

HOW TO MAKE MORE MONEY AND HAVE MORE FREE TIME

New Start. Square One. First Chapter.

Starting Step.

Lesson One.

By Gordon Jay Alexander
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No fluff, filler or fatuous wanderings. We'll cut to the chase. This report is about **you** making more money and having more free time.

Monopoly was my favorite summer-rain game of choice. Everyone started on the same square, the GO Space, and the object was to get all the money and take all the other player's money.



Good training for future Presidents.

Very early I discovered money could buy me more free TIME. The more money I had to use, the more free time I could have, by letting other people do my chores.

I actually paid a neighbor kid to mow my yard (my chore), and he did a better job than I did and it was worth the quarters because I could make 3 times that with the same amount of time by selling stuff door to door.

It is an important lesson for you to consider. Outsourcing!

Wealthy, affluent and well-to-do folks don't spend their TIME on chores; doing laundry, cleaning their houses or cars, cooking, gardening (unless a hobby or something they love) and the daily mundane which eats up our hours.

Sure, money isn't everything but it IS important. It is especially important if you want to have more TIME to do other things; spend time with family, friends, groups or clubs, and loved ones.



**You are going to learn how to make
more money
AND
have more free TIME.**

This is my plan for you. But you must bring your desire to the table. You must want to make more money and have more FREE time to use as you will.

Do you have that desire? If yes, continue on. If no, keep reading, maybe a fire

will get lit for you and you will see things differently.

This work is going to help you achieve your financial and time goals, if you have any. Playing Monopoly comes with a goal, to get all the dough so the other person has to lose.

In real life, NO ONE has to lose in order for you to make as much money as you want. You don't have any competition in your life except when you bring it into your life. It is a choice you can make.

To reinforce this idea, we'll start with some very basic foundations and build our framework around these premises which will allow YOU to focus on how best to get what you want, OK?

The FOUNDATION of making money is an **EXCHANGE OF VALUE.**

The basic building block is a **TRANSACTION.**

A transaction can be between two people or entities. An entity could be a group of people, a business, a government (as in getting contracts to redo the city sidewalks), or a country.

The simple transaction was created way back when a farmer traded his beans for a chicken. Money literally began with exchanging live stock, and cattle became the first standard, and where we get the word CHATTEL from, meaning things we own.

See, when you set out to make money, you want to begin on the GO SPACE, and what that looks like is this: WHAT are you going to exchange of value? Even with investors, such as those trading Forex or Cryptocurrencies, you are giving your TIME and using your KNOWLEDGE to trade for value.

Value is mutually agreed upon

Barter is the old world way, but you may be overlooking the value you have stored inside your brain, or in your life's experiences ***which could be easily converted to something of value people will give you money for.***



This footbridge represents where you are today. The other side is where you want to get to.

Cross the bridge to your own field of dreams, by TRANSACTIONS and exchanging value. What will you GIVE to GET?

You want to make more money and have more free time, right? Because we need to be in synch here. You're going to build a foundation of understanding how money comes to you.

You have to DO something. You don't get paid for doing nothing, although, at some point your money can begin to work for you via investments and ownership of either cash-flow toll gates or through appreciation and exchanges. More on this later.

Let's spend some time looking at all the kinds of transactions you could be making before we continue. And a **WARNING** too.

There is a rabbit hole, or more like a quicksand pit in front of you. If you get caught in it, you could be wasting your valuable time and NOT be making any money. What is it?

The quagmire of too many CHOICES.

Good golly Molly, there are 1001 ways for you make money, and we all get our attention bombarded with the possibilities before us. Take another look at the bridge above. You could be walking in a circle around this side, you keep following the path, and wind around and around and never get on the bridge because you get DISTRACTED with too many opportunities.

That is where FOCUS comes into play and you'll learn some great techniques to stay focused in the coming pages, but just be aware of the quicksand and avoid getting caught wasting time chasing rabbits into their holes and tunnels of time wasting activity, OK?








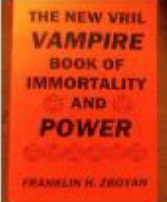

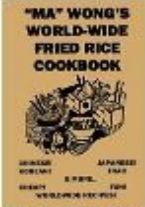






You are going to discover the various TRANSACTION models via examples. You will SEE for yourself what other people are doing, and perhaps one of these ideas will tickle your fancy. Hopefully you will see something which stimulates you to action.

Two guys making money. The first one on eBay, and I have his store bookmarked. First disclaimer, I have nothing to do with either one of these guys other than being a fan and a customer, they are presented here strictly for your education, fair enough?

At eBay: <https://www.ebay.com/usr/solar-vision>

Solar-vision. As of this writing, this eBay seller has made 10,770 transactions. My best guess is his average sale is around 15 bux. OR, in other words he has probably taken in close to 200,000 dollars in his eBay efforts, and his products are for the most part either print on demand reports or easily stocked jewelry.

You will see a small sample of his "Unusual" products below.

 <p>DESTROY EVERYTHING PENDANT W/ FREE CORD, SECRET INSTRUCTIONS \$15.99 Buy It Now</p>	 <p>MERCURY RETROGRADE BALANCER PENDANT astrology zodiac astrological + \$16.66 Buy It Now</p>	 <p>LA MANO PODEROSA ROUND PENDANT b/w TETRAGRAMMATION W/ \$15.00 Buy It Now</p>	 <p>MONEY SUN occult pendant allegedly worn to attract great wealth \$15.99 Buy It Now</p>
 <p>ULTIMATE alleged GOOD LUCK CHARM Health Love Money + FREE NECK CORD! \$15.00 Buy It Now</p>	 <p>7 AFRICAN POWERS ROUND PENDANT b/w TETRAGRAMMATION W/ FREE \$15.00 Buy It Now</p>	 <p>The NECRONOMICON LOT 3 books Gates of Spellbook Simon + BONUS \$40.00 Buy It Now</p>	 <p>VAMPIRE BOOK OF IMMORTALITY AND POWER new vril \$11.99 Buy It Now</p>
 <p>COMPLETE PROFESSIONAL step-by-step PSYCHIC COURSE books etc \$59.95 Buy It Now 38 Watching</p>	 <p>Ma Wong's FRIED RICE COOKBOOK Chinese Japanese Thai Oriental Korean \$11.99 Buy It Now</p>	 <p>HELL PORTAL MAGICK book Satanism demons demonology hell black magic \$11.99 Buy It Now 62 Watching</p>	 <p>BILLIONAIRE VOODOO RITUALS FOR OBSCENE AMOUNTS OF MONEY & \$12.99 Buy It Now</p>
			

Oh yea, good luck medallions to VODOOO rituals. Now you should take note, this is only his eBay store. The guy does a lot of mail order too, has a catalog and once you order from him, you'll receive other offers.

I really like this business model, albeit most of his subject matter is not my cup of tea, but hey, somebody is buying from him. In fact, a long long time ago in what seems to be a galaxy far away, I had a print on demand mail order business. It has been almost 20 years since I ran my last ad, but here is what it looked like.

I BUY RECIPES, etc. - YOU CAN MAKE UP TO \$1000.00 EACH!

\$10.00 minimum paid for Recipes; earn \$50, \$100, up to \$1000.00 each!

I also buy:

- * used home study courses
- * cassette programs
- * old books, magazines
- * golf memorabilia, golf clubs
- * golf scorecards
- * Western relics
- * Indian relics, DRUMS
- * collectibles
- * antiques

Earn easy money with recipes. I buy. Also pay commission, finders fee for locators - Make QUICK AND EASY money. For current I'M BUYING RECIPES, etc. HOTSHEET send S.A.S.E. and \$3.00 to Gordon Alexander-Recipes- Box 3142 Cuyahoga Falls, OH 44223-3142
DO NOT send recipes, submit on proper legal forms included with RECIPES, etc. HOTSHEET

I ALSO BUY:

Term Papers, etc.

Science and Business Projects, Leaf & Insect Collections, Research Papers, Literary Summaries and College Course Notebooks, etc. ALL SCHOOL RELATED THINGS!

College and High School Students Wanted

Earn while you learn - Become an I'M BUYING rep. **Easy money!** Locate the above items, I pay a finder's fee. Also have available for sale. For a current I'M BUYING SCHOOL PROJECTS HOTSHEET Send a self-addressed stamped envelope and \$3.00 to: Gordon Alexander - SCHOOL Box 3142, Cuyahoga Falls, OH 44223-3142

INSTANT MAIL ORDER BUSINESS

Now you can have your own profitable mail order business. I will create or acquire a product for you to sell, you will OWN it, I will market it with you and you pay me out of your profits: 10% of your sales. I have a one time set up fee of \$99.00. Your product will be marketed through circulars like this one; through classified ads, and on the Internet. Visit my web page > www.angelfire.com/biz/ibuyrecipes I have hundreds of products to choose from, and the one you pick is YOURS! This offer may be rescinded at anytime. For a FREE detailed report on how you can start your own PROFITABLE, turn key Mail Order business, started by a M.O. professional, send a Self Addressed Stamped Envelope and 3 F/C stamps to: Gordon Alexander-MO at above address.

DRIVERS & HAULERS NEEDED

NOW BUYING CARS

All makes (mostly 1950's), all models. Rods, classics, muscles, street, and yes, even family cars. No junk, good or better condition. No restoration projects. High Commissions paid. Drivers, haulers needed. Send for current I'M BUYING CARS HOTSHEET. Send SASE & \$3.00 to: Gordon Alexander CARS P.O. BOX 3142 CUYAHOGA FALLS, OH 44223-3142

WRITERS & POETS WANTED

WRITERS: We need writers for our research papers, literary summaries, newsletters, special reports, some ad copy and other assignments as they come up. **FREELANCE ONLY.** We do sign contracts.

POETS: Inspirational, positive, upbeat, life affirming. NO downer poetry. All styles, all lengths. Buy all rights, may be used on greeting cards, bookmarks, etc.

PHOTOGRAPHERS - I'm buying your NATURE, outdoor pictures. Top dollar paid, professionals welcome. Send SASE and \$2.00 to Gordon Alexander-WPP

This full page ad ran in what was known as the mail circulars. There were dozens of such publications.

One group was known as the Inner Circle, and it had several thousand members at it's peak.

As you can see, I bought (and sold) certain things, mostly PRINT ON DEMAND type products when someone ordered one of the special reports.

I transitioned to Internet around 1994 going full time and mostly offering documents and PDF files by 1997.

Today, the Print On Demand (POD) business model is still going strong. Below I have included some examples of modern updates on this OLD world business, much like the way I did it and Solar-vision at eBay still does it.

The only wrong way of doing something is if it doesn't make you any money and eats up your time.

When we get into the section about how to choose what opportunity is right for you, you will see what I mean about all the TOO MANY choices you have.

Now for the other guy, a husband and wife who are doing what I wrote about over 20 years ago, CHATTELING. The CHATTEL REPORT: THE SPRINT TO FREEDOM was my first big seller on the Internet, and started selling it in 1997, 21 years ago.

It is still be offered by some of those who bought distribution rights.

Chatteling is the buying and selling of personal (or corporate) property for a profit. Chattel is the legal term for stuff not attached to real estate.

Your car, TV, cell phone, bike, microwave, furniture, etc., etc. are all forms of chattel. And this couple is making a killing doing it. Again, NO affiliation but tons of respect. Here is the [www.fleamarketflipper.com](https://fleamarketflipper.com) folks:

are | <https://fleamarketflipper.com>



LEARN THE ART OF
FLEA MARKET FLIPPER
BUYING & SELLING

HOME

ABOUT

BLOG

COURSES

RECOMMENDS

STUDENT LOGIN



You are well advised if you spend some time with this lovely family and see how they are now doing this full time, often making several thousand dollars a week with their buying and selling business. As of this writing, Rob just flipped a sign, a sign for HARLEY DAVIDSON MOTORCYCLES, one he paid 750 dollars for, and sold for 7500.00 dollars. WOWZA!

I've been flipping chattel for over 50 years now, got started in the US Navy buying and selling stuff sailors, soldiers, marines and airmen sold when shipping out, many headed toward Vietnam and wanted some fast cash to live it up. I made enough money from this, I "retired" at 22 and didn't have to work for four years after I got out of the Navy. I still buy and sell, and as a part-time money maker, very hard to beat.

I used these two guys as examples of different TRANSACTION models.

One guy exchanges value on eBay and has had over 10,000 transactions mostly with low cost items, from 10 to 20 dollars. The other guy does bigger transactions, like the sign he sold for \$7,500.00

There is no right or wrong.

William Wrigley Jr. became a wealthy man selling one cent chewing gum. Aristotle Onassis became one of the richest men on the planet doing transactions with his ships into the millions of dollars.

So, between selling an item for 1 penny and selling ships (or leasing them) for millions of dollars, you have a pretty wide path to walk down.

These represent the DOLLAR amounts of your transactions. You can have a lower cost thing and do bigger volume, or a higher cost and less volume.

It is your choice, but as a general idea, based on my 50 years experience, a combination of lower cost items, higher cost and highest cost is a good template to follow.

PRODUCT ON DEMAND (POD) Business Model.

Above I called it Print On Demand, because I didn't have inventory with my information products, and I could just run them through my laser printer.

My products looked a lot like the guy at the eBay store, simple black and white with a colored paper cover printed in black.

CASE STUDY. PRODUCT ON DEMAND IS USED TO LEVERAGE FUTURE.

This is a real life case study from my daughter. She wrote a book and self-published it using Amazon's Create Space. She did several book signings, got a lot of positive reviews from friends and family and began sending copies to AGENTS and booksellers. Barnes and Noble picked it up and made it available in their bookstores.

She garnered the attention of a few agents, and got to pick her ideal agent, one in NYC from a small successful boutique publishing house which had subsidiary rights success because she wants to turn her books into content for TV.

Long story short, she found her ideal agent, got a book deal for her second book, which is coming out on Valentine's Day 2019, and has been approached by TV producers who are interested in the pilot based on her books.

This is how one person used the LEVERAGE of self-publishing to find other opportunities including a TED talk.

You could do the same thing. END OF CASE STUDY.

Create Space is available to you right now. www.createspace.com

My old friend, the late Jim Straw wrote a book, **MUSTARD SEEDS, SHOVELS AND MOUNTAINS**. Jim had already published scores of reports books and folios, he sold mostly via mailorder until the Internet, and within a year, because of his reputation he had affiliate income into six figures a MONTH.

He used KALLISTI <http://www.kallistipublishing.com/> to publish his book. They offer an affiliate program too, if any of you are interested in doing affiliate marketing.

You can buy Jim's book as either a download (PDF or EPUB) or they will PRINT ON DEMAND and send you a copy in the mail and give you the electronic version too.

SEE? You have some marvelous choices available to create products on demand.

Here are some other sites to check out if you are a writer and want to pursue books as a part of your business plan. Books give you credibility, it is sweet to have your name on a book in your local library and you could even get HOLLYWOOD interested. Exciting times for writers.

<http://www.bookmasters.com/> Looking for a one stop solution? This company, now a part of BAKER AND TAYLOR PUBLISHER SERVICES can do it all for you.

They can print on demand. They can sell your book, take the money, and send you a royalty check.

You don't need a web site.

You don't need a merchant account or payment processor.

You don't need inventory.

Everything is done for you in one location.

Can you see how powerful this can be? Imagine using a toll free number, having it answered around the clock, and not ever having to touch a book, take money or do anything but count your money and promote your book.

ATTENTION. Do you have an idea for a cookbook? Or for business, marketing, sales or mindfulness? I may be interested in doing a joint venture with you, contact me via email gjabiz@yahoo.com

These **FULFILLMENT** centers, like Bookmasters, allow you to simply CREATE and promote, which we will get into in this report. How about if you talk or do video?

I love information products. Here are some pics of my very earliest Online Golf products:



You're about to read the backstory on these products, and hopefully, you will learn a lot from it because it contains several lessons I learned, and could save you time and make you a lot of money too.

I began teaching golf in 1975. It was a part-time thing and I taught at local driving ranges and golf courses. Back then I'd get 20 bucks for my half hour of time. I tried to schedule four or five on a Saturday morning. It was easy money.

It took me about 10 years to figure out most golfers were lousy not from their crummy golf swings, which they had and in spite of my excellent instruction, but most of the time their scores were ruined by the MENTAL MISTAKES they made on the golf course.

During an intense four year study, I videotaped over 10,000 golf swings from hundreds of people, beginners to pros, kids to seniors, men and women...and these ON the course videos proved my theory was right. It wasn't so much about the swing, but about MENTAL MISTAKES.

So I changed my teaching. I began teaching about anger control, course management, having a plan of attack and having a PLAN OF RECOVERY because golf is sure to present problems to the player, NO one has played a perfect round of golf. Whatever that would be.

I slowly developed KEY THOUGHTS which became a system, and the TARP system was born, THINK AND REACH PAR. There were four shots in golf, TEE, APPROACH, RECOVERY, PUTTING.

My students took to the TARP system and showed rapid improvement in lowering

their golf scores. It was accomplished with THINKING, and not with trying to perfect some impossible swing technique.

So, my golf business expanded to include not only a lesson on the practice tee but an additional lesson on MIND MANAGEMENT.

Then one of my students suggested I do a workshop, a seminar on it. And I did. I got 10 people to come to my Saturday Morning Workshop, each paid 20 dollars, so in the normal hour where I would make 40 bux at the range, **I was suddenly making 200 dollars for THE SAME AMOUNT OF TIME.**

SEE? That is called leverage, and you'll hear a lot about this as we go along.

Then one of my students offered to record it, and my first very guerrilla cassette came out which I sold in shops around town for 20 dollars, sort of my first affiliate program, long before the www was invented.

Then I created another workshop, HOW TO PLAY AN UNKNOWN COURSE LIKE A BIG BUX PRO, which was another revenue stream.

HERE ARE YOUR TAKEAWAY LESSONS:

You can make money one to one teaching. It is still a good model. Golf pros, tennis pros, quilting pros, cooking pros still give one to one LESSONS. I know some golf pros with nets in their backyards who will make an extra couple of hundred bucks per week giving video lessons. What a great little business. You never have to leave your home, they come to you.

AND YOU CAN CREATE PRODUCTS ON DEMAND AND HAVE THEM FULFILLED BY OUTSOURCING- SAVING YOU TIME AND MAKING YOU MONEY TO BOOT! * Read this at least 3 times.**

I have a friend who was the high school tennis coach for years, and he did private lessons in the summers along with **CLINICS** and **CAMPS**.

IF YOU CAN TEACH ONE PERSON, ANYTHING, THEN YOU CAN PROBABLY LEVERAGE THAT INTO TEACHING GROUPS OF PEOPLE, AND THEN YOU CAN CREATE AUDIO/VIDEO PRODUCTS WHICH YOU DON'T HAVE TO MESS WITH.

The Internet Marketing equivalent of these are the webinars and podcasts which are still very popular. Amazon Audible is one of the fastest growing parts of their business in 2018.

Back in the old days, people had Walkmans and cassettes, today they have their phones to download books, courses, podcasts. DON'T think audio is an old world tech, because one popular recording could make you a ton of money and free up a lot of your time.

Here are more resources for you to look at when considering POD, PRODUCTS ON DEMAND as part of your business/money making strategy.

Kunaki www.kunaki.com One of the first and still going strong. If you do have video the DVD is a highly valued product. Sure streaming may some day take the place of the DVD, like it eliminated the VHS and VCR. But still millions of people have their DVD players ready to fire up.

<https://www.shipfusion.com/> Ship Fusion. WOW. Talk about outsourcing. These guys are hot right now, and using the latest tech to free up your time. Remember you want to make money AND HAVE MORE FREE TIME, RIGHT?

This is a one stop site for your ecom too. You can send your products to either USA or Canada warehouse and be totally hands free. This eliminates your need for warehousing.

<http://www.rainborecords.com/> Rainbo Records. Check it out and see for yourself. And VINYL is hot, again. VINYL as in records on record players. WHAT? I grew up with records, 33, 45 and a complete Beatles collection. But cd, dvd and even cassettes are available to you here.

<http://www.bisondisc.com/> Bison Discs. If you need 100 or 1000 made, this is one of many duplication services.

<http://www.dovecds.com/> Dove. A local company about a mile from my golf shop, they made my very first cassettes. Great company, Christian run and specialists in religious cds. Very good service.

<https://www.trepstar.com/> Trepstar claims to be better than Kunaki. Maybe, maybe not, but they are big and have great reviews. In fact, we're working on a USB ON DEMAND project as I write. USB ON DEMAND. The nice thing about using a USB stick is you can put your video, audio and docs, PDF, Epubs, or even your Kindle work on it and send it to your customer.

25 years ago people were mailing out CD's with content, but much of it was locked. You needed a passkey to access it. We're considering a similar program with the USB project. Have the low cost front end on it, and also a higher priced upsell, backend too. If they want it, they pay for the password.

IF YOU ARE INTERESTED IN FOLLOWING US ON THIS USB JOURNEY, LET ME KNOW, WE ARE CONSIDERING OTHER PEOPLE'S WORK TOO.

<https://www.wtsduplication.com/> WTS Duplication. These guys also print postcards and posters. What a great time to be a content developer.

22 years ago I wrote a report called HOTSHEETS. It has been updated several times but hasn't been updated recently, like in the last 6 years or so. Today, you can find all kinds of people selling you HOW TO create similar products like; cheatsheets, tip sheets, schedulers, posters, calendars, folios, coloring books, personalized story books, infographics, pictures and original art work.

And this barely scratches the surface. Here are some stats for you:

Personalized planners and calendars did over 400 million dollars in business. Someone is still using PAPER to keep track of their life. Sure, cell phones are great, until the battery dies.

Another hot topic, personalized PUZZLES. And even jigsaw puzzles too.

All of these PRODUCTS could be a part of your POD business division and the best part about it all, is you can pretty much OUTSOURCE 98% of the work. Sure, you may have to buy some PLR and make it your own, or have a content creator like me do it for you...but once you have your product, your only job is to promote it, to drive traffic to where your product is being sold. And we'll get to traffic soon enough, let's not get ahead of ourselves, OK?

FIRST REVIEW. PLEASE READ.

This is a quick summary of the first section of this report. How about a checklist?

1. You want to make money and have more free time.
2. You GET that the foundation of making money is an EXCHANGE OF VALUE.
3. TRANSACTIONS are the means to exchange value.
4. Money is only one way to exchange value, you can barter too.
5. HOW TO information is an evergreen subject and you have some.
6. You can sell low cost items, like Wrigley did and got rich.
7. You can offer higher cost items, like Onassis did. There is no right or wrong.
8. An entity can be a person, group, organization, government or, country.
9. You can sell products on eBay using ON Demand technology.
10. You can have your own website, but you don't need one.
11. You can use fulfillment centers to create and DELIVER your products.
12. You can teach people one to one, as I did with golf.
13. You can teach a group of people, like a clinic on putting.
14. You can record your lessons on audio and video.
15. You can have customers all over the world with virtual products
16. You have been given several sites to look at.

Well, that was a short list of what you've discovered so far. You will get more information on traffic and salesmanship, or copywriting as we go along.

You KNOW there are too many choices, don't you? The biggest opportunity the Internet and modern technology present is the OPPORTUNITY to waste your time, and we're all about time in this report, more free time and more money.

Let's take a quick glance at some of the various ways for you to make money today, OK? In this case, let's have some bullet points just to highlight the so many ways for you.

- You can buy a franchise. Coverall for only 4k. Low cost= -10k
- You could spend a million dollars and buy a franchise.
- You can become a distributor, an agent or a representative.
- You can become an affiliate.
- You could do MLM or Network marketing, like Amway
- You can buy an existing business.
- You can start your own business.
- You can become a content creator, like me.
- You can buy and sell stuff like Rob @fleamarketflipper

These will cover the vast majority and we will briefly examine each one.

Even though you may not be in the market to own a FRANCHISE, even a low cost one, there are a lot of business success LESSONS you can learn from them.

The number one advantage of investing in a franchise is the MARKETING.



The above graphic represents only a few of the thousands of franchises out there.

There are franchises for a single person, like JAZZERCISE, which you could get into for less than 1k. You are buying the BRAND and their tested and proven marketing concepts. YOU could replicate these franchises and start your own company too.

Here is an interesting franchise teaching kids various sports:

<http://playtga.com/> Play TGA. Pay attention to this site and take a look at their PROGRAMS; after school, play days, camps, leagues, and tournaments. If you play sports this could be a gold mine of ideas for you. My high school classmate, Mike Meneer became a high school basketball coach. He later became a golf coach too and for many years has run the municipal golf course here in town.

Mike has annual basketball camps, targeted to different age groups. He gives golf lessons one on one, in groups, runs tournaments too. All this, and NOT a franchise. SEE? You can take some of the better ideas of marketing from a franchise and apply it to your own business model.

Teaching can be lucrative. Another high school buddy is going to FL next month to see his granddaughter compete in CHEERLEADING, a sport which draws thousands of people to events every year. We have cheer leading COACHES in town too. They also do CAMPS.

IF YOU take a little time to learn from the successful franchises, no matter what type of money maker you begin will be better off.

Judi Sheppard Missett started with just one class teaching Jazzercise and still there are over 8,300 franchises worldwide. You could create the next craze, in whatever it is you have to teach.

I taught golf. Mike teaches basketball. Ray teaches tennis. Greg has baseball camps and coaches a traveling team. Phyllis taught wire jewelry making. Dee taught stained glass making, Arlene taught cake decorating. My mother taught sewing. My daughter teaches public speaking. Carol teaches baking. Donald teaches ball room dancing.

Everyone of these people and YOU, and some people you know...have skills, knowledge or expertise they can turn into classes, they can teach one to one, they can create audio and video PRODUCTS, they could offer camps, contests, competitions (love the chili cook-offs, or used to anyhow).

I've paid to attend writer's workshops. Can you write? Good at English? Do you speak a foreign language?... all kinds of opportunities.

Quick HOTSHEET of Business/Money Makers

Teaching. Sports; golf, tennis, basketball, football, soccer, swimming, baseball, volleyball, track and field, lacrosse, bowling, fitness, exercise, running.

Arts and Crafts; painting (think of Bob Ross on TV), basket making, needlepoint, knitting, woodworking, sewing.

Life Skills; Writing, speaking, selling, repair of all kind.

Now, teaching actually is leveraging your skill. If you are an auto-mechanic by trade, you LEVERAGE your time, like I did in golf. You could have a basic class for women, and get 6 to 10 which would make a decent hourly wage.

Here is the BIG SECRET:

There are lots of things you could do. You know this. There are many rabbit holes to go down, you know this also. Even if you narrow down your desire to something as vague as Internet Marketing, you'll still be presented with an overwhelming number of choices. **BUT YOU CAN'T DO THEM ALL.**

If you are undecided, and uncertain about the BEST thing for you to do. I can help with that. Before I tell you how, let me address those of you that KNOW what you want to do.

If you know what you want to do, then either you are DOING it, or you are making up excuses which prevent you from doing it. Which is it? Maybe, like me, you are doing a side hustle, part-time gig like my golf and you want to take it to a full time business which doesn't eat up all your time and gives you the income you want.

In your case, you just need to find a successful template, one which suits your personality and skillsets, and just scale up. Set goals and have a plan of action.

OK, you are uncertain. Based on my experiences dealing with and talking to scores and scores of successful people, there are a few common ideas which keep coming up. These are:

Do what you love, what you have passion for and don't worry about the money.

If making money is your drive or goal, find the most efficient way for you.

Knowledge and education are only useful when USED. Use what you know.

These are the top 3 ideas which you will run across again and again, you probably already have, and each has an appeal.

But, great advice and ideas are good for the masses, however, when it comes to YOU the individual, an off the rack solution may not fit your unique personality.

I have developed a tool which can help you discover what is the fastest way to make money, a way which suits you, and one which you will like. How can that be?

I spent 20 years working in social services and much time with employment of disabled or special needs persons. I had to learn and administer many personality and aptitude tests. I used all the big ones. I found most were, at best, able to get you in the ballpark of what might suit you best. Then, accidentally, I discovered some arcane work about Geo-Astrology. It was a project which took into account your birthplace as well as early childhood experiences.

I quickly discounted the astrology part (and maybe I was wrong to do so) but found the idea of early childhood influences and locations to be an interesting study.

I'm an Aquarius. Born January 28, 1950 in Akron, OH at 8:55 AM. If you want to see my chart and all that wonderful air, be my guest.

I've found other people born that day, or around that time, from different areas of the world. Sure enough, there are some general common "astrological" predilections toward certain things, but most important, what was the weather like and what was early childhood like.

For me, it was rough on the lungs, being born to smokers, living in a coal burning house my first 5 years, long cold winters, lots of snow. For someone I met with the same birthday in FL, he had less illness, more outside time and more fresh air.

I wasn't allowed in the water until I was about 12, he learned to swim as a young boy. Even though I served 4 years in the Navy, I don't like to be away from land, not even a mile off shore to go deep sea fishing. SEE? That has to do with my early childhood situation. It has effected a lot of my choices. My "twin" with the same birthday has sailed the 7 seas, in fact has his own small yacht and offers it out to people.

This is just to illustrate a point. IF you are struggling with finding your slot, your niche, what money maker suits you, the one which allows you the fastest profits

with the most enjoyment...maybe you will benefit from my research. Contact me at gjabiz@yahoo.com and put **Geo-Astrology** in the subject header and I'll get back to you with some details on what I can do for you, fair enough?

Up above I called it the BIG SECRET; there are lots of things you could do.

In a nutshell, making money is relatively easy. You just need to offer products and services to people with the want/need and money to buy them.

It really is that simple. The problem for most is, it takes TIME to find those people, sell them, deliver the product or service and rinse and repeat.

Now you are going to get TWO valuable lessons in one. I am about to combine copywriting with fast money making via this concept: **low hanging bananas and hungry monkeys.**

As an aside, I do offer copywriting lessons. I charge 10 dollars a lesson. You may only need one, or you might need 10,000. HOW would I know?

I find it presumptuous of the many so-called copy teachers and gurus willing to take your money and sell you an OFF THE RACK COURSE on copywriting, much of it based on either really old ideas, dead gurus who didn't market on the Internet or just general principles you can find at your local library.

I've made a ton of money writing copy. But I don't have a one size fits all course. I'm willing to go ONE lesson at a time, but not much further until you show you are serious about learning. So, if interested and you have 10 bux, then let me know, MAYBE we'll get started, although I am picky about who I work with.

Anyhow, I'm not one of those self inflated guys who thinks that writing ads and copy is the SECRET, my preference is to sell things which don't require any copy. Take toilet paper, not much need to advertise the NEED/Want for it. Sure the copy tries to sell the brands, yet the leading seller is private label cheap, because after all, you're just wiping your butt, and sure no one likes sandpaper or corn cobs, but it is a low hanging product with built in need.

As you consider your personal more money; more free time strategy, I urge you to consider giving some serious thought to the hungry monkeys and low hanging bananas concept. I will give some general copy writing advice in coming sections, but for now, keep your focus on making more money and having more free time.

At the very beginning of this report I mentioned leverage and outsourcing. Let's take a look at it.

Again, from my personal files. Golf. I showed you my first golf audio program,

back then, before the Internet, I was very active in the golf world. I originally contacted a local marketing company, Suarez Corporation Industries (SCI), which had a golf division and was selling golf products. I approached them with my golf audio programs. Well, they already had their own guy, and took a pass on my audio, although they had interest in the new wedge I had made.

At the time, I didn't want to give up my rights to the wedge, but through SCI I met other golf distributors and was able to sell in bulk, my cassettes, some of which were PRIVATE LABELED.

See, I looked for a successful marketer, had a product which fit their niche, and offered it to them for a profit. YOU can do the exact same thing today.

As an example. My late friend Skip Rossel wrote a little report on Craigslist and how he was making money very quickly using his secrets. He thought my list of buyers, which numbered into the thousands, of the Chattel Report would be interested in his report. So, there we had our hungry monkeys, guys who had paid for the Chattel Report (back then, about 39 bux on average).

Now we had a low hanging banana, a very cheap 10 dollar report on using Craigslist and we kept the copy to a minimum, it wasn't much more than me sending an email telling them about the report. I don't think the promotion was 3 short paragraphs. And we got a huge % of response.

There are people, who send out alerts something like: I have a new product, buy it now. And they get incredible responses from their LIST OF SATISFIED CUSTOMERS.

If you are in a hurry to make fast money, then tap into your own interests, because YOU, just like ME are also hungry monkeys.

Back in the day I spent tens of thousands of dollars on golf equipment. Even more on marketing and copywriting and writing materials. Some guys have thousands into their fishing, or amateur radio, or boating, or music collections.

We all are hungry for MORE of what makes us feel good, happy, things we enjoy.

And most of us won't hesitate to grab the low hanging banana off the tree.

IF you truly grasp this concept, think about it, imagine what niches you are already in as a consumer, as a hobbyist, as a person with interests...then you should be able to see that you are just one of many monkeys in THAT particular cage who are hungry for more.

I advocate a funnel, or more like a stairway to different floors where you customer spends more and more money. A typical funnel could be a 10 dollar

report, a 47 dollar back end, a 97 dollar course, a 497 dollar a year membership, a 2500 buck event, a 25,000 dollar stay on a private island for a long weekend.

I encourage you to build that sort of a profit structure, BUT, you can get to there a heck of a lot faster by learning how to leverage and outsource the WORK.

You want to make as much money as fast as you can, which will in turn allow you to outsource and leverage into higher profits with more FREE TIME, WHICH is the goal, eh?

CASE STUDY: \$10,000 IN A DAY-\$25,000 IN A MONTH

I was invited to Carlsbad New Mexico a few years ago by Bud Riggs. Bud had a 200 acre ranch in the middle of the desert. His ranch was 6 miles North of the city. The reason he wanted me to come out was to help him write a report on a little side hustle he had been doing for a couple of years, cleaning headlights.

I was up for an adventure and spent a few months, during a period of travel and we wrote a report, THE HEADLIGHT CLEANING MANUAL. It took us 21 days, in between ranch chores (killing rattlesnakes, black widow spiders and scaring off rabid coyotes) and going to town to clean headlights.

We probably could have written the report in a week, but it was fun to screw around and do nothing too, except go out to lunch all the time.

Anyhow, we finished the report and **the first day sold over 100 copies at 97 bux each.**

We did this BECAUSE we sent a promotion to a list of mine of Biz-Op seekers, and priced it accordingly. Knowing your market, knowing what is "low hanging fruit" is an important part to the process.

Biz-Op has had a ceiling of 495 dollars for decades, up to 1000. This had to do with various gov't agencies and such who kept an eye out on this group.

Many on my list had spent the 297 or 495 on previous opportunities, so we went out at just under a hundred bux. Over 100 sales of a 60 page pdf file the first day, and close to 300 sales @ 97 within the first month.

Now, maybe 25,000 dollars isn't that much to you. Certainly not worth one of IM guru's time, he with the 2000 dollar launch with all his buddies as affiliates.

You can get in on that circle anytime you feel like it, I'm not much of a joiner and prefer to work with one person. You can make a lot of money with a 2000 launch and a syndicate of people selling for you. But, you're going to need to do a lot more work than what I'm talking about here.

Again, fast. Quick. Easy. MORE MONEY, MORE FREE TIME.

So Bud was quite happy to take in that 25 thousand bux in such a short period of time, and then he surprised me and quit. He didn't want to do that, sell reports to people in brought him too much people contact. There was a reason he lived out in the desert, don't ya think?

I loved that guy, he as one of a kind. But he took his profits and invested them into other things, like mobile homes. It was one of the many projects he had going.

YOU get to do what you want. In fact, you get to spend 60 hours a week on your Internet Marketing dream, many guys at the Warriorforum have; some of them for a couple of years, and it is easy to find them, because they are now looking for something else, their 60 hours a week thing didn't turn out too good.

I can't make this stuff up. I can't convince or persuade you to work less, if you don't want to. I can't twist your arm to work smarter if you want to remain stupid. All I can do is to tell and show you there are different ways of doing things and if you pick the right way for you, and you have put some thought into what you are doing, there is not a good reason why you can't start making some decent amounts of money in short order. It is truly, up to you.

COPYWRITING, PERSUASION, INFLUENCE AND MAKING MONEY.

IF you are just getting into copywriting or you're an aficionado what I'm about to say is my opinion, and contrary to most suggestions.

If you are just starting out, IGNORE all the advice about the Old masters and don't read any books on the subject. I have no relationship with nor am I an affiliate of this guy, Colin Theriot of Cult of Copy Facebook group, but he is all you need. This being said, I advise you invest slowly into his work, but get in the training wheels group and ask questions.

MOST of the so-called legends of Copywriting aren't much with the current times. And all of them would say, people don't change, what made them buy in the 1960 still makes them buy. Well, probably not.

Now I'm a lifelong student of persuasion and influence, and I'd wager I've read as many books and studied as hard as the guy with his PhD in psychology, yet, none of that is necessary if all you want to do is sell stuff to people and make money.

If you have a passion for writing copy, and want to make it a career, you have a lot of options to choose from and could easily spend a small fortune in your education.

If you want to sell products, you don't need to spend any money and very little time, and this is especially true if you are just starting out and you heed the low hanging banana and hungry monkey concept.

Here is the shortest course in copywriting you'll ever get.

People are preoccupied. To sell them anything, you must INTERRUPT their preoccupation, grab and HOLD their attention until they take action.

Sure, you'll find 27 formulas. 101 methods. 43 techniques. All kinds of theories, reasons, details on making people buy your stuff. Go ahead, spend your time learning them, OR

Wrap your head around the simplicity of this: PEOPLE ARE PREOCCUPIED.

From the time they wake up in the morning until they go to sleep, they have some basic thoughts on their mind. Top of mind include what and where to eat, what to do after work, and their work. This covers about 80% of all daily thinking.

At the deeper levels, they are preoccupied with survival, feelings, money, love, purpose. At any given time they could be fluctuating between surface and sub conscious thought.

If you are selling something, you must create an **INTERSECTION** where their attention meets your promotion.



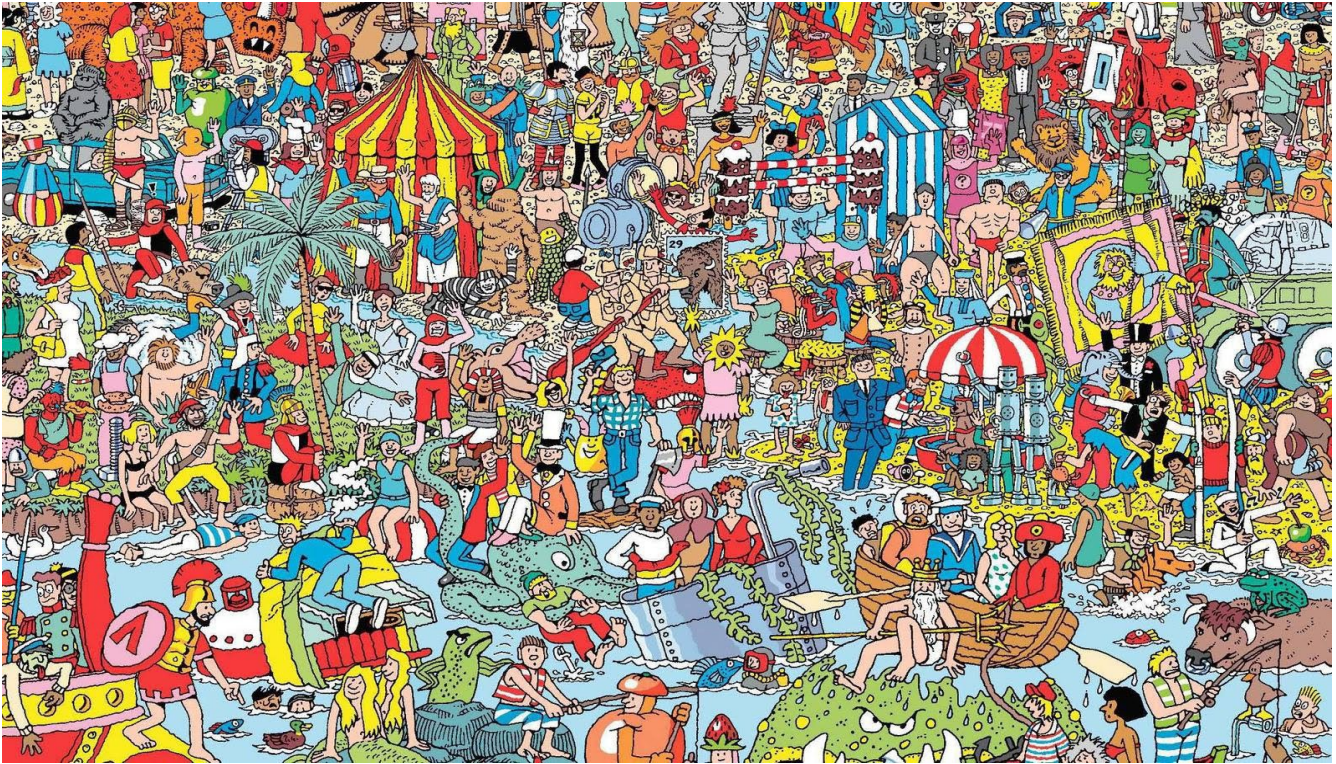
YOU must create the place where your promotion meets your prospect. This busy picture is like what you are facing, finding your customer in a crowd, getting their attention, and getting them to do what you want them to do.

Online it could be your website, Facebook page, twitter or other social media, blog or forum. Or email, YouTube, eBay or Amazon.

In the off line world you could have a store, a display, a postcard, an ad, a phone call, TV or radio, all the traditional ways of getting your message in front of your prospect.

The Intersection metaphor comes with some built in concepts, such as WHO in the picture is your ideal customer? There may be 100 people in this picture but only one of them is your IDEAL PROSPECT, with the chance of becoming a valued customer. What is their avatar? Will you know this person in the crowd?

Have you ever seen a Where's Waldo picture? Here's one:



If you don't have a system, finding Waldo could be like looking for a buyer for your goods and services, they appear lost in the big picture.

If you have a system, in this case use a "grid" system, like they use in archeology and crime scenes and do a small square at a time. If you start in the upper left of this picture, you see Waldo right away. Start in the lower right and you would have to go through the whole picture to find him.

See, if you know who you are looking for, your ideal prospect, you save time by getting your promotions in front of that person. Where do they hang out? If you are familiar with the WARRIOR FORUM, you know that over 1 million people are members there and they are interested in Internet Marketing.

I know several people who make a living from just selling to Warriors, and many use the WarriorPlus to find affiliates too. Facebook is one place where you can find the right prospects, as is eBay, Amazon, LinkedIn, Twitter, Instagram, Pinterest, etc., etc.

Once you have identified the ideal prospect.
And you know where they hang out (or what they read, look at).

THEN you can construct your **PROMOTION** in a way which captures their attention and gets them interested in what you have to offer.

When you begin with a group of HUNGRY MONKEYS, putting your low hanging

bananas in their way is the fastest and easiest way to start making your moolah.

Here is an old formula, tested and proven, with BILLIONS of dollars of sales, which is easily proven and verified (*too many bullshitters in copywriting, always telling us how they sold millions of dollars of products, yea, right!*)...

PROSPECT + PROMOTION + PRODUCT + MEDIA = SALES

This formula was developed by Ben Suarez, of SCI, who built the company up to a 100 million dollar a year business and employed close to 1000 people at it's peak. I worked for Ben, both as a consultant and as an employee. He is one of several multi-millionaires I either worked with or conferred with during my employment years.

In 1996-97 I was the featured writer for Ben's newsletter, the NPGS UPDATE HOTLINE. Here was the most popular edition cover:

NPGS UPDATE HOTLINE
Number 19 The Net Profit Generation System Report for Business Entrepreneurs Issue 7920

TWENTY YEARS OF BIZ-OPS THE WINNERS, THE FLUKES AND THE LOSERS

Hello, my name is Gordon Jay Alexander and I've been asked to prepare this business opportunities research report for you, subscribers of the *NPGS Hotline Report Newsletter*. I have worked various business opportunities and studied the field for the last 20 years. During this time, I have gained unusual expertise concerning the available offers. In order to give the NPGS Hotline subscribers a competitive advantage, Ben Suarez has asked that I share my story and my findings with you.

The first business opportunity I responded to was in 1958. At 8 years old my first business venture was with the *American Seed Company* of Lancaster, Pennsylvania. I ordered 50 packs of seeds (on credit). The packs sold for 30 cents. I kept a dime. They offered really cool prizes like chemistry labs, and Daisy air rifles. Soon I was selling greeting cards, and *Grit* Newspapers door-to-door. By 10, I had a profitable route. Then we moved, and I started over. It was to be one of several "start-overs" I would do throughout my life.

Selling seeds was the beginning of my interest in money making/business opportunities (Biz-Ops). Since those Happy Days

of the late 50's, I've spent thousands of dollars on Biz-Ops. I am hooked on researching ways to make money, and have tried scores of systems, methods and programs, with varying degrees of success. I have had my share of successes, like the business I started for 50 cents and at it's peak pulled in \$1,000.00 a day cash! I had other successes including a mobile car washing service, an advertising business and a golf business. I'm sharing my personal history for a reason. Whenever you're at an your life, I've probably been there. I now have the knowledge and the background to help you get what you want out of life, if you KNOW what that is. This report focuses on information that has stood the test of time. I will also give you some suggestions on picking the Biz-Op that is right for you.

There are a thousand ways to make money.

7 Steps to Freedom II
It's by Benjamin H. Suarez
Featuring: The Net Profit Generation System

Dale Carnegie
The phenomenal best seller that is helping millions find success and happiness.
How to Win Friends and Influence People

THE REASON THAT YOU MAY NOT BE WEALTHY OR MAKING LARGE SUMS OF MONEY IS YOU HAVEN'T FOUND THE OPPORTUNITY THAT SUITS YOU!

Like I used to do, you might be buying "off the rack" opportunities, but this is a "custom tailored" world. Not every money-maker is right for you. For example, a local multi-millionaire sells Amway products. Amway has great products and a great opportunity, but NOT for me. It doesn't suit me, and I'm not going to take advantage of the Amway opportunity. But you might love it.

That's why finding the Biz-Op that fits YOU is important; the right one could make you rich, the wrong one just makes you miserable. Now, the WINNERS. I have picked a few Biz-Ops that have stood the test of time. Any one of them could make you rich.

Editor's Note: The NPGS Hotline Report has dedicated this issue to a valuable research study on business opportunities. Written by special correspondent Jay Alexander, this report reviews the 20 year history of business opportunities with recommendations for the business entrepreneur.

This edition took me several months of research and I spoke with scores of successful business owners many of whom I had known from past experience. I had been mentored by Joe Karbo, Jim Straw, Melvin Powers, Harvey Brody and Gary Halbert, whom I knew before he became one of the all time Greats.

I spoke with, emailed and communicated with the top marketers of the day.

The goal was to find those businesses still thriving in 1996 which were alive in 1976. Some flukes included the Pet Rock and other fads.

As for proof of the formula, you can visit suarez.com and see that they have sold over 1 BILLION DOLLARS of just ONE of their products, the Eden Pure heater. Over the last 40

years, the company has sold billions of dollars of products and two other 100 million dollar local companies also use the NPGS formula above; Arthur Middleton Capital Holdings and FitnessQuest.

So the above formula works. You would be wise to put it into play in your endeavors too.

PROSPECT + PROMOTION + PRODUCT + MEDIA = SALES


When you begin with the HUNGRY Monkey, a prospect with either a passion for, or a need/want/desire for something, it makes your job of marketing so much easier.

Yet everyday, at all the forums, blogs and social media sites, you will see such spurious questions about what to do, how to get started, etc.

Here is a very recent post from the Warrior Forum, and I've included my response which I'll get a little deeper into.

*****8

WARRIOR POST-

Originally Posted by doodlez75 

I work closely with developers, and most of them are usually working on a project outside of their full-time job. Do marketers partake in something similar? Are there opportunities to make money doing SEO, Internet Marketing, etc. on the side?

Developers as in computer and programming developers and NOT product developers, as in a kitchen knife, right? There are opportunities to make money picking up dog poop, let alone SEO, IM, etc., on the side.

My response:

Marketers with brick and mortar locations, and the ones that are successful, almost universally diversify their income. Many get into real estate, popular absentee owned businesses include car washes, laundromats and Ice Machines. All cash businesses with minimum attention to the owner.

Online marketers normally develop LISTS of customers, and this is one of their most valuable assets, so selling other things, including other peoples products to this list might be considered a side hustle.

If they have other marketing skills, they may sometimes rent those out, like copywriting or product research. You work closely with developers, eh? In what capacity?

YOUR skills will help you determine whether you should divide your time or FOCUS in on the one thing to make the most money in the shortest period of time, which will then allow you to consider diversification.

Nothing beats MONEY working for you to make more money. Spending TIME to do so, seems to many a successful marketer, to be somewhat of a waste of that time.

GordonJ End of Post.

This fellow was putting his cart before the horse, asking about side hustles and diversifying his income stream, albeit we don't know how secure his work activities were.

I'm going to expand on this post and give you what I believe to be my very best advice. Which is:

MY VERY BEST ADVICE

This comes from my father, a barber and also an employee of Goodyear Aerospace, a hard working man with 2 full time jobs.

When I was about 11 he showed me a cigar box in the barber shop where he put 10 cents from every dollar he got cutting hair. Keep in mind, a haircut back then cost about 2 dollars in union shops which dad's was...and 1.50 across the street at Joe the butchers (as I called him).

My dad told me to put back 10% of my income, off the top. BEFORE taxes, before anything else, put that dime from every dollar into your own box and keep it, make it untouchable for any reason.

Very hard to do. But when I got my first job at a real place (up til then I was selling stuff door to door, and doing pretty well too), at Papa Felice's Pizza Shop at 75 cents an hour. In high school, I was at 1 dollar an hour. I put 10% back religiously.

I did the same thing in the Navy, only thing there was after 2 years, I put my money to work buying and selling things, mostly cameras.

I got out of the Navy with a big wad of dough and didn't need to work for almost four years.

Let's assume you are just starting out with your money making activity and that you have a job, OK? Say your first year in IM, doing mostly affiliate stuff you make about 12 thousand. Not hard to do, that is 1k a month from some very part time effort. Next year, you get up to 18 k. Still not hard to do.

After 2 years you've made 30 thousand dollars, and you've put back 3k, or 10%.

It is unbelievable to me so many people don't save anything, and even with working a job, they have spent their spare time money and are flat broke and must keep working. What a shame.

Thirty thousand dollars in USA is barely a living wage and translates to 15 bux

and hour. Not much.

But, you would be hard pressed to find anyone who has put back 3k from that year of work. Very dang few.

In this example, I haven't taxed your imagination, it is totally doable to make 12k your first year and 18k your second year IF you have a plan which is conceived in reality and stick to it. Too many people jump around, as noted, going down rabbit holes of shiny objects and getting stuck in the quicksand of too many choices.

Consider this please:

Early in this report I showed you a picture of Rob, the fleamarketflipper. I don't know him, don't have any connection but he is a gold mine of ideas. I absolutely guarantee you that Rob could turn that 3,000 dollars into a 1000 dollar a week profit, and just keep repeating.

I'm not as active today as Rob and other chattelers are, but even I can turn a 400 dollar profit from a 3,000 dollar investment, and do it several times a week.

Now that isn't the same as letting your money make you money as an absentee owner, BUT, IT IS DANG CLOSE to letting your money do the work for you, eh?

IF, the 15 an hour employee would save his 10% for 5 years, he have 15,000 dollars, and maybe then he could let his money work for him.

In my reply to the post I mentioned a few of the absentee businesses and I know people, many multimillionaires who have these side hustles set up, but hardly pay them no mind except to monitor the profits.

Self serve Ice Machines are HOT. Ice is an evergreen commodity. Car washes, especially the do it yourself kind, and laundromats, another all cash business are popular as absentee owned businesses.

I know a guy who had a small driving range, and an automated golf ball dispenser, he'd have some kid come by in the evenings to rake up the balls and put them in the machines. An absentee CASH COW.

One fellow had a nut cart set up at a sports arena, he also had NUT WARMERS set up at golf courses and bowling alleys, and he would service them on a Saturday morning, just restocking the nuts. I know the local guy who has a cookie route, operates out of a storage facility.

The big point is, of course you want to diversify and put your money to work for you, **BUT, FIRST YOU HAVE TO FOCUS ON MAKING THE MONEY AND ON SAVING SOME OF IT TO WORK WITH.**

HOW ABOUT OUR SECOND REVIEW?

Maybe some bullet points? OK, here:

- ✓ You want to make more money and have more FREE TIME.
- ✓ You have a lot of opportunity, quick sand and rabbit holes.
- ✓ You now know the foundation of making money is an exchange of value.
- ✓ You must have some sort of an offer, preferably targeted.
- ✓ Hungry monkeys and low hanging bananas are quick profits
- ✓ You can begin with identifying your ideal PROSPECT.
- ✓ People are PREOCCUPIED, wants, needs, pain, pleasure points.
- ✓ What product or service can you offer?
- ✓ Where will you find your ideal prospect?
- ✓ Where will you put your INTERSECTION?
- ✓ What will your PROMOTION say to your prospect?
- ✓ How will the TRANSACTION be completed?

I've given you a lot to think about.

My best advice: save 10% off the top in your own untouchable cigar box.

The best business for you to start with: one where you are also a Monkey.

The best plan: one which suits you, don't buy off the rack guru plans.

You begin with a complete on paper analysis of your experiences, knowledge and skills. Don't overlook your childhood experiences of location, weather, and the Geo-Astrology, maybe get some ideas of your personality.

Set up goals, based on money amounts, and in direct relation to what VALUE you intend to exchange. There is no right or wrong, only what is RIGHT FOR YOU.

Hopefully you have gotten some good ideas from this report. Let me end with some offers and reminders. If you don't have a good handle on your strengths and weaknesses or your hidden abilities, I might be able to help you, don't know until you contact me. gjabiz@yahoo.com

IF you have an idea for a book, maybe I can help with that.

IF you have a product and would like to test it to one of my lists, I'm open to that too.

I do teach copywriting, 10 bux a lesson, don't know how many you will need, maybe the one will do, maybe 10,000.

I also will mentor a select few in all things persuasion and influence, but I'm getting picky about who and why I work with.

If anyone of you is into scripts, writing for TV or the movies, contact me, this is where most of my time and attention go these days.

If you are seeking an investment opportunity on any of the projects, give me a shout out, don't know until we talk. May offer some IP rights to certain projects.

If you have any questions, just ask. gjabiz@yahoo.com

If you would like to be a contributor to future editions of this report, and I can include your url, or whatever you want.

If you would like to send me a comment, and allow me to use them in future promotions ONLY if you found this report useful and you've rec'd VALUE from your investment, fair enough?

Depending on your situation, you may or may not believe me when I say that making money isn't that hard to do, it requires FOCUS. IF you build on a FOUNDATION of fair exchange, giving before getting, and use a FRAMEWORK of always putting the other person ahead of yourself, you can't help but win.

NO one needs to lose in order for you to WIN. Big world, tons of customers, choose your customers skillfully, make them lifetime assets.

YOU CAN MAKE MORE MONEY AND HAVE MORE FREE TIME

You just have to put your mind into it. Where your head goes, your body follows. I'll leave you with this thought:

Doubt is the shadow of our fear.

Confidence is a reflection of our attitude.

ACTION is the revelation of our faith.

Take action and may you solve all your problems in the direction of your goals. Good luck and get busy.

Gordon Jay Alexander, once again from the banks of the Cuyahoga River in beautiful downtown Cuyahoga Falls, OH. April 2018.