a "fresh flower service", where fresh flowers (with vases, of course) are delivered every week and placed around the office, with the previous week's flowers disposed of. And the businesses that don't subscribe to this service probably don't because they've never been asked. There's no reason why this idea can't be "transplanted" to other cities around the country, or even the world. Everyone likes fresh flowers, but it's not something that occurs to many people naturally. So if you approach image-conscious businesses (like law firms, doctor's offices, galleries, etc.) with a reasonable offer, you'll find a decent percentage of them will subscribe.

570. If you've got a truck, or if you've got access to a truck, you can make money by driving to the Southern part of the US and hauling in-season fruits and vegetables up north. For example, Georgia peaches, which you can buy for 50 cents a pound in Georgia, can be sold for \$2.00 a pound in Michigan! The same is true for watermelons, tomatoes, oranges, etc. I know a man who makes a very good living by driving back and forth to Florida several times a year.

571. One of the most interesting newspapers in the world is the US Federal Government's paper called "Commerce Business Daily". (It used to be available online at gpo.gov, but now they've created a special website, fedbizopps.gov for it.) This contains all the government contracts (over \$25,000) and bid solicitations. It's fascinating reading. And if you have the ability to provide any of the services or products mentioned in the bid requests, you've got a good chance of being selected. Many bids are special "set-asides" for small business, meaning that you'll be given preferential treatment if you're competing against a big corporation. If you're the lowest bidder, you'll be given the job, and sometimes the amounts are staggering. If you'd bid \$249 million to provide public relations services for the National Institute of Health, you probably would have been awarded the contract. The winning bidder was an outfit in Washington that bid the ridiculously high amount of \$250 million. But since it was the low bidder, it got the award! Could you provide this service for \$200 million and keep the \$49 million profit? Of course! For \$200,000,000 you could hire 2,000 employees at \$50,000 a year and still have \$100 million to spend! And there are bid requests for everything under the sun from writing a script for a video about SIDS to building an entire penitentiary. It's definitely worth a look!

572. You can buy a used sawmill for about \$2,000 and use it to convert timber into valuable lumber. You can buy a medium-sized Walnut tree, for example, for \$200 and convert it into \$2,000 worth of lumber in less than a day! All you have to do is find people who are willing to let you cut a couple of trees on their property. Some people will also be willing to let you cut trees in exchange for a percentage of the revenue from the sale of the lumber. There's a ready market for oak, walnut, cherry, etc., and although prices fluctuate, the difference in price between standing timber and cut lumber will always allow you to make a good profit.

573. Fundraising companies that raise money for charities get to keep a percentage of the money they raise, depending on the contract they have with the charity. And it's not unusual for the fundraising company to get 50% or more of the proceeds. Here's why this is such a great business - the company can call consumers and say, "I'm calling on behalf of the Red Cross" or "I'm calling on behalf of the Fireman's Blind Widow Fund" or whatever. Of course people want to donate money to these worthy causes, so the fundraising company wins by leveraging their clients' good name.

There are specific telemarketing laws and bonding requirements for each state, so if you consider doing something like this, you'll need to do some homework.

574. The trend in day care centers is to install web cameras so that parents can observe their kids during the day via the internet. Even though this would be a HUGE selling point for a day care center, very few of them offer this service. Ironically, setting up a web cam is now quite simple, and you can make good money offering this service from day care to day care. You should be able to earn \$2,000 profit for each location, and if you've got a nice marketing brochure and an aggressive campaign to reach the day care centers in your area, you should be able to generate at least one client per week. That's over \$100,000 a year!

575. A used tennis racket restringing machine costs about \$100 on eBay, but you get about \$25-\$30 for every restringing job you do. If you live in an area where tennis is very popular, you should be able to attract quite a few customers with minimal advertising. I've heard of one person who also buys used tennis rackets with broken strings and then restrings them for resale. Either way, this sounds like an easy part-time income with a very low investment.

576. Another good part-time business with low overhead is seining crawfish and selling them to local restaurants. In certain parts of the country, crawfish are highly sought-after delicacies, yet they can be had by seining the right creeks and streams. Not every variety is edible, so you'll need to do some homework, but this is a way of earning \$3-\$4 a pound for something that's basically free. All it takes is a buddy and a \$20 seine.

577. An easy way to make money, if you've got a little extra land, is to board horses. Owning a horse is every little girl's dream, so there's always a need, even in the suburbs for a horse boarding service. You'll need a stall and at least an 1/4 acre of land per horse. The boarding fee varies around the country, but \$300 a month is not unreasonable. With just 10 horses, that amounts to a decent full-time salary!

578. If you've got some land in the country, you can make a little extra profit every year by letting people pay to hunt on it. The amount of money you'll get depends on what type of wildlife you've got. For rabbit and quail, you can get up to \$100 a day, and for deer and turkey about \$150 a day. If you've got more exotic game, like wild boar or antelope, you can get as much as \$200 a day. Usually, it will NOT be locals who pay these prices, but people from nearby cities. An ad in the city newspapers will probably suffice, but the most successful campaign I've ever seen was a farm that placed stacks of brochures at every place in town where hunting licenses are sold. They reportedly earned \$150,000 a year from hunters.

579. In agricultural areas, migrant workers are highly sought-after since they work hard and for less money. But most farmers cannot hire migrant workers because they just don't know any, they don't understand the workers' native language, and because they're just not sure how to go about it. So there's a real need for a middleman who can supply migrant help and ask as liaison between the farmer and the workers. Although there are no hard and fast rules for this sort of thing, it seems reasonable to earn a 25 cent per hour commission for providing the labor, so if you've got 100 workers working full-time, your commission would come to \$200 per day. If you can speak Spanish and are good at personal relationships, this might be something to consider.

580. Every business has a "bottleneck." A bottleneck is any limiting step that slows down the rest of the process. It's where most of the energy of a business is directed. For example, the bottleneck in a sales-type business is probably the number of leads or prospects you have. The bottleneck in a manufacturing business is the capacity of the production line. So one generic way of making money is to offer alternative solutions to removing or decreasing a company's bottleneck. Here's a specific example. The bottleneck for a credit card company is the number of qualified applicants it receives. And some credit card companies often spend over \$100 to attract each customer. If you were to pre-qualify applicants, you could then sell that database to the credit card company, and as long as those prospects converted as well as the leads they generated on their own, you would be able to continue to sell this service from now on. But here's the beauty... not only would you be able to sell your database to one credit card company, but you'd be able to sell it to ALL credit card companies! Spend some time thinking about other applications to this principle, because there's a million different ways to implement this, and many people have used this concept to get filthy rich.

581. One of my friends raises bees and sells about \$5,000 worth of honey every year. The bees themselves basically do all the work, but you do have to maintain the hives, buy jars, etc. But people love buying local products, and if you've got a nearby roadside stand or farmer's market, you should be able to sell all you can produce. The trick to maximizing money in this business is to sell only small jars. Remember, you're not in the bulk honey business! If you sell honey by the quart for \$8, 100 gallons will make you just \$3,200. But if you sell it for \$3 per half-pint, you'll sell more AND you'll earn \$4,800 on the same 100 gallons.

582. Decks and patios are often built by traditional carpenters, yet there are idiosyncrasies in that particular discipline that favor those who specialize in this field. People who ONLY build decks are generally able to work faster and more profitably than those who build decks only occasion- ally. Plus, those who buy treated deck lumber in large quantities can also take advantage of price discounts, while occasional buyers cannot. Furthermore, deck building doesn't usually require the same level of precision that interior and finish carpentry requires, so it's a great part-time business for people with only moderate carpentry skills. The best way to attract business is to drive around looking for new construction sites. On weekends, carpenters tend not to work, but new homeown- ers are invariably at the site checking the progress on their new home. This is a perfect time to interact with them and show them photos of your previous work. Offer to give them a free quote and make sure they understand that people who build 2-3 decks a year are no match for people who build ONLY decks. You should be able to earn at least \$1,000 profit on each job, and with a good crew get a couple jobs a week.

583. I know a couple who make a lot of money importing aboriginal art from Australia. They used to live in Australia for several years and made lots of good contacts there. So they can buy native art for a few dollars and then sell it in their gallery for thousands. The same opportunity exists for all sorts of primitive art, from Africa to South America to Asia to Australia. All you have to do is get a few good contacts where you can buy nice pieces directly FROM THE SOURCE. Women in Ecuador will weave a blanket that you can buy for \$50 and sell in Manhattan for \$1,000. And don't forget the opportunity for EXPORTING art as well. Although I don't have any hard data on this, I imagine that Native American art would be highly prized outside of the United States too.

584. "Theme cruises" are really popular now. You can go on "soap opera" cruises, "make money in real estate" cruises, and I've even seen "Learn to Cope with Depression" cruises. (I'll bet those are real exciting!) Participants pay you (the organizer) about \$150 - \$200 per day (on average) for the cruise, but by buying in bulk, your cost is about \$80 per person per day. In other words, if you can attract 100 people to a niche or themed 7-day cruise, your gross profit will be about \$50,000 - \$70,000. Not a bad way of making a living!

585. One "classical" way of making money is to find people who are already paying \$x for some- thing and then offer to give them the same thing for \$x-1. This is so universal, with so many pos- sibilities, I could write a whole new book with variations on this particular theme. But here's just one example. Right now, there are webmasters who are paying \$4 per click on Overture.com to get visitors to their website. The reason why they're paying that much is because these people have looked something up on a search engine related to their business and they think these visitors are good prospects. But if you could offer webmasters the exact same quality of visitor for less money, do you think they'd consider your offer? Of course. Here's how you could do it: Create a website that is devoted to the same subject as the \$4-per-click websites. Then, go to Overture and bid on as many keywords as you can think of for that subject. The minimum bid on Overture is 5 cents. The interesting think about Overture is that surfers click on the search result that sounds the best to them, and they don't particularly care how much each website has bid for the traffic. So if your headline is particularly well-written, it's possible to get more traffic in 7th place (\$1 a click) than 1st place (\$4 a click). Once you start getting traffic, you can approach the higher bidders and offer to sell them your traffic for 1/2 price. So instead of paying \$4 a click, they can buy 100 visi- tors a day for \$2 a click. If your cost is \$1 a click, you earn \$100 a day for simply redirecting vis- itors to your clients' sites.

586. Almost any product that you can think of is available in bulk from manufacturers who are willing to produce "private label" products for you. In other words, you invent the "brand", and they'll supply you with the goods, pre-packaged with your label, ready to go. The main problem with such a scheme is that it's REALLY hard to get distribution for new products, so if you're not careful, you could wind up with a warehouse full of unsold goods. So instead of thinking long- term, you need to think of how to exploit a particular niche or cultural trend in the short-term. For example, when the movie Jurassic Park first came out, one man came out with a drink called "Jurassic Juice". It had dinosaurs all over the label, and kids loved it. It was never intended to last much beyond it's initial launch phase, but that's okay. When you're selling 3 cents worth of juice for 99 cents, it doesn't take long to get rich. All you have to do is keep your eye out for emerging popular trends and create a food or drink product that appeals to adherents of that trend. The more "in" your product is, the easier it will be to sell to distributors.

587. This is too hideous to contemplate, but from a money-making perspective, it's probably via- ble. It's possible to buy original works of art from well-known and sought-after artists, like Pic- asso for example, and then subdivide it into smaller, more affordable pieces. I heard of someone paying \$1,500,000 for a large Rubens and then cutting it into 3,000 individual 1" squares, which he sold for \$1,000 each. I don't know if it's true, but I suspect there are people out there who would be willing to pay \$1,000 to have an "original Rubens".

588. There is one commodity that EVERYONE has lying around, and that LOTS of people want. That's USED software. Since used software can sell for hundreds of dollars less than a new copy of the same thing, it's a very attractive option for consumers and small business owners. There's a store where I live that allows people to bring in their used software and sells it for them "on con- signment". The owner of the shop gets 25%, and with sales of about \$700-\$800 a day, he gets \$200 a day for basically just taking people's money. (Of course there may be licensing issues with used software, so make sure the seller signs a statement that the software has been removed from the original computer.)

589. Here's an invention that there is definitely a market for: A "Do-it-Yourself" bartender machine, that allows bar patrons to mix their own drinks on a self-serve basis. In other words, you'd put your money in, select "VODKA MARTINI", and the machine would squirt the right amount of vodka and vermouth into a glass. You'd only need about 10-12 different liquors to make up the majority of customer requests. And if you want, you could make it so that the customer could invent his own drink. This wouldn't replace bartenders, but it would give bar customers something interesting to do, and it'd take some of the strain off an overworked bartender.

590. If you've been to the movies in the past few year, you've undoubtedly seen the advertising stills that are displayed on the screen before a movie begins. Local business usually pay about \$500 - \$1,000 a month to have their advertising slides shown to audiences before every movie in that particular theater or multiple theaters. Most theaters already have contracts with companies that sell this advertising, but there's still a great opportunity here. These advertising companies just sit around and wait for advertisers to come to them. But there are probably LOTS of business owners in your area that would like to try this type of advertising, but who forget about it as soon as the movie starts! So you should approach these theater advertising companies and ask them what type of commission they'll give you for bringing them customers. One-third seems reason- able. Now, you just hit the pavement and ask the marketing department of various local businesses if they'd like to give theater advertising a try. Assuming advertisers commit to a 6-month agree- ment, everybody who says yes is worth at least \$1,000 to you and possible a lot more. This is the kind of part-time business that ANYBODY can do, and it should work just about anywhere.

591. If you like dogs, you might consider raising purebred puppies. Most puppy buyers have seen the horrors of "puppy mills" on tv, so they prefer to deal with small breeders, particularly when it's obvious the breeder loves his dogs and they've been well taken care of. While it's tempting to raise the most popular breeds, you'll find you have more competition in that area. On the other hand, you don't want to focus on a breed no one has ever heard of. I would suggest breeds that are popu- lar but not overdone, like Australian Shepherds, Vizslas or Weimaraners. These puppies easily sell for \$250-\$300 each.

592. Here's an interesting idea. Grocery stores sell a lot of magazines, but what happens to the ones they don't sell? The magazine companies don't want them back. (They cost more to ship than last month's magazine is worth.) So grocery stores are instructed to tear the front covers off and throw the magazines away. And they do this... every month... by the thousands. So I thought of an interesting way that a young person might be able to use this to make money. You could

approach people, door to door if necessary, and sell them these magazines. Better still, you'd give them a list to choose from, and they could place their order which you would deliver later. You would instruct

them that these magazines will NOT have covers on them, but everything else will be perfectly normal. Perhaps you could charge 50-75 cents for these magazines which normally cost \$3.95 or so. And since magazines are usually dated at least a month - and sometimes more - before the current date, it's not unusual to see August magazines being thrown away in July. So these subscribers would not be getting "out of date" magazines, at least as far as they're concerned. And there's no reason why you couldn't go back to your customers every month with the same offer. Indeed, you might even be able to sell them an entire year's subscription! To get these magazines, simply watch the grocery store dumpsters, or have an inside contact who tells you when they're being dumped.

593. Here's an idea for a potential billion-dollar company. If you're old enough to remember "trading stamps", you'll remember how eagerly and faithfully your parents would collect them in those special booklets. My mother used to look through the "Top Value" catalog" on a regular basis to find items she could trade her stamps for. If you're not old enough to remember trading stamps, here's how they worked: You went into a store and made a purchase. Based on the value of that purchase, the clerk gave you some trading stamps along with your change. You pasted these stamps in little booklets and when you collected enough of them, you could trade these booklets in for real merchandise - from a blender to a car - through the trading stamp catalog. These stamps engendered a type of loyalty that I've never seen since their demise. For example, we would ONLY buy gas from a particular station because they gave out "Green Stamps". We would only shop at Western Auto because they gave out "Top Value" stamps. And many, many people felt the same way. The system broke down because of the change in buying habits in the mid-70's. People shifted their loyalty from particular stores to who's offering the best price RIGHT NOW. People stopped caring about trading stamps, so stores stopped buying them, so the high-flying trading stamp companies suddenly suffered major cash-flow problems. Eventually they went under. But the concept, if properly implemented in today's consumer climate, is still a valid one. Here's how I'd do it: Instead of trying to make money from the stores (like the old trading stamp companies did), I'd give businesses the stamps for whatever it costs to print them... with isn't much. And for the products in the catalog, I'd work with companies and get them to provide the goods to you free, in exchange for the promotional and marketing windfall they'll receive by being included in your catalog. And I wouldn't print a catalog at all. I'd have it online only. So at this point, your expenses are still virtually zero. So how do you make money? Every time someone makes a purchase and receives stamps, that purchase is recorded (by either the store or the consumer). Over time you'll have a huge database of buyers, with their names and addresses, AND a list of their purchases and shopping patterns. With the modern focus on database marketing, your data will be extremely valuable, and you can rent it or conduct joint-ventures with it for years to come. Don't worry about finding buyers. If you've got the data, they'll find you!

594. One of the easiest businesses in the world to run is a consignment store. All you need is a store front (which you can usually find for just a few hundred dollars a month), and after that, it sort of runs itself. People will bring their stuff to sell, and label each item with a special code (that you assign them) so that you know who it belongs to when it's sold. As the consignor, you will receive 25% of every item sold. Since consignment stores are known as good places to find bargains, you don't have to do a lot of marketing, and since you don't have to worry about inventory either, it's a pretty easy way of making \$100 or more per day without a lot of work. The consign-

ment stores that make the most sales per square foot are those that focus on a particular niche, like vintage clothing, DVDs and VHS movies, records and CDs, antiques, etc.

595. Ask local businesses which marketing idea works the best for them, then replicate that idea exactly, and approach the same business to see if they'd be interested in trying your version of it. Here's what I mean: The contractor that we hired to install our bathroom floor told me that the BEST way for him to attract customers was to advertise in a particular "coupon mailer pack". He said he spends \$1,000 a month with them. So what you could do is create your own coupon mailer pack and then approach him to see if he'd be willing to advertise in yours. Remember, to him, this is absolutely the best way to reach customers, so he's already predisposed to giving you a try. With these types of things, getting the first customer usually pays for the mailing (or the printing or whatever else you're doing) and everything else is profit.

596. When my friend gave me this idea a few years ago, I didn't really see the potential. And then I got married and now it looks like a goldmine! If you had a nice little wedding chapel in a picture- esque setting, you could rent it out every weekend for \$500. People seem to like getting married in quaint little churches and small chapels, and in just about any city in the country, there's enough business to keep something like this completely booked. That's \$25,000 a year, in rental along, and that's basically all it'd probably cost to build. Plus, you'd have the opportunity to offer add-on services, like reception catering, photographer, minister, etc.

597. If you're a good writer, and good at research, you can make \$500 in a weekend by helping to write term papers for college students. Some university students buy complete term papers right off the internet, but since there aren't many different papers available for sale on "The Effects of Cubism on Western Political Thought", a professor is liable to recognize similar papers submitted by cheeky students from years past. So many time-strapped students are willing to pay for cus- tom-written reports. But obviously, there's a moral and ethical dilemma here. That's why you'll probably want to "assist" a college student with a paper, instead of doing all of the work. Perhaps you insist the student provide you with an outline and a list of sources to extract reference material from. Then, you submit a rough-draft report for the student to use to create his own work. That way, you're more of a research assistant rather than just a gun-for-hire. If you're any good at all, you won't have to worry about marketing too much. Word will get around, and every customer you attract will probably have some repeat business for you.

598. With all the online database resources available now, you could start your own business to find "missing persons" and do pretty well. Once you familiarize yourself with the various "people finder" websites like Switchboard, Classmates, etc., you'll be surprised how easy it is to locate missing people for others. There are several sites online that offer this service already, but if I were you, I'd consider asking the same price for your service, but with the guarantee that custom- ers don't pay unless you find information about their target person. This guarantee would attract a lot of business to your site.

599. One of the biggest cash cows at ski resorts is skiing instructions. New skiers are apprehensive and feel awkward the first time on skis, and will happily pay \$10 for a half-hour lesson. With just 10 skiers in a class, that's \$100 every half-hour! Here's a technique that I know to be working well for one woman in Idaho... Most people who rent snow skis at a ski resort are beginners. (Good

skiers usually have their own.) So she has the fitters say to each renter, "We've got a class beginning in 9 minutes for beginning skiers. It's only \$10 a person. Do you think you might be interested? It will be worth it once you hit the slopes." An amazing 33% of all renters at this particular location say yes. At times, that's 80-100 people a day! The instructor gives the rental office 25% of her instructor fee, and she still averages over \$500 a day!

600. Almost every taxidermy shop you walk into, you'll find trophies that were never picked up. When a hunter bags his first longhorn sheep or wild boar, OF COURSE he has to have it mounted. But then, when it's finished and it's time to actually pay the \$600 or \$1,000 taxidermy bill, he often has regrets. So here's a small sideline business that will make you... and your local taxidermy shops... some extra money. Go to the taxidermist shop and find out what they would sell their unsold trophies for. Sometimes they'll quote you a ridiculously low price since otherwise they're just going to be stuck with them. Once you've got their bottom price, you can take pictures of what they have available and shop it around to bars, restaurants, barber shops, sports bars, golf clubhouses, gun stores, antique and curio shops, etc. Any offer you get over the taxidermist's "must have" price is pure profit.

601. Most states, and quite a few cities have a "regional marketing program" (and even a few private companies) that promote locally-produced goods. People like buying things that are made locally, and this offers a real advantage to anyone with a unique idea for a product... with a local angle. Sheep farmers don't get paid very much for their wool, in fact... about \$3 per sheep. So they'll happily sell you a fleece for \$5 cash. Now, you can card that wool and spin the raw wool into yarn. Once you've done that, you can knit a sweater and sell it for \$100 to \$150. Because of the local angle, you'll get publicity in your local newspaper, and generate quite a few customers that way. It's not a way of getting rich, but if you need to raise \$1,000 quickly, you can make and sell that many sweaters in a couple of weeks.

602. Almost everybody that I talk to has an idea for a board game. Years ago, such a pursuit would have been futile, since you'd have to sell your idea to a major toy company or face the nightmare of independent distribution. But with the internet, you can market your board game directly to consumers and generate sales based on the quality of your game, not on your ability to "slick-talk" some corporate executives. Board games cost less than \$5 to print (in quantity), but sell for \$29.95 or more, so there's plenty of room for profit here. And since "games" is probably the most popular subject on the internet, there are plenty of places to promote your new product. I've heard of small, "Mom and Pop" operations inventing a cool board game and selling 10,000 units in a single week. So if you're creative and like to play games, you should consider this as a possibility.

603. If you spend a little time researching hardwood lumber prices, you can sometimes find property in the country that is being offered for sale BELOW its timber harvesting value. I know people who have bought 100 acres of woods for \$50,000 and turned around and sold the timber off of it for \$60,000. Not only do you own the land for free, you've made \$10,000 besides. I suppose if one person can do it, anybody can do it. All it takes is a good understanding of expected timber yields and what the current market is like for various woods.

604. Any poster printed before 1923 is in the public domain, so you can print and sell any old art or historic poster, as long as it was originally printed prior to 1923. That includes old Olympic

posters and art exhibit posters and anything from World War I and before. Many of these are quite beautiful and reproductions of them are often used in home decorating. The market is definitely there, and since you don't have to pay any license fees to anyone, the profit potential is huge.

605. "Craft kits" sell well at museum stores and in tourist locations, and sometimes they're really easy to make. Take, for example, the "scrimshaw kit" that I saw recently at an aquarium. It was quite a popular item and sold easily for \$19.95 each. All it contained was a small piece of ivory, a needle, some ink... and a page of instructions. Apparently, all you do is cut a design into the ivory with a needle and then rub a little black ink over the scratched area. The indentation in the ivory absorbs the ink, giving it a bold contrast against the white ivory. Individually, you probably couldn't get 50 cents for all of these things. But when assembled into a "kit", you can sell it for nearly \$20. And this is just one example of the kind of kits you could put together and sell.

606. The caviar business is so profitable because - among Westerners - the process is shrouded in mystery and uncertainty. Here, beluga caviar sells for up to \$150 an ounce, but in Iran you can buy it for about 50 cents an ounce. In fact, it's so cheap that one year my friends and I were doing "The Grand Tour", and we actually ate caviar by the handful! So all the profit lies in getting these delicate eggs from a caviar ship in the Caspian sea to a boutique in Beverly Hills... without squishing them. But that's a little like mailing a book one page at a time. Instead of transporting the eggs, why not transport the live sturgeon? In fact, why couldn't you raise your own caviar sturgeon and sell super-fresh caviar for a fraction of what it typically sells for?

607. You may have heard of "mystery shoppers", but if not, a mystery shopper is a freelancer who is hired by a company to make purchases (or otherwise interact with employees) at a company store and report their experiences. The purpose is to get an objective opinion about how well a store is doing from a particular angle... usually in the customer service department. A friend of mine was a "mystery shopper" for a racetrack. He was given \$5 for every race and was told to go to various windows and ask for complicated bets; he got to keep whatever he won. (As an interesting aside, he actually won a Pick 6 worth about \$30,000. If I'd read that in a novel, I would have scoffed at how unbelievable it is. But it's 100% true!) The above store notwithstanding, it's hard to make a lot of money by being a mystery shopper. Usually you're given about \$30 to buy a product, with no additional pay involved. Plus you have to fill out a survey form that chronicles your experience. Still, being paid to shop is an attractive idea for a lot of people. You can find out more details about this opportunity by typing "mystery shopper" into your favorite search engine.

608. A lot of industries have a trade organization that acts as a sort of "umbrella" organization for all the players in that particular industry. They range from the extremely well-known like the "Academy of Motion Picture Arts and Sciences" to the obscure "National Association of Feminine Hygiene Product Manufacturers". But there are many industries and interests that do not have a national organization, but would probably respond well to the formation of one. And if you were to found such an organization, you would undoubtedly receive many membership signups, along with substantial dues. Some organizations require dues of their members of \$5,000 a year or more. As you can imagine, it doesn't take many members at rates like that to generate a tidy sum. The best way to find industries without a national organization is to browse the category headings of the "Thomas Register" and then try to find an organization that

represents that group online.

609. You may have seen ads in magazines that say "make money in vinyl repair". Well, you don't need to buy their fancy program to find out how. All you have to do is run down to WalMart and buy a vinyl repair kit for \$20. Unfortunately, I don't think you can make much money in the consumer market with this. Instead, you should focus on the commercial and industrial market. Factories and office buildings probably have plenty of repair work that needs to be done. Used car lots are another great source of vinyl repair business. I've heard of one man striking a deal with several "auto trader"-type magazines in his region. Every time someone buys an ad in one of these magazines to try and sell a car, they receive a brochure called "The Easiest Way to Turn \$25 into \$250." And it explains how a ripped vinyl seat costs \$25 to repair (through his service), but it may reduce the sales price of the car by \$250 if left unrepaired. He gets lots of business this way.

610. I've heard of several people in the past few years becoming "property tax reduction specialists", so I decided to look into it. Here's how it works. You approach homeowners, business owners, landlords, etc., and let them know that you can reduce their property tax, perfectly legally and above-board. You won't charge them anything up front, but if you're able to reduce their taxes, they pay you half of what you save them. Apparently, about 4-5% of all people approached with this offer agree. Now, you file a "challenge" to the assessment performed by the area's Property Valuation Administrator. In most cases, the PVA will reduce the rate 5-8%. Here's what that means in English. A homeowner agrees to your offer and he has a home with an assessed value of \$200,000. His property taxes are \$2,000 a year. You file a challenge to this assessment, and the PVA agrees to drop the assessment to \$180,000. Now his taxes are \$1,800 a year. You've saved him \$200 a year, and the homeowner pays you \$100. While this may sound complicated, it's simply a matter of mailing a single piece of paper. You'll definitely need to do some research and understand all the details about property valuation in your area, but this is definitely a money-making idea that works.

611. Everybody's got a funny story. Reader's Digest pays its readers to send in their best stories, and if your story is published, you'll receive \$300 for submissions to "Life in these United States", "All in a Day's Work", "Humor in Uniform" or "Virtual Hilarity." You earn \$100 for submissions to "Laughter, the Best Medicine" and "Quotable Quotes", or as a short filler item used at the end of an article. Your submissions have to be less than 100 words long. See a recent copy of Reader's Digest for full details.

612. I run a newsletter called Trafficology (trafficology.com), which pays up to \$1,000 for good web marketing ideas. If you've got a unique idea for driving traffic to a website, why not submit it? Second prize winners get \$250 and third prize earns you \$100. New winners are determined every month.

613. If you have some computer programming or website design ability, you can make money by bidding on jobs at RentACoder.com or ScriptLance.com. Buyers submit their needs onto a bulletin-board type system, and then coders bid on how much they can do the work for. Some simple tasks earn you about \$10, but more complicated programs go all the way to \$5,000 or more.

614. For years, I've thought the "low-carb, high-protein" diet craze was going to die down at any moment. But apparently, more and more people are trying it all the time. As I write this,

there's a brand new infomercial just out, promoting the Atkins diet in a big way. But if you talk to low-car-

bohydrate dieters, the things they miss the most are bread, pasta, and above all... sweets. But you can find free recipes online and make some really great low-carb brownies, cheesecake, cookies, candy bars and sell these for a good profit. It is not difficult to sell a small, low-carb brownie for \$3 or so! And if you could talk a local grocery or health-food store into letting you set up a small table in exchange for a portion of the profits, you could probably sell all you could make!

615. Have you ever driven by a car lot and seen those huge inflatable dinosaurs or gorillas? Odds are, they were rented from a "promotional inflatables" company. This is becoming a good business, and you should consider it. An inflatable of this type can cost as much as \$2,000 new or \$1,000 used, but you can rent them for \$200 or more per month. You can make even more money by inflatable "castles" and other playrooms for kids parties, church and school events, etc. These cost about \$2,000 new and rent for \$75-\$100 per day! You can do a little searching online, and find out everything you need to know about this.

616. The United States has an almost identical climate to France. Our soils are similar, and we have the same basic flora and fauna. Yet, France has virtually cornered the market on truffle production. If you could figure out a way to raise truffles here, you would have exclusive access to a multi-million dollar domestic market for this expensive fungi. It's definitely worth a try!

617. I heard about this money-making idea, and although I'm not sure it's 100% legal, it sounds fairly interesting... as a concept. Essentially, you make an offer to people that you will be able to perform a certain service or provide them with a particular product within "x" number of years. For example, you could say "Be the first civilian on the moon! Buy a trip to the moon from our company. If we don't get you safely to the moon and back within 10 years, we'll give you a complete refund. Just \$19,995 per person." Then, in 10 years, you just send them their money back. If you signed up 100 people for this trip to the moon, you'd have the use of \$2 million - interest free - for 10 years.

618. I've heard reports of people going through trash cans outside of Office Depot and WalMart, collecting receipts that people have thrown away. Apparently, there's an underground market for receipts that businessmen can use for tax deduction purposes. \$1,000 worth of receipts for "office supplies" can usually be sold for \$100 or more since the \$1,000 will be fully deductible from the business revenues.

619. I know a man who makes a part-time income installing and maintaining wild bird feeders for people. A lot of people like the idea of attracting wild birds to their backyards, but don't necessarily want the hassle of maintaining it. He just shows up once a week and refills their bird feeders for them so that they can forget about it. He only makes about \$10/month per house, but he could theoretically do as many as 100 houses a day, or 500 a week. So theoretically, this could be a \$60,000 a year business. The man I know only has about 75 customers, and only works on Sunday afternoons, but that's still enough to make his mortgage payment, and he's doing what he loves.

620. If you like to think big, here's one for you: generic drugs. After a pharmaceutical loses its patent protection (usually 17 years), anyone can make and sell it. (There are even websites that tell you which popular medicines have patents that are about to expire!) If you hire some compe-

tent chemists, they should be able to replicate the drug by following the formulas in the original

patent application. And the profit potential is enormous! 10,000 pills of generic Zyban (bupropion hydrochloride), for example, would cost you about \$250 to make, but you could sell them for about \$5,000 wholesale. Now that's profit! Since the original pharmaceutical company has already done all the hard work, like research & development, getting FDA approval, building a market, etc., the financial risk is quite minimal. This is the kind of idea that will scare off even the most seasoned entrepreneurs, but that's just because the business is shrouded in secrecy and misunderstanding. But the fact is, you're just creating and selling a product. The only difference is, this product has a profit potential unlike any other.

621. At resort areas, you can make quite a bit of money by selling sunglasses for \$10 each, especially on the beach. People very often forget their sunglasses and are willing to pay \$10 for a cheap pair. You can buy these in quantity for \$2 each, and sometimes sell as many as 100 pairs a day! All you have to do is walk up and down a beach on a sunny day and ask people who aren't wearing sunglasses if they'd be interested in buying a pair. At least one in ten will say yes.

622. There are some varieties of lawn grass that do not grow more than a couple of inches annually. In fact, a lawn covered with this short-growing grass will only need to be mowed about once or twice a year. And the surprising thing is... it looks great! In virtually every town in America, you will be able to find customers who would like to replace their existing lawn with this short-growing grass. There's such a market for this that you could easily attract all the business that you could possibly handle. All you need is to have one "model" yard that you could direct potential customers to, and let them see for themselves how nice it looks. Then, you just let them know how much it would cost to do their own yard that way. Since labor is cheap and grass seed is cheap, there's lots of room for profit in a business like this, and if you spend the time to get proficient, there's no reason why you couldn't make \$100,000 a year or more in this business.

623. Publishers nowadays essentially require that any non-fiction book be indexed before they'll consider publishing it. But indexing books can be tedious and laborious work and writers absolutely hate doing it. So now there are freelance book indexers that advertise in various writer-related magazines, and they get paid pretty well for what they do. But here's a trick. Now there is software that creates indexes for you, and all you have to do is enter the original text. (Most writers don't know this yet!) Just tell the author to send you the galleys in electronic format and then drop this into the indexing software. In seconds, you'll get a complete, accurate index that would have taken you days to compile. You'll make a quick \$250 - \$400 and all you have to do is click your mouse!

624. When travelling through some cities, you may notice signs that say "For visitor information, tune to 530 AM". These are low-wattage radio stations that have a 5-10 mile range and provide listeners with information about interesting things to visit within a city. The information is usually recorded on an endless-loop tape, and it just plays non-stop without the need for a human operator. The equipment to operate a radio station like this is quite minimal, and can be purchased for \$5,000 or less. Most of these stations are owned by the local Chamber of Commerce or other non-profit. But there's no reason why these can't be operated as for-profit enterprises. You would have no problem finding 20 local advertisers who would pay you \$100/week to have their 30-second ad broadcast every 10 minutes, 24 hours a day. Those are pretty "lowball" figures, but even so, that's

\$100,000 a year!

625. Keep your eyes open for anyone who has a unique method or technique for doing something more profitably, more effectively, more efficiently, easier, cheaper, etc. One of my core philosophies is this: If you solve a problem for yourself, you've also solved that problem for everyone else who has the same problem. In other words, if Joe runs a car wash, and he's figured out a way to get twice as many people to upgrade to his more expensive service, he's figured out a way for EVERY car wash owner to do that. Now all Joe has to do is approach these other car wash owners and offer to teach them. Or, as I said, you keep your eye out for other people who've figured something out and then broker deals on their behalf. Let's say you have a friend who owns a used car lot and he's got a clever technique that closes 10% more sales. Now you've got two choices... you can create a program that tells others how to do it and then sell that program ONE TIME to each customer. Or, you could "license" the idea to used car dealers in exchange for a monthly fee. These are not made-up examples. The car wash guy I mentioned earlier managed to license his upsell concept to several hundred car washes for over \$100 a month. That's over \$30,000 a month in additional revenue just from his single idea!

626. One of the first things people do when they buy a new house with hardwood floors is to refinish those floors. If you've never done it before, it can be time-consuming and lots of work. It essentially involves sanding the existing floor, washing and sweeping up all the residual dust and dirt, then applying a polyurethane (or other) coat to the wood. Professional floor refinishers can earn \$300 - \$500 a room, depending on size, and it doesn't take many of those per week to make a decent second income. The initial equipment can be had for an investment of about \$1,000 or less.

627. In any city of moderate size, there will be at least one store devoted to role-playing games, such as Dungeons & Dragons, etc. RPG enthusiasts are frequent buyers of cast lead characters, which sell for \$2 - \$25 each. All you need is a few molds, and you can create unlimited lead characters for pennies. At a scrap metal yard, lead costs almost nothing, but you can easily melt it down and make hundreds of dollars worth of lead figurines. Molds are available on eBay and other sites online, and most RPG shops will gladly place your lead characters in the store on consignment, particularly if you agree to share profits with them 50/50.

628. By now, almost every parent has heard that there are millions of dollars in unclaimed scholarship money every year, and most of them would like to get their hands on as much of it as possible. There are software programs you can buy that allows you to plug in the specific information about a student and then find out which scholarships he or she qualifies for. All you have to do is fill out the forms and send them in. If your application is successful, the scholarship committee sends a check. If not, all you've wasted is a stamp. So why not offer this service to parents? There are already companies out there that are doing this, but I think the preferred way of running this business would be to work on commission. In other words, you get, say 25% of all the money that your student-clients receive in the form of scholarships. That way, the parent have nothing to lose by engaging you, and you get paid much more if you're successful at getting a few students some multi-thousand dollar scholarships.

629. In Third World countries, you can make a considerable amount of money importing certain Western items like blue jeans, toilet paper, cars, etc. Many countries have inferior versions of these items, but there's a huge demand for high-quality items... so much so that it's

possible to

make a profit. In Myanmar (formerly Burma), for example, you are allowed to import one car per year. As soon as you drive it off the boat, you will be approached by dozens of people offering you

\$15,000 - \$20,000 in cash for the car. And that's for something like a 1990 Toyota that costs about \$1,000 in the US. On a smaller scale, the demand for Levi's Blue Jeans in African countries is so extreme that you can sell ALL YOU CAN BRING... for over \$100 a pair. If you can get 30 pairs of jeans in your suitcase, you can pay for your entire trip! You'll need to do some research and find out what is in demand where, but this could be a real opportunity for the adventurous traveler.

630. First-time mothers-to-be are understandably anxious about the childbirth experience. They attend the mandatory breathing classes, read "What to Expect When You're Expecting" over and over, and ask all their female friends for advice. But there's always that certain demographic that is not satisfied with this approach. In fact, there's a growing trend among professional women to hire "childbirth consultants". Childbirth consultants act as guides through the whole process, from prenatal nutrition to buying nursing supplies to how to hire a midwife, and so on. If you've had several children yourself and have some sort of nursing background, this might be a perfect side-line for you. Most business will come your way through word of mouth, and it shouldn't be too difficult to have 10 or so clients at any given time. Childbirth consultants typically get \$250 or so per month, so that's about \$30,000 a year. Obviously you're not going to get rich with a business like this, but if you love babies and you've got some spare time, this might be just right.

631. In order to get a business loan of any size nowadays, you need a business plan. Unfortunately, most people are poor writers... and absolutely terrible business-plan writers. So business people pay around \$300 - \$500 to have a business plan written, and once you've done 2 or 3, you'll find they're all pretty much the same. There's even some software you can buy that allows you to plug in your clients' unique data, and it churns out a professional-looking business plan in seconds. You might initially attract customers by talking to local bank managers and letting them know about your service. You could also speak before various local business groups, like Rotary Club or the Chamber of Commerce. If you think you could handle national clients, you might even try advertising in business-related newspapers and magazines. Just two or three clients a week would make an excellent work-at-home business.

632. People are crazy for all things organic. One of the easiest organic things to grow is also one of the most profitable - herbs. Most common kitchen herbs are easy to grow and they don't take much space either. And since most grocers like to provide their customers with locally-grown produce, you shouldn't have too hard a time finding various outlets for your herbs. I know a lady who earns over \$500 a week selling common herbs to area supermarkets, and with all the articles and publicity about her organic herb business over the years, she's also got quite a customer base that buys from her directly... at retail! And with a few grow-lights, you could turn this into a year-round business too.

633. I've always liked the idea of creating something once and then selling that thing over and over again. One way of doing that is to create a video. Once you create the original video, you can duplicate it for pennies and sell each copy for \$19.95 to \$99.95, depending on the subject matter. If you're an expert in any subject, or if you're willing to do the research to become something of an expert, you might consider creating such a video. You might think such an

endeavor would be difficult and expensive. It's not. All you need is a computer, a digital camcorder and some video edit-

ing software. If you want to go "top of the line", you can pay \$2,000 for a Sony VX-2000 camcorder and a \$500 copy of Adobe Premiere. Or, you can pay \$300 for a used digital camcorder on eBay and an old copy of Premiere for another \$100 or so. Either way, your results will be better than you expected. This isn't the place to go into the details of editing video, but with Premiere, it's extremely easy. You can do fades and wipes, add impressive titling, and make your video look quite professional. Also, there's no reason why you can't offer "desktop video production" services for other people. It's a pretty lucrative field, earning most people at least \$200 or more per day. Couple that with the selling of your own videos, and you should be able to expect at least \$100,000 a year.

634. If you live in a medium-size city, and if you've got a cell phone and a good reliable car, you can earn \$100 a day with your own errand service. Nowadays people are so busy, they'd rather pay someone to pick up their medicine, drop off their clothes at the dry cleaners, pay their parking ticket, etc. As long as you can get your name and number out there to enough people, you'll be kept busy all day long, earning \$10 - \$20 a pop, for every little errand you run. The problem with this business, like most businesses, is getting customers. A lot of people don't immediately think of using an errand service, even if they could really use one. Even so, another barrier to using an errand service is that people are unsure of what such a service costs. So here's what you do: Drive around to all the nicest neighborhoods in your area and drop off your brochure in person. Let them know that you've started an errand service, and let them know immediately what your price is. For example, your price might be \$10 for any errand taking less than 1/2 hour, \$20 for any errand taking less than an hour, etc. Also, make sure you stress your education, trustworthiness and overall competency in your brochure. People who hire you want to make sure that you're going to be able to perform your assigned tasks correctly. With this marketing method, you can keep giving out brochures until you have enough regular customers to keep you fully occupied. But here's how to EXPLODE your business immediately. Offer everyone who takes your brochure a FREE half-hour errand. All it costs you is time, and you'll get people used to using your service. Once you get people accustomed to working with you, they'll come back to you time and time again for various errands, and in this business, repeat customers are where you'll make most of your money!

635. Thanks to the web, you have a national, online "radio station" and sell ads nationally, depending on how many listeners you have. All you need is some basic streaming audio equipment and software and you're in business!

636. Thanks to today's very litigious society, thousands of lawsuits are clogging up court dockets. Thanks to this, and to the fact that court can be very expensive, lots of corporations are including "mediation clauses" in their contracts. In other words, if a dispute arises over a potential breach of the contract, the parties will try to work out their differences in a mediation conference instead of court. A mediation service offers a neutral location for the parties to meet... as well as a mediator, if necessary. Companies pay several hundred dollars a day to use mediation facilities, so you might consider looking into this growing business opportunity.

637. Almost every major corporation nowadays has a frequency or loyalty program that rewards customers for recurring use. Airlines, grocery stores, video rental stores, gas stations, just to name a few, allow you to collect "points" or "miles" or some other unit that you can redeem for actual goods and services. The object, obviously, is to bribe you enough to get you to continue using

their product. And it works. But many small businesses, which could benefit by loyalty programs don't have the internal staff to create one. By doing a little research, you could offer a service to these businesses to develop a "frequent buyer" program for them, as simple or as complicated as they want.

638. On the staff of every hospital, museum, art gallery, civic group, etc., there is at least one person who does nothing but write grant proposals. There are thousands of grants available in the US and around the world, but it's necessary to actually write a complete proposal for each one you submit to. And since each granting organization has different requirements in the application, each grant proposal is unique. Why are people writing grant proposals? To get money, obviously. If you were a "professional grant proposal writer" and offered your services on a freelance basis, there are THOUSANDS of non-profit groups in the country that would engage your services.

Your offer would be this: "I'll write the grant proposal, and if you don't get the grant, you pay me nothing. If I'm successful in securing the grant, you pay me 5% (or whatever) of the grant amount." This would be extraordinarily attractive offer to many organizations seeking money, and you'd probably have no trouble securing some business. And eventually, you'll get good enough at writing grant proposals that you'll make some excellent money at this. After all, some grants are for \$1,000,000 or more, so your commission would be \$50,000 on that grant alone!

639. High-end art collectors pay \$5,000 - \$10,000 or more to per week to restore artworks. It takes considerable patience and skill to clean a 16th Century canvas, but it can be rewarding if you're meticulous and take great pride in your work. You'll probably want to volunteer or intern at various museums that do their own restorations, because you'll need an impressive resume demonstrating museum experience before private collectors will let you touch their priceless art.

640. Large corporations have systems in place to back up their computer files on a regular basis and store them offsite. But small to medium companies generally do not. There's probably a decent market for offering a periodic computer back up service to these people. Your price would depend on how many individual computers you'd need to backup and how often it would be required. I would probably pay \$100 a month for someone to come into my office after hours and offer this service on a weekly basis, so I'm sure there are thousands of companies that feel the same way. 100 such companies would yield \$10,000 a month, or \$120,000 a year. And all you need is a CD-writer that copies files from the computers' hard drives onto the CD. It's worth investing.

641. Clipping services are businesses that monitor television shows, radio programs, newspapers and magazines and provide their clients with a report of all the times they've been mentioned in the press since the last report. Why not start an electronic version? In other words, you would monitor the web and provide companies with detailed reports of everywhere the company is mentioned, on Bulletin Boards, other websites, product review sites, etc. To make such an enterprise work, you'd need to demonstrate to the clients that they CANNOT find this information by simply using a search engine. Of course you will have to spend the necessary time upfront to compile a list of websites that you'll be searching through. But companies pay \$1,000 a month for this type of service OFFLINE, so many of them would probably be willing to consider a comparable fee for an online version. Just 10 clients at that rate would put you in the \$100,000+ club.

642. Attorneys are always in need of "expert witnesses", those hired guns of the courtroom who say, "Yes, the doctor goofed" or "No, the doctor did exactly what he should have done." But how do lawyers find these people? Usually through an "expert witness service." These firms locate (and compile lists of) people around the country who would be willing to act as an expert witness based on their experience in a particular field. An attorney calls up and says, "I need an expert who can testify on the details of paper manufacturing" and the service provides him with one.

Usually the attorney pays the expert witness location service a fee of \$1,000 or more to locate a suitable expert. (The attorney also pays the expert, but that's generally negotiated between those 2 parties.) Nowadays, all you need to be a competent expert witness locator is access to the internet. You can easily go through any city's Yellow Pages and find people who work in virtually any type of business you're looking for, and with enough phone calls, you can find someone willing to testify... for a price. All you have to do is put this person in touch with your attorney client and collect your finder's fee. The more attorneys you have using your service, the more money you'll make.

643. A lucrative business opportunity that has appeared in the past couple of years has been that of "reunion planning". All kinds of groups, from high school graduates of a certain year to Navy sea- men who fought on the same ship, nearly everybody attends some type of reunion occasionally.

But organizing such an event is time-consuming and daunting for amateurs. So many event organizers are turning to professional reunion planners that will handle all the details... for a price. If you're good at organization and you like to travel, this might be the business opportunity you've been looking for. Reunion planners can make \$1,000 - \$5,000 per event, depending on its complexity, and once you build up a roster of steady, reliable customers, you can be doing at least one a week!

644. In the digital age, it's amazing how much data is still in hardcopy paper form. It's bulky, smelly and unsearchable, and that's why a lot of companies are converting this old paper into 1s and 0s. Many of them are scanning these old documents into a searchable database, literally converting whole rooms of stacked files into a handful of CD-ROMs. But there are hundreds of thousands of companies out there that SHOULD do this, but aren't. Why? Because they don't have resources or the know-how to do it. That's where you come in. You can offer to convert all their old paper files into electronic documents, complete with searching and imaging software that lets them access everything with a mouseclick. Your only cost would be the time spent scanning these documents into your computer, but you should be able to earn a considerable sum doing this. I know one man who got a \$40,000 contract to convert the records of a doctor's office into electronic form. He hired two teenagers to do the scanning, and it took him less than a month to do.

645. One notable thing about computer geeks is that they LOVE computers and programming, and often do it even in their spare time... when they're not getting paid for it. You can take advantage of this trait by approaching computer programmers and employees of local computer companies and buying the rights to software that they've developed on their own. Lots of computer programmers have invented various utilities they couldn't find off-the-shelf, and some of these might have considerable commercial value. But another trait of computer geeks is that they tend to not be very savvy business people. So you can literally buy a wonderfully useful piece of software that you can re-sell to 100,000 people @ \$100 each... for \$25 or so. A few

years ago, a couple of guys named Billy and Paul did this sort of thing and bought a little operating system from

one such "hacker" and turned it into a full-fledged business. You may have heard of it. It's called Microsoft.

646. If you'll spend the time to familiarize yourself with locating public records at local court-houses, finding information on online databases and get a few "insider" contacts that can provide you with "semi-public" information, you can make a decent living doing background checks. The biggest users of background check services are banks, lawyers, employers, fathers of rich girls, and reporters. And a lot of this business will be repeat business, so if you develop good relation- ships with these people, and have a reputation for thoroughness, you should have quite a profit- able sideline.

647. The Chinese philosophy/art of "feng shui" has entered Western consciousness in a big way. Ten years ago, almost no one had ever heard of it. Now, there are Feng Shui consultants in every large city. And they're well-paid too! You can read a few books on the subject and learn every- thing you need to know to start your own consultancy service. There's probably a sufficient mar- ket to offer this full-time in even medium-sized cities now. In case you're not familiar with it, feng shui is a way of arranging your living space to give you maximum personal harmony. Whether you buy into it or not, just know that there are millions who do!

648. With a \$2,000 investment in a CD/DVD duplicator, you can literally have a going business in a matter of minutes. There's a huge market for audiocassette, videotape, CD and DVD duplica- tion. Years ago, a few major players dominated the industry, but with the internet, now there's a lot of competition, and all you need is a website to attract business. High-end duplication machines are completely automatic, and they're like money machines. You insert the original, and a few hours later, you've got a stack of duplicates to send your client.

649. We live in a highly mobile society, and people move from town to town on a fairly regular basis. That has prompted the rise of "area relocation experts" in the past few years. Area reloca- tion experts help newcomers adapt and integrate into their new community, and offer everything from simple introductions to full concierge-type services. And it's a simple business to run. All you have to do is place a brochure in the door of every new arrival into town, which can easily be determined by keeping a sharp eye on the houses that go on - and come off - the market.

650. If you're looking for an interesting invention to market, you might try coming up with an "empty parking space finder". Here's how I think this might work. Each parking space would have a detector of some sort to determine whether a car was parked in a spot or not. If not, a big sign or other indicator would pop up so that motorists in the parking lot could see it from several aisles away. As soon as the space was taken, the indicator would be lowered. I'm not sure about the details on how to build such a thing, but I think there are thousands of parking lots around the country that would buy them, even if just for their novelty. If you're mechanically inclined, you might give this a try.

651. For about \$2,800 you can get into the rubber stamp business. All you need is a computer and a special "printer" that physically cuts sheet rubber into the designs you create with your software. Your material costs are virtually nothing, yet you can sell a custom rubber stamp for \$8-\$12 each. There's a dearth of custom rubber stamp services in most small cities, as most office supply-type

stores simply ship their orders to an out-of-town manufacturer. If you could offer same-day or next-day service, you could have all the local rubber stamp business for yourself. This may sound like a nickel and dime business, but our local Office Depot gets 50-60 rubber stamp requests every day! Imagine if you could get all that business for yourself.

652. If you're a good writer, you are definitely in the minority on this planet. Most people can't write worth a hoot, and will usually pay someone who can. "Ghostwriters" can earn quite a bit of money, but the secret to a successful business as a ghostwriter is learning how to drum up business yourself. You might approach successful people and inquire about ghostwriting their autobiography. Or, you can speak with businessmen and let them know that a well-placed article about their new product would be good PR... and you'd be happy to write the article for them. You might even take out ads in appropriate magazines that say, "Got an idea for a novel?" or "Got an idea for a movie?" and then offer to create a finished book or screenplay based on their idea.

653. I know a woman who earns most of her income from September to October. How? She makes the most amazingly inventive Halloween costumes you've ever seen, and she has a waiting list for people to buy her creations. You can duplicate her success by browsing some of the dozens of pattern books devoted specifically to costumes. Of course you have to know how to sew, but if you're good enough, the marketing - which will be entirely word of mouth - will eventually take care of itself. In the beginning, you might offer to do a few free costumes just to get your name out there and get everyone talking about your work. But soon you'll have as many as 20 people wanting to spend \$200 - \$400 for your handiwork.

654. One of the trends in the travel industry is that people are gravitating towards "experiences" rather than mere destinations. In other words, in the old days people were satisfied with simply GOING to SeaWorld and watching. Now, they're willing to pay \$100 (or so) extra to swim with the dolphins. If you spend the time to do the research, you can come up with ways to provide lots of experiences people will pay for. For example, if you're a member of a certain "crew" in New Orleans, you have the right to ride on one of their floats during Mardi Gras. Now, this is a fantasy for a lot of people, and many of them will pay you, say \$1,000, for the privilege of having a costume and riding on a Mardi Gras float with a few friends. Yet, if you know the right people (sorry, I can't tell you who they are - you'll have to do the research yourself!), you can arrange all this for \$250 or so. The rest would be profit. And this is just one example. Spend some time thinking about other unique experiences that people might pay for, and then figure out how you can offer those experiences and make a profit. There's a goldmine here for the creative person who's also a good organizer.

655. A good part-time income can be easily earned by having various holiday costumes and making appearances as the "icon" of the particular holiday. In other words, with just 4 costumes: the Easter Bunny, Uncle Sam, a Mayflower Pilgrim and Santa Claus, you could be kept busy with paid appearances almost year round. You'll have to do a little marketing, but you'll essentially be getting paid just to "show up".

656. Here's a good book idea, and if you take the time to compile it, it will most assuredly sell. Tell all your friends, co-workers, acquaintances, etc. that you're compiling a cookbook, and all the recipes in it will be "secret family recipes". Ask them all for their mother's and grandmother's

best

recipes and offer to print their name and give them credit for each submission. Also, tell them that if they give you at least one secret recipe, you'll give them a free copy of the book. Of course, some people will refuse to divulge their secret family recipes, but some people will hand them over. And a cookbook called "America's Secret Family Recipes" would probably sell a million copies.

657. With very basic brooding equipment (the same used for chickens), you can make quite a profit raising game birds like quail, pheasant and grouse. There are lots of areas that once had huge populations of game birds, but that now have virtually none. The farmers and hunters that live there are very interested in trying to reintroduce and repopulate these areas with game birds that were once native. Game birds basically raise themselves, but you can sell them for \$1 each or more. Under ideal brooding conditions, 100 Bobwhite Quail will turn into 10,000 in just a few breeding seasons, and all you have to do is provide the food, water and shelter. You can learn all you need to know by researching this online.

658. With only about \$100 worth of supplies, you could have a nice part time income as a cake decorator. If you develop your skills to such a degree that you make the nicest wedding cakes in your area, you will have all the business you can handle at \$250 per cake or more!

659. With a few woodworking tools - a lathe, bandsaw, table saw, planer, sander and router - you can convert scrap pieces of wood (that you scavenge almost anywhere) into valuable furniture. On garbage night in most suburbs, you can drive up down the street and collect enough pieces of good hardwood to make 2 or 3 articles of furniture, which you can then sell for \$100 or more each.

660. In my hometown, we have an Abraham Lincoln impersonator who so thoroughly resembles the 16th president, he's turned his looks into a full-time business. And even our former mayor is now the main "Colonel Sanders" look-alike used by KFC (Kentucky Fried Chicken). This is now his fulltime career! And it occurred to me that even if you have a slight resemblance to a historical character, you could employ makeup and costumes to start your own part-time business. There are people who earn their living by going to schools as Robert E. Lee, General Custer, George Washington, Thomas Jefferson, etc. And you don't necessarily have to look like a national figure. In Kentucky, there's an actor who travels around the state performing as Adolph Rupp (a former basketball coach) and he's quite popular! So who do you look like?

661. People would pay to have the opportunity to drive a Ferrari or Lamborghini or Lotus or other high-performance car for a couple of hours. You could start an "exotic test drive" company where you partner with owners of various exotic cars in your area. For \$50, customers can drive the car of their dreams for 2 hours, and you split the money with the car owner. Depending on how well you market this, you could get 10-20 customers a day... easy! Your cut would be \$250 to \$500 a day! With that kind of money at stake, you might even be able to afford to buy your own cars at some point and keep ALL of the money. Obviously, you'll need to have good insurance. I don't know anyone doing this, but I know there's a market for it.

662. In one of the fanciest, most upscale neighborhoods in my hometown, there's a huge house that's bigger than the others. Is the owner a doctor or lawyer or banker? Nope... he cleans out septic tanks! It's not a glamorous job, but it's a necessary one, and people pay \$100 a pop to have

their

septic tanks cleaned. He averages 4 jobs a day, 6 days a week, and that's over \$120,000 a year. All you need is a tanker truck with a good pump (\$15,000), a place to dump the sewage, and an ad in the Yellow Pages. That's all. After that, everything is profit. You might even consider doing going door-to-door. By targeting 5-year old houses in neighborhoods that do not have sewer service, you should be able to convert a high percentage of homeowners to customers.

663. One way of making money is to capitalize on the fame and popularity of others. Here's one way to do that. Organize a seminar with a lot of "big name" speakers. Virtually anyone you'd ever want to hear speak, from ex-presidents to movie stars, can be hired through various "speakers bureaus". (You can find dozens of them on the internet.) But instead of paying them their flat fee, offer them a percentage of the gross. In other words, let's say your venue for the seminar will be a 25,000 seat arena, with the average ticket selling for \$49. If you can sell it out, that's \$1,225,000. But even if you sell just \$500,000 worth of tickets, that gives you a lot of leeway toward attracting some big names. You might have 10 very famous speakers speaking for 30 minutes each, and the vast majority of them will gladly give up their traditional \$5,000 speaking fee in exchange for a possibility of earning a part of the gross. I went to a seminar like this recently, with Colin Powell, Barbara Bush, etc., and I think the promoter wound up making \$400,000 profit on that one semi- nar. Sharpen your pencil and run the numbers. If you're a good organizer, you probably should give this one some thought!

664. This money making idea was given to me by someone who claims he had done this success- fully for quite a few years. I don't have any personal experience with this, but it seems reasonable enough. He used to petition the publisher of his local Yellow Pages to put his Yellow Pages ad in its own special category. In other words, he would get a business phone number and when he was asked which category he wanted to place his complementary ad in, he would select "Other" and describe his business in such a way that he got his own heading and category in the Yellow Pages. For example, instead of saying he was a "tire dealer", he would identify himself as a "tire consult- ant". Well, Yellow Pages generally doesn't have a category for "Tire Consultant", so they had to invent one and give it to him all by himself. Now, once the ad came out in the next Yellow Pages, he approached local tire businesses and offered to sell it to them. They would take over the tele- phone number and give him a nice profit. His only expense was the original installation charge for his phone, which during special promotions, was free.

665. The children of elderly parents will gladly pay \$100 to \$150 a month to have someone make daily visits to their parents to make sure everything is okay and see if they need anything. In most cases, the entire visit takes less than 10 minutes per day, so you could easily have 50 or more cli- ents. That's \$5,000 to \$7,500 per month just for driving around and checking on people. The only challenge to this business is building up a client base. One way to drum up business might be to go around to area churches and posting your service brochure on their bulletin boards.

666. Something that's quite easy to do, but that people will gladly pay for, is installing outdoor lighting. By outdoor lighting, I mean the little lights that outline a driveway or walkway, or lights that are designed to shine on the facade of the house. You can buy complete outdoor lighting kits, and once you've read the instructions and installed 2 or 3, you will be an expert. And this is a typical word-of-mouth type business. Once you do a few homes, and the owners are satisfied, they

will refer you to their friends and family. Before you know it, you'll have a nice, profitable side-line.

667. Any area where a percentage of homes are used only during a certain season, there's a market for "house watching." For example, in Scottsdale, Arizona, there are lots of "Winter Homes" and in Hilton Head, South Carolina, there are lots of "Summer Homes", used by families only a few months a year. By offering an "off season" house watching service, (as opposed to a house-sitting service), you'll be able to provide them with a heightened degree of security than they could ever get with just locks and alarms. And if they're sufficiently well-heeled to have a second home, they're not going to blink at \$100 a month for your service. Watching just 25 or 30 houses in this way, you've got yourself a tidy income with very little effort.

668. When first-time parents are preparing for their new baby, there's a million things to do, including "child-proofing" their home. I don't know of anyone offering a service as a "childproofing expert", but I'd say that there's probably a real market for that. After all, it doesn't do a lot of good to have door knob covers and outlet covers, while letting a child play in a sandbox made with treated lumber. (Treated lumber contains arsenic, which may be released into the bloodstream if chewed.) If you made up a brochure showing a lot of the unknown, but potential hazards to babies, the natural anxiety of expectant parents will probably win you quite a few customers!

669. With a \$30 dehydrator, you can have a small, part-time business dehydrating foods and selling them at flea markets, farmers markets, roadside stands, etc. People especially love dehydrated fruits like pineapples, apples and banana chips, but even dried vegetables like tomatoes and cantaloupe are becoming extremely popular. You can just put them in little baggies and sell them for \$2 each. And if you can call your dried food "organic", you'll probably sell even more!

670. All you need to make cheese is a good cheese press, access to a dairy that will sell you milk directly, and a few odds and ends like enzymes and cultures. Like any other type of food product, making cheese simply requires that you follow a recipe, and once you've got a good, reliable recipe, just follow it over and over again. Cheese, in and of itself, is a good value-added product that allows you to earn a premium over the cost of the products used to make it, but it also allows for something more. If you can create a delicious, highly sought-after cheese, you can get \$10 a pound or more for it. In the US, there are not a lot of local, "boutique" cheeses, but there's a huge market for them. A nearby monastery makes its own cheese and this is the primary source of income for the monks who live there. Remember, people love buying locally-produced products whenever possible, and will usually pay a premium for them.

671. In any city, there are large 1930's and 1940's buildings built entirely out of brick. In areas where there's lots of traffic, you can convert these buildings into huge billboards with a \$5,000 digital projector. Just approach the building owners and ask if they'd be interested in an additional revenue opportunity. Let them know that you will find advertisers and do all the work, and you'll split the revenues 50/50. Many of them will agree to this arrangement. Then, approach companies that are already advertising on local billboards and let them know that you can give them bigger and better exposure for HALF of what they're paying for a billboard. Billboards range in price from \$3,000 to \$50,000 a month, so it's hard to put a figure on how much money

you can earn, but

if you can attract 10 advertisers, there's no reason why you couldn't gross \$25,000 a month with this idea.

672. After the initial frenzy and freedom of freshman college life, students will eventually start longing for the good food Mom used to make. There's an enormous market in any college town for a food delivery service unlike all the others. Instead of delivering pizza, this restaurant would deliver a hot, home-cooked meal, "just like Mom's". You wouldn't have to have a huge range of menu items, and the food you'd offer would be things you can buy cheaply - beans, corn, potatoes, bread, pasta, and your basic meats. The biggest expense in a business like this would be the delivery, NOT the expense of extra portions, so you'd probably make the most money by offering a "Home cooked dinner for 2 people - just \$9.99." That way, students can get their friend or room-mate to go in with them on the price (thereby introducing a new potential customer to your service) and it allows you to earn a little extra money on each trip.

673. There are a couple of "courses" available now that teach you how to make money as a surplus or liquidated goods broker. Save your money. I can explain 95% of the business to you in one sentence: Call a bunch of factories and outlets to see if they have any surplus goods they're willing to sell cheap, and then call around to potential buyers and see if they'd be interested in buying them. You make money either by keeping the difference in price, or by receiving a finders' fee from the buyer. It's not a bad idea for a business. Most companies that make things usually have some amount of unsold inventory and would happily take pennies on the dollar just to clear it out. The trick is coming up with a good list of big-lot buyers. They're out there, and yes, they're interested in finding bargains, but they're doing the same thing you're doing - cold calling factories and warehouses looking for stuff. The only way you make money is getting there first. But now, with eBay, there's also the possibility of selling the surplus goods one-at-a-time at a higher price. The only problem with that is you'll usually have to pay for the items up front, and all that packaging and shipping takes away from the time you could be finding more surplus goods. Nevertheless, as competitive as this business is, there are still plenty of bargains to be found... if you're persistent.

674. Almost any library will have appliance repair books, and by simply reading and studying them, you could set yourself up in a very lucrative business. People are always needing appliances repaired, and sometimes you can make \$50 or \$100 for a half-hour's work. Another source of income is to drive up and down the street on "garbage night" and find old appliances that people are throwing out. In this disposable culture, people throw out perfectly good appliances because they need a new cord or they're missing a rubber seal or something very simple. If you know what to look for (by reading those appliance repair manuals), you can usually spot a few easy-to-repair items that you can resell for 100% profit.

675. Here's a business you can start with absolutely no money. Ask your banker, a few local realtors, and other businessmen and find out the names of the major real estate investors in your area. Once you have that information, call these investors and ask to meet with them. Find out what type of properties they're looking for, what type of financing they're looking for, and what characteristics make an investment attractive to them. Then, you can make them an offer like this: "If I do all the work and find you investment properties that meet your criteria, would you be willing to give me a small commission if - and only if - you choose to invest in them?" Almost all of them will say yes. So now, all you have to do is start looking. You'll bring them the real estate deals, and

you'll earn a commission for each one that they pursue. Once you've done a few successful deals, you can then expand. There's no reason why you have to limit this business to your immediate area. You could search for properties nationally and take them to whatever investor-clients you have in that area. Depending on what properties you're able to find, you should be able to get \$2,000 - \$3,000 for every good investment property you find, so this definitely has the potential for being a \$100,000 per year business.

676. I like these billion-dollar ideas. Here's one that would probably work, and no one is doing it. If you've flown in the past few years, you know that almost every plane has little television monitors throughout the cabin, mostly for showing movies, the passenger safety demonstration, etc.

But this is an untapped goldmine. You could start a branded "airline channel", which would be a one to two-hour general interest television show, and which would be updated every week. You could deliver your show to the airline via videotape, allowing them to make as many duplicates as they need for all their planes. (Or you could provide the copies yourself. With just one tape needed per plane, this would be a minor expense.) If you could do a 2-hour show, that would be at least 40 thirty-second commercials you could sell every week. At \$25,000 a commercial, you'd be seriously undercutting broadcast television rates, but you'd be providing advertisers with over 1,000,000 viewers, *mae* that CAPTIVE viewers. You could split this million dollars worth of additional weekly revenue with the airline 50/50. Now... move on to the next airline! We're talking serious potential here!

677. There are quite a few business directories that are the de facto guidebooks for their niches, such as the "Martindale-Hubbell" directory for lawyers. If you're an attorney, odds are you are included Martindale-Hubbell, and odds are, you paid for the privilege. There's all sorts of opportunities for creating similar business directories that professionals and corporations have to pay to be included in. Most manufacturers, for example, just accept that being included in the "Thomas Register" is the price of doing business. And if you could invent your own "must have" directory, you could undoubtedly get quite a few people to pay to be listed.

678. Every library has a book of "freebies" you can send away for. Usually these are samples or "trial" products. This isn't a way of getting rich, but some of these freebies can be resold to other people for a profit.

679. If you have experience with laying bricks and making mortar, you might decide to become an expert on "repointing" old buildings. Brick buildings that are over 100 years old tend to need occasionally repointing or remortaring, and there aren't many people who specialize in that field. The trick is to improve the sturdiness and structure of the building without altering the aesthetics of the old building. It would be easy to use ordinary mortar to tighten up the brick joints, but it would look terrible. So you've got to learn how to match the old mortar's color and texture using modern materials. If you can do that, you can earn about triple what an ordinary brick layer would earn for the same work!

680. Here's an interesting idea: start a university yourself and then sell honorary doctorates! In some states, all you have to do to call yourself a college or university is incorporate as one. Of course you'll never be accredited or be approved by any real educational organization, but you

probably WILL be able to sell your own honorary Doctorates of Divinity. The amount of money you can get for these certificates isn't great, but it's limited only to your own marketing ability!

681. If there are some very upscale neighborhoods in your area, you might be able to get contracts through these neighborhood organizations to maintain the signage in the area. In other words, you'd make sure the street signs are visible and not obscured by trees or snow. You'd make sure all the poles are straight, you'd clean any graffiti off of any signs, and you'd make sure all mailboxes, house numbers, political signs, etc. are in compliance. You probably won't make a lot of money with this - may \$100 a month per neighborhood - but it's extremely easy work, and if you could get a few neighborhoods to agree, it'd be a nice little sideline.

682. Before pitching a movie idea to production companies, you should register your "treatment" (Hollywoodspeak for "the basic premise of your movie") through the Writers Guild of America. It doesn't cost anything to do this, and it offers you some protection in case your idea is blatantly stolen by people you've pitched it to. Once you've registered it, you might try selling your idea to everyone who has ANY connection to anyone in the business. If you can make contact with some- one who has the ear of Hollywood's major players, you can offer them a big commission for any idea they can successfully pitch for you. Hollywood is in such desperate need of new material, people are sometimes paid \$300,000 for just an idea!

683. About 10 years ago, I invented a small device that you could attach to an automobile's exhaust, and it would reduce carbon emissions drastically. It also had the unfortunate side effect of catching on fire! If you could build such a device yourself - one that attaches to a muffler and reduces the pollution that the car emits - (and one that doesn't catch fire) you could probably sell hundreds of thousands of them for big bucks.

684. When people talk about the future of robots, they usually talk about them performing routine household tasks for us like mowing the lawn and vacuuming the carpets. I see now where there are several automatic lawn mowers available on the market, but I haven't seen any robotic vac- cuum cleaner yet. The first person who successfully markets a working version will probably get rich. And if you build one, let me know... I'll be the first to buy it!

685. For a \$100 investment, you can make a high-quality clown suit, and earn \$200 to \$300 extra dollars a week going to childrens' birthday parties. You'll need to learn a few tricks, or you can just buy some over-the-counter magic routines... enough to last about an hour. You'll get paid \$75

- \$100 for an hour's work, and it shouldn't be too much trouble to book 3-4 gigs a week in a medium-sized city. This is one of those businesses that grows by word of mouth, so if you can cre- ate a high-quality, entertaining act, you will have no shortage of business.

686. In the back of Writer's Digest magazine, you will see several ads for freelance editors who review people's writing and give ideas and suggestions for improvement. I've used these services myself, and they range from utterly useless to extremely helpful. If you're a good writer yourself, and you've got some editing experience, you might consider offering this service on a freelance basis. You get about \$5 a page or so, and with a few well-placed ads, you should be able to gener- ate SOME business.

687. If you can find an area in your state that has very liberal or NO zoning restrictions, you might be able to break a small section of land into 1 square foot plots that you can sell as souvenirs. It costs too much to actually have these 1 square foot plots recorded at the local Court House, but you can offer little "pseudo-deeds" that identify the actual location of each plot in relation to the whole parcel. These could be sold at souvenir shops as "Own a Kentucky Horse Farm" or "Own a Texas Ranch", etc.

688. This is an unusual way to make money, but it works... unfortunately. In America, agricultural property has a certain "corn allotment" attached to it. If you choose NOT to grow that corn, the government will send you a check for NOT growing the corn. The process for getting a corn allotment for a piece of existing land is bureaucratic and murky, but presumably it can be done. Once you've got it, you can then sign up for the US farm subsidy program and get paid NOT to grow it. It's weird, but it's true.

689. Very often, city governments that own buildings (either by default or from previous use) will often make entrepreneurs "sweetheart deals", if the entrepreneur can demonstrate a way of turning that building into jobs. The city is also interested in getting that property back on the tax rolls, and if it's completely vacant anyway, it doesn't make much sense for them to hang onto it. You'd think that these types of buildings would be sold at auction (and sometimes they are), but often they are sold based on who you know and what you plan to do with the building. I have an acquaintance in Louisville who bought a multi-million dollar property "free and clear" from the city for \$75,000 because he planned to make it a medical clinic. These kinds of deals ARE available if you're persistent and know how to play the game.

690. Here's another unusual money-making idea that was submitted by a reader of mine. Occasionally on eBay, there are ancestral portraits that are sold. Sometimes there are no names attached to these paintings, so you don't know who they are, but sometimes the sitter is actually identified by name. In those cases, it might be possible to do some quick genealogy and find out who the descendants of the sitter might be. Then, you can approach these descendants and say, "Would you be interested in buying a portrait of your great-great grandmother?" You can send them a copy of the picture (off eBay) and see if they're interested. If they say yes, you can buy the painting off eBay and make a profit. If they say no, it hasn't cost you anything.

691. Eventually, there will be a way for individual cars, driven by strangers, to communicate with each other. I'll be able to tell the guy behind me to back off because he's too close, and he'll be able to give me the finger... electronically. :-) I'm not sure how it will happen, but it most certainly will, and the way that seems the most likely right now is installing small, scrolling marquees. You can have pre-set messages programmed in that you can send at the press of a button, or you can have a keyboard interface that allows you to type messages as you drive. (And you thought cell phones were distracting!) These small marquees currently go for about \$199 each, which is probably still a little too pricy for the consumer market, but if you can figure out a way to make this happen cheaply, you'll probably get rich.

692. The first entrepreneur that comes out with a cheap, easy, over-the-counter AIDS test will probably sell a million of them.

693. Following up on the previous idea, there should also be a cheap and easy at-home lipid test that people can take in the privacy of their own home and get their HDL and LDL cholesterol levels immediately. From what I've been told, this is one of the easiest lab tests to perform, and so I don't see any reason why it couldn't be packaged in an at-home version.

694. There aren't many places on earth where you can't sell a little fudge. Everyone loves it, and there are even entire storefronts devoted to it. But this idea is to go around to various gas stations and food marts and ask the manager if they would consider selling your fudge on consignment. The trick is to have a glass-covered dome over an attractive, heaping fudge display so that it looks irresistible. Some people have tried this idea but packaged each piece in cellophane wrap, but that takes away from fudge's main selling point! You can sell a chunk of fudge for 99 cents that costs you about 10 cents to make, and even with the store's 50% commission, that's still a nice profit. 50 food marts selling 5 pieces of fudge a day is about \$125 gross to you per day, of which \$100 or more would be profit.

695. God bless teenage car owners. They're responsible for some of the oddest products to ever come on the market - undercarriage neon lights, hydraulic lift systems that raise and lower the chassis, headlight covers, "spoilers", mirror window tint, etc. Here's an idea that, if you can develop, would make you an instant millionaire: glow-in-the-dark automotive paint. If you could come up with a paint that absorbs light in the daytime and gives off a gentle "glow" at night (just like those glow-in-the-dark toys you had as a kid), you would have a certain demographic of car owners beating your door down!

696. You've probably seen those "Japanese-style" hotels on television where you basically buy a bunk-bed sized sleeping area for the night, complete with tv, radio, massager, and all the amenities you'd ever want... in a coffin. Considering that typical hotels cost over \$200 in most cities, there's probably now a real market for this type of hotel in cities OUTSIDE of Japan. You could even rent a space at a major airport and convert it into a mini-hotel, large enough to service 100 customers at \$20 a night. Even if you stayed at just 50% capacity, you'd still earn \$30,000 a month gross. And that's PER airport.

697. For \$20 worth of plywood and paint, you can earn \$40 - \$50 a day as a walking billboard for area businesses. I'm sure you've seen those "sandwich boards" that people wear up and down the sidewalk in major cities, advertising local restaurants, bars, clothing stores, etc. The best way to make money with this is to get a business to sponsor you for a one-week or two-week period for, say, \$300 a week. Some businessmen will try to negotiate the lowest possible price, but you'll have to let your immediate need for money dictate what you're willing to work for. This is one of those entrepreneurial endeavors you can always fall back on when all else fails.

698. Most businesses that try to sell you 900 numbers are really trying to sell you on their service center. Getting your own 900 number is the simplest thing in the world. You just ask your telephone company for one, and they'll set you up. The real crux of the 900 number business is marketing. You've got to get people to be willing to pay you \$x per minute to call your number, and it takes something pretty compelling to do that. Here's a business idea that I think might work. Get two different 900 numbers. Then, approach various media outlets, especially television programs, and arrange to have them announce various YES/NO polls from

time to time. In other words, "If

you think Johnson should be executed, call (900) 123-4567. If you think Johnson should not be executed, then call (900) 987-6543." If you offer to split the proceeds with the media 50/50, you'll find some of them very eager to do polls like this on a regular basis. With good marketing, you should be able to find enough tv stations, radio stations, newspapers and magazines to keep your 900 numbers busy around the clock.

699. I met a woman recently who said she was in the "balloon delivery" business. I never knew such a thing existed, but apparently it's a real business, and she makes quite a bit of money at it too. Apparently, along with flowers and gift baskets, balloons are the 3rd most popular thing that people call and have delivered. It's usually for the birth of a baby. Mylar balloons filled with helium cost about \$1 to make, but you get about \$15 to deliver it. If this sounds like something you might be interested in, you can do a lot more research on this on the internet.

700. If you're really good at holiday decorating, you might consider making it a business. Busy professionals love to have their house and lawns decorated for Christmas, Easter, Halloween, etc., but really don't have the time to do it well. And with the natural "keeping up with the Joneses" one-upsmanship that goes on in typical neighborhoods, you'll probably have no shortage of clients that want to make a big show. People pay \$100 - \$300 or more to have their house and yard professionally decorated and lit for Christmas, and once you have a good reputation, you'll have lots of repeat business. Just to give you an example of the potential here, there's one house in my area that spends over \$20,000 every Christmas just to decorate their lawn!

701. You can make money by starting your own art gallery. If you're willing to represent new artists in your area, you'll have no problem in attracting artists to supply you with product. The hard part is getting buyers to the gallery. There are three main types of art buyers: the low-end buyer who is looking for a nice original painting for \$25 - \$100, the mid-range buyer who expects a little better quality and is willing to pay \$100 - \$1,000 for a painting, and then the high-end buyer who will pay over \$1,000 for a painting. (Obviously there's an ultra-high end buyer who buys Van Goghs and Rubens for \$30,000,000, but that's a little out of our league... for now!) If you think you'll be catering mostly to low-end buyers, you can start what is known as a "starving artists" outlet. People will be attracted to (and expect) your low prices. For mid- and high-end buyers, you'll need a little nicer location and you'll have to depend on lower volume. But any route you take, your product will be supplied by artists on consignment, and you'll be sharing the proceeds with them in whatever deal you're able to negotiate. So your initial costs are just rent and marketing.

702. When people buy hot tubs, they're generally NOT aware of the maintenance that's required. Similar to swimming pool services, you could offer a monthly hot tub maintenance service, where you do routine checks on the equipment, replace chemicals, or whatever else needs doing. People would probably pay \$40 a month for such a service, and with a little door to door canvassing, you could probably attract 5-10 new clients a week. And once your client base reaches 100 regular customers, you'll have a nice part-time money-maker.

703. If you're ever able to find a huge, matching lot of surplus or liquidated dishes, you can make a little extra money renting out these dishes to caterers, event planners, and wedding coordinators.

There aren't many places in town that have 100 sets of matching dishes, so if you can get your name in the Rolodex of these people, you'll get some occasional rentals at about \$100 a pop.

704. If you're a good photographer, you can make some extra money by specializing in "pet photography". Just put some brochures at local veterinarian offices, showing several "portraits" you've done, and you should get some business. Make sure you offer "themed" photographs as well. For example, for a Gone With the Wind theme, you could have little doggie costumes for Scarlett O'Hara and Rhett Butler, with a "Tara" backdrop. Certain pet owners would love this!

705. This money making idea was sent in by someone who had this experience in Moscow. He went into a public restroom that had no toilet paper in the stalls. Inside the bathroom were boys selling rolls of toilet paper for about \$1 each. Of course, many of the people who came into the bathroom gladly paid. But since no one had any reason to walk out with the toilet paper they just bought, they generally left it in the stalls... which the boys then grabbed to re-sell again! Ah... entrepreneurship!

706. With the right kind of "vintage" camera equipment, you can take sepia-toned or tintype photos that have that "Old West" look to them. Tourists pay \$10 - \$20 for this type of picture at certain vacation destinations, and if you have a few old racks of vintage clothing for them to put on, you should have no trouble attracting 10-15 (or more) buyers every day!

707. Along those same lines, you can buy "novelty mattes" that you can superimpose people's photograph on, making it look as if they're on the cover of a popular magazine, like People or Time or Playboy. Again, these command prices of anywhere from \$10 to \$20 at tourist destinations and theme parks, and once you've got the camera and equipment, it's easy to do.

708. Ice is one of the cheapest commodities on earth, but when you shave it and add a little flavoring to it, you've got a legitimate business. In fact, in mid-summer you can set up a little shaved ice stand and make \$50-\$100 per day using ingredients that cost you pennies. The best way to do this is to build your own stand out of plywood, and then paint it to look nice. Then, approach the management of a high-traffic shopping center and ask them if you can set up your booth in exchange for a 25% commission on sales. That way, your upfront costs are virtually nil.

709. With just a few hours of playing around with it, anyone can operate a "Bobcat", those miniature bulldozers you've undoubtedly seen on construction sites. I rented one myself and was amazed at what I could do with it after just 3 hours of practice. Even so, Bobcat owner/operators earn \$50 - \$75 an hour or more! You WILL have to have your own machine (\$6,000 or so used), but you can literally make \$500 a day with it, and there is a constant demand for Bobcat work in all areas of the country. (And when you're not using it, you can rent it out to others for \$75 an hour!)

710. If you're a pilot, or you know one you can partner with, you can make \$200 - \$300 a day offering property owners airplane rides over their farm or commercial property. Everyone likes to see their house and/or land from the air, and will pay \$75 for a half-hour flight. If you fly into town and offer this to residents, quite a few will sign up. When you're finished, you can fly to the

next town and make the same offer. This is sufficiently novel, the local hometown newspaper will probably write an article about you, thereby doing all your marketing for you!

711. If you're a fireman (or a retired fireman), or if you have any firefighting experience, you might be able to make a good second income with a "prescribed burn" company. In agricultural areas, it is sometimes necessary to burn a field or a section of woods, but farmers are often reluctant to do this because of their uncertainty regarding their ability to control the blaze. In my area, the Fish and Wildlife department and the Nature Conservancy help landowners do this, but there's such a demand for their assistance and equipment, you have to get a waiting list. Lots of landowners would happily pay for a company to come in and do the work for them. I know I certainly would. I'd say \$10 an acre would be a fair price with a \$300 minimum. Of course you couldn't do that every day, but at least twice a week during the Spring and Fall. And that would be an excellent supplemental income for anyone who enjoys being outdoors.

712. If you've got a knack for words, you might consider creating crossword puzzles and then syndicating them to newspapers. There are thousands of local newspapers around the country that do not carry crossword puzzles, and might consider paying you \$5 - \$10 a week or so for yours. If you could develop a syndicate of just 100 newspapers, you'd have the perfect home business!

713. Shiitake mushrooms are so popular now, they're traded on various commodity exchanges, and some farmers are even considering them as a possible substitute for tobacco. They're also quite expensive... as far as mushrooms go. So you'd think they'd be hard to grow, but they're not. Shiitake mushrooms are no harder to grow than any other variety, but you will have the initial investment of creating the optimal habitat for them. There are all sorts of resources available online for growing these fungi, as well as selling them. If you've got a little extra space that's not being used, you might give this some thought.

714. There's probably a real market for a "professional negotiator", someone who can help people get the best deals on things. If I were going to buy a car for example, I would be willing to pay a professional negotiator to go with me and get the best possible price. And I think if someone were thinking about starting a business like this, the best marketing strategy would be to basically say this, "Negotiate the best possible price you can, and then hire me. Any money I save you, we'll split 50/50." And I think the best demographic to make this proposal to would be potential real estate buyers. You have the opportunity to save them thousands of dollars, as well as earn thousands for yourself. Interestingly, negotiating skills are not inherent abilities you're either born with or you're not. They can be learned, and there are several good books on the subject, such as "Power Negotiating" and "You Can Get Anything You Want." You can probably get these at your library or through Amazon.com.

715. If you've got a color inkjet printer, you can make a nice second income by creating customized children's books. All you have to do is develop (or license) a children's book, and then insert the child's name into the text at appropriate places, so that the story goes from being a generic tale to one that mentions and involves a specific child. Parents and grandparents will happily fork over \$29.95 for such a book, and the only bit of specialty equipment you need is an inexpensive binding machine. I know people who are making over \$100,000 a year with this concept!

716. I know a man who bought two 4' x 8' sheets of plywood and on each one drew a large stork holding a package in its beak. On one, he painted the stork blue and on the other he painted the stork pink. On the blue one, he wrote "It's a Boy!" in large letters and on the pink one he wrote "It's a Girl!". His total investment was about \$20 plus a day's worth of work. Now, he rents these signs out for \$30 a week to new parents who want to place them in their yards. His business is expanding and now he has 3 pairs of storks working full-time for him. He's not getting rich, but he is making a few thousand extra dollars every year for doing nothing.

717. You've probably seen ads for subliminal tapes that supposedly help you to stop smoking, lose weight, attract riches, etc. They usually sell for \$9.95 to \$19.95. But subliminal tapes are extremely easy to make, and for about \$100 worth of equipment, you can create your own customized versions and sell them yourself. All you need is a tape recorder, a microphone and a "sound mixer". Oh, and you'll need some music too. You can buy a new sound mixer at Radio Shack for \$40 or just get an old one off eBay. Plug the microphone into one incoming jack of the mixer and the music into another incoming jack. Then, plug the tape recorder into one of the mixer's outgoing jacks. Adjust the volume control on the mixer so that your voice is just below the volume of the music. Now you can record any kind of subliminal message you want just below the threshold of the music. I think the best way to market this type of thing would be to specialize in B2B niche markets. For example... a tape that encourages shoppers to buy more (you could sell that to stores), a tape that encourages patrons to eat faster (you could sell that to restaurants), or a tape that makes workers more productive (you could sell that to factories), etc.

718. You can set up a barbeque grill at a busy gas station or food mart and literally sell \$2,000 worth of food in one weekend. You'll have the upfront expense of a professional barbeque grill (about \$600), but that's about all. In most cases, you can get permission to set up your grill, particularly if you give the owner a portion of your proceeds. And if there's a grocery store within a short driving distance, you don't have to stock up on ingredients in a big way, since you're just a few minutes from a fresh supply of anything you need.

719. Here's an interesting business opportunity. Buy or make little business card stands with multiple compartments that lets you put about 10 each of 50 different business cards. Now, you can go around to hotel lobbies, check out desks, restaurants, waiting rooms, hospital common areas, etc. and place your little card stands there. Now you can approach area businesses and say, "I've got 50 of these business card stands all over town. I can put 10 of your business cards in each one of them, bringing you all sorts of leads. As people take your cards, I'll replenish them automatically." You should be able to get \$100 a month from each business, which works out to \$5,000 a month when you reach full capacity. Not bad for a few hours of work each month.

720. Thanks to the internet, in a matter of minutes, you can compile a list of almost everyone in the United States that shares a common surname. (Switchboard.com) And thanks to all the genealogy related sites, you can easily find the basic family history, coat of arms, major immigrants, major genealogical branches, etc. And with just a simple but thorough bibliographical search, you can find lots of references to family members in published works. Armed with this data, you could create a book called "The History of the Snickelgrass Family" or whatever surnames you choose. It would be an easy sell to most members of the Snickelgrass family, and since you can just print the books as you need them (with cheap comb-binding), you don't have to even make them until

you sell them. And once you've sold all you can to the Snickelgrasses, you move on to the next surname. There are companies already doing this, and I'm told it's a multi-million dollar business. But there are so many surnames out there, there's plenty of business to go around!

721. There are quite a number of folks making good, full-time livings installing backyard putting greens for avid golfers. The materials to build such a green are quite cheap, but you get about \$2,500 - \$5,000 each, depending on size. The best bet would probably be to apprentice with somebody who's already doing it. But there's also a lot of information on the internet about how to do this too. If I were starting out, I'd build a couple of these greens for friends (at cost) and then I'd make a brochure featuring the two that I'd built, allowing customers to see what they're getting.

722. There's a new device out on the market called "Ding King", which automatically removes small dents from cars. This is the kind of thing body shops would, in the past, have to pay \$300 or \$400 for, but they've got a consumer version out now for \$29.95. You can find it on the internet by typing "Ding King" into your favorite search engine. After you play around with it and get the hang of it, you could stroll around parking lots, looking for cars with small dents. As people come back to their car, you could offer to remove that dent for, say \$10... but they only pay if they're satisfied. If you're a good salesman (and a good showman) you could easily make \$200 a day with a scheme like this!

723. The people at unwallpaper.com have come up with a wallprinting tool that allows you to "roll" very attractive designs onto walls, and it looks very similar to wallpaper! It's extremely cheap, and you can set yourself up in a very profitable business for just a few hundred dollars. If you make a nice brochure and show it to people moving into their new homes, you'll probably convert 10%-20% of all your prospects into customers. And at \$250 - \$300 a pop, this has real potential!

724. If you've been to a carnival lately, you've undoubtedly seen those large gyroscopes that people are strapped into and contorted every which way. The operator spins the main gyroscope sections on their various axes (plural of axis, not ax!) and the "rider" gets a wild few minutes. The cost per person is about \$5, and there's usually no shortage of takers. But these machines aren't all that expensive. You can buy one used (or have one made) for about \$1,000. You could then operate them yourself, or better yet, rent them to organizations wanting to raise money during their own special events. Or, you could rent them to entrepreneurs for \$60 a day, and let them keep everything they make. On the 11th ride, they're making a profit. This may not sound like a lot of money, but just \$60 a day is nearly \$20,000 year (on a mere \$1,000 investment) if you can keep it busy.

725. There are few things hotter right now than alternative energy. Here's an invention that is desperately needed: a gravity-based electrical generator. It should be easy to build. All you need to generate electricity is a spinning wheel. So in this invention, here's how you spin the wheel: At one end of a long arm you have a small platform, about 5 feet in the air. At the other end of the long arm, it's connected to a series of gears in such a way that when the platform is lowered by force, it spins those gears. Now, all you have to do is set a big rock or something heavy on the platform and the weight will lower the platform, causing the gears to spin, which turns a

flywheel, which makes electricity. If this could be easily assembled and disassembled, it would be perfect

for backpackers and campers. Imagine being able to take free, unlimited electricity out in the woods!

726. The time may finally be right for a private police company. In most cities, the police are so overwhelmed that about the only thing they can do is respond to a crime and take names and photographs. There's virtually NO actual prevention being done, and precious little investigation (unless it's a high-profile crime with lots of media attention). So you might be able to approach wealthy clients and interest them in having their own private police force that provides high-quality prevention AND investigation. I'm not sure what people would pay for such a service, but \$100 a month would probably be about right. 1,000 clients would mean \$100,000 a month, which would pay the salaries of 20 private officers and still give you about \$50,000 profit per month.

727. A company called inyourimage.com has invented some ingenious software. With a few digital photos of a person's head and face, the software can render a 3D bust of the person, AND THEN send that data to a special carving machine. In a few minutes, the person walks away with a CARVED BUST of themselves! These could easily sell in the right market for \$200 each, and you could probably sell 5 or more every day! Or, if you wanted to set up in a carnival-type environment, you could go for the low-end market and sell them for, say \$39 and probably get 40 or 50 people to do it. I think this has a huge potential. These machines are expensive, but if you've got a little capital, this is definitely worth looking into.

728. You can buy or make little tabletop games that you put in family restaurants. But with a gimmick - Players insert a quarter and then try to "shoot" that quarter into a hole. If they make it, their meal is free. It's designed in such a way that you can do it about 1 out of every 200 tries or so. In other words, for every free meal that's given away, the restaurant takes in \$50 in quarters. One way to make money with this is to sell them to restaurants. But an even better way is for YOU to buy or make them and partner with restaurants on a 50/50 basis. You can even agree to pay half of the meals that the restaurants will have to give away. In a fairly busy restaurant, each tabletop game will earn about \$5 a day in quarters. Multiply that by 20 tables, and then multiply that by the number of restaurants you can partner with. I think you'll see the potential here! (You can find out more about these by typing "Turnkey Vending" into your favorite search engine.)

729. Every year, there are 17,000 home fires (about \$100,000,000 in damage) due to the buildup of lint inside of the exhaust hoses of clothes dryers. These dryers get extremely hot, and when lint builds up to such a degree that the hot air can't properly escape, it can actually ignite this flammable lint. This is provable data, and if you can show this to conscientious homeowners, they'll probably hire you on the spot to professionally remove all the built-up lint from their system. You'll get about \$30 per job, and there's no reason why you shouldn't get 10 homeowners a day to agree to this.

730. When people think about computer security, they usually think about software or passwords or something. But every year, hundreds of thousands of computers are stolen in the US alone.

After all, computers cost over \$1,000 retail and can be pretty readily sold for \$100 almost anywhere. And since every office has at least one computer, this is easy pickings for crowbar-wielding thieves. After I had 3 high-end computers stolen, I came up with a way to protect my

computer equipment by physically securing it to heavy objects like desks or tables. All you have

to do is securely attach a homemade "eyelet" to the back of each computer (where the cables are) and then run one of those anti-theft bicycle cables through the eyelet and around the desk. And then you connect the two ends of the cable with a cheap combination lock. Total cost - about \$10 per unit. Here's how to make money. Whenever there's a burglary in your city, go around to all the neighboring offices (near where the burglary occurred) and tell them about your computer secur- ing idea. You'll buy all the equipment and do all the work for just \$25 per computer. Many people will take you up on your offer, and there's no reason why you shouldn't be able to make at least \$150 a day with this.

731. This is kind of silly, but I just saw a woman at a craft fair selling these like hotcakes. She called them "Viagra Muffins", but instead of the actual pharmaceutical, they contained natural, herbal equivalents. She was selling them for \$1 apiece, and I watched her sell 15 of them in about 5 minutes. If she maintained that pace all day, she probably sold 1,000 of them! Even if they cost her 25 cents each to make, that's one heck of a lot of money for one day's work.

732. If you take a couple of bona fide "honesty tests", and look at some of the ones that are freely available online, you'll know how to create your own. Then, you can approach employers with the idea of administering honesty tests to their employees. This appeals to most managers, and as long as these are disguised as generic "personality tests", the employees won't mind much. And with just a few contracts, you can make a fortune. The going rate for administering such tests is about \$40-\$50 per employee, so if you undercut that and charge, say \$10 per employee, you still make several thousand dollars per factory.

733. One of those tried-and-true money making schemes is buying pre-foreclosure property. There are probably hundreds of courses out there teaching you how to do this. But here's the bottom line: All you have to do is monitor courthouses for new foreclosure filings (this is public information) and then contact the owners. You explain that from a credit point of view, foreclosure is suicidal, and if it goes through, they'll probably not be able to get another mortgage for the 7 years a fore- closure remains on their credit report. So, you offer to bring their mortgage up to date, take over payments, or whatever, to get them out from under the debt. Of course you have to evaluate each property and see if they've got sufficient equity to make it worthwhile, and you'll also need good relations with area banks to make sure they'll stop foreclosure proceedings if you're able to do a deal. (Most banks will agree to this. After all, they want the loan payments, not the property!) I've known people to make \$10,000 on every foreclosure deal they do, and average one a week! If you plan to consider this, you'll obviously want to do more research than read this little paragraph, but I just wanted to give you an overview of how it works.

734. A mini-warehouse is about 1/10th as difficult and 1/10th as expensive to build as regular apartment units, but it's 1/4 as profitable! In other words, you can build a cheap 4-plex apartment building for \$80,000 and rent it out for \$1,600 (\$400 x 4) a month. OR you can build a 4-unit mini-warehouse for \$8,000 and rent it for \$400 a month. Just so we're comparing apples to apples, think of it this way. You could build 40 mini-warehouse units, with a monthly income of \$4,000 for the same money as a 4-plex apartment building that earns just \$1,600 a month. And since you can build them in a modular fashion, you can start small and just expand when necessary. If you already own the land, and you're willing to do the work, you can get started even cheaper. You should be able to build 4 units for about \$2,000 worth of lumber and

hardware! It's the rare invest-

ment that returns 200% every year! And since people are willing to travel to inconvenient locations to get to their storage buildings, you don't have to have prime real estate as you would with residential units. For the past 15 years, the demand for mini-warehouse space has continued to grow, and the experts say the trend will continue in the near future. It's worth considering!

735. In upscale neighborhoods, there's probably a market for a "personal grocery buyer", someone who keeps a busy executive's refrigerator stocked with his favorite items. Grocery shopping can be tedious and time-consuming, and there are probably lots of people who would gladly pay \$100 a week for someone to remove this burden from their weekly "to do" list. Just ten such clients would make an excellent full-time income for part-time work.

736. Pay-per-click search engines work this way - businesses deposit money into an account and indicate which search terms or keywords they want to bid on. In other words, when you type in "london vacation", all businesses who bid on that keyword "london vacation" will show up at the top of the search listings of the search engine, with the highest rank going to the company that bid the most money "per click". And every time you click a link, that amount of money is deducted from their account. The major players in this space are Overture, Google and FindWhat, but there's no reason why you can't start one too. PPC software already exists (which you can buy for about \$50), so all you have to do to make money is convince people to set up an account with you and deposit \$20 or so. The success or failure of your business will depend on whether or not you're able to attract sufficient traffic to your search engine to make it worth the marketer's while. If you can, you'll have hundreds or even thousands of people each depositing \$20 or more to buy your traffic.

737. A company called GarageTek in New York cleans and organizes garages. Big deal, right? Well, they gross \$6,000,000 a year! And why not? Everybody wants a clean and organized garage, but nobody has one! So it's a perfect business. Here's what you should do: Offer to clean out (and organize) the garages of your friends. Take before and after pictures. Then, you can approach homeowners with your before and after pictures and let them know you can do the same thing for them. You'll have to decide what to charge on each job, but it's not hard to get \$200 a day in a business like this, particularly in nice neighborhoods.

738. Having something authenticated by a perceived expert can be worth a lot of money. For example, earlier this year Sotheby's sold a Peter Paul Rubens painting ("Massacre of the Innocents") for about \$75,000,000. Just a couple years earlier, the owner tried to sell it for \$20,000 to a dealer in Europe... and was turned down. Why? Because it had been misattributed and not recognized as a Rubens. But when Sothebys' Old Masters expert authenticated it as an original from the hand of Rubens, the price skyrocketed. Now, this is admittedly a hit-or-miss proposition, but both Sothebys and Christies will give a FREE auction estimate for any item you present to them. It takes 2 weeks, but hey, it's free and usually all they need is a set of good photos. If you have access to or know the whereabouts of any item that may be mis-attributed or undervalued or potentially valuable, you might be able to take advantage of this "insider" knowledge and earn some big bucks. (As an interesting aside, two weeks after the Rubens sale mentioned earlier, I found a painting that had been sold at Christies auction house in London in 1963 as "Attributed to Rubens". When I discovered I could buy it for \$10,000, I got excited. Two weeks later, a Christies

representative called me and apologetically informed me that it was merely a copy, and worth "less than \$5,000". Well, maybe you'll have better luck than I did!)

739. This might be one of the sneakiest money-making ideas I've ever heard of. There was a father and son team who started a garbage pick-up service. It was considerably cheaper than the competing companies, so they signed up over 400 clients in various neighborhoods around the city with no trouble at all. At \$19 a month, they were making nearly \$80,000 a year. But here's what they'd do: They would require their clients to put their trash bags out by the curb THE NIGHT BEFORE the other major company picked up trash. These guys knew that the other garbage pick-up company had a policy of allowing up to 6 garbage bags a week, but that very few houses produced that much trash. So early in the morning, this father-son team picked up their client's trash, and then just REDISTRIBUTED it around the neighborhood, adding 2 bags here and 3 bags there to make the 6 bag maximum allowed by the other company. They never took a single bag to the landfill!

Apparently, there was nothing illegal about this, so they carried on with this business for a couple of years! Not a bad way of making \$160,000, huh?

740. I didn't know such a thing existed, but we had to hire a "water drainage analyst" to look at our farm and see where driveways should be placed and where culverts should be installed. Once you understand a few principles of water drainage, it's an easy business to offer on a freelance basis. You could go around to any new home construction, just as it's being started, and offer your service to these new homeowners. You can tell them that by spending \$100 now, you can save them thousands of dollars later, not to mention the frustration of having to redo things that should have been done right the first time. Explain that contractors are not water drainage experts, and don't know the optimum locations of drain tile, septic pipes, culverts, gutter downspouts, etc. Again, you should be able to make \$100 per client for a half-day's analysis.

741. Everyone has errands to do, and that includes the elderly. Unfortunately, they can't get around as easily as you or I can. So this might be a good business opportunity. If you've got a reliable car and a steady stream of regular clients, you can do all sorts of errands for the elderly, like pick up prescriptions, drop off and pick up laundry, get groceries, pay bills, get library books, bring food from restaurants, and other little odds and ends that come up during the average week. You'll have to charge by the job, but if you develop a reputation for dependability at a good price, you'll be kept rather busy.

742. A lot of people consider reflexology a pseudo-science, but plenty of people swear by it that this could be a decent sideline business for you. Reflexology involves the manipulation of certain points on the body, particularly the feet, to increase health and well-being. In most states, you DO NOT have to be licensed to be a reflexologist, and 30 minutes sessions usually earn you \$25 or more. You can advertise in local "artsy" newspapers and health food co-ops.

743. If you live in certain places near the ocean, you can make quite a nice living with lobster traps. Even wholesale, lobsters bring about \$7-\$8 apiece and with just a few traps you can catch 10 or 15 a day. You can find everything you need to know about trapping lobsters by asking locals or researching online.

744. Unless you live in a major city, there's probably no place to change foreign money into your own money. Yet every day, hundreds of people come home from foreign vacations with a little extra foreign money in their pocket. (To this day, I still have a 20 pound note from the UK in my wallet!) This is essentially useless to them. So you could start a little business buying this foreign money at about 1/2 its current exchange rate. My 20 Pound note is really worth about \$30... if I were in England... but I'd happily take \$15 for it right now! Once you get enough foreign money, you could then travel to a place where you can change the money into your native currency, keeping the 50% profit. A variation on this idea would be loose change. I don't know a single money changer anywhere in the world that will change coins to or from the local currency. You're basically stuck with them. If you don't spend them, you're left with some very expensive souvenirs. (I've got a piggy bank full of 1 Pound coins that are doing me no good!) So if you had your own money-exchange operation at a popular international airport, and you paid 50% value for change, you'd corner the market on exchanging coins, and make an excellent profit as well.

745. If you have some rudimentary carpentry skills, some of the most profitable things you can make are outbuildings and gazebos. It only takes about 4 times as much lumber to make a gazebo as it takes to make a nice picnic table, but you get about 10 times the money for it. You can get excellent detailed gazebo plans, complete with an exact list of parts \$10 on the internet, and once you build one or two, the rest will come much faster.

746. Building and mending fences is a lot of work, but that's why it's easy to find people willing to pay for this service... because they don't want to do it themselves! If you've got the right equipment, you can put in a good plank or wire fence with relative ease. You'll have some upfront expenses in getting the equipment, but a good fence builder/mender can make \$200+ a day. A lot of work can be found going farm to farm in agriculture areas, but your most profitable work will come from the suburbs, where they don't mind paying a little extra for premium work.

747. In California, there's a service you can sign up for that will page you on your beeper whenever the surfing is good. Presumably, clients just drop whatever they're doing when they get beeped, and go surfing. There are literally hundreds of people who pay \$19.95 a month for this service. Are there any applications of this concept you could exploit where you live?

748. With a "cherry picker" crane and a bungee cord, you can literally make \$1,500 a day offering "bungee jumping" at fairs, carnivals and even busy shopping malls. People pay \$15 a jump, and since it tends to gather a crowd and thus advertise itself, it's not hard to get 100 jumpers a day.

749. There are dozens of "of the month" clubs - fruit, cigars, candy, underwear(!)... you name it. Why not start your own? It seems like the things that are most popular are gourmet-type items that are a little hard to find. So I think your goal should be to seek out an unexploited niche that certain enthusiasts might like, like foreign beer of the month, English-language international newspaper of the month, weird videotape of the month, independent film of the month, rare fruit of the month, etc.

750. If you had a close friend in the local media, and he or she could offer you the guaranteed placement of certain news items in his newspaper, magazine, tv or radio news report, etc. the two of you could make a fortune by discreetly offering a "guaranteed placement service" to area

publi-

cists. If a company wanted to announce a new product or service, they could either pay \$500 for an ad, let's say, or take their chances with a press release. But if you could make them a guaranteed publicity deal, for say \$250, a lot of them would accept. In other words, they pay \$250, they get their announcement read or published, as if it's part of the regular news, and then you and your media friend split the proceeds. Ethics-wise, this is questionable, but trust me - it DOES happen.

751. In the early summer, installing swimming pools can be pretty lucrative. As an installer-dis-tributor, you can get pools at a deep discount, but you charge the homeowner full price. That's why you can offer "free installation". You're making your money on the difference between wholesale and retail, which is usually \$400 - \$600 per pool. Considering you can put these together (or hire someone to) in 2-3 days, that's not a bad little seasonal business.

752. One of the results of the Human Genome Project is that it's now possible (for about \$250,000) to faithfully record an individual's complete DNA sequence and burn it onto a CD. The director of the project believes that price will eventually come down to \$1,000. When it does, there will be thousands of people who will want to preserve their "genetic blueprint" in this way. You may as well go ahead and start the wheels rolling for this as a potential business. You might even take pre-orders (for \$10,000 or so) with the understanding that you'll perform the service as soon as technology permits. There are always early adopters who want to be the first to access new technology and maybe there's enough of them to make this a viable business.

753. It costs about \$1 to duplicate a 30 minute VHS video. And in 30 minutes, you can run sixty 30-second ads. You could approach local television advertisers with the following offer... "Every night, you spend \$500 to get your 30 second message in front of a few hundred viewers. Some pay attention, some don't. For just \$1,000, you can get your message in front of 50,000 captive view-ers in your local area and make sure that EVERY SINGLE PERSON sees your ad. Here's how: We're going to be distributing a VHS video in your area to 25,000 homes. Demographically, each home will have 2.6 viewers, but we're just saying 2 to be conservative. For just \$1,000, we'll put your ad on that video and you'll have more exposure than you'll ever get by advertising on the local news." Here's how this breaks down. Your total cost of duplication is \$25,000. Your distribu- tion cost = 50 man/days @ \$50/day = \$2,500. Miscellaneous production costs = \$2,500. So your investment is \$30,000. Your revenue is \$60,000 (60 ads x \$1,000 each). Your profit = \$30,000.

754. Somewhere between the wheel and the odometer of a car, you could install a transmitter that transmits the car's speed via radio signal along with a unique serial number. This invention could be marketed to law enforcement with the intention of making it mandatory for repeated traffic vio- lators. If you can get this to work, you'll probably be able to sell these units for \$100 each, with the violator having to pay the cost.

755. The reason why you can't use laptops on airplane during takeoffs and landings is because the RF (Radio Frequency) energy given off by laptops interferes with the avionics. If you could invent an RF "sponge" that you could attach to laptops that would absorb this energy, it might be possible for people to continue using laptops during this time. Adding 20 minutes of productivity during 1 flight doesn't seem like much, but adding 20 minutes x 20 people x 500 flights x 365 days is the equivalent of 3,000,000 full workdays in lost productivity every year. Surely you can

carve out some profit for yourself if you solve this problem.

756. What the world needs is an anti-"poison ivy" pill. You'd take it a half hour before going in the woods and you'd be immune to poison ivy for several hours afterwards. Invent this, and you're instantly worth \$50,000,000.

757. Septic tanks come in standard sizes, and that's a problem. If you're legally required to have a 500 gallon tank, but you don't have the right location or enough soil-depth to properly hide it, you may have part of it sticking out of the ground! Believe me - it happens. That's why there's a need for custom-made septic tanks. There's no law that says a 500 gallon tank has to be square! It can be longer and flatter, allowing it to fit into places that ordinary-sized models won't go. All you need is some simple Formica molds to build flat concrete surfaces and some Bondo auto body filler. Bondo is a great way of joining two pieces of concrete, so after building the various sides of a tank (in whatever sizes you need), you can essentially "glue" the sides together with Bondo. Talk to plumbers, standard septic tank makers, and contractors, and let them know that if they get into a tight spot, you can create a custom version for them. In a medium-sized city, you should be kept fairly busy. You'll have to do a little research to find out what a fair price would be in your area.

758. Here's another invention that would be extremely popular at amusement parks. I call it a "kiddie homing device". The amusement park gives tiny transmitters (they could be bracelets or they could resemble pagers) to the children, and then they go off and do their own thing. With your receiver unit, you're able to tell where any or all of your kids are at any given moment. The participating amusement park sets up electronic "zones" around the park, and keeps track of which transmitters are inside of which zone. So when you look at your screen, you can see that Billy is riding the ferris wheel and Susie is at the petting zoo. I think this would be an extremely attractive feature for parents and since the amusement park could rent these to the parents by the day, it would be an additional income stream for them. As the inventor/marketer, you could probably sell \$50,000 worth (to start) to each amusement in the country.

759. There are lots of cases where it is strictly forbidden to photocopy certain materials. Of course, there's virtually no way to know one way or the other if someone has photocopied something, so if you could figure out a way to verify this, the government and quite a few Fortune 500 companies would definitely be interested. I would suggest experimenting with some sort of light-sensitive ink that will show if a document has been exposed to the bright light of a copy machine.

760. There will come a day when we look back on many of the things we do now and find them just as quaint and outdated as we currently do the beliefs and actions of Victorian times. The trick is being able to put yourself in that position NOW, and try to "look back" on today. When I tried this, the things that sprung to mind were the ridiculous notions of telephone poles, toilet paper, waiting in line at the DMV, pencil sharpeners... and keeping underwear for years at a time. In fact, there's probably a market right now for disposable underwear, dispensed just like a box of Kleenex! Every day, you pull out a new pair, and throw away the old ones. Obviously, the material used to make this wouldn't have to be as durable as what's used now. And I'm told that cheap one- ply cotton underwear can be bought in bulk for about 15 cents each. If that's true, a month's supply would be just \$4.50. A lot of people would pay \$19.95 a month for a box of disposable underwear. In fact, sign me up!

761. Gourmet salt. Don't laugh... in 10 years, it will be as mainstream and accepted as gourmet chocolate or gourmet ice cream. In culinary circles, there are already "salt snobs" who refuse to use anything other than "fleur de sel" from France or "Alaea Sea Salt" which comes from Hawaii and costs \$25 a pound! There's gray salt, red salt, Spanish salt, Italian salt, Portuguese salt, salt mixed with herbs, salt mixed with algae(!)... even smoked salt. Ironically, this wide variety of salts was the norm until about 1900 when Morton Company figured out a way to make salt white, fine and uniform. The people who get in on this early will be the ones who dominate the field!

762. One trend in America is that of privatized prisons. Economically, it makes perfect sense. If the government pays \$35,000 a year to house a prisoner, and you offer to do it for them for \$25,000 a year, they'll jump at the chance. How much SHOULD it cost to house a prisoner? If everything is run efficiently, not much. Even if you had every meal catered by McDonalds, that's \$12 per prisoner per day. Laundry, water, utilities, etc. is negligible, but let's say it's \$4 per prisoner per day. Then, let's say you've got 12 prisoners for every guard, so every prisoner has to pay 2 hours of guard salary. That's another \$14 a day. That's about \$30 per day per prisoner, or \$11,000 a year. Let's add \$4,000 a year for incidentals and unforeseens, for a total of \$15,000 a year. In other words, you'd be making \$10,000 per year per prisoner. If you built a small facility for say, 100 prisoners, you'd still be making \$1,000,000 a year in profit! Obviously this isn't for everybody, but if you've got the capital and the contacts, this could be an extremely profitable business.

763. As the Peter Pan generation passes fifty, they become more and more determined in their attempts not to grow up-or at least to grow old. One evidence of this is the growing popularity of plastic surgery. It is now the #1 elective surgery in this country. But plastic surgery is a big decision. It is, after all, surgery. It's expensive and it carries a certain amount of risk. If you have a background in medicine, you could probably make a consultant's fees (\$125/hour or more) helping people think through the pros and cons and assisting them in getting the best possible care. You could advertise through doctors' offices and in publications geared toward the 55+ crowd.

764. Get friends and office mates to pool their resources in order to buy large numbers of lottery tickets. This greatly increases your chances of winning. In fact, I can remember one multi-million-dollar prize that was won by thirteen factory workers in the midwest in just this fashion. Any prizes won are, of course, shared by all.

765. Most people feel capable to choose the food for their dinner parties, but choosing the wine makes them tense. Should they serve a Riesling or a pinot gris? A cabernet or a shiraz? Well, if you know something about wine, this dilemma might be a good source of moonlighting dollars for you. Advertise in local papers, wine shops and upscale grocery stores. Offer to give free seminars on how to choose wine. Then cater the wine for dinner parties. Consult with the hostess to provide wines targeted to different courses. Invest in a tuxedo. Spend an evening opening, pouring and answering questions about the wine. You could even put together wine-and-cheese parties for local businesses and individuals. Caterers charge about \$25/hour for onsite food prep. You could probably charge the same.

766. There are abandoned lots in every city in America. Why not turn them into paying parking lots? If it's the slightest bit convenient, people will pay \$5 per day or \$50 a month to

park there

and by setting it all up, you can split the money with the owner of the lot. You can explain to the owner that it doesn't have to be a permanent arrangement, but just a way of deriving some extra revenue while waiting to sell or develop the property. Even a small lot can hold 50 cars, and \$200 or so a day is not bad for property that would ordinarily sit vacant! And the beauty of this idea is that you can do this all over the city. The last time I was in New York, I noticed at least 3 properties that would be perfect for this, and daily parking in Manhattan is cheap at \$25 a car!

767. Ballroom dancing is making a comeback. At weddings, dinners and office parties, couples glide out onto the dance floor to waltz or do the foxtrot. But for people who grew up doing the twist, this can be a very uncomfortable moment as they are forced to choose between being unso- ciable or making a fool of themselves. As a dancing instructor, you have an almost endless supply of potential students. You need a large, empty room. If you're lucky, you might have a serviceable space in your basement. Or you can rent a studio. Advertise in local papers, colleges-even high schools (you might be surprised!). You could also leave fliers at wedding dress shops and tuxedo rental stores, as weddings tend to trigger a desperate desire in even the most retiring to not embar- rass their children at the reception. Offer a couple of different packages for students to choose from. Earning potential is fairly high. Private lessons can run \$40 an hour or more, and while you might charge half that for a class, 10 people paying \$20 an hour apiece adds up to \$200 for a one hour class. Not bad!

768. Caskets are expensive. And when you consider their intended purpose, some of the bells and whistles available become downright ludicrous. Now, maybe it makes some people feel better to know that their loved ones are eternally reposing in comfort most living people in the world only dream of. But surely there are many folks out there of a more practical mindset. People who understand that all the fine woods and fancy fabrics in the world are not going to bring their loved one back or make him any more comfortable. These folks might be very interested in something more reminiscent of the old pine box. Something plain, simple and considerably less expensive. So if you know your way around a piece of wood and a power saw, here is a need you might be able to meet. Try marketing your product through funeral homes and cemeteries. A tasteful ad in the local paper probably wouldn't be a bad idea either. With a typical casket running in the \$3,000 - \$4,000 range, you could charge \$1,000 and be giving folks a bargain.

769. Have you ever been caught at a picnic with a skinned knee and no bandages or antibiotic cream? It's not much fun and something no parent really wants to repeat. Pick up shoe box size plastic containers wholesale and fill them with bandages, antibiotic cream, antibacterial wipes, small containers of painkillers, antihistamines and antacids, gauze pads, surgical tape, nail clip- pers, even sunscreen and insect repellent. Sell them anywhere large groups of people gather. These First Aid kits should go for \$20.

770. Daily newspapers are getting fatter and fatter. And the time people have to read them is get- ting scarcer and scarcer. What's a news junkie to do? Subscribe to your audio newspaper service! You can record a thirty-minute condensation of the days' headlines, major stories, editorials, etc. and download it to computers all over the world. Then busy execs and overwhelmed housewives alike can listen to the news while they go about their daily routine. Advertise through direct email and a web site. Since this is a daily service, you could charge a fairly hefty fee, somewhere in the

neighborhood of \$75 to \$125 per year. With just 1,000 subscribers (in a city of 1,000,000, that's not much), you're earning a small fortune.

771. There are online bridal registry services where brides-to-be can let friends and family know what they need or want for their new households. Why not a birth registry? Get local stores that cater to new moms and babies to advertise on your site. Moms-to-be can log on and register their names, due dates, sex of the baby (if known), and needs. Then friends and relatives of the Mom-to-be can visit the site and be sure to get something that won't be returned - hopefully at one of the sponsoring stores.

772. If you're musically gifted, why not compose original wedding music that truly reflects the sentiments and life experiences of the bride and groom? First, couples began writing their own vows to express their true feelings for one another. Now upscale couples are finding that stock wedding tunes just don't make their special day special enough. Depending on your skills, you could specialize in customized songs, customized marches or "chamber music"-type filler to be used during communion, guest seating or departure, etc. Leave brochures with wedding chapels, wedding coordinators, wedding dress shops and tuxedo rental stores. The main selling point is that the music is written SPECIFICALLY for your clients and will not be used by anyone else... ever. Original composers can earn \$1,000 - \$2,000 for an original work, and with one such wedding a weekend, you've got a great business.

773. A good speaking voice can do a lot for first impressions. If a speaker has one it can make him or her sound like a leader. If he or she doesn't have a good speaking voice it can make him or her sound ineffective or weak. That's why more and more company executives are turning to voice coaches. And if you have a background in speech or speech therapy this can be a wonderful opportunity for you. Prepare a brochure for local businesses, offer to speak at Chamber of Commerce and Rotary functions on public speaking topics, or get listed in continuing education pamphlets. Voice coaches regularly charge \$200 or more for their services.

774. I've got a friend in the alpaca business. At first glance, it reminded me a lot of the ostrich business and the Boer goat business and the emu business. You know... a pyramid scheme. The money you earn is mostly from breeding and selling the offspring to other entrepreneurs who want to breed and sell the offspring to other entrepreneurs, etc. But, unlike goat meat and ostrich meat, which requires the slaughter of the "investment", alpaca wool, which is harvested without hurting the animal in any way, is quite valuable and highly sought-after. The market isn't huge, but at least there's a market. (Just who eats ostrich meat anyway?) My friend paid \$30,000 for a breeding pair, and regularly sells the offspring for \$7,000 to \$10,000 each. (FYI - an alpaca produces about \$800 - \$1,000 worth of wool every year.)

775. In this time of heightened patriotism, more and more people are displaying the American flag at their home or business. While flags can be hung from window frames and fences, the ideal way to display a flag is flying from a flagpole. But installing a flagpole properly is a backbreaking, time-consuming task... one that many people would be willing to pay someone else to do.

You'll need a posthole digger and a supply of concrete. Advertise your services at flag and banner shops, in local papers, and in the Yellow Pages. You can charge for materials plus about \$150 -

\$200 per job.

776. If you don't mind upsetting people, and you have a knack for investigation, becoming a private investigator specializing in relationship fidelity might be for you. When someone suspects that their significant other is being unfaithful they hire you to find out. Then, you send your operative to "flirt" with the subject. In 99.999999% of the cases, your client is going to be a woman wanting to find out if her boyfriend or fiancée or husband is being faithful. And in 99.9% of the cases, he is not! (That might be an exaggeration, but that's what most female operatives report!) This is not the kind of job that will win you a lot of friends - but it pays well. You can advertise in the yellow pages and charge about \$300 per job, which usually only takes one evening.

777. Do you live near a lumber mill? Ask if you can have the cedar shavings. Put them in bags and sell them to your local pet store for hamster bedding. You can probably wholesale them for \$1 to \$2 a bag, or retail them yourself at flea markets or from a kiosk in the mall for \$7 to \$10 for a ten pound bag.

778. Dinner trains are very popular. If you can get your hands on an old locomotive and an abandoned length of railroad track, you can make a great living offering gourmet meals in nostalgic surroundings. You can hire a chef and have the meals prepared on board or contract with a catering service to provide your guests with the best of everything from soup to nuts. All of this and interesting scenery, too. Dinner trains are frequently advertised in newspapers and travel magazines. Brochures could be displayed at hotels and information centers. Dinners like this usually begin at \$45 per person and go up... sometimes way up... from there.

779. Storefront and stand-alone juice bars are becoming ubiquitous from coast to coast. People seem to have no problem plunking down \$3 to \$5 for juice-based health drinks. Somebody's making a killing on these things; it might as well be you. Probably the easiest way to open a juice bar is to purchase a franchise from one of the many available. If you haven't got the capital to swing something like that, you can rent a storefront or purchase a cart, come up with a dozen or so drink recipes, hang out your shingle and get to work. Good places to advertise would be local papers, card stacks, and coupon mailers.

780. What could be more rewarding than ushering a new little life into the world and placing that precious bundle into the arms of the joyful parents? If you like babies, are enthusiastic about families, and have a medical background or the means to acquire the training to become a midwife, this is a wonderful career. In order to become a certified midwife you need to complete a fairly rigorous course of study that covers everything from human development to medical emergencies to post partum care for mother and baby. Once you become certified, you can work with a local hospital or medical clinic, or you can set up a private office and work on your own. Midwives usually care for the mother-to-be from conception through six weeks or more post partum and charge anywhere from \$1,000 to \$2,000 for a normal pregnancy and delivery.

781. When a bathtub becomes too nasty to clean, homeowners are left with essentially two options: Replace or refinish. Replacing is time consuming and can easily run into thousands of dollars. Refinishing, however, can be done for a fraction of the cost and a fraction of the inconvenience, so many homeowners choose refinishing. If you have the know how and the materials, you can get paid \$50 to \$100 for providing this valuable service. And it only takes

about an hour. You

can promote your services through hardware stores, plumbing supply stores, and at home improvement shows.

782. Sometimes, there's no other solution for a kitchen then to tear it all out and start over. But sometimes all that's really needed are new facades on the kitchen cabinets. Refacing kitchen cabinets involve tearing off the old fronts and attaching new ones. Simple. A kitchen cabinet refacing can run anywhere from \$500 to several thousand dollars depending on the number of cabinets and the materials used. You can advertise your services in local papers and card stacks and through hardware stores and show rooms. Home improvement shows also provide a venue to let the public know who you are, what you do and how much you can save them.

783. Mmmm. Few things taste better than freshly baked bread. But in today's fast-paced world who has the time for mixing, kneading, rising, shaping and baking? If you do, here's an opportunity to use your skills to supplement your household income and bring a little taste of home into other people's lives. If local codes allow, you can do this out of your home; or you may need to rent a commercial kitchen. Bake loaves in batches, the larger the better. Package in cellophane and market at farmer's markets and flea markets and through local grocery and specialty stores. Gourmet homemade bread retails for anywhere from \$1 to \$2 for a baguette to \$3 to \$5 for a loaf of whole wheat, seven grain, or rustic potato bread, and you should have no problem unloading all you can make.

784. Laundromats take quite a bit of capital to start, but once you've got it going, it's an evergreen money machine that practically runs itself. Good places to site laundromats include areas with large numbers of apartments and small towns in recreational areas... places where people are camping or staying in motels and may not have laundry facilities available. Own a couple of these in the right places and you could make a very comfortable income indeed, without a lot of hands on involvement.

785. With all the talk about global warming, people are a lot more concerned about getting too much sun. If you own a pick up truck-or a beachfront cottage-here's a nice seasonal business. Pick up beach umbrellas at deep discounts during end-of-season sales. Next season, load them onto your truck and head for the seaside and rent them to beach-goers for \$5 or \$10 for the day!

786. Virtually no one has their own butler anymore, but affluent couples might consider engaging... or "renting" one for the evening for special events and dinner parties. So grab a tuxedo with tails, polish your "Jeeves" accent, and rent yourself out! Greet guests and take their coats, help serve drinks, appetizers, dinner, whatever. Even stay late and help clean up. Let folks know about your service by placing flyers with caterers, tuxedo rental shops, bridal gown shops, florists, party shops and rental centers. You can probably charge about \$30 to \$50 per hour, with a 3-hour minimum.

787. As life becomes more and more high tech, people begin looking for low-tech reminders of a simpler time-gone-by. That's why things like handmade lye soaps are making a comeback. If you like crafts and making things with your hands, this could be an enjoyable business venture for you. Recipes for lye soaps are easy to find in bookstores and on the Internet. And you can sell

your soap for \$3 or \$4 a bar at flea markets, farmers' markets and through boutiques. Sure, it's hazardous to skin, but that's part of the appeal. ;-)

788. If you've ever lived next to a musician, you know how awful it is when they practice! So, purchase a remote warehouse. Do a little remodeling to improve the acoustics. Then, rent it out to "garage bands" so they can practice and their neighbors can sleep! You can advertise your practice studio through newspapers, alternative news outlets, music stores, even record shops. You can rent the space by the hour (\$25-\$50), the day (\$100 - \$500), or the month (\$500 - \$1000). If you're really ambitious, you can divide it into multiple soundproof practice studios and greatly increase your earnings.

789. Do you have a green thumb? Have you always wanted to be a farmer? Why not plant some fruit trees? Dwarf trees don't take up a lot of space and can be very prolific. You can specialize in more exotic or unusual fruits. Asian pears grow well in the same climate zone as apples. And speaking of apples, exotic and antique varieties are becoming increasingly popular. You can sell your fruit from a roadside stand, at farmers' and flea markets, or to local restaurants and specialty grocery stores.

790. Most people would rather move than clean their ceilings. They assume that they'll just have to live with those unsightly yellow stains forever. Or if not, they think that cleaning it will be messy, backbreaking and time-consuming. But the truth is, there are quite a few "ceiling spot removers" on the market, most of them available online, that make cleaning ceilings a breeze. This little known fact could represent a great business opportunity for you. Print up handbills to take door-to-door or have them delivered along with the local paper. You can charge \$30 to \$40 for a small stained area, or just charge by the square foot. Your customers are happy to have their ceiling clean. You're happy to have their money. It's a win win situation!

791. Corporate executives are often called upon to give speeches to various groups. But these busy people often don't have the time to write those speeches. So they're willing to pay good money to wordsmiths who can step in and help them out. Speech-writing requires an above-average command of the English language and an ability to pick up the nuances that characterize your client's speech. It also requires the ability to hear how your words will sound when they are spoken. If you think you have what it takes to provide this specialized service, then prepare a brochure describing what you do and distribute it to area businesses. Good speechwriters typically make \$500 - \$1,000 for a 30 minute speech!

792. An interesting way of making money is to buy land that contains a cave entrance and then charge "spelunkers" a daily rate to explore the cave. \$10 a head is not unreasonable and you should be able to make \$100 or so every weekend from it. That's not a fortune, obviously, but it might cover your mortgage payment for the land, meaning that you'll basically be getting the property for free.

793. If you have space for several cages, you can breed mice for medical laboratories. Mice are prolific, producing up to 25 offspring every 28 days. They don't eat much and individual litters can be kept in shoebox-size cages. The going rate for lab mice can run anywhere from \$2.50 for a five-week-old standard lab mouse to more than \$100 for a pregnant female. You do the math.

794. Nearly everyone has a special document or photograph they would like to display, but framing is something of an art and many people are intimidated by it. If you're not, then offering your services as a framer could provide a nice part-time income. Advertise in the yellow pages and in the "Service" section of the classified ads of your local paper. You could also distribute brochures to photo developing shops and poster stores. Depending on the size and complexity of the project and the materials used you can charge anywhere from \$40 to \$400 or more per job.

795. Chairs with cane seats are attractive and reasonably comfortable. And the frames are often heirloom quality. But eventually the cane wears out. Replacing these chairs is both expensive and unnecessary. Recaning chairs is a trade anyone can learn and do in their spare time in their basement or garage. Going rates for this service can range from \$40 to \$150+ per job.

796. If you've got a pick up truck, and you like driving out to the country now and then, you can pick up bales of straw and hay for about \$2 apiece in the country and sell them for about \$5 apiece in the city. Who would buy them, you ask? Pet stores need them for customers who keep rabbits. Grocery stores use them during the fall to display pumpkins and other seasonal items. And seasonal specialty shops - like Halloween stores and costume shops-need them for decorating.

797. Roadkill removal is an ugly job. But the fact is that somebody has to do it, and the fact that it is an ugly job means you can collect a tidy sum for tidying up your local roadways - particularly those in affluent metropolitan areas. Contract with your local city government, neighborhood associations, and property managers of gated communities to handle the ugly business. You should be able to charge around \$25 for each removal; make it \$35 for the smear jobs. You will need overalls and a large box of disposable rubber gloves (available at most drug stores). You'll also need thick (3 mil) plastic bags (NOT the cheap ones). Check with your local sanitation department for appropriate disposal locations.

798. There is nothing so powerful as a company armed with the knowledge of what its competitors are doing. But most small businesses are so busy getting work and handling existing customers that they have no time to spy on the competition. Their need is your opportunity. Go to your local library and do a little reading on the product marketing area known as competitive intelligence, then sell your research services to local businesses. You'll need access to the following information resources: local newspapers, local weeklies, chamber of commerce, yellow pages, ad mailers (you probably throw these away today; consider them lead lists for this business!). This is as inexpensive a business to set up as there can be: there is almost no initial investment on your part. All you need is good research skills, a computer (for typing up your reports) and a telephone.

799. Traditional video conferencing equipment is extremely expensive, but now with the internet and simple webcams, it's becoming simple... and CHEAP! Go to <http://www.cnet.com/> and read product reviews on the major webcam systems. Then do some price comparisons using CNET's shopping tools. Locate the vendors that offer the best prices, and contact them regarding volume deals. Then, approach companies that are most likely to gain the most by saving in travel expenses

- companies with national sales offices, or who have clients in diverse locations throughout North America - and offer to solve their needs at 50% of what your nearest competitor will charge. A lot

of them will say yes. And by using this newer, less expensive equipment, there's still plenty of room for profit!

800. Contact new local physicians and dentists to find those willing to make house calls to sick people in hotel rooms. While you could consider existing physicians for such a service, it's likely to appeal more to newer doctors in the area who are building up their business. Offer the physicians profit-sharing deal by splitting the proceeds with them. Create a simple brochure that you can take to local hotels for advertising purposes, and get a local telephone number that hotel patrons can call.

801. Gambling parlors may be illegal in most states, but an online offshore casino is legal if you follow the rules and know the laws governing online gambling. It's also incredibly lucrative!

There are two resources you must consult before starting in this business: Online Gambling Rules and Regulations (<http://www.online-gambling-rules.org/>) and the International Internet Gaming Association (<http://www.mmsionline.com/iiga/>). It's probably a safe bet to hook up with the Of Shore Gaming Association, too (<http://www.osga.com>). Once you've connected with the right agency and studied the rules, it's a simple matter of hiring a programmer or two who can create the sort of gaming that you'd like to sell.

802. Live near a public pond or lake with a healthy duck population? Got plenty of stale bread laying around? Start a "Feed the Ducks" vending machine service and make money with stale bread! You can purchase gumball-style vending machines from vendors such as 123vending.com, arrowvending.com, or eBay, and sell a handful to delighted children for a quarter. If necessary, make sure you get a vending license. You don't want to run a-"fowl" of the law!

803. This one's an oldie and a goodie. Buy a four-wheel-drive truck and a snowplow attachment, load up on sand, and drive that big thing around on heavy snow days. Get up early and look out for folks in trouble. People will pay you on the spot to dig their cars out from where the big street plows have buried them, and you'll make hundreds clearing out driveways. I've known several people for whom a third of their annual income came from operating a snow plow service.

804. Did you know that the FCC requires all cell phone companies to accept inbound calls to 911? Haunt your local thrift shops and pick up all the phones you can stand for a song - usually around \$10. Then resell them as Emergency Auto Phones for \$20 apiece.

805. If you can draw fast and know how to do caricatures, then you can set up shop just about anywhere with an easel, table, a couple of chairs, and a sketch pad and sell caricatures for \$19.95.

People love them, especially in tourist areas - there seems to be an inexhaustible supply of folks who love to see themselves in caricature. On a busy day, you can do as many people as you can handle, producing an average of two an hour. I once saw a guy who was so good and so fast that he could do four caricatures in an hour.

806. Ever wonder who cleans up those wonderful condos on the Maui beaches or at ski resort?

Well, it could be you! Locate the condo owners, or contact their property managers, and bid for the cleanup job. The tab? The cleaning deposit on these places runs between \$40 and \$60, depending on the location. Not bad for an hour's worth of vacuuming and straightening up!

807. If you have a place with a lot of land, why not fence some in and offer a doggy playground? Leash laws leave dog owners holding the poop bag, and poor Rover and Spike need a good romp from time to time. Let the creatures run wild and free in your private playground, and you could easily charge owners \$5 per day for access to such a place. Or better still, charge a monthly membership fee! City dog owners who feel guilty about not being able to let their dogs roam naturally would probably cough up \$100 a month for membership in such a playground.

808. If you can wrangle it, there's money to be made off the digital rights of a good book. Non-fiction books are especially good candidates for this sort of thing, and it's a simple matter to set up a Web site where readers can go to, pay for the ebook, and download it immediately. Talk about instant gratification! The hard parts are identifying the right book, and then getting the copyright holder to sell the digital rights. You may be better off cutting a deal with the copyright holder and splitting the sale 50-50. After all, authors of paper books get only about 10% of the sale price, so the ability to make five times that is an attractive option. There are also many ebooks on the Internet available for resale. Do a search on ebooks and see what turns up!

809. Find yourself an attractive piece of commercial property and convert it into an upscale, English-style "gentleman's club." No strippers, please, just a nice place where a chap can have a drink and a fine cigar without being arrested for air pollution. Put in a billiard table or two, and you can even set aside a room with a large-screen television for sporting events. Oh, and by the way, you can purchase fine cigars in bulk for a song and sell them at twice the price (minimum). Of course, you'll need to acquire a license to sell alcoholic beverages if you want to really make it a place folks will want to visit for a spell, but it isn't necessary to get started. Annual membership fees of \$10,000 or more are not unheard of, but you'll have to determine what market you're going after, and what it will bear.

810. There is nothing like surf fishing, and nothing so depressed as a fisherman on vacation with no gear. But you can solve that problem and make money doing it. Purchase 20 or 30 inexpensive rod and reel sets, buy a case or two of bait or a few buckets of worms, load up on fishing line, and send those folks to their own little piece of paradise! Charge \$25 per day and in peak season you can haul in a nice catch yourself - while catching a few rays and watching the lovely people stroll on by! Be sure to take a driver's license or other such collateral for the rental, or you could get stuck telling your own fish story.

811. Now here's a peek at a job made for the frustrated cameraman. Most businesses have burglar alarm systems, and most - including supermarkets, quickie marts, stores in shopping malls, and banks - use hidden cameras to peek in on customers and deter shoplifters. They're not difficult to install, and if you've had experience running cables, so much the better! Contract with your local alarm systems companies and zoom in on an opportunity that can net \$35 to \$50 an hour. And the beauty of it is that you need no license to do it in most cities!

812. I'm pretty certain that I cannot name a single father who has not sworn his teeth loose while trying to assemble a bicycle or swing set for the kits at Christmas. Their frustration is your opportunity! Create attractive flyers in late November or early December that advertise your expertise at assembling these typical Christmas items. You can make a little extra money by offering to play

North Pole for the worried Santas and store the assembled gifts for pickup on Christmas Eve! What you charge for such a service will depend on the difficulty of assembly, but you should reasonably expect to make at least \$25 an hour.

813. If you're a muscular sort with a little self-defense training and live in a metropolitan area, you can hire yourself out as a hospital security guard for VIPs who are in for surgery or other treatment. VIPs treasure their privacy and are willing to pay top-dollar to those who can ensure they'll get it. You'll need to hook up with the concierges at the fancier downtown hotels and get your name in the queue. Also, talk to "doctors to the stars" types and let them know of your service. This probably isn't going to be a big business, but there's definitely a need for it, so it'll pay you to spread the word.

814. If you live near a lake or other water way, here's a guaranteed moneymaker. Buy a jet ski (for about \$3,000 used) and then rent it out... for up to \$50 an hour. You'll recoup your initial investment in no time. (If you can partner up with a motorcycle mechanic for maintenance purposes, you'll be even better off.) You'll probably have to rent a boat "slip" in a local dock or marina that your customers will come to, but that's usually about \$100 a month or so. Aside from that, your only expenses will be advertising and gas. People love doing this sort of thing on vacation, so you shouldn't have too much trouble keeping it fully rented in the summer.

815. Now here's one of those ideas that most people don't think about. Purchase a 20x20 tent new for around \$2000, or buy one used in great shape for half that. (OHenry Productions sells such items; go to <http://ohenrytents.com> for details. See also <http://www.portabletents.com/>.) Selecting the right sort of tent requires a little thought. In general, here are the numbers when you're figuring out the square footage:

Cocktail Parties (stand up) 6 Sq. Ft. per person
Dance Area 3 - 4 Sq. Ft. per person
Auditorium (chairs only) 6 Sq. Ft. per person
Buffet Area 100 Sq. Ft. per table
Dinner (using Banquet Tables) 12 Sq. Ft. per person
Bar Area 100 - 150 Sq. Ft.
Dinner (using Round Tables) 12 Sq. Ft. per person
Stage Area 100 - 300 Sq. Ft.

How much should you charge? Depends on the event, the size of the tent, and the weather. Do a search on "tent rentals" at google.com and get a few quotes from tent rental vendors to get an idea.

816. Many companies maintain mailing lists of clients, and often will sell those lists for the right price. Now, I'm not talking about renting them, but actually "selling" them. So you're not buying just a spreadsheet of names and addresses, but the actual physical mailing labels or envelopes. If you can buy a good set of mailing lists, you can make quite a bit of money by renting this list out to others. Customers pay about \$40 per thousand names for a ONE-TIME mailing. Perhaps the best way to get into this business is to contact an existing list broker who does all the selling and list handling for you. You'll net about \$25 per thousand for a good list, and he can probably rent it

10-20 times per year. So, for example, if you can buy a list of a 100,000 names, you should be able to make about \$40,000 a year with it.

817. There are great opportunities out on the Internet, and one of them is the ability to create your own auction site. Pick a niche, though, such as antique postcards or comic books - something that has a special appeal to a distinct market niche. Creating the auction site isn't difficult; there are quite a few free auction programs available through places like ScriptSearch.com (<http://www.scriptsearch.com/>) that you can install on your Web site. Look for ones that are written in PHP because they have a large database and built-in tools that can make life a LOT easier for you. Once you have it up and running, tweak your home page to put just the right keywords into it, and then get it into the search engines. Advertise in specialty ezines that are targeted to people who are involved in your market niche. You'll charge auctioneers a fee for them to list their items. Check the rates out on eBay and Yahoo! so you'll be competitive.

818. Carnival rides are not that expensive to purchase - companies like Astro Amusement Company (<http://www.astroamusement.com/>) sell both new and used rides that are well-made and safe. For about \$10,000 used, you can buy a carnival ride that could earn \$200 to \$250 a day.

Admittedly, it isn't used every day, but that's a decent return on investment. If you have the capital, you might even consider creating an entire carnival. It would take about 15 good rides to make it worthwhile, but if you can get just a few contracts with local county fairs, you could gross about \$4,000 to \$5,000 per day, and about \$1,000 per day after expenses. It's an entire lifestyle and certainly not for everyone, but it makes more money than you probably think.

819. You can get free money from online casinos like InterCasino (<http://www.intercasino.com/>), GamingClub (<http://www.gamingclub.com/>), and River Nile (<http://www.rivernilecasino.com/>) and lots more online. Online casinos such as these give free bonuses just for signing up to play. And while you can't actually cash that money in on the spot, you can play blackjack or any number of other games and win quite a bit more. See the list at "Top Casino 26"... (<http://www.30topcasinos.com/casinos/topcasino26.htm>) for a directory of casinos that give sign-up bonuses.

820. Speaking of gambling, I don't know too many people who don't get a thrill out of it. Turn that thrill into money for your local charity by purchasing casino games and renting them out for fundraisers and special events. The nonprofit group you're renting to must have a minimum one year IRS/IRC tax-exempt status, and it must have a license to run the gaming fundraiser. And that's part of your service: contact your state Department of Justice or Gaming Commission. Find out what the rules are and lay in a stock of application forms. When the nonprofit comes to you for the fundraiser, you provide them with the application forms and up-to-date rules they'll need to be legit. Of course, people don't play with real money at these things. They instead buy tickets or Gamblin' Dollars to play for prizes collected by the nonprofit organization. Check out how Wild Bill's Interactive does it at <http://www.wildbills.com/fundraisers.htm>.

821. Nothing enhances the experience at a historical park like an outdoor drama. Such plays have been popular draws for years. If you're an aspiring playwright, know something about staging and direction, and have a interest in history, well, then you're just the person create the

next “Legend of Daniel Boone.” Focus on a character or event related to the area, and though it has to be histor-

ically accurate overall, your creative license gives you plenty of room to create something entertaining. Once you've written the play, contact your local parks and recreation center to pitch the idea. It'll help, too, if you have the support of one of the local acting troupes. Charge admission to the event, and you'll have both a source of extra income and the pleasure of hearing your story played out year after year.

822. Country Home Products makes a DR Brush Cutter, and this is one amazing piece of equipment. It will clear woods and brush and grown-up areas like a walk-behind "bush hog", and this is a perfect money-maker if you live in a rural area. You can buy one of these new for \$2,500, (you don't see these on the used market very often!) and then rent it out for \$35 an hour. Contact local hardware stores, feed supply stores, etc. and see if they'll advertise it for you for a commission. You can also do quite a bit of business by taking out small ads in the local newspaper.

823. Automatic coin-operated car washes never seem to go out of business. The only time I can get into one without waiting in line is at 6 in the morning. These things make money, and lots of it. If you can find a small piece of property that's zoned commercial, and wouldn't be appropriate for anything larger, you might get a pretty good deal on it. You can build car washes for about \$20,000 per self-serve bay, and each one of those should earn that much back the first year! Here's a website that has lots of information about getting started...
<http://www.hpws.com/index.htm>.

824. It's possible to generate legitimate sales leads through the internet. In other words, you create websites and newsletters targeted to specific customer bases, then turn those inquiries into "leads" that you can sell to the merchants who sell those products. This potentially lucrative business takes a couple of months to get rolling, but once it is, you'll be able to automate a lot of the work. And good leads are worth more than you probably think. You'll have to negotiate individually with each client, but qualified financial and investment leads, for example, are worth about \$20 each, while "car buyers who are actively looking for their next vehicle" are worth about \$2 each. If you can generate 20-30 real leads a day PER WEBSITE, you can build a network of lead-generators that can make you rich! Some people are already doing this, but not from a LOCAL angle. Talk to your local merchants and ask what they'd pay for the name and email address of a local person who has specifically told you that they're looking to buy kitchen cabinets (or whatever) within the next 30 days.

825. "Utility auditors" analyze utility charges for their clients. The auditor audits the bills, analyzes usage and tries to identify any errors that may have occurred. According to people who have been doing this for years, it's amazing how often companies get overbilled. I heard about a small factory in Illinois being overcharged over \$4,000 a month on their electric bill... FOR 17 YEARS! The auditor usually receives 50% of the amount recovered and 50% of the client's verified future savings. And that can be substantial! If you can get a few big clients, you can easily earn in the "six figures" range.

826. Taxidermy involves using different methods to reproduce a life-like three-dimensional representation of an animal. Sometimes the skin, feathers, or scales of the animal are preserved; or the representation can be composed exclusively of man-made materials. Taxidermy uses crafts such as carpentry, woodworking, casting, sculpture, painting, and drawing. Taxidermy training

ranges from watching a video to months of coursework. How much training you need depends on the

level of expertise you want to gain. Taxidermists can expect to earn from \$20,000 to \$60,000 annually. Check out <http://www.taxidermy.net> for more information.

827. I don't personally like this idea, but just to be as complete as possible, you CAN still make a little money as a fur trapper. North American Fur Auctions (NAFA) takes furs on consignment both from ranch-raised furs and fur pelt dealers. The furs are sold at public auction or by private treaty. Types of wild fur handled by the NAFA include beaver, raccoon, sable, muskrat, wild mink, otter, red fox, and coyote. Prices fluctuate quite a bit, but you can get more info from them at <http://nafa.ca/index.asp>.

828. I recently heard about a guy who called himself a "zoning board lobbyist" and that got me thinking about this as a money-making opportunity. Are you savvy about local zoning laws and the political maneuvering that goes along with the approval or disapproval of projects? For a fee, you can represent interested parties as your clients at the zoning board meetings. You could even consider offering a money-back guarantee if your efforts are unsuccessful. I have no idea what you'd charge for something like this, but there is undoubtedly a market for it in large cities.

829. Teenagers today are nuts about tattoos, but fortunately some of them realize that what might be fun at age 19 may be embarrassing at age 39. So many are opting for temporary tattoos. Running a temporary tattoo stand is easy and you can find plenty of business at fairs, bazaars, flea markets, youth days, office picnics, or anywhere that crowds gather. Generally, you work with an airbrush, non-toxic paint, and stencils to create permanent-looking tattoos that last for about a week and are completely waterproof. You can search online for websites offering all the supplies you need.

830. Talk to businesses inhabiting large buildings about maintaining and changing their light bulbs on contract. Suppliers who furnish bulbs and other related supplies can shed some light about which clients could use this service. If the bulb suppliers already have a contract with their customers, perhaps you can sub-contract the work. I heard about one man in Alabama who operated this business out of his garage and had deals with major warehouse-type retailers. If I recall correctly, he was making about \$20 for every fluorescent bulb he replaced. That doesn't sound too bad to me.

831. Drop-shipping is an interesting business. All you have to do is make the sale, and the drop-shipper does the rest. And since you don't have to pay for the product upfront, every sale is profitable. There are lots of companies that offer drop shipping, and perhaps the most famous one is Specialty Merchandise Corporation. (<http://www.smc Corp.com/>) A simple internet search for "drop shipping" will give you information about what to look for and how to proceed.

832. Here is a new, door-to-door type business that is extremely easy and can make you \$100 a day or more with no problem. Offer a "sidewalk edging service" for people who would like to have a neat boundary between their sidewalks and lawns, but don't have the time or energy or equipment to do it themselves. There are special "edging tools" that are as easy to use as weed-eaters, but that give a very professional, park-like look to lawns. This equipment hasn't been on the consumer market for very long, so few homeowners have it. In a few years, this will be as ubiquitous as the common weed-eater, but for now, the opportunity definitely exists to make a little

money from this. Once a homeowner sees how nice it looks, they'll gladly pay you \$4 or \$5 for doing it. If I were starting out in this business, I'd go ahead and edge a lawn for free, and then leave a flyer on the homeowner's door. The next time you come back, when the homeowner is there, you can ask if he'd like it done again... for \$5. Many of them (certainly more than 20 a day) will say yes.

833. Most people have good intentions to take that big shoebox full of decade's worth of photos and organize them into some kind of presentable order. Sort of like cleaning out the junk drawer. It never happens. They need someone with some design flair who can put out a good-looking photo album. Many of the craft stores have a mailing list of clients to whom they periodically send newsletters and sales circulars. These mailings are a potential place to advertise your organizing service. Use the message boards these retailers often have on the premises, too.

834. Bats, birds such as eastern and western bluebirds and purple martins, and toads provide effective, natural mosquito control. One bat can polish off hundreds of mosquitoes per night. How to attract the bats and birds? If you build it, they will come. There are thousands of patterns for appropriate housing on the internet, and books at the local home building stores. While you're at it, you can make fanciful toad halls from flowerpots, which when overturned, make good homes for toads. These constructions would sell well at a flea market. Alternatively, you might build samples to place in stores that sell garden supplies, patio furniture, and mosquito zappers and chemical repellents.

835. Seniors need exercise, too, and often when they are living in a nursing home or assisted living situation, they don't have the opportunity to move. Educate yourself about safe, tolerable levels of exercise for elderly people, work up an appropriate program, and discuss it with the staff of nursing homes and assisted living communities. The facilities or families of the elderly clients may be happy to pay for your service. In addition, check out the home visit services offered by your city's social services department, the YMCA, and local community centers. These organizations are also in a good position to offer geriatric workout programs to the people they serve.

836. Set up a "restroom maintenance" route that services public restrooms by cleaning toilets and sinks, refilling paper towels and soap dispensers, providing air fresheners, and mopping floors.

Clients might include restaurants, grocery stores, gas stations, and big box chain stores, among others. Once you get a business like this started up, your clients will be happy to provide testimonials, particularly as it's a distraction to the staff they pay for retail work to do cleaning. You can earn about \$300 a month per client, so a route of just 20 clients or so will make this a pretty lucrative business.

837. Got gum on your furniture, your sidewalks, carpets, or anywhere else it's a nuisance? Who you gonna call? GumBusters! GumBusters is a service that licenses the machinery and product for roughly \$3,000 - \$3,500. Your GumBuster clients include any business that requires gum removal indoors or out, and the list of businesses who might use the service is long: malls, stadiums, apartment complexes, grocery stores, train stations, etc. The GumBusters very informative website is <http://www.gumbusters.com>. If GumBusters is too large scale for you, research the wealth of information available on how to remove gum from furniture, carpets, and

clothes, and offer your services to libraries, schools, churches, courthouses, and restaurants. Talk to the head librarian,

restaurant manager, school principal, pastor, and the maintenance department of the local court or city hall.

838. Here's one for men only... sell sperm to a sperm bank. Seriously. Ask your doctor to direct you to the various certified sperm banks in your area. Or, if you'd prefer to leave the doctor out of it, do your own research. The following site may be helpful: <http://www.pinelandpress.com/faq/donor.html#sperm>. Just to be on the safe side, you'll probably want to make sure the facility is licensed by the state. Rates of pay aren't great, and vary from a few dollars to a few hundred dollars a week. But the work is interesting.

839. Do you have a dynamite idea for a new revenue stream for an existing business? If so, research the idea, write it up as a report, and market it to all the businesses in that field. The internet is a wonderful source of information about how to market your ideas as a consultant for a field in which you have expertise. Researching the marketing thoroughly as well as the idea itself will give you the confidence to successfully negotiate a fair price for your report.

840. Couples can go into sticker shock to realize that the average wedding will cost between \$10,000.00 and \$15,000.00. If you are organized, motivated, enterprising, and show some ingenuity, you can become a "budget wedding" planner. Get a general sense of what constitutes a "perfect" wedding, individualize it to the lucky couple's taste, and investigate how all those elements can come together on a budget. The budget for the wedding can be broken down into six major categories: reception, music, photography, flowers, bride's dress, and miscellaneous. About 50% of the budget will be devoted to the reception and 10% to each of the other five categories. There is a wealth of information on the net and in print about cutting costs without sacrificing the magic of the day. Educate yourself about the ways in which this can be done, and you will find many grateful brides who are already overwhelmed. The marketing can be done easily through local bridal shops and formal wear rental shops.

841. Here's a totally new business opportunity - become a "school voucher consultant". The new school voucher system is often murky and not well understood by parents. Once you know the advantages and disadvantages of using a particular voucher program and understand the application process, you can, in turn, educate parents about it and if it's right for them. Market yourself at PTA meetings, meet with the principal and teaching staff, place ads in newsletters and newspapers for parents. This kind of business is novel enough that you should be able to get a lot of free publicity in your local newspaper. I have no idea what to charge, but \$25 an hour seems like a fair starting point.

842. Waterbeds should have their water conditioned every few months. But NOBODY does this. And in the minds of many waterbed owners, there's probably some latent guilt and uncertainty about it. If you offered a door-to-door "water conditioning service" for waterbeds, you'd probably get some takers. The important thing is to make them understand how bad this is for both their bed and for them. Warm water is a breeding ground for all kinds of bacteria and it can be the cause of a lot of otherwise unexplainable sickness. A conditioning kit costs about \$20, but the chemicals in it can be bought for pennies in bulk. You should be able to earn \$20 per house. One problem with a door-to-door campaign is that only about 1 in 20 houses will have a waterbed. If you could

negotiate with waterbed stores and buy a list of customers in exchange for a commission, that would be even better!

843. Another interesting way of making money is to create a fan club for a particular performer. If you have access to the performer, so much the better. You'll have the imprimatur of being officially authorized, and you'll be able to offer exclusive bonuses (like contests to meet the celebrity, etc.) that other unofficial fan clubs could not offer. The best part of the business, though, are the membership dues. Diehard fans (usually teen girls) will pay \$9.95 a year to receive exclusive biographies, pictures, "insider gossip" on what's new with the stars, and a monthly newsletter.

Some fan clubs boast of 100,000 members. I know it's tough to live on \$1,000,000 a year, but you could give it a try! :-)

844. Lots of busy parents would like to install wooden play structures in their backyards for their children, and while they have the money to buy the structures, they lack the time, patience, or know-how to put the parts together. You can charge them for assembly. And, if you are an adept designer and builder, you can even work with the parents (and the kids) to make a structure to their custom specifications. One of my friends just put up a heavy-duty swingset in his backyard, and it took him a week. He would have gladly paid \$250 to someone to do it for him. The best way to get business is to go around to all the stores where they sell these "some assembly required" play structures and ask the sales staff if they'll recommend your assembly service in exchange for a commission.

845. Here's an idea that has been successfully used in neighborhoods all around the country - organize a community-wide yard sale by taking responsibility for finding the space, doing the advertising, staffing the money collection, and getting the remains carted off to Goodwill. A lot of your neighbors will definitely have some things they want to get rid of, but would never go through the trouble of holding their own garage sale. Consequently, they'll think nothing of giving you 10% or so of the proceeds from the sale of their stuff. If you can get just 10 households to each turn up with \$1,000 worth of salable stuff, you can literally make \$1,000 in one day in commissions alone. Most people stop there. Why not offer this service in EVERY neighborhood in your city? Every weekend, people are out "yard-sale hopping" and they prefer to go to the multi-family sales.

846. Consider teaching an online course. If you know enough about something to create an entire course, there are probably others who would like to learn it. You could set it up just like a traditional classroom course, allowing a certain number of students, answering questions (via email or instant-messaging), giving tests and pop quizzes, and even assigning grades. And like classroom courses, people ARE willing to pay for worthwhile courses. A \$100 fee is not unreasonable for a worthwhile, one-month-long course, and if you can attract 50-100 students per course, you've got a great monthly income!

847. Lots of people have amateur telescopes, but the difference between something you can buy at Radio Shack and a professional \$20,000 telescope is the difference between night and day. And during special cosmic events, a telescope is worth its weight in gold. (For an in-depth understanding of this, watch "Stalag 17".) And amateur astronomers would love the opportunity to be able to gaze through a super-powerful telescope, and would probably pay for the privilege. So why not

start your own for-profit observatory? It doesn't have to be fancy. Just an outbuilding with a removable roof. You could charge \$5 admission and have several patrons every night. Like other observatories, you should have a "video tap" placed inside the telescope so that people can watch what the user is seeing (on a television screen) while they're waiting their turn. You can market to youths through school or Boy Scouts or through other "science museums" in the area.

848. If you walk down the street in any major city, you'll be inundated with handbills that people are passing out. Typically, the people passing these out are not affiliated with the company advertising on the handbill, they're simply employees of some advertising material distribution service". So here's what you do. Gather as many handbills as you can and then contact each of the companies that are advertising on them. Tell them that you're starting your own handbill distribution service and as an introductory offer, you're providing the service at a 25% reduction from other companies in the city. These advertisers have already demonstrated their affinity for using handbills, so the idea of saving 25% will be attractive to them. Some of them will agree. Now all you have to do is distribute the material. It's a way of earning some quick money... while looking for something better.

849. Almost every large business has an "employee manual" and 99% of the content in it is completely independent of the company. In other words, the employee manual at Company A, with just a few changes, could work just as well as the employee manual for Company B. So here's how to make money with this. Get ahold of as many employee manuals as you can and come up with a "template" that covers the bulk of the material in typical manuals. Now, approach medium-sized businesses that SHOULD have an employee manual, but don't, and offer to create an employee manual for them at 1/10th of the cost they could do it themselves. You've already got the template written. Just fill in the specific information regarding that particular company, and get paid. You should be able to make \$2,000 or so per company, and the whole thing could literally be done in one day! Your potential in this kind of business depends entirely on how well you can market yourself, but there are at least 1,000,000 businesses out there in need of this service!

850. Have you ever seen those mini-blimps? They're about 15 feet long and made of heavy-duty plastic. They're not expensive, and you can sometimes even find them on eBay for a few hundred dollars. But when you fill them with helium and add a client's advertising banner on them, you can rent them out for \$50 or more per day! Think car washes, yard sales, bazaars, flea markets, used car auctions. They're real attention-getters and they work well in drawing a crowd. Between gigs, you can "fly" your blimp in dense-traffic areas with a "Rent Me! 555-1234" banner. You will get some calls that way.

851. Go into business cleaning apartments between tenants. Landlords who may be interested in this service will be easy to find; just read the classifieds and call them up. If you are willing to perform small repairs and some painting, so much the better. Doing everything that needs to be done to make the apartment ready for its next tenant is a good selling point for landlords who won't have to arrange several separate jobs with several separate workers. It may take some doing to get the first job, but if a landlord or property management company has a lot of units, and you do good work, they'll probably come back to you time and time again.

852. Because it combines beauty, strength and utility, stone was the material of choice for walls and fences during the last century. But it's also emerging as a hot new design trend. But not many remain who practice the craft of wall building, and if you have the know-how, you can put it to use. Because the demand right now so overwhelms the supply, stonemasons who specialize in rock walls make up \$75 - \$100 an hour! It takes a while to learn this trade, and usually involves apprenticing with an expert, but you can contact architectural firms and building contractors to investigate the possibilities. Over the next few years, the demand will still outstrip supply, so the pay rate for this type of service should continue to be very high.

853. Go to the library and check out a few books on magic. Once you master 15 or 20 tricks, you can advertise your talent as a magician for children's parties. Put your classified ad in newsletters for parents, in the free weeklies in your local communities, and leave your business cards at the local party stores. Send some brochures or flyers to the local day care centers, schools and Scout troops. You'll make about \$50 - \$100 a gig, and since you'll be doing most of this work at night, it's a nice second income.

854. Another great job for ambitious teenagers or anyone looking for a little extra cash. Purchase a high-performance electric shrub trimmer such as a Black&Decker Hedge Hog XB for under \$100, or a gasoline-powered monster DR hedge/shrub trimmer for under \$700. Either way, you'll make out like a bandit. Look for the homes with the big hedges, and charge from \$25 to \$50 to trim 'em back. Offer a discount for monthly trimming jobs, and you'll keep yourself in plenty of green.

855. Sure, they have batting cages for hitting practice. They even have those silly nets for pitching practice - if you're a little kid. But what about Little Leaguers and teenagers in Pony League and high school? They need a practice machine, too. So here's your assignment: Go invent a baseball pitching practice machine. It must have a device that announces the pitch's speed, calls balls and strikes, and throws the ball back to the practicing pitcher. If you can make these reasonably cheap (\$200 or so), you'll sell thousands of them!

856. You can make a pretty decent second income by being a DJ. If you've got a good audio system, a reasonable speaking voice, and some knowledge of popular music, you can make money announcing tunes and playing music at all kinds of parties, reunions, weddings, etc. Place ads in local papers and in the local Yellow Pages. You might even distribute brochures to music and record stores, tuxedo and wedding dress shops, florists - even bakeries that specialize in wedding cakes. Use your own music collection or let your clients provide their favorites. You can charge \$100 per hour, meet interesting people, and have fun... all at the same time.

857. If you live in an area with lots of local charter boat operators, make a deal with the old tar and buy up his excess catch when he and his charter-clients come in from the day's fishing. Excess? That's right - folks on vacation generally don't have the room to store 200 lbs of fish filets, so you can buy it from them for pennies on the dollar and then drive around to area restaurants and offer it to them for below-market rates. A hundred pounds of Red Snapper can easily fetch \$200 - \$300 and all along the Gulf Coast, you can do this virtually every day!

858. Here's one almost no one thinks about, and the ideal time to jump on it is about three months after January 1, when all the New Year's Resolutions are starting to dry up and everybody wants to shoot that infuriating so-and-so on the exercise video. Run classifieds in your local paper and buy up every treadmill, exercise bike, indoor gym, and thigh-busting piece of hardware you can. Odds are you'll get them for a song; after all, you know what's going to happen to those little beauties anyway. That's right - they're going to end up in a garage sale going for peanuts. You might as well get 'em for cashews - and make everybody happy. Make sure they're in top condition, and you can quickly "flip them" in those same ads for 1/3 of the price of a new piece of gear.

859. ATVs (All-Terrain Vehicles) are a popular item with the outdoor crowd. And renting out ATVs is a good money-maker, particularly if you have a large parcel of land for your renters to ride on. Be sure to check on liability insurance, though, and make sure the folks who ride there sign a waiver. But with this combo, you can charge \$75 - \$100 a day for riding a machine that cost you just \$3,000 to buy. Again, team up with a motorcycle mechanic because you'll have about 3 times as many mechanical repairs when people rent equipment. (You've rented cars... you know what I'm talking about!) If you've got the capital to buy 3 or 4 ATVs, you could literally make over \$300 a day doing basically nothing!

860. Find the locations that cater to tourists in your city and work as a mime for tips. You could take your act to downtown plazas during lunch hour, or work the crowds waiting in line for sports events, concerts, etc.

861. Whenever a flight arrives at an airport, there's always a rush to grab baggage and then for the passengers to find ground transportation to their hotels. Very few hotels offer free shuttle service anymore, so why not offer it for them? All you need is a large van or a small bus with 10-20 seats. You can probably find those for about \$10,000 used. When a flight arrives, you can stand near the arrival gate with a sign that says "Free Shuttle to Hilton, Marriott and Hyatt" or whatever hotels you want. The people who are staying at those hotels will come up to you and ask for information. Just tell them where you're parked and to meet you there after they've picked up their bags. If you choose your hotels carefully, you should be able to fill your van on nearly every flight. Then, once all the passengers are loaded, you hand each of them a piece of paper that says, "The Hilton, Marriott and Hyatt Regency hotels no longer offer free shuttle service from the airport, and I provide this shuttle service at my own personal expense. The service is free, and I operate solely on tips. Of course, you are under NO obligation to tip me. This service is FREE! But if you feel like I saved you time and aggravation, any contribution you care to make would be much appreciated." You should be able to get \$3 or \$4 from every person, and if you average 15 passengers, that's \$50 to \$60 a flight. If you manage to meet 5 or 6 flights a day, you've got a serious business... all on tips.

862. Offer "hunting parties". Not real hunting parties, but Easter Egg hunting parties, scavenger hunt parties, treasure hunt parties... you get the idea. Let parents know you're available for this type of kids parties by advertising in local newspapers and local parents' magazines. You organize everything - plan the hunt, hide the goodies, and provide the prizes, all for a fee. What kind of fee? How does \$75 minimum per party sound? Plus an additional \$10 for each child over a minimum number, like 7 or 8. Not bad wages for doing something fun.

863. Are you the type that has the pencils in your desk drawer arranged by height and color? Do you have a system for everything? Then maybe you could hire yourself out to help businesses become more efficient and thereby increase their bottom line. Companies will pay a lot of money for this advice. Print up a brochure describing your services. Send it out to local corporations. As an efficiency consultant, you can charge anywhere from \$500 to \$1000 per day, depending on your reputation and the size of the company.

864. If you have a good fishing boat and live near the ocean or a lake, you have an automatic money-maker for the sporting fisherman. Sniff out the best fishing locations, and then sell seats on the boat for \$50 - \$75 a day. Make sure you check with local fish and game authorities to get any required licenses! You may have to have your captain's license to take people on a boat for hire, in which case you'd be better off providing a full charter service, which can earn you \$400 - \$500 a day for a full charter. An interesting exception, however, is Maui. As of this writing, there is NO party fishing boat on the island of Maui, and this seems like a great opportunity.

865. If you know how many meetings take place in any given day in a metropolitan area you'd probably be stunned. In fact, you can make a tidy sum as a "conference room broker". Here's how it works... You negotiate with hotels, motels, property managers of buildings that have vacant office space, restaurants with banquet rooms, and anyone else that might be open to possibilities. Get them to agree to give you a kickback, say 10-15%, if you book conferences and meetings on their behalf. Put a list of these together, then advertise your service in business magazines and on the internet. Then, when anyone is coming to your city for a meeting, you can provide them with a list of all the possibilities AND take care of the arrangements for them for FREE. Lots of companies will appreciate this service since it doesn't cost them anything, and the venues will appreciate your finding business for them. Sometimes the rental fee for big conference rooms can go for \$2,000 or \$3,000 a day, so your cut would be about \$300 or so.

866. You've no doubt driven by those wonderful gated homes with the electric gate openers. Well, if you're handy with electrical wiring and don't mind a few hours' work outside, then installing remote gate openers might be a great gig for you. Once the gate itself is installed, the remote opener is a cinch to put in. This seems like a pretty generic idea, but the reason I'm including it is because I recently heard what one installer earns in South Florida. He makes \$15,000 for every gate system he puts in! Even if he pays \$5,000 for the material (which he doesn't), that's still \$10,000 profit per gate installed. Even if every gate system takes him a week (it doesn't), that's over half a million dollars a year. This seems ludicrous, but I've got this on pretty good authority.

867. You've probably seen the ads in your local paper: Cash for used vehicles running or not. What do you think those jokers are doing? They're buying up cars for a few dollars and selling the salvageable used parts for big bucks. Body parts are always in demand, as are many engine and transmission parts. This is an extremely easy business to get into, but you've got to turn your property into an auto junkyard, which is an obvious drawback. But I know a junkyard owner who's a multi-millionaire, so there are pros and cons! The only real equipment you'll need is a tow truck and some way of keeping track of your inventory. This isn't for everybody, but it's a pretty good cash business if you've got an appropriate location.

868. Everyone is always too busy to take care of one of the most important aspects of vehicle maintenance. Tire rotation and balancing extends the life of your tires and makes driving safer, but nobody does this as regularly as they should. You can take advantage of this fact by offering a mobile, at-home tire rotation and balancing service. You can get portable wheel balancers from a company like All Tire Supply (<http://www.alltiresupply.com>) for less than \$200, or hunt on eBay for a used one in good condition at half the price. Then, you can just approach people on a door-to-door basis, and ask if you can rotate and balance their tires for \$10. People aren't used to this sort of offer, so you'll get rebuffed, but you should still be able to get ten or so customers a day, for a profit of \$100 a day. That's not bad considering the minimal investment and skill level needed.

869. If you own a car, you have a built-in advertising machine on your hands. Just like taxi cabs, you can contract with local companies to display their advertising on your vehicle. Let the potential customer know how much you drive every day, and where, and how many eyeballs they can expect to see their advertising. Now, you're not going to make a fortune with this, but if you're willing to cover your entire car with a company's logos and display ads, you should be able to make \$100 a month or so. It's also possible to extend this business even further by arranging with a bunch of car owners who are willing to wrap their cars in a particular company's advertisements. With this added strength of numbers, you can approach businesses with a more attractive offer.

You can put their ads on, say 100 cars, for \$5,000 a month. By setting up the deal, you keep half. If that sounds expensive, keep in mind that a single billboard can cost more than \$5,000 a month, while 100 different cars would probably expose 3-4 times as many people to the company's message (and in a more novel way) than a simple billboard would. You'll have to have all your facts right before pitching this idea, but it's worth considering.

870. If you're a hustler, you might consider trying your hand as an industrial equipment rental broker. In other words, contractors and homeowners can come to you for the best deals on everything from backhoes to posthole diggers. From generators to floor buffers. Maintain a current list of rental companies so you'll be ready when people come to you for help. You can find the best deal and take your cut off the top, OR you can arrange to receive a 10% commission from the equipment rental houses you promote. Considering some rentals are worth hundreds of dollars a day, it could be extremely profitable if you set up a business like this in a large enough market.

871. As of this writing, the US Government is offering a \$25,000,000 reward for Osama Bin Laden, and several million dollars for other terrorist suspects. Considering how vast this sum is, you might try thinking of a way to get at these individuals. You might disguise some sort of homing device inside a VHS tape and give it to suspected operatives and say, "This video contains a special message for Osama Bin Laden." And rig it so that when the tape is played, the homing beacon switches on. Or you could set up and promote a website that a specific terrorist would want to see, and then cross reference the IP address of website visitors. It'd take some work, but you'd be able to find out which servers were used to access your website, and who was logged into them at the time your website was accessed. Using this information, you could contact the local telephone company and find out who dialed that number during that specific period. Sure, these are all complicated schemes, but we're talking about TWENTY-FIVE MILLION dollars! Not to mention a serious dent in worldwide terrorism. If you're an inventor and a bit creative, I'll bet you can think of something!

872. Here's a multi-million dollar idea. I hope one of you runs with it. There've been a lot of scandalous goings-on in the books of large corporations. As a result, some giant companies have topped, and others are scrambling to reassure stockholders and boards. Even the President has announced his resolution to enact laws and stiff penalties to ensure more responsibility and accountability from large companies. Here's an opportunity for profit by creating a business verification service. Hire CPAs with sterling credentials and backgrounds to conduct private and stringent audits of a company's books on a one-time or ongoing regular basis. Market this service to those companies, offering them the opportunity to earn a designation as a "Certified Gold Star" or "Blue Ribbon" or "Whatever-You-Choose" company. Tie the designation to the specific warranty,

i.e. the company has passed an audit for x quarters or years, or continues to pass muster with an agreed-upon schedule. You might also publish a list of preferred corporations, with perhaps a list of audit scores, or figures. The companies can then, in turn, use your designation as a marketing tool to assure their customers, prospects and/or stockholders of their integrity.

873. New restaurants are a dime a dozen, but eating will never go out of fashion, so if you have a taste for the unusual, you could make some money offering esoteric and exotic menu items. The possibilities are infinite, but can include such delicacies as Mopane worms - caterpillars from South Africa (traditionally sauteed in oil with tomato, garlic and onion); Australian grubs (with Aboriginal stories and musical accompaniment as garnish); or fried monkey brains from South America (how about adding native drums or a shrunken head for atmosphere?). Be sure to avoid any endangered species, but use your imagination to come up with creative presentations and opportunities for yourself or your customers. A youngster's birthday party could be turned into a geography lesson; or a group of visiting Asian businessmen might enjoy a lunch featuring bitter melon with puffer fish sushi (the non-poisonous kind!); or some geeks burning the midnight oil while laboring over their latest game might have a fancy for some barbecued pigeon wings. Don't forget the well-to-do who are just tired of the same old thing and would love to have the exotic - just for something different. There are strange vegetables, unusual game dishes, insect delicacies, and seeds, nuts and fruits you've never heard of, but which are delicious (to some people). You'll probably be able to get all the free publicity you want with a restaurant like this!

874. One of the best ways to make money online is to become a "web hosting reseller". By becoming an affiliate of various web hosting firms, you get your own branded site where you can sell hosting services, but the web hosting company quietly does all the work... in YOUR NAME. In other words, your client never knows that you're not a REAL web hosting company, or that others are performing the service. The monthly income is good. You sell hosting services for about

\$25 a month and you pay about \$5 a month. And that's per customer. If you can get just 400 customers or so, you're earning \$100,000 a year!

875. An easy way of making money from something most people throw away is to collect newspapers and sell them to local recycling centers. Right now, the going rate for old newspapers is about \$55 a ton, which is probably less paper than you think. If you can organize a weekly newspaper pickup service, you'll be able to get a 10 lb stack from just about any household that subscribes to a metropolitan daily. A weekly collection route that allows you to pick up newspaper from multiple apartment buildings, shopping centers, office buildings and places where lots of people gather in concentrated areas, you should be able to get 5 or 6 tons of

newspaper a week. Yes, there are people earning over \$300 a week just picking up newspaper. Since you're doing

everyone a service by hauling away the papers AND since most people will view your recycling efforts favorably, you'll find it surprisingly easy to get people to help you.

876. If you live in a unique area, or have a prestigious address, or you live in a funny-sounding town, you can probably make money with a mail-forwarding service. Here's how it works. People send you letters to mail, along with your mail-forwarding fee, and you simply drop them in the mail. And when mail is returned to your address, but with their name on the letter, you bundle the letters and send them to your client. Some people do this for privacy reasons. But others do this because they want their correspondents to think they live in "Beverly Hills" or "Park Avenue, New York" when they really live in Johnsonville, Mississippi. There are also people who like to send their Christmas cards from Santa Claus, Indiana and there are quite a few people there who have a good sideline doing this during Christmas. If you can think of some interesting twist that would make people want to mail and receive letters from some area near you, you can make a little money this way.

877. An embossing kit is an item you can easily sell online, in novelty stores or via mail order. It's cheap and simple to make, but it looks really nice, and sells easily. Your embossing kit will include "embossing powder", which you will make, "fusing ink", which you will make, and any old pen. The "embossing powder" is a mixture of 2 parts finely powdered resin to 1 part gold OR silver bronzing powder (depending on the color you want to produce). The "fusing ink" is 7 parts water, 1 part Caro syrup, 1/2 teaspoon of Lysol, and a drop or two of food coloring. You'll have to include instructions in your kit, and it's best to just perform this experiment yourself and come up with your own directions in your own words. Write or draw whatever you want using the fusing ink (by dipping your old pen in it), then sprinkle the embossing powder over what you just wrote. Shake off any excess powder. Now, apply heat from an iron until the raised effect becomes visible. It's truly remarkable, and anyone who sees how this works will be a quick buyer for your \$4.95 product.

878. A bail bondman is in the business of loaning money to someone who has been arrested so that he or she can leave the jail prior to trial. If the detainee flees, the bail bondsman does not receive his money back, so he's out his entire investment, which is sometimes several thousand dollars. Bounty hunters are those individuals who track down and bring back these fugitives in exchange for a commission on the money the bail bondsman saves. This commission is usually in the 25% to 33% range, but it's entirely negotiable. So on a \$100,000 bond, the bounty hunter receives about \$30,000 for finding and returning the fugitive. If you're strong and you've got a powerful sense of adventure, bounty hunting might be for you. You'll have to do some research and find out a lot more about this opportunity, but there are professional bounty hunters who get to live out the "Texas Ranger" fantasy, while earning upwards of \$100,000 every year.

879. "Clip art" is the name given to small, reproducible drawings and icons, used mostly in advertising and design work. On the web, clip art is extremely important, and lots of clip art sites make good money. But here's how to compile your own clip art collections and sell them for a handsome profit. All artwork created prior to 1923 is in the public domain, so if you go to any university library and browse books and magazines before this period, you may freely compile and re-sell this artwork to others. Some of the Victorian etchings are absolutely beautiful and there's considerable demand for these. You can package this clip art in a variety of ways: You can put several

thousand images on CD-Rom and sell it on eBay, you can print hardcopy clip-art books and sell them in art supply stores, you can post the art online and sell access memberships, or you can even sell it by the piece. You'll have to decide what works best for you, but there is definitely a demand for this, and you should be able to extract some money from it.

880. Here's an interesting idea for a product. The point of having certain birds as pets is that they have the ability to mimic human speech. The problem is, you have to repeat certain phrases over and over again before the bird will be able to pick up on it. Or, you could sell "bird training tapes" that repeat popular phrases over and over again. Radio Shack sells automatic repeating cassettes that play the same 5 minute audio over and over all day long. You could record popular phrases and tunes that bird owners would enjoy, and then sell this for \$9.95 or more in pet stores.

881. There's nothing that helps a tennis player's game faster than hitting nonstop balls being delivered from a high-quality tennis ball machine. Unfortunately, these machines sometimes cost over \$1,000, which is pretty pricey for casual and part-time players. But many of these tennis players would be willing to pay \$25 or so for a day's rental of the machine. You supply the machine and they supply the tennis balls. Talk to several sporting goods stores in your area and ask if they'd post your brochure. Like most things, they'll be much more willing to go along with this if you give them a commission on all sales. If well publicized, you should be able to rent your ball machine 2 or 3 times a week, meaning it will be paid for in just 3 months. Everything else after that will be profit.

882. Here's an idea given to me by an employee at the largest manufacturing facility in our area: create a short-run "light" manufacturing shop that can handle all sorts of different manufacturing situations at a moment's notice. Lots of factories have to turn down jobs and extra work ALL THE TIME because they don't have time to retool or hire the right people or create the extra line. Here's a real example. This facility was recently asked to convert 100,000 units from an English version of its product to a Japanese version. All this entailed was opening the existing boxes, replacing the English-language instruction book and CD with a Japanese one, and placing two small Japanese adhesive stickers to the outside of the box. The box would then be resealed. The Japanese firm offered over \$2,000,000 to have this done, but the factory had to decline because they didn't have the space or the resources. But if you could have sub-contracted this work, you could have kept the difference between \$2,000,000 and whatever it cost to actually do the work. If you make it known that you're able to do this kind of work quickly, area factories can then offer you excess work that they can't do. By using temp help, you don't have to pay employees between jobs, and if you already own a big building, you won't have to pay rent. Obviously, this isn't something just anybody can do, but if you have some machine shop experience and lots of good business contacts, this might be worth thinking about.

883. Using a digital camera, a high-quality inkjet printer and some photo manipulation software (like "Paint Shop Pro"), you could start a "baseball card" business for all kinds of youth sports. For kids, it's fun having and trading your own baseball card (with your own picture and stats), and parents and other relatives love this kind of stuff. All you have to do is take "portrait-style" pictures of each player, wearing their uniform, and ask the coach for stats on each player. Then, you just incorporate these pictures and stats into an existing baseball-card-looking template that you've designed... and print them out on nice, stiff photo paper. You might also laminate these to

make them stronger. A batch of 12 should be enough to share with family and friends and can easily sell for \$39.95.

884. Kids like international penpals, and you can make a little bit of money operating such a service. All you have to do is advertise in a few child- and teen-oriented publications around the world, and collect names and addresses of people writing in. As people write in, you just pick someone on your growing list and send it to them. Obviously, you need quite a bit of volume to make this worthwhile, but it's such easy work, you can charge \$5 a person and earn a few thousand dollars for basically mailing a few letters every day. You could also make money by selling your names to a mailing list broker.

885. The organization called "Crimestoppers" will pay \$1,000 reward for information leading to the arrest and conviction of any person committing a felony crime. If you've got a hankering to play Sherlock Holmes, or if you've got connections among the criminal element in your city, you might be able to dig up the details on a few recent crimes and collect your bounty.

886. As the population grows older, more and more people will be slipping and falling in their homes and in commercial establishments. For the elderly, falling is not only embarrassing and uncomfortable, it's potentially life-threatening! So you can offer your services as a slip-and-fall prevention specialist, installing special slip-proof surfaces on stairs, kitchen and bathroom floors, on patios and decks, and any other risky surface. In neighborhoods with lots of elderly people, you can do a door-to-door campaign and make \$40 or \$50 per house, doing about 3-5 houses a day! It helps if you have some good endorsements and testimonials from previous customers. You can buy rolls of slip-proof adhesive-backed tape for just a few dollars, so virtually everything is profit!

887. You can make some money by calling all the homebuilding contractors in your area and ask them if they'd be interested in your "Builder's Clean Up" service. After a home is built, you could clean up the nails, wrappers, screws, wood scraps, carpet scraps, drywall fragments, etc. You'd also sweep the entire building, pick up and haul away all debris and salvage re-usable tools or equipment that may have been left behind. After all, these contractors are paying their carpenters to build houses, not play housemaid. If they can save money by hiring you, they'll do it. You should be able to get \$99 per clean-up job, and with a little marketing, and a good reputation, there's no reason why you can't get at least one job a day in most cities!

888. You have undoubtedly seen those ads that say "Win Government Oil Leases". Here's what that's all about. The Bureau of Land Management does maintain a list of Federally owned tracts of land (ranging from 50 to 10,000 acres) that may contain oil reserves. You can get the list from the BLM for about \$10. Any US citizen can apply to lease these lands, and they're given away in a computer-generated random drawing. This land is not KNOWN to contain oil, but it may contain oil and natural gas. And this 10 year lease gives you the right to explore, drill, and extract oil and gas reserves as long as it can be taken in paying quantities. Obviously, the value of these leases varies greatly, with the main point of the exercise to sell or assign your leases to oil exploration companies at a profit. But this is far from a "sure thing". On the other hand, there are people who've made \$250,000 for about 15 minutes work. To look into this, contact your state office of the BLM and ask for the application forms to submit your name for the oil lease drawings.

889. If you're looking for a way of raising cash quickly, you might consider surrendering your life insurance policy for its cash value. If you or your company has been paying into a life insurance policy for years, you've probably got several thousand dollars worth of cash value built up, depending on the type of policy and how long you've had it. When you surrender the policy, you're effectively cancelling it, and removing all future obligations from the insurance company to pay survivors and heirs upon your death. So if you're in need of some fast capital, dig out that old insurance policy, call your agent, and see what it's worth.

890. Do you know some artisans who are great at their crafts but not inclined to marketing? Generate a presentation that shows the artists' work in a professional light, and sell their arts and crafts on commission by opening an on-line art gallery. If the prospect of setting up the structure for exhibiting, ordering, processing the buyer's order, etc. is rather daunting, consider using an existing on-line gallery. For instance, check out sites like ArtBoomer.com. They offer a package selection that defines how much space can be allocated for media images and directory listings. The merchandise that artists sell runs the full spectrum: paintings, reproductions, graphics, jewelry, commissioned works, mugs, t-shirts, mousepads, ceramics, and other crafts. The site is designed to attract targeted audiences of artisans and buyers. They do take a commission fee. There are other sites as well that offer variations on on-line galleries. Check them out, gather your artist friends, and get worldwide exposure for their work.

891. Many people have an appreciation for fine art, but not the budget to support their good taste. If you're an artist who has the talent for making exact reproductions of Old Masters and other well-known artists, you can tap into this art-lover market and make a killing. Full-size reproductions of Rembrandt's "The Night Watchmen" sell for \$15,000. Here are a few ideas about finding a market. eBay will probably be the best place to start. There are also multiple galleries online that specialize in the selling of quality oil reproductions. They're probably always looking for new talent and may even split the proceeds with you. Another option is to canvass the galleries and design studios in your urban areas to inquire whether they're interested in fine art reproductions.

892. About 30 years ago, my mother - who loves to sew - decided to make doll clothes out of scrap material. I was too small to remember, but she tells me that she was able to sell all she could make. And that was before eBay! If you have a talent for sewing doll clothes, put together some Barbie ensembles, clothes, socks, coats, scarves... and little earrings, if your talent extends to jewelry making. Patterns are easy to find at fabric and craft stores and online. Barbie clothes sell at retail toy stores like Toys-R-Us and KY Toys at prices ranging from \$5.99 for simple outfits to \$9.99 for ballet sets to \$12.99 for princess gowns. These clothes are cheaply mass produced, and not very high-quality. Although major retail outlets may not buy from local dress makers, smaller boutique toy stores may agree to sell your wares on consignment. Another approach is to sell online, either with your own site, which can be listed on search engines, or on eBay. People who are selling Barbie clothes on eBay offer beautiful products ranging in price from \$2.99 for accessories to \$20.00 for one-of-a-kind gowns.

893. If you live in the right place and can hook up with the right restaurateurs, you can make a tidy extra income supplying the local gourmand with frogs legs. They're tasty and in big demand at fancy restaurants. It's best to go frog hunting at dusk, and catching them is simple. The French

people, who eat 3500 tons of frogs legs a year, go out after sunset and blind the frogs with flashlights. They then collect the frogs in sacks. (This is NOT as easy as it sounds!) In the United States, it's traditional to go gigging for frogs with a trident-style gig. It's quick, simple, and effective. After you've collected the frogs, remove the legs by cutting the frogs in half across the belly. Clean them immediately, and clean them well. How much should you sell them for? Check out the price of a plate of frogs legs at your local restaurant, subtract 30%, and start your negotiations from there.

894. There isn't a home on the planet older than 30 that doesn't need to be winterized. Old windows are notoriously drafty, and those places where the house meets concrete (such as on patios and garage flows) need recaulking every few years to keep moisture out. For less than \$100 you can equip yourself with a good caulk gun, a selection of indoor and outdoor caulks, and start selling your services door-to-door. The funny thing is that caulking is a chore that many people neglect or simply don't remember to do. Do a little research on the importance of winterizing a home to improve your sales pitch. Consider salting neighborhoods with a flier that announces you'll be coming through in the next few days. You should be able to charge around \$25 depending on the size of the home and the type of work that needs to be done.

895. If you live near a lake or big river and love being on boats, why not consider buying a used steamboat and giving scenic trips to tourists? This is a line of business that takes a little planning and the right license, but it's unique and lucrative. A ninety-minute steamboat ride goes for around \$15 for adults, and \$10 for children 6 to 12; children 5 and under ride free in most cases. Steamboats are designed to carry between 50 and 150 passengers, so you can see how much money you can make in a single day running as few as four tours. Many steamboat operators also offer luncheon and dinner cruises; I've seen those advertised at \$27.95 and \$45, respectively. This is a popular attraction anywhere there's a good-sized body of water.

896. While a few touring bands have their own roadies, most simply hire locals to handle things like setting up sound systems and lugging equipment. Doing so keeps their costs lower (they don't have to pay for travel and accommodation), and you can take advantage of that. If you've got a little muscle and don't mind getting paid \$100 or so for a few hours of work, then make yourself available as a local band roadie. The best way to find these jobs is to hook up with PA and musical equipment rental agents in your town, or with concert promoters. Promoters can be a great resource for this type of work. If they're good at what they do, they're always busy, and you'd be surprised how easy it is to get hired if you simply show up at the right time. It's a matter of putting yourself out there, being willing to work, and showing up when you're supposed to. If you do that, you'll be far ahead of most of the people looking for roadie work, and eventually the jobs will come looking for you!

897. A DUI conviction can change your life. Still, lots of people drink and drive. There are 1,000 reasons why, but one of the reasons people cite for not calling a cab when they've had too much is the inconvenience, awkwardness and embarrassment of having to return for their vehicle the next day. So here's a business idea that will not only make you some extra cash, but make the roads a little safer. Offer a "DUI Take-Home Service". For \$49, the customer AND HIS VEHICLE, are driven home safely. If you've got an employee, he can drive the customer's vehicle home, or if you're running a one-man shop, you could tow the customer's vehicle home. The trick to success-

fully running a business like this is to come up with an easy-to-remember name and/or phone number, and to get as much free publicity as you can from radio stations, tv stations and newspapers in your area. On the weekends, lots and lots of people who should drive do, and hopefully some of them will remember your business name or number. You might even get police officers to call your company whenever they stop a drunk driver so that you can get the driver's car home. It seems like a viable business, and I don't know anyone who's doing this commercially.

898. If there's a major event going on in your area, try setting up a pay-per-view deal with your local cable company. Cable companies are equipped to handle PPV billing already, so their infrastructure is already there, and most are already in the broadcasting business, providing access and broadcasting facilities to local groups. Start by building relationships with the local cable management team. Those relationships will be critical when big events occur, and having a base of trust in place from which to operate will serve you well as you approach event promoters. Since you already know the local cable providers, you'll be in a much better position to pitch a pay-per-view event to promoters, with whom you are going to have to work if you are to succeed in this business. But if you are confident and have laid the groundwork, you'll be set to act as the go-between and take a percentage for setting the deal in motion. This is a business that's all about contacts; the better you can schmooze, the easier it will be to create opportunities for local pay-per-view success. People feel pretty comfortable paying \$8 or so for a PPV event, and it's not unusual to get 2,000 households or so to buy full coverage of a local event. Now here's how to turn this into a billion-dollar business. Instead of focusing on huge national PPV events (which are already pretty much controlled by a group of monolithic companies), you can manage dozens or even hundreds of these local PPV events, and make just as much money! You'll need some local success to demonstrate to cable companies that you can do what you say, so start small. But when you're ready, you can expand across the country!

Here are 20 unusual inventions ideas that could be make you filthy rich:

899. System for dog hair reduction in the home - homeowners with dogs would love some device that automatically reduces the amount of dog hair that accumulates in the house. We have two Australian Shepherds and the house has to be vacuumed daily!

900. Here's an idea that could make you a billionaire. In the 1950's, Hiller Aircraft Company made a prototype flying device (for the US Navy) known as the Hiller Flying Platform. It's straight out of science fiction... but it worked! You stand on this small round platform and hold onto the handles and you can fly around like you're on a magic carpet. It uses two counter-rotating blades for stability and it's remarkably maneuverable. You can get the patent online and that's probably enough information to build your own version. If you could create a working consumer version of this device, you could easily sell 100,000 units for \$29,900.

901. Smokeless device for hardcore smokers - how about a handheld device that holds a burning cigarette, but doesn't let any smoke escape. And when the smoker takes a puff, he can then exhale the smoke into the other end of this handheld device, preventing second-hand smoke from being released in public.

902. Daily contacts extension system - Just because contact lenses are cheaper than they used to be, that doesn't mean they HAVE to be disposable. You could invent a consumer product that extends the wear of so-called disposable lenses.

903. Small-scale in-sink dishwasher - A lot of people like the idea of an automatic dishwasher, but don't want the hassle of having one installed. So there's definitely a market for a smaller-scaled model that fits in the sink and attaches to the faucet.

904. Some utility companies spend millions of dollars every year on meter reading. The idea, in this day and age, of driving to each customer's home to read a usage meter is simply ridiculous. So there's definitely a market for simple and cost-effective device that somehow transmits this data to the utility without having to physical visit each customer. If you can make something like this, and make it cheaply, you'll sell millions of them to utility companies around the world.

905. Quick Thaw driveway material - Do you remember those Quick Thaw plates that thaw frozen foods in record time? Even if they were really cold, they would still thaw foods extremely fast. Why couldn't you develop a driveway sealer that had similar properties? So when it snowed on this material, the snow would melt instantly?

906. Location transmitter - Here's a cool invention. How about a small GPS unit that transmits its location every few hours? Your first customers would be owners of very expensive cars. If the car were ever stolen, they'd just have to wait until the next "ping" of the transmitter and find out exactly where the car is. Also, banks could use this to place inside money bags during a robbery. The police would soon know the exact location of the money. You could even implant these inside high-risk kidnapping targets. Okay, that's far-fetched, but this is a viable idea, and one that could probably be built with off-the-shelf hardware.

907. Artificial taste generator - Taste is largely based on smell. If you could generate artificial odors that overpowered the "real" flavor of foods, you'd make a fortune in the diet industry. Imagine making a glob of tofu taste like orange sherbet, or low-fat toast taste like greasy pizza! Low-fat and low-carb and otherwise healthy food could be made to taste like milk chocolate, cheddar cheese or a New York strip.

908. Here's an invention that car lovers (especially teens) will buy. If you can figure out how to build counter-rotating hubcaps, you'll sell a ton of them. In other words, when your car is going forward, the hubcaps spin backward. It might seem silly to adults, but this is exactly the sort of thing 17- and 18-year old car owners like. Alternatively, you could invent a hubcap that remains completely still. That would be pretty easy to make. All you'd need to do is have a hubcap that spins freely on a bearing and then weight it on one end so that the heaviest part always remains at the bottom. Get this to work, and you can probably sell 100,000 of them for \$39.95 with no problem.

909. Vidbot - In the future, this is almost inevitable, so if you're the guy who

makes the first working model, you should do very well. Essentially, it's a video camera attached to a remotely controllable robot, which you can control through the internet. You could "drive" your vidbot wherever you want it to go... in stores, down the Champs D'Elysees, to sporting events, etc., sending video back to you via the internet. Vidbots will be all over the world, rentable for a per-hour fee. Wouldn't it be cool to rent a vidbot for a half-hour, and virtually stroll along the Seine?

910. Paint On/Peel Off shoes - Shoes made of some rubbery material that you could "paint" directly onto the foot and then peel off when you're finished. Great for the beach, sports, etc.

911. "Mind control" device - When you think different thoughts, the barometric pressure right next to the eardrum changes slightly. If you could come up with a way to measure this change in pressure and correlate it to particular thoughts, a user could, for instance, think of the color blue, and cause some piece of equipment to behave a certain way.

912. Backup buddy - If you look at the back of any 18-wheeler tractor-trailer, you'll see bent doors, bent handles, bent bumpers, etc. The reason for this is because when a trucker is backing up to a dock, it's hard to guess how far away you are. And if you think you're 2 feet away, and you're only 1 foot away, you're going to hit the dock with more pressure than you wanted. This device would be a take-off on those ultrasonic tape measures. It would measure the distance between the back of the truck and the dock and give a printed readout in the cab of the truck. With millions of trucks on the road, there's probably a good market for this.

913. Workout suit - How about a suit that contains little pockets of lead weights? Just wearing it around for an hour or so would be the equivalent of having ankle weights all over your body. You'd probably get a pretty good workout just walking around.

914. Airplane passenger compartment - Jerry Seinfeld used to have this gag that went "In an airplane crash, how come the black box always survives? Why don't they build the whole plane out of this black box material?" In the same vein, why not invent an airplane system where the passenger compartment can separate from the main fuselage and float to safety under large parachutes?

915. Multi-theater movie projector - When a really popular movie comes out, some theaters get two copies of the movie, but rarely more than that. Why? Because these movie rolls cost about \$3,000 each. But what if you could rig some sort of film take-up system that allowed you to show the same movie reel on two or more separate projectors within a few minutes of each other? In other words, the film would go through the first projector and then enter into a series of empty reels that could then be fed into a second movie projector, or a third movie projector,

etc. So just one copy would be able to service as many projectors as you wanted to use.

916. Fruit "leather" - It seems as if the skins of citrus fruit and bananas could be "tanned" in some way to develop purses, wallets, belts, and shoes. Come up with a process, create some funky designs, patent your process, and make a fortune!

917. Aging concrete - Aged concrete looks nicer and richer than brand new concrete and 30 year-old statuary sells for about 10 times the price of brand new versions.

If you could invent a technique that "ages" concrete flower pots, statues, benches, etc. quickly, you could license it to ornamental concrete companies for thousands of dollars each.

918. Crime ending machine - That may sound a little ambitious, but listen up. If everyone had one of these devices, about 90% of violent crime would go away! How about a little device you wear around your neck that is part digital camera, part GPS and part cell phone. During an emergency, you push a button. The device begins snapping pictures, recording sound and instantly transmits that (and the user's GPS coordinates) to a central station. Operators could then dispatch police to the area. Once the user presses the button, criminals cannot undo the data that's already been sent, so now the police have the photograph of the perpetrator and there's nothing he can do about it. Again, if everyone wore such a device, it would be the biggest crime deterrent ever invented. Now, imagine 50,000,000 people paying you \$9.95 a month for the service!

Now, back to the regular ideas...

919. Ever since the movie "From Hell" came out, people have been fascinated by the *fin-de-siecle* drink "absinthe". It's been illegal in the US for nearly 100 years because it's made from worm- wood, which primary constituent, thujone, is thought to be hallucinogenic. Whether it is or not is subject to interpretation, but it's becoming more and more popular every day. There are several recipes for making it yourself, and a few people are making money by creating "kits" that allow people to create this concoction using pure grain alcohol as a base. It's basically wormwood, anise, and a few other herbs. You can put the kit together for about \$3 worth of supplies and sell it for \$19.95 all day long. None of these ingredients are illegal, so it might be possible to work out deals with liquor stores and get them to stock your kit, particularly if they're receiving a good commission.

920. As you know, when you dial a 900 number, the caller gets a certain, pre-determined amount of money charged to their telephone bill. Here's an interesting twist to make money on that. You could set up five 900 numbers - one that bills \$20, one that bills \$10, one that bills \$5, etc. Then, you could approach online merchants and make them this offer. In addition to accepting credit cards, PayPal, etc. on their websites, they could allow customers to call a certain 900 to access their products as well. When their customers call your 900 number, they are charged \$20 let's say, and then you and the merchant can split the money (at some agreed-upon rate). By having a lot of different 900 numbers set at different charge amounts, you could accommodate most website

products. You'd have to give each caller an access code that they could then use to "unlock" the product they just ordered. A lot of would-be buyers on the internet do not have a credit card, etc., and would appreciate this alternative method of paying for products. And, since you're getting a cut (possibly as high as 25%) on all transactions, you'd make a fortune!

921. Every year, more and more people are trying to sell their home themselves... instead of paying the 6% realtor commission. After all, the commission on a \$100,000 house is \$6,000 and for six grand you can do A LOT of advertising yourself! But most people don't know the first thing about selling a house (or selling anything), and that's where you come in. Instead of charging them \$6,000, you could charge them, say \$600 and act as a "FSBO Consultant." (FSBO = For Sale By Owner.) It's easy to find clients. Just look for crude, do-it-yourself "House For Sale" signs. You can walk them through every step of the process, show them the most effective places to advertise, the best way to fix their house up for easy sale, pricing strategies, etc. In other words, you could help them do everything that a realtor would do for them... but at 1/10th of the price. Even if you get just one client a week, this would be an excellent part-time income. But if you went into this full-time, I don't see any reason why you couldn't turn this into a six-figure career.

922. You've undoubtedly seen those silly painted scenes, usually painted on an 8' x 8' board (two pieces of plywood attached together), with two holes cut out for your - and a friend's - head to go through. From the other side it looks like you're surfing or flying or something silly. If you live near a tourist destination, and you have some artistic talent, you can make your own and earn \$100 or more every day. The trick is to make your "vignette" relevant to the main tourist attraction in your area. Around here, where horses are really popular, I could make one that would look like you - and your friend - were jockeys racing in the Kentucky Derby, for example. In the right place, like Churchill Downs or the Kentucky Horse Park, I could easily get 40 - 50 people to do that every day for \$5 a pair. Perhaps you can think of some scene that would be appropriate for your area. You'll probably want to use a Polaroid-type instant camera since people will want immediate gratification.

923. I love the idea of automatic money-making machines, and here's one that really works. In certain streams in America, there are gold nuggets, flakes and dust aplenty. With a gold pan, you can go out and find some, but that's a lot of work. Instead, try designing an automatic "gold trap" that acts as a "sluicing system" powered by the creek's current. In other words, during floods or just by the natural flow of the stream, as gold gets carried through the water, some of it gets trapped in your sluicing system. You have to understand how a sluicing system works in the first place, before you can design this, but if you're inventive and enterprising, you'll see how this could be done. Then, you just make the rounds of your gold traps and pick up whatever got trapped since your last circuit. Start out by doing a little research on existing gold sluicing systems online, and then adapt it so that it captures gold automatically.

924. Here's an idea I had several years ago, but I got too busy to go through with it. I don't know anybody doing it, but the opportunity is definitely still there. When you rent a video at a video rental store, you get a plastic box to carry the video home in. Since this box gets looked at quite a bit, there's no reason why you couldn't sell local advertising on it. You could split the profits with each video store you contract with, and since they're always on the lookout for additional revenue streams, many of them will agree. Local businesses will probably pay \$20 a

month to be on sev-

eral thousand video boxes, and you should be able to get at least 20 ads (ten on each side) on a video box. That's \$400 a month per store. I figured that the easiest way to provide the advertising was to print the ads on easily-removable adhesive paper. It's cheap and it's easy to change whenever necessary. Get 15 or 20 stores to go along with this and you've got yourself a real business!

925. Okay, this one has been tried a million times, but no one has gotten it right yet. The internet is screaming for an effective micropayment system. On poll after poll, people have stated that they're much more willing to pay a few cents for content on an as-needed basis, instead of paying a subscription for something they may never use again. But on every existing system, from credit cards to PayPal, the transaction fees are just too high to make any payment less than 50 cents worthwhile. It might be tough to get started, but the best way is probably going to be to have people simply deposit money with you and then use those funds to make their micro-purchases. But this has worked pretty well for the pay-per-click search engines, so there's evidence that people are willing to do it. If you can make it work, the rewards will be worthwhile. A 10-cent transaction isn't much, but a million 10-cent transactions a day is serious money, and so is a 20% cut of that. If you've got some programming skills and about a year of your life to spend, it's worth considering!

926. Think of a new use for an existing product and then capitalize on the difference in perceived value. For example, a \$2 tacklebox becomes a \$12 "craft supplies" box just by changing the name. There's no real added value. And by selling the \$12 craft supplies box for \$6 wholesale, you're still making \$4 profit per unit. How about turning an old computer, a free copy of Adobe Acrobat Reader and an inkjet printer into a \$2,500 "form delivery kiosk"? (I didn't make that up - that's a true story.) There are lots of possibilities here, but you'll have to be creative and come up with your own application.

927. You know how credit bureaus keep track of your credit history and then sell that information to potential creditors? Here's a completely new twist on that concept that could make you rich.

This would never have been possible without the internet, so consider yourself lucky to be living at this particular time. When insurance companies evaluate your driving history, they get a copy of your official driving record from your state government. This shows your speeding tickets, traffic violations, and sometimes accidents. They also use a few other factors like age, type of car, the grades you get in school(!), and other info to arrive at the appropriate premium for you. But all of that number-crunching is trying to arrive at one thing - how good a driver you are, and how risky it will be to insure you. But this information can be gotten another way, and insurance companies would pay dearly for it. Why not set up a website where people can report bad drivers, inconsiderate drivers, aggressive drivers, speeders, rude drivers, people who run red lights or fail to stop, etc., etc. All they would need is the license plate number, and they could then submit a report.

Wouldn't it be delicious to get back at that jerk who cut you off in traffic? And once you got enough data, you could probably sell this to insurance companies for BIG BUCKS! After all, if 5 different people have reported that a guy is a very aggressive driver, that's pretty strong evidence that he's a bad risk to the company. You'd have to come up with a system to prevent "vendetta" reporting, and you'd have to comply with all the personal data collection laws, but if you could make this work, you'd have a gold mine.

928. Here's an idea for a cute little novelty that you could probably sell a million of. The word "fan" has at least two meanings: a devoted follower, particularly of a sports team... AND... a cooling device, usually consisting of a motor with a spinning, multi-bladed attachment. By combining these two things, you could take advantage of this play on words. For example, if you're a fan of Cornell University, you're a "Big Red" fan. You could create a large plastic fan - red plastic of course - with a suction cup for attachment to a car's roof. It's a "big red fan"... get it? Or, you could make it a "buckeye fan" for Ohioans - with pictures of buckeyes on it. You get the idea. Sports fans love putting things on their car that signify their team. Just go to a college football game and you'll see all the little window flag attachments. People love this kind of stuff. So if you can make these little fans cheaply enough (they don't have to have a motor, of course... plastic only will be fine... just make sure they spin as the car drives...), you could sell about a million of them for \$15 each.

929. The US government prints hundreds of thousands of documents every year, and some of them are quite useful. By browsing the list of available documents, you can find some that probably have commercial value, like lists of government auctions, the "Directory of Government Support Positions" (the Plum Book), various research reports, etc. Fortunately, everything printed by the government is, by definition, public domain, and can be reprinted freely without any worries about copyright violation. By compiling and repackaging these useful government documents, you can create a whole slew of marketable products. It takes a lot of searching to find that needle in the haystack, and I think you'll be surprised at the sheer volume of material available. A good place to start looking is www.gpo.gov.

930. Here's an idea that used to be fairly popular, but I don't see that many people doing it any- more. I'm sure you've seen those advertising "card decks" that are basically 80 different postcards from 80 different advertisers wrapped in a cellophane envelope and mailed to you. Advertisers pay about \$3,000 to get their postcard sent to 100,000 recipients. The advertisers send you the camera-ready copy and you have the postcards printed, sorted and mailed to a particular mailing list. You get \$250,000 or so from the advertisers, and it costs you about \$150,000 for the printing and mailing. You keep the \$100,000 difference. That's a very simplified version of how it works, but there's a well-known marketer in Cambridge, Massachusetts who made a fortune doing this! If you've got a good thematic mailing list and lots of contacts in the business community, you might give this some thought.

931. There's an interesting book that you can usually find in libraries or online called "64 Winning Betchas", and it's basically a list of 64 clever "bar bets" that you can't lose. Some take practice, but most of them are easy to learn. If you want to make a few bucks, you can walk into a bar and say, "I'll bet you \$5 I can..." and then fill in the blanks. You'll always get some takers. This isn't much of a money-maker, but you can make a few bucks here and there... and long as the patrons have a good sense of humor.

932. Like everything else in life, when land is surveyed, mistakes are sometimes made. If these mistakes are small, and the surveyor puts his marking pin 5 feet too far, it's no big deal. But occasionally, well-meaning surveyors make huge blunders that go undiscovered. And after a surveyor prepares his report and a deed is written and filed, that becomes the legal description of the property. If you discover the error soon after the deed is filed, you can probably have it redone and

refiled. But if property changes hands several times, it's really hard to do anything about it. In my hometown, for example, there was a piece of land that was left off one deed and it remained unclaimed for over 80 years. Technically, it belonged to nobody. I suppose there are mechanisms for you to claim this unclaimed land, but that's not what this idea is about. (That's probably more trouble than it's worth.) But here's a way to make money with this if you can figure out an easy way to do it. If you know who the rightful owner is SUPPOSED to be, you can contact him and make a deal. Something like this... "While doing some research on land titles, I discovered that you're the rightful owner of some land you probably didn't know about. I'll give you all the details and help you reclaim this undeeded land if you'll agree to give me 20% of its value." Under the current paper-based system, this probably isn't worth the trouble. But when all this data becomes computerized, you'll have the opportunity to corner the market in this potentially lucrative scheme. There are probably millions of dollars worth of undeeded or inappropriately deeded land out there, and if you can get a percentage of just a tiny fraction of this, you'll make a killing.

933. As the owner of a farm, I'm constantly needing laborers for one project or another. One day, while driving along, I saw a man with a sign that said "Will work for food". Great, I thought. I'll give him a job. I pulled over and gave the man my card and told him that not only would I give him food, but also a warm, dry place to sleep and \$6 an hour. This is what he said to me. "That's okay... no thanks... I'm doing just fine like this." So I pulled across the road and watched him.

About 1 in 50 cars drove over to him and gave him a \$1 bill. Some probably gave him a \$5 bill. If you extrapolate that into an eight-hour shift, he's making something like \$200 a day! It's pretty sneaky, but if you don't mind damning your eternal soul, it seems to be a good way of making money.

934. Although they don't advertise it as much as they once did, the IRS still has a program for tip-ping them off to tax cheats. If you know (and can prove) that someone has been evading income tax, you can get a percentage of the money recovered. It's not a huge percentage - like 5% - but if you go after the big fish, 5% of \$1,000,000 is a nice annual salary!

935. One money-making strategy that always works is offering things to the public BEFORE the public is supposed to have access to them. If you've got an inside source who can get you things like DVDs or video games before they officially go on sale, there is a ready and willing market for them. A DVD set of the Star Wars trilogy went on sale on eBay months before being publicly available and brought several THOUSAND dollars. An inside source at a video game distribution company is literally worth its weight in gold! You can get triple and even quadruple the retail price for this kind of thing, if you can offer it a couple weeks before everyone else.

936. If you like dogs, instead of teaching your pups to retrieve a stick, how about teaching them to sniff out bombs or drugs? A good bomb or drug sniffing dog is worth about \$10,000 or more to law enforcement agencies, and there is no shortage of buyers. You may have to get a special license or permit to have some training drugs on hand, or certain components used in bomb-making, but I don't know about that. I do know that it wouldn't be particularly difficult to train dogs to sniff these things out, since their noses are extremely sensitive anyway. If you can raise and train 8 or 10 good dogs a year, you've got a great home business.

937. After bathroom tile is installed in new home construction, it should be allowed to dry and then sealed with a waterproofing tile sealant. But do contractors do this? What do you think? Of course not. But sealing your tile grout can make it last YEARS longer and look nicer... and make it easier to clean. So, you could go to new home construction sites and leave a brochure in the bathrooms that have just been tiled. It only costs about \$2 worth of sealant and about 1/2 hour's work, but people will happily pay \$20 to have their tile waterproofed. In an area with lots of home construction, you should be able to get 2 or 3 jobs like this a day.

938. A church parking lot is heavily used one day a week, and then remains deserted the other six. Ironically, church parking lots are some of the best-situated properties around, and are usually easily accessible from major and popular thoroughfares. Here's how to use this to your (and the church's) advantage. During the six days of the week the parking lot goes unused, how about setting up some sort of miniature store, or even a small, drive-thru convenience store. You could sell milk, bread, soft drinks, candy bars, sandwiches, chips, etc., with the profits shared between you (the operator) and the church (the landlord). If people know that the money is going to a good cause, they'll probably give you a lot of business. You don't need any kind of fancy building. 8 pieces of plywood nailed together on a frame will probably do! Oh, and a roof.

939. During outdoor events, one essential is the Port-a-Potty. These only cost about \$500 to buy, but they rent for \$100 a day! This is an excellent business to consider. Most large cities have plenty of portable toilets to rent, but most small towns do not. They invariably have to contact a rental company in the nearest large city, which often requires a 3-day minimum. What you can do is travel around to various small towns in your area and approach the Fiscal Court, City Council, or whatever committee handles city and county business, and let them know that you will deliver, set up, clean and remove as many portable toilets as they need, for any particular event, at your special "government rate", which is 75% of your current rental rate. You'll also rent them for as little as one day. So now, whenever they need to rent a portable toilet, they will be contacting you. Considering that every portable toilet you buy will pay for itself in 6-7 rentals, this is a business that you could grow pretty fast.

940. You've heard of the GED. What about the CED? The "College Equivalency Degree"! By administering a sufficiently rigorous exam, you can probably determine whether a person has, through life experience, independent reading, etc., achieved college-level abilities in general knowledge, critical thought, appreciation of the arts, etc. Not that passing the exam is the same as a degree! But it would be a sort of guideline for employers to know that the person with your "CED" has at least a proficiency in these areas equal to or greater than the average college graduate. You can charge applicants \$50 or even \$100 to take the test, and if your test becomes the standard that employers trust, you'll attract enough applicants to become filthy rich.

941. During the depression, homeless people picked up every scrap of paper, metal, and wood they could find and created "tramp art". This "art-from-trash" was a multi-media collage of everything the artist had found since his last creation, and the purpose was to create something to sell. You can visit eBay and see lots of samples of this by searching for "tramp art". It's amazing what you can make from items you scavenged for free. Obviously, making these little knick-knacks is not going to make you rich, but if you've got ZERO capital, it's a way of raising a little money.

942. How about a "credit-reporting" type agency for former boyfriends and former girlfriends? After breaking up with someone, they could go to your website and answer questions about that person and give information about what the person is like. Then, when someone is thinking about getting into a relationship with someone, they could visit the website and find out if anyone had submitted any reports on that person. If so, they could buy the report for \$9.95 or so. If you were about to enter into a relationship with some hot babe, wouldn't you like to know that she pulled a gun on her last boyfriend? I think people would definitely pay for a service like this.

943. Here's a way of making some quick money. Create a website for small local businesses and then ask them for a donation. A lot of small businesses don't need anything other than a "brochure" site with a couple of pictures, the hours they're open, the address and telephone number, etc. And any business that doesn't already have its own website will probably pay you \$20 or so for having created one for them. You can use those free short domain names as well as free templates to create nice-looking sites fast. So your out-of-pocket expense is basically zero, but you can probably create 5 or 6 of these "donation" sites every day.

944. If you live in mineral-rich areas, you can literally pick up coal off the ground. In West Virginia, for example, you can walk out into a corn field and pick up a 5 gallon bucket of coal in a few minutes. Homeowners who heat with coal will buy whatever you find, especially if you sell it to them for below market value. This is another good moneymaker if you've got no capital and need a little money quickly.

945. Whenever a popular sporting event or concert comes to town, you'll notice that there are always a few ads that appear in your local newspaper. These usually appear in the "classifieds" section of your Sunday paper, and they generally offer "lower arena", "floor", and other "premium" seats. If you call to inquire, you'll generally find that they carry premium price tags as well! These are generally ads placed by "ticket brokers" who are selling tickets on behalf of others. Usually the broker will split the profits with the owner of the tickets. Years ago, brokers used to have it easy. People who found themselves in possession of good tickets (either by luck, waiting in line, having an inside contact, etc.) would contact these brokers and ask them to sell the tickets on consignment. But now with the internet, people are finding that they can sell these tickets directly and keep all the profit themselves. So here's a trick you can use to get great tickets yourself and sell them for a nice profit. About one week before the event, most venues start getting a trickle of "turn ins". People who bought multiple tickets find out that somebody can't go, VIP tickets that were reserved for the event go unused, people who bought tickets die, etc., etc. And the net result is that starting about a week before the event, all the way up until the moment the event begins, venues receive a small but steady stream of additional tickets available for sale. The venue does NOT advertise these extra tickets. But if you call them one week before the event, and then every day (3-4 times a day if you're especially eager) up until the event, you will probably wind up with some great seats - even for "sold out" shows. When you call, ask for any "new releases" that may have come available. Since many of these will be unused VIP tickets, they tend to be excellent. I know of several people who have received floor passes to sold out concerts by calling a few days before a concert and simply asking for "newly released tickets." You can usually sell these for a nice profit, but keep in mind that scalping tickets is illegal in several states. If you want more information about how to get these tickets, as well as backstage passes, you should visit another of my websites - <http://www.backstage-passes.com/>

946. When you're building a house, the difference between hiring a general contractor and being your own general contractor is a savings of about 20%. If you're building a \$100,000 house, the difference is \$20,000 and if you're building a \$250,000 house the savings is \$50,000. So with those numbers at stake, it makes a lot of sense to be your own general contractor. Unfortunately, most people don't have a clue where to begin. There are books on the subject, but they're just generic guides to house building, and don't address the reader's specific needs or have any information about the reader's specific location. What you could do is create a "be your own contractor" kit that explained EXACTLY what to do in your area. Where to get the building permit, the hours they're open, how much it costs, etc. You could have names and phone numbers of the best subcontractors for various jobs, where to call to get your plumbing inspected. Indeed, EVERYTHING a person needs to know to do a competent job at organizing home construction. You'd have to spend some time doing the research, but you could probably sell these reports for \$250 each, provided you do a good enough job of showing people how it's going to save them \$20,000 or more.

947. The first reaction that most people have to the suggestion of making your own movie is "Yeah, right!" But making an independent film is not all that difficult, really! All you need is a camera, some film, some lighting and an idea. First-time, unknown actors will work for you for free just to get some credits and screen time. A good 16mm movie camera (the same camera used to shoot "Blair Witch Project, El Mariachi, Clerks, Leaving Las Vegas, and lots more popular and profitable independent films) will cost you about \$2,000. The film will cost you about \$2,000 more. You'll spend another \$2,000 on film developing and printing. Another \$1,000 on sound, props, set design, etc. Anything over that is entirely discretionary. You can also make your movie with a DV Camcorder for about 1/3 of that cost. Several new movies - Full Frontal, Chuck & Buck, Blair Witch Project - were shot with camcorders. Considering that Blair Witch Project cost \$35,000 and made over \$100,000,000 (yes, that's a hundred million dollars), you should focus your attention on the story or idea and not concern yourself too much with the format you're shooting in. Enter your film in various film festivals and cross your fingers. Okay, it's a longshot, but if you're really creative you should at least look into this. The best place to start is Robert Rodriguez' book, "Rebel Without a Crew".

948. You can build an electric generator with a cheap lawnmower engine, a GM alternator and a few spare parts. Plans for building this are all over the internet. And although the parts cost about \$40, you can EASILY sell a working electric generator to homesteaders, farmers, campers, hunters, contractors, etc. for \$100 or more.

949. Here's a good idea for a website - a directory of local contractor reviews. In other words, you could have a listing for each state, and let users post objective reviews of the work and craftsmanship of various contractors. The range of skill among roofers, for example, ranges from "hopelessly slipshod" to "consummate professional", and wouldn't it be nice to review what others have said prior to hiring them? You could either charge a one-time search fee or make it a subscription site. There's a definite need for this type of service, and like most things, when there's a definite need, there's probably a way to capitalize on it.

950. PBS is re-running Ken Burns' masterpiece "The Civil War". I love to watch it, but I never thought I'd get a money-making idea from it. Apparently, after the battle of Manassas, the first major battle of the war, land speculators bought the battlefield to turn into a tourist destination. That got me thinking. If, through fate or other circumstance, a piece of land becomes historic, you could buy it as an investment. Two months before Bill Clinton was elected president, you could have bought his boyhood home for \$50,000. Now, and more importantly... 30 years from now... it's going to be worth a fortune. The world will continue to create a steady stream of "historic events", causing certain items to suddenly become instantly priceless. The quicker you can get there and stake your claim, the better your profit will be.

951. I never thought I'd put "international smuggler" in this list of money-making ideas, but there's one idea that's sufficiently lucrative and sufficiently harmless that it's worth mentioning. If you go to southern Africa, and start asking around, you will discover that raw, unpolished diamonds can be bought for about 1/10th of their market price. (Apparently, in certain parts of South Africa, you can literally pick diamonds up off the ground. The harvesters risk being shot at, but they continue to do it.) Diamonds aren't particularly rare. Their price is just held aloft artificially by the DeBeers monopoly. If you can get these diamonds to the west and have them cut and polished, you can sell them for at least 10 times your purchase price. The punishment for getting caught can be severe... not the least of which is forfeiture! But for those readers who find ordinary money-making ideas a little too mundane, here's a way to satisfy your James Bond fantasies and simultaneously make a killing. But you didn't hear it from me.

952. There's all kinds of special clothing and uniforms that kids have to have to play sports, join the Boy Scouts, sing in the school chorus, etc. But one of the most expensive and least used are "specialty shoes". Baseball players, golfers, soccer players, etc. have to wear special "cleats" that can cost upwards of \$100 new. A league with 10 teams and 20 players each means \$20,000 worth of shoes. Per league. And since kids continually outgrow their shoes here's a business opportunity. Just like college bookstores do, you can buy the outgrown merchandise for a few dollars, and then turn around and sell it to others and instantly double your money. And if you give a contribution to the soccer club based on sales, you will undoubtedly get their attention and their approval.

953. One of the universal truths in the world is that kids quickly grow tired of their toys. Here's how to turn that into a business. How about a members-only "toy library" that lets members "check out" a toy for a 2-weeks at a time? You could have a huge selection of toys for all ages and each member can select up to 3-4 toys at a time and take them home, just like checking out books from a regular library. The better your selection, the more members you'll have, and parents will love this because their kids get to play with a huge variety of toys for a fraction of the cost of buying them. I think this would even make a great franchise idea. In a medium-sized city, you'd probably be able to get 500-600 families to join at \$9.95 a month. You'd have an initial capital expenditure in the \$20,000 to \$30,000 range (less if you can get a lot of toys donated), but you'll earn that back in 6 months or less.

954. Here's one of my earliest money-making ventures. At the time, this made me more money than anything else I'd done to that point. So pay attention! ;-) Machine shops are pretty profitable, but they're mostly run by blue collar, mechanical-type people without a lot of marketing skills.

The work they get comes mostly from customers they've dealt with forever, or one-off jobs from

people who find them in the Yellow Pages. None but the largest machine shops have anybody who aggressively seeks out new business. (This is true with a lot of small businesses, but since I did this deal with machine shops, that's the focus of this idea. But feel free to adapt this to other businesses!) So you walk into a machine shop and make them this deal... If you bring them new business, from new customers they've never dealt with before, they'll give you 5% of the revenue from (and this is important) ALL future business from those customers. If they agree, make them sign a contract to that effect. Now, go get customers. Here's how. Get the Yellow Pages and make a list of all machine shops within a 50 mile radius. Visit them and find out who some of their customers are. Go through their trash, do surveillance, ask employees. Now, approach the competitors' customers with a nice brochure, explaining all the reasons they should be using XYZ Machine Shop instead. "They're cheaper, they offer free pick up and delivery, their quality is superior, and here are 25 testimonials from current customers who say they'll never go anywhere else." Most of them will say no. But a lot of them will give XYZ Machine Shop a try. And if they like them, and stick with them, you'll be earning a residual income for the rest of your life for every one of these you can convert. Some of your checks will be pretty nice. A \$25,000 machine shop bill is not uncommon, so your 5% commission will be \$1,250. And that's for the rest of your life. I'd still be getting commissions today, but the owner died and the shop closed. But I think this has lots of potential for a go-getter. And don't forget, when you finish doing this in one city, move on to the next!

955. What little girl wouldn't want a doll... that LOOKS JUST LIKE HER! If you're good at making dolls and you're artistic enough to make it resemble a particular person, there'd probably be a huge market for this. Parents, grandparents (or whoever is actually ordering the doll) could send in photographs of the child, and then you could create the face based on the pictures. And obviously it doesn't have to be exact. If you can come up with a way to mass-produce these "customized" dolls, I think you could make a fortune with this.

956. The coming thing in movie theaters is digital video. Star Wars Episode II was shot on DV, but had to be converted to film in order to show it in most theaters. There will come a day, however, when virtually every theater in the country will have digital video projectors, and the need for expensive film reels (at \$3,000 a pop) will be gone forever. In fact, theaters will be able to "download" movies from satellite and save hundreds of millions of dollars in film printing and shipping costs. So why haven't they done it already? Because converting is expensive. (A high-end DV projector costs about \$100,000.) Most experts agree that's about 3-5 years away for the vast majority of theaters. Here's how to profit from this in the interim. You can buy a VERY high-quality DV projector for \$7,000 or so. If you had the capital, you could approach 40 or 50 independent theaters and offer to buy them a DV projector now, provided they enter a 3 year distribution agreement with you. You will send them a new movie every weekend, which they will run for one week. You and the theater will split the proceeds from ticket sales 50/50. Here's how this breaks down: First, you'll have no trouble finding movies to send them. There are so many independent films in search of distribution, moviemakers will GIVE you their movies in exchange for 10% of box office receipts. So, all you have to do is create 20 or so DVDs every week and ship them to your partner theaters. That cost is negligible too. Barring any huge sleeper hits, like "My Big Fat Greek Wedding", the theater will take in about \$2,000 in ticket sales during any given week.

Sometimes more, sometimes less. You'll get \$1,000 a week per theater, and after expenses that'll be about \$800. Multiply that by 50 theaters and you're earning \$40,000 a week or \$2 million a year. Since you've got a 3 year contract, you'll be looking at about \$6,000,000 overall. And that's

with an investment of about \$350,000. The numbers are definitely there, so if you'd like to be in the movie business, give this some thought.

957. A sure-fire seller in any town is a "History of Jonesville" or "Pictorial History of Smithtown" book. It's not unusual to sell a copy to 25% of all the households in the area. And these specialty books can sell at a premium - like \$30 or \$40 each. And every small town in America is a potential market. These books are pretty easy to write. In fact, most of the material is probably already available in local Historical Societies, libraries and old newspaper articles. Interview some of the older residents for their old anecdotes, and have the newspaper make a public plea for old photographs. Once you get the hang of this sort of research and writing, you can probably knock out one of these books every month or so. 1,000 copies at \$40 is a pretty good month's pay!

958. There are moments in everyday life when it might be nice to hire a "stand in" for awkward moments and social confrontations. If you've got to pay an overdue bill or rent an adult movie or break up with your girlfriend or confront a loud neighbor or return books to the library that are two years late, it could be useful to let someone do your dirty work. If you start a little part-time business as a "stand-in daredevil", you'll probably get lots of free publicity from local newspapers, and maybe even some business.

959. Here's an idea that seems like "chump change" at first, but on second glance looks like it could make you a decent living. If you have a pony, or if you can buy one, you can make quite a bit of money on the side by taking the pony to kids' parties. Every kid loves to ride a pony, and every parent likes to have a picture of their kids on one. So it's not too difficult to get \$75 - \$100 for your trouble. You might be asking, "Yeah, but how do you market this?" Well this is the clever part - If your local newspaper has birth announcements, you can go back into the archives 9 or 10 years and start compiling a list children's birthdays in your area. The birth announcements always have the parents' names as well, so finding their address is simply a matter of looking in the phone book. Now you've got a mailing list of children's names and their birthdays. Every month, you can send out a mailing to parents whose children are having a birthday the following month, and let them know about your pony service. Even with just a 5% response, you should be able to book 3 or 4 parties a week. Not bad, but why not move on to the next town as well, adding more ponies, employees, etc?! I believe you could turn this into a six-figure business!

960. Rents inside airports are outrageous, but here's a way to make money at an airport without having a storefront. Travelers who have had a long day will be willing to pay \$15 for a good ten-minute in-chair massage. There are special "massage chairs" that let a masseuse have access to the client's neck and back, and it really feels great after a long day of sitting in cramped seats. And since you can basically set your chair up anywhere without taking up a lot of space, the airport will probably cut you a pretty good deal on rent. You'll need some professional massage training and you'll have to spend \$500 or so on the massage chair, but that's pretty much all you need to have a \$200+ per day business.

961. Here's another way of making money with your camera. Go to the nicest neighborhoods in your area and take photos of the houses. Then, using any of the special photo manipulation software out there, you can make the photograph look like a drawing or a pastel painting, etc. Put a nice border around it, and print this onto heavy paper with your inkjet or laser printer.

What you're

trying to do is create a postcard, greeting card or other kind of notecard that looks really nice. Then, you mail it to the homeowner, along with an order form to buy a set of 25 cards for \$14.95 or something. You'll be surprised how many people will buy!

962. There are various places on the internet where you can buy custom auto tags, those license plate-sized pieces of plastic, imprinted with whatever image you want. They're not very expensive when you buy them in quantity, but if you imprint them with the right symbol or school mascot or funny saying or logo, you can sell them for \$9 or \$10. For example, at a Republican political rally, you could sell these tags with an elephant logo on them. At high school games, you could easily sell tags with the team mascot on them. The possibilities are endless, and people tend to respond better to this sort of thing than buying bumper stickers, even though your cost is about the same.

963. Many schools no longer teach woodworking or other classes we used to call "shop". So there's probably a market for teaching this kind of stuff to kids after-hours or on weekends. If you're an experienced woodworker, you can market a weekly class to parents for, say \$100 a child, and you could probably get 20 or 30 kids without too much difficulty. That's not a fortune, but if you're into woodworking anyway, it might be a fun way of earning a little extra money.

964. On Friday and Saturday nights, you can make quite a bit of money by offering home movie delivery. A lot of people want to rent movies on the weekend, but don't want to get out in traffic or wait in line. You can solve this problem by offering a delivery service. You'll have to make arrangements with local video stores, because you may not want all these videos being rented out in your name. (In case something happens to them, they're lost, stolen, etc.) But if you advertise a service where people can dial your telephone number, order a couple of videos, and have them delivered in 30 minutes, you'll be kept quite busy. You could have a 2 movie minimum for \$9.95, and if well-publicized, get as many as 100 orders a night. Larger cities may already have this type of service, but it doesn't exist at all in medium-sized cities.

965. This is one for women only. Infertile couples (and even research institutions) will pay good money for donated human eggs! It's considerably more "invasive" than sperm donation, but it can be done on an outpatient basis, relatively painlessly. Donors will have to undergo physical (and maybe even psychological) exams to ensure the overall health of any resulting baby, but there's definitely a market for this. But since this varies from state to state and region to region, you'll have to do your own research on how to proceed.

966. Like most people, I hate going to the dentist. But here's an idea that could make you money AND make dental visits a little less traumatic. You could sell "virtual reality" systems to dentists for their patients to wear. The patient would see and hear everything as if he's walking through a peaceful woods or flying through the air or swimming underwater. Anything but sticking a metal drill into your teeth!! I read where a dentist in California was already offering this, and his practice was booming. You can get pretty good VR equipment (on eBay) for a few hundred dollars, and you should be able to repackage it and mark it up a few more hundred.

967. Here's a way to make money as a "fundraising consultant". Do a little research online and find the top 50 or 100 ways that charities raise money. Baked sales? Raffles? Selling things door-to-door? I don't know - you'll have to find out. Once you've the research and compiled information

about each opportunity, you can then sell this report to EVERY charity in the country for at least \$49.95.

968. If you've got a computer, and you're fairly artistic, you can make a good living by doing "animated accident reconstruction". Attorneys love this, and will pay you \$1,000 or more for every reconstruction you perform. They give you the data of a car wreck, and by using any of the latest animation software, you create a visual representation of the accident. This has an extreme impact on juries, so attorneys love to introduce their video version of what happened... whenever they're allowed to. But this kind of thing has only been possible very recently, so most lawyers have NEVER used anything like this. It's not because they don't want to... they just never realized something like this could be affordable enough to use. Of course, there's also the possibility of reconstructing crime scenes and things like that, but plaintiffs' lawyers are usually the only ones who have the money for "goodies" like this. To get started, create a demo tape of several of your best reconstructions (you can make these up to start) and send them to area lawyers who specialize in personal injury. You'll probably be getting some jobs right away!

969. In Las Vegas, casinos pipe a special "scent" throughout the casino floor, which reportedly makes gamblers stay longer. Since the most important thing to a casino is its bottom line, they probably wouldn't bother doing this unless it worked. If you do the research, and you can come up with your own scents that encourage buying behavior, you could make a fortune marketing these to other businesses. Just about any store would be interested in having customers stay longer, so the world is your market. You'll need to perform several studies to demonstrate to potential customers that your product really works, but if you can add just 1/10th of 1% to company's bottom line, you'll be rich!

970. After an airbag is deployed, it has to be examined and "recharged" by an expert. This is quite a lucrative business, and there are even franchises you can buy to get into this game. But the most important things to know are how to repair airbags and how to attract business. Repairing airbags can be learned by reading a couple of technical manuals on the subject (these are available online) and getting business is as easy as visiting a few auto body shops and informing them of your service... and wholesale rates. You can repair or reinstall airbags for about 50% of what it costs to have the same done through a dealership. So there's plenty of room for you AND the body shops to profit.

971. Apparently, you don't need a plumber's license to offer a "roto-rooter"-type service. You can buy several different types of used pipe-clearing apparatus online, and even on eBay sometimes, and with it start your own home business. You'll have to market directly to your potential customers because the way most people get their pipes unclogged is by looking in the Yellow Pages under "plumber". Since you will not be able to advertise yourself as a plumber, you'll need a different strategy. Here's what I suggest. Under the "plumber" heading in the Yellow Pages, buy an ad that says "Why pay a plumber \$200, when you can unclog your drains yourself? Roto-Rooter rentals: Just \$20 a day." I think you'd probably be able to rent 4 or 5 a day, which isn't a bad part-time business considering all you have to do is sit back and take the money!

972. One of the highest-paying jobs available to high school dropouts is driving an 18-wheeler, and in order for them to get a job like that, they have to pass a Commercial Driver's License

(CDL) exam. All you need to train people for their CDL exam is an old 18-wheeler tractor and trailer. You'll have them practice backing and turning and going through obstacles. Eventually, when they're more comfortable, you'll take them on the road and give them some real driving time. It's not hard to drive an 18-wheeler; it just takes some getting used to. But here's the amazing part - people routinely pay \$3,000 - \$4,000 for about 6 weeks of CDL training, with average class sizes of about 8-12. In other words, if you've got the facility, and some old trucks, you could be making nearly \$100,000 every 3 months! And your goal is NOT to make these students understand EVERYTHING about driving a big rig. Your job is to get them to pass their CDL exam. The trucking companies that they go to work for will send them through an extensive training period, but they can't get there unless they possess their CDL license. Most of the students who go through CDL training are in the lower income brackets, so price is an important factor to them. If you're willing to undercut your competition and offer favorable terms, you'll probably be able to get all the business you want!

973. On interstates and other limited access highways, all across the country, there are hundreds of abandoned tollbooth offices. Considering their proximity to huge amounts of traffic... AND the fact that they're abandoned, it might be possible to work out a deal with your state that would let you rent them for a nominal fee. And once rented, you could set up a miniature convenience store, or a small farmer's market or anything like that. These old office areas usually have some parking spaces as well, so you could even charge carpoolers a monthly fee for having a handy place to park.

974. Graffiti is a problem in most cities, and the city government usually doesn't have the manpower to combat the problem effectively. Some cities have huge budgets to combat the problem - sometimes as much as \$500,000 - but it's just too much work to constantly paint over graffiti every time it appears. But now there's this new anti-graffiti paint available that makes things really easy. It's expensive, but it's amazing. You paint a wall, for example. Then someone comes along and spray paints it. Now, instead of having to repaint the wall (like you had to do in the past), you can just wipe it off with a sponge and the graffiti comes right off. You could go into business as an anti-graffiti contractor, and have the city pay YOU whatever it pays now for its anti-graffiti efforts. With this new paint, you'd be MUCH more effective, and the city would be getting a better deal.

975. High-speed police chases have become so dangerous to innocent bystanders that many municipal police departments are considering putting an end to them altogether. In other words, if somebody robs a bank and drives the getaway car fast enough, police will be required to abandon their chase. Of course that's a frightening thought. So how about creating a device or method for ending high-speed chases effectively? Here are a few ideas: I've heard of people using high-voltage electric pulses to shut down fuel injection systems. Or, you could shoot something in front of the fleeing car, so that when it ran over this thing, the tires would be punctured. (You'd have to protect the police cars' tires somehow.) Or, you could shoot a sticky substance that would attach itself to the car, and emit a beacon of some sort so the car could be tracked down later. Or shoot some sort of "harpoon" that stuck to the car and prevented it from getting away. Or shoot something in front of the fleeing car that expands quickly (like a net) and tangles the tires somehow.

This seems like it should be an easy problem to solve. Once you do, there will be thousands of police departments ready to buy your solution.

976. One of the most meritocratic businesses on earth is the small t-shirt shop. If you can come up with a clever transfer design or witty slogan or ANYTHING that will sell, t-shirt shops will listen to you. In fact, you could make pretty good money by doing freelance t-shirt transfer designing. If there's a popular or pervasive current event that everyone is talking about, you can probably sell t-shirts related to that event. Here's a real story. When "The Simpsons" was at the height of its popularity, somebody created a t-shirt with an African-American version of Bart Simpson. It was completely "unauthorized", but it sold hundreds of thousands of t-shirts. And after the World Trade Center bombing, a t-shirt immediately came out with Osama Bin Laden's picture with a caption "Bomb-a Osama". Again, it sold many, many t-shirts. And nowadays, with modern graphics software, it's easy to come up with professional-looking transfers. You can even buy the transfer paper at WalMart. If you walk into a t-shirt shop with a portfolio of designs, odds are, the owner will look at what you've got and give you serious consideration. If he thinks you've got a winner, and that he can sell some t-shirts with your design(s), he'll be happy to pay you a lump sum OR a percentage from each sale. You might even hook up with a professional transfer distributor and get them to distribute your designs to their client stores for a commission. You can find transfer distributors in Printwear News or other trade publications. Again, this is a very meritocratic business. They don't care about your resume - just your designs.

977. Telecommunication services have become a commodity, with quality being roughly the same between the cheapest long distance carrier and the most expensive. The reason why people pay 25 cents a minute for long distance versus 3 cents a minute is NOT because of the superior quality of the expensive company. It's because they don't know any better. And there's still lots of money to be made by showing the millions of people who pay this higher rate how they can save money by switching to these cheaper carriers. There are quite a few carriers that will pay you a commission for EVERY MINUTE people use their system. And all YOU have to do is show people how they can save money on their phone bill. The phone company does the rest. I'm not advocating any particular company or carrier, since you'll need to visit reseller and affiliate information sites and do the research yourself. But if you can show somebody how to cut their phone bill in half, while earning yourself 5 cents a minute for your trouble... why not?

978. If you're a young person, you can create "youth culture" classes for the older generation. There seems to be a generation gap between today's teens and parents like never before! You can teach current slang, dance steps, which music everyone listens to and why, and talk about what pre-teens and teens are thinking about these days. If you were to offer this at a local community center for \$5 per person, you'd probably fill the room!

979. In the old days, one way that women used to make emergency money was to sell their hair. This was made famous in O. Henry's "Gift of the Magi". And even today, there are companies that will pay good money for quality human hair. The rate that you receive depends on lots of factors, but you can get more details about this opportunity on the internet. I've had women tell me that they sold their hair for over \$200.

980. Every year, potentially valuable trademarks expire. Even nationally recognized brands are sometimes left to expire simply because the parent company no longer has a need for them. Yes, millions of dollars are spent to promote a brand and then it's left to wither and die. By doing your

homework and watching the trademark office's database regularly (www.uspto.gov), you can grab expiring trademarks, just as you would expiring domain names. You will have to file a trademark application and pay about \$400 as an application fee, but if it's approved, you have a commodity that you can sell for BIG BUCKS to competing companies who could take best advantage of the brand's name recognition. Yes, this takes a bit of work, but the potential rewards could be huge!

981. An easy home business to run is a car painting shop. The paint isn't expensive (\$20/gallon), the sanders and sprayers aren't expensive (\$100 and \$300), and it's pretty easy work. All you have to do is tape up the chrome, glass, wheels, and anything else that doesn't get painted. And for 4 hours work, you earn about \$400 or so. You'll need a garage to do the work in, and a way of getting customers, but quite a bit of your business will be word of mouth. If I were thinking about getting into this business, I'd consider doing it a little differently. I'd call people who are advertising their cars for sale and make a deal with them. I'd say, "You've got a good car, but you could get a lot more for it if you'd put a new coat of paint on it." And then I'd offer to paint it at no charge, as long as they give me \$250 whenever the car sells. I think you'd get a lot more business and make about 10 times as much money that way!

982. Schools, churches, non-profit organizations, Girl Scout troops, etc. are always on the lookout for a good fund-raising opportunity. If you can invent a good fund-raiser for them, (and one that also earns a little money for you too) they'd definitely like to hear about it. Let me tell you what one man did. I know a guy who's in the satellite business and he approached the local Boy Scouts troop about selling satellite dishes door-to-door. Instead of the \$2 and \$3 commissions they were used to, he was able to give them \$100 commission on every sale! He gave them all the sales literature they needed, and the Boy Scouts went door-to-door... selling quite a few satellite systems.

They made a lot of money, and he made a lot of money too. It was totally win-win. If you can come up with something like this, where everybody benefits, there are literally thousands of these "sales teams" ready to go to work, selling for you on commission.

983. A "premium" is a bonus that merchants give away to customers to sweeten the deal and add perceived value to their side of a transaction. For example, when you ordered this book, the bonus, or premium, was a copy of the 1900 version of "A Thousand Ways to Make Money." And when you order almost anything online, you'll see all kinds of "... and if you act now..." bonuses. Merchants are always looking for little bonuses that they can give away to boost the apparent value of their offering. If you can create something that's cheap for them to buy in quantity, but that also gives their offering increased worth, you can probably sell tons of it! It could be a video, audio, software, ebook, hardcopy booklet, a service, a membership... anything! But it has to be cheap, and have high perceived value. Twenty merchants paying you \$1,000 each for unlimited rights to a certain ebook or software program is a nice little chunk of change, and if you approach the right people, with the right offer, that's certainly doable!

984. One successful, but not particularly "overdone" way of making money online is to create a website that caters to a particular niche, and then sell classified ads related to that niche. In other words, you create a website about guns, horses, antique cars, rare books, or anything else. And you also sell classified ads to people wanting to buy and sell items in that category. The best setup seems to be a 2-tier advertising structure where sellers can buy a one-time ad for, say \$9.95 or a "run-till-it-sells" ad for \$24.95. Whenever this experiment has been tried, the

"run-till-it-sells" ads

outsell the one-time ads, even though they're more expensive. The odds of your becoming another eBay are slim, so people probably won't go to your site JUST for this classified marketplace.

You'll probably have to add some additional content to your site to get people to go there in the first place, but it shouldn't be that hard to find stuff. Also, the more content you have, the more pages will be spidered by search engines, and the easier it will be for people to find your site.

985. If you're good at organizing, you can make quite a bit of money by setting up bus tours to interesting places. Churches are especially good places to market this kind of trip. For example, a 3-day trip will usually cost the traveler about \$395 with meals and hotel included. Your cost will be about \$250 per person, with a net profit of about \$145 or so. Most coach-type buses can carry at least 80 people, so that's over \$10,000 in profit for the 3-day trip. If you can organize 10 of these a year, you've got a \$100,000 a year business... just traveling around the country.

986. There are about a million books for women on finding a man, trapping a man, marrying a man, looking for a man, dating a man, breaking your addiction to a man, sleeping with a man, living with a man, understanding a man, etc. But there's precious little in the way of teaching men how to have success with women. If you're an expert in that department, you should consider traveling the country giving seminars on the subject. I don't mean "How to get along in your relationship"-type stuff, but what men really want to know - how to meet a woman, pick up a woman, get a woman's phone number, ask a woman out, how to impress a woman, how to seduce a woman, etc. I think men would happily pay \$49 a head for a useful, all-day seminar on the subject, and I'd be surprised if you couldn't get 100 guys in every medium-sized city to attend. You'd probably get some free publicity in local newspapers and college newspapers, so advertising wouldn't be too tough. You'll need to do the research, and really understand the subject, but if you can come up with a really useful program, I don't see why you couldn't make \$100,000 a year traveling around teaching it.

987. Here's a business idea that I would have never thought would be very successful, but I've been proven completely wrong on it! Two guys in Texas are running a "pet food delivery service" and doing quite well with it. They buy their pet food at wholesale prices and sell it at retail with a \$5 delivery charge! The \$5 charge covers their delivery expenses and the salaries of their delivery boys, so their profits lie in the difference between the retail and wholesale price. But here's the amazing part - they're making about \$300 a day with this and thinking about expanding. Apparently this is enough of a convenience that people are willing to pay the \$5 extra to have it delivered. They began by placing brochures at every vet's office and surreptitiously placed brochures in pet food aisles at supermarkets. The first time anyone orders, they're given a refrigerator magnet with the "delivery hotline" printed on it. Most customers give lots of repeat business, so every new customer has a significant lifetime value. There's probably a market for this in your area too!

988. If you're a well-known personality in a particular field, or if you can convince such a person to be an endorser, you could make money by scheduling an internet conference or trade show.

Line up expert speakers that can give audio presentations (through streaming audio or download-able files) or e-publish white papers. Give vendors virtual "booths" and charge them a "rental fee" to present their wares. You might even be able to charge participants to access the

show. Advertise over the internet and on trade web sites. For instance, an online writers conference might include presentations from best selling authors and editors, ads from agents and proofreaders, a bulletin

board for attendees to contact each other, and on-line forums to discuss relevant topics. Writers might be willing to pay \$50 or \$100 for access to the event, depending on the perceived value of the presenters.

989. Nowadays a lot of professionals realize that in order to promote their business as widely as possible, they have to - at some level - take advantage of the media. But most businessmen are ill-equipped to appear on local television, much less national television, so there's a growing need for media appearance consultants who can help them prepare for this kind of exposure. The main problem with people appearing on television for the first time is they appear jittery and jumpy.

They look around the room, fidget with their tie, and move uncomfortably in their chair. By video-taping them and showing them how they look, you can gradually coach them into appearing more calm and less nervous, thus projecting a more positive image. You'll also want to coach them on appropriate attire, gesturing, how to speak, etc. And for a complete package you could also offer to help place them on certain local shows. Most cities have some sort of daytime coffee-talk sort of show, and if your client has anything interesting to say at all, it shouldn't be too difficult to get him on with a little persistence. Although this business can be pretty lucrative, it's tough to market. You'll probably have to just network and shmooze and try to meet people you can work with. Some of the best people to approach would be people who are already starting to penetrate the media veil by themselves, such as authors, inventors, ambitious businessmen, budding politicians, etc. Show them how you can help them become media savvy in a few short weeks, and quite a few of them will probably hire you.

990. If you've got (or can get) some venture capital, here's something to think about... On Delta Airline flights now, you get to watch a little monitor that shows an icon of your plane and its location on a large US map. This is interesting but it just whets your appetite for more accurate information. One device that would be popular among travellers would be a handheld GPS device with an integrated map that showed EXACTLY where you were at any given moment during a flight. You could then look out your window and try to catch a glimpse of any interesting feature you fly over. Plus, it'd just be fun and interesting to know precisely where you are, and to track the plane's speed and progress. You might be able to sell these to passengers for \$100, and then let the passengers sell them back for \$80 when they depart the plane! (Their net cost, then, would be \$20.) You'd have to have a booth at major airports, but consider the potential... ~3 buyers per flight x

~1,000 flights a day x \$20 per rental = \$60,000 a day, or \$22 million a year.

991. Here's a really sneaky idea that I heard about recently. A new college was chartered a few years ago (I think it was in Louisiana) and they decided on a mascot. Let's call them the "Grizzlies". An entrepreneur had a professional artist draw a nice mascot-like depiction of a grizzly bear and he trademarked the image. He then had a seamstress design a full mascot costume based on the drawing. The entrepreneur then approached the school with his drawing and the costume and said, "I've had this made for you. The trademark is actually owned by my company, but you may freely use it as long as you wish with no restrictions." The school agreed. A couple years later, the entrepreneur was able to license this image to all kinds of clothing manufacturers, sporting goods companies, novelty makers, etc., and made quite a bit of money. I don't necessarily suggest this exact route, but is there a way you can apply the principle? You own the intellectual property rights to something, and then you permit its use in such a way that it becomes popular-

ized. THEN you capitalize on it by licensing it to others. It's a cool concept. I hope you can think of a unique way to use it.

992. Here's a business opportunity that might be worth pursuing. Every company has its name printed on its delivery and service vehicles. That's pretty obvious, since it's free advertising and helps boost name recognition. But when your company vehicle is BEHIND other cars, those other cars can't read any signage on the front of your vehicle because their rear-view mirror reverses the letters. In other words, when you're at a stop light, and you check out the truck behind you in your rear-view mirror, any letters or signs on the front of the truck are ignored since you can't read them. But if the letters or signs were written as a mirror image, you'd be able to read them perfectly. If you've got a way to duplicate signage - except in reverse - you could offer this to thousands of companies around the world. This seems like it has some potential, and I don't think anyone's doing it.

993. If you're completely broke, you can always make a little extra money by digging up small trees in the woods and selling them to homeowners door-to-door. People will just about always buy a nice tree for \$10 or so, particularly if you've carefully preserved its root ball and packaged it well. Wrapping some burlap around the root ball and tying a nice-looking label (with the tree's common and latin names) around it makes even the scruffiest tree look like professional nursery stock. The most popular trees will be dogwoods, redbuds, sugar maples, pines, river birch, ash and other trees that work well in subdivisions. Of course, you can always try oak, hickory, walnut and cherry, but these have such slow growth cycles, the homeowner's grandchildren will be the first ones to actually enjoy them! If you offer to dig the hole and plant it yourself, you can probably turn a \$10 sale into a \$25 sale. Do a few of these every day, and you won't be broke for very long!

994. If you live in a metropolitan area, you can make money by being a freelance bicycle messenger. There are companies and dispatchers you can work for that will provide you with steady delivery work, or you can strike out on your own. If you go alone, you'll probably make more money, but you're going to have to drum up your own work. Bicycle messengers deliver documents from one part of town to another and usually get paid about \$10 to \$25 for the trip, depending on the distance, and a good bicycle messenger can handle about 7 or 8 gigs a day... so the money is definitely there! Here's a trick for finding work. Follow bike messengers and see which buildings they get dispatched to. If possible, follow them and find out which companies they're visiting. Once you've got a list, approach the office manager at these companies with the following proposal: "When you call a bike messenger company, the company takes a cut, the dispatcher takes a cut, and then the bike messenger takes a cut. But if you hire me as an independent contractor to do all your messenger work, I can provide you with the same service for half price!" (Even at half-price, you'll still probably make more money than if you were working for a messenger service.) The bottom-line is all important to many companies, so quite a few of them will give you a try. Continue making this same offer to additional companies until you've got enough business to stay busy. Now, all you need is a cellphone with a hands-free headset so that you can receive calls on the go. Obviously, you've got to be a good rider and know the city, but if you meet that criteria, this is a business that pays well AND keeps you in good shape!

995. In this age of increased interest in personal safety, there's quite a market for firearms training classes. In some states you'll need to be a certified instructor, but in other states

ANYONE can

teach firearms training. Visit the indoor shooting ranges in your area and ask them if you could teach a class in their facility as long as you give them a commission on all the money you take in. Most of them will agree to that. That will also give you additional credibility. Now, to get students, the easiest way is to go into neighborhoods and areas that feel particularly vulnerable, or where a recent highly-publicized crime took place. Leave brochures on people's doors, and 1-2% of them will contact you. You should be able to get \$49.95 for an evening class, where you provide 2 hours of training and supply the guns, targets and ammunition. Just 10 students will make you about \$300 a night, and that's AFTER the shooting range's commission. In states that have Concealed Carry permits, you can also earn quite a bit of money by teaching those classes, but in that case, you WILL have to be a certified instructor. If you're a gun aficionado, you might consider this as a fun and interesting sideline.

996. Social registers and "bluebooks" seem to be going the way of the dodo, but that doesn't mean there's not a market for them. And if you were to compile your own Social Register, you would be able to sell a copy to virtually everyone listed. And not only could you create one for your own city, but for as many neighboring cities as you have time for! The first thing you have to do is compile a preliminary list of likely entries. This may be time-consuming, but it's important to get it right. You can create your first list from city officials, large landowners, bank CEOs, important people in the business community, people who appear often in the social columns, artists, philanthropists, people with "old money" surnames, etc. Once you've got your preliminary list, make 3 copies of it, and present it to the three most important, well-known socialites in your area for their opinion. (If you don't know 3 of them, you probably don't have any business compiling this book.) They will each scratch out and add to your existing list. Put these three lists together and create the final list. Now, a social register is not just the names, addresses and phone numbers of people, but it very often contains their schools, clubs and children's names as well. But that's up to you.

Now, create a form and mail it to all of these people, basically saying "The Selection Committee of the Smithville Social Register has chosen to invite you to be included in the first edition of this book, due out next April. If you would, please fill out the information on the enclosed form to insure accuracy. If you would prefer not to be included, please indicate that by checking the appropriate box." Virtually everyone who is included will want to buy the book. 500 listings at \$50 a pop is a cool \$25,000. Your printing costs will be about \$5,000 or so, but that's still \$20,000... per year... per city!

997. Here's an interesting way to make money, even if you have no capital. In the eastern United States, ginseng grows wild in many public forests and on private lands, and it's often free for the picking. Yet wild American Ginseng can fetch up to \$x per pound, and there are plenty of buyers. Most American Ginseng is shipped to Asia, where it is used for medicinal purposes. While cultivated ginseng is also quite valuable, it is believed somewhat inferior to the wild variety, and it doesn't command as high a price. Once you know what to look for, it's possible to find 3 or 4 large ginseng plants a day. You can see pictures by looking up native North American plants at your public library. The part that is actually valuable is the root. Some ginseng'ers earn up to \$300 a day harvesting this wild root.

998. At every video store in America, there are thousands of titles in the "middle aisles" that rarely get rented. Most people who come into Blockbuster, for example, tend to rent only those New Releases along the outer wall. This means that MOST of the inventory at every video store

goes unused! It's just taking up space. Here's an idea for a product that you could sell or license to every video store in America. Not only would it increase their "middle aisle" rentals, but customers would also appreciate it. Create little "kiosks" where the customer is asked to rate a series of movies from 1 to 10. At the end of the questionnaire, the customer is told, "According to your answers, we predict that you will like 'Shallow Grave', 'Get Shorty' and 'Four Weddings and a Funeral.'" Most of the time, these recommendations will be older movies that don't get rented very much because they're not on the outer wall. This simple kiosk idea would help extract money from titles that otherwise just sit on the shelf collecting dust. And building it would be pretty easy. All you'd need is a very basic computer, like a Pentium-75 or something. It could all be written in HTML and PERL. To create the recommendation engine, you'd have to ask several people in advance to rate a bunch of movies. So if the people who rate "Pulp Fiction" very high also tend to rate "Shallow Grave", "Get Shorty" and "Four Weddings and a Funeral" very high, anytime someone in the store rates "Pulp Fiction" very high, you'd be pretty safe recommending the other three to them (if they haven't already seen them). And with every questionnaire, the new answers are added to the database, and the program should get a little smarter at recommending movies.

Instead of actually building these kiosks, the best thing would be to just sell the software itself. I believe every video store in America would be willing to pay \$100 for this. (Or you could base the price on the measured increase in "old video" sales.)

999. You can "sell your body to science" by participating in human drug trials! The number of studies conducted involving human subjects in the USA is growing all the time. These studies collect data on everything from attitudes of focus groups to clinical trials that test how safe and tolerable experimental drugs are to the body. Reimbursement for the subject's time and inconvenience runs from a few to hundreds of dollars. The NIH lists clinical trials conducted all over the country on their website, <http://www.nih.gov/health/>. Many studies are conducted at local universities and are often listed on their websites. If you are interested in a particular type of study and can't find a list of studies on the website, you can call the university department most likely to be conducting it. Local community internet bulletin boards such as craigslist.com routinely list studies that are open to participation.

1000. As a last resort, you can always marry money. Ginie Polo Sayles has written the definitive guide on the subject, "How to Marry the Rich". You can find the book at most libraries or get it online. But as they say, "when you marry money, you earn every penny."

1,001. I make over \$2000 a day as an affiliate marketer. My partner makes over \$5k a day. If you'd like to learn more, then just go to www.affiliateinsiderslab.com and watch our training webinar on how we do it.

THE END