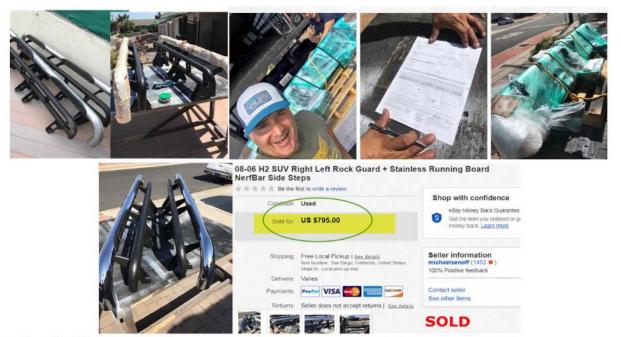


Page | 1

JS&M SALES & MARKETING INC. 4978 GAYLORD DRIVE SAN DIEGO, CALIFORNIA 92117 TEXT OR CALL 858-692-9461 SENOFF.MICHAEL@GMAIL.COM



www.MoneyShotNews.com Dec 18

The Money Shot System



5) The 5 Biggest Excuses That Will Stop You From Making \$100 in Five Minutes and How To Solve Each Excuse

1. I Don't Have a Truck

Page | 2 First off, there are many items you can get for free that are NOT so large that you need a truck to pick up. If you have a car, you can get a lot of stuff into the back seats, the trunk, and even on the front passenger seat. Many of the seats fold down and can allow for longer items. Plus, if you get a roof rack, you can even transport on the top of your vehicle too. You can get more stuff than you can imagine in your car.

If you don't have a car, you can borrow one from a family member or a friend. You can offer to pay them a % of the sale if they let you use their car.

If you don't have a car, you can ask the seller if he is going to be in your area and to bring the item to you or somewhere close to you? He may want the thing out of his space and be willing to drop it off at your location. Or he can deliver to your work, a local park or anywhere close to you so you can pick it up. You won't get it if you don't ask.

If the item is large and you need a truck, the best deal in town for renting a truck is Home Depot. You can rent a truck for 70 minutes for \$19.00. Here is the <u>link</u>.

Google truck rentals online for your area, and you'll find low-cost solutions. You can plan multiple pickups for that one morning if you plan out your week. This will help you get numerous free items back to your location, and you only rent the truck once. The profit you'll make on your sales will pay for your truck quickly.

The next best thing is to have others do the pickups for you. Here's a step by step plan to gather an army of drivers to do your pickup and deliveries for you. You'll have a list of drivers on hand in the right part of town, all ready to work on your behalf. And, you won't have to lift a finger. This is a great way to proceed; here's why. You are going to make your money when you find or buy. If you are out all day picking up stuff, that's precious time you could rather use to watch TV while lying on you back looking for deals. And, once you find a deal, you text your driver and ask him to go and pick up the item for you. You won't be paying much and you will know the value of the item before it's picked up; so, there will be plenty of profit left for you after you pay your driver. I was paying Keith, one of my drivers to pick up and bring back six doors at a time to my place. He earned \$30 per trip. I was selling each door for \$100s of dollars, so it was a no brainer deal for me. I would have spent \$10 on gas if I were to do it myself. This guy NEVER failed me. Once you find a pickup driver you like, and he is grateful for the money you pay him, you will use him over and over and over again. He will make you a lot of money while he's doing the heavy lifting, and you are pulling all the strings. PRP TIP. You want to make sure your driver has a furniture dolly and the ability to tie the items down in his truck.



How to own a team of pickup and delivery men to do the heavy lifting for you

Page | 3

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You are going to place an ad on Craigslist.com. Go to Craigslist.com. Make sure you are signed into your local area and not posting your ad in another city or state. Look for the gigs section (see red arrow) and click on labor. This is where you post your add. This add will cost you \$7. Don't worry. It will be the best \$7 you've ever spent. See the sample add below.



prohibited [?] Posted 2 minutes ago

🖈 Wanted A Man With a Truck (Clairmont Mesa) 🗟

Page | 5



WANTED Man With A Truck To Pick Up And Deliver To Claremont Mesa

Wanted A Man With a Truck Delivery To Clairemont.

Text for My Add. Edit Text to Fit Your Location.

WANTED A Man With a Truck for Delivery to Claremont.

Ongoing work picking up packages and boxes throughout the day. Looking for you if you have a truck and are available on and off throughout the day to do small pickups and deliveries to Claremont Mesa.

Paid per pick up, depending on the item. Please email back:

- 1) Name
- 2) Best contact number, preferably a number to test
- 2) Where you are located at, what part of town
- 3) Your availability
- 4) Make and model of your truck
- 5) Also, include any other info you would like to share.

Again, I am looking for an ongoing working relationship with you, merely driving and picking up items for my small business. You must have a driver's license, be able to lift at least 50 lbs. and have proof of insurance. You will be an independent contractor and am looking to start working at

print



compensation: Up To \$25 Per Trip



once. Looking forward to hearing from you.

Again, please send by email your

Page | 6 1) Name

- 2) Best contact number, preferably a number to test
- 2) Where you are located at, what part of town
- 3) Your availability
- 4) Make and model of your truck
- 5) Also, include any other info you would like to share.

Below is a list of drivers that I've gathered from the add above. I want to show you how easy it is to find drivers to do your pickups for you.

If you want to play, you'll have to pay. Getting others to do your pickups for you will put you into the pro seller category and free up your time doing other stuff that is more critical.

This is a game about time and margins. And because you're getting all of this stuff for free, you can put a little money into a driver and delivery.

It took me only five minutes to find my first driver.

PRO TIP: You want to be able to pay your drivers digitally if possible. See if they have a PayPal account or if you can get them to open up a PayPal account or a <u>Venmo.com</u> account. Many people now have a Zelle account too.

This is going to save both you and your driver a ton of money on gas and time.

PRO TIP: After you gather the names and contact information of your potential drivers, you want to get them on your cell phone and in an excel file/spreadsheet on your computer. You want to have this information available.

My name is Daniel I live in Clairemont I have a 2003 Ford F150 with a locking shell and rack. I have open availability, and my phone number is 619-359-7684 drichards83@yahoo.com

Keith Woerle, 2016 Ram 1500 short bed, yes, I have a license, Alpine, 619-530-2317 kcranch@cox.net Page | 7

Subject: Wanted A Man with a Truck My name is Hector Arellano. hectorcarellano@msn.com I have a 1998 Nissan Frontier, and I am available after-hours Monday to Friday and all day on Saturday. I am in El Cajon, CA. 562-313-8278 Hector.

Subject: Wanted A Man with a Truck

Good Evening,

I am interested in this gig and could be able to do this. I do have a full-time job with the United States Coast Guard, but I have done several side jobs like this in the past utilizing my truck and moving capabilities. Below is the information you had asked for. If you need anything else, please let me know. Thanks, and have a great weekend!

Name: Steve
sk42597@msn.com
Contact number: 781-710-3434
Availability: 3-330 pm on (Monday - Friday) and weekends are open (Saturday + Sunday)
Full size Ford F-150 super-cab (extended bed with bed cover and ratchet straps, etc.)

Beat Regards, Steve

Hi Mike, my name is Jim best email is jim_war619@yahoo.comand I have a 2011 Ford Ranger. I can lift and drive. I'm available throughout the day. I also have a 2006 Prius for lighter duty hauling and longer trips. I have fit 600 lb. of bagged concrete in the Prius. Both vehicles are registered and insured, and I have a valid CA DL. I can be reached at 619-402-4726. I look forward to hearing from you, Jim.

Hi Mike,

Here's my information:

1. Ian Jang ianjang @anymail.com.com

2. (408)702-5449

- 3. I live in Kearny Mesa/Spectrum area.
- 4. I'm available at all times besides Monday and Wednesday evenings from 5-10 PM.

5. Black Ford F-150

6. I've also attached my resume for your review. Thank you! Ian

1. Joshua Moore sumojosh@anymail.com.com

2.702-592-3269

Page | 8 2. La Jolla, UCSD area

3. Sunday-Friday mornings, but I'm out of town quite a bit

4. Ford F-150, 5 1/2' bed

5. I'm looking for some work to do in the off time while I'm in San Diego. I'd like to hear more about the position to see if this would be a good fit

Christopher McRae cardiffchris1@anymail.com.com 619 504 5518

I reside in Claremont

I have a 2003 F150 shorted with a tarp cover. Also, have hatchback 2014 Prius

I have been driving for work since 1996 Tow Trucks Dealership Auto Parts Hospital Medical Specimens Residential RX Air Cargo

James Baum baum.jamesbaum@anymail.com.com Best contact number. 858-729-3650 Spring valley Your availability Monday/Tuesday most of the day Friday most of the day Make and model of your truck Nissan titan 2018 I'm reliable and a hard worker.

Boby Woodall 619-729-3855

bobywoodall @anymail.com.com Chevy, 1500, license, reg, and insurance. east county sd. Available every day after 2:30 but could make myself more available.

My name is Miguel Trujillo contact info is 6195385464. I'm located in San Diego Chula Vista. I'm available all morning until 3:30 pm to 6:30 pm then after free for the rest of the day. Free the weekends, I have a 2018 Toyota Tacoma. Great driver miggsog93@anymail.com.com

 MATT JONES
(760) 733-9960
I AM IN CARDIFF BY THE SEA BUT DRIVE ALL OVER THE COUNTY AND OC
Your availability MONDAY AFTER 12:00, TUESDAY-FRIDAY, PART TIME
2006 TOYOTA TUNDRA WITH SHELL, GREAT SHAPE MECHANICALLY AND VISUALLY
I AM A 1099 SALES REP AND MANAGER, ALTHOUGH I WORK MONDAY-FRIDAY I HAVE TIME
Page | 9
DURING MOST DAYS FOR ADDITIONAL JOBS INSURANCE, GOOD APPEARANCE, PROFESSIONAL, CLEAN DRIVING RECORD OR NO ARRESTS. MUST BE LEGAL WORK

Erik Lonning. sdlocal858@yahoo.com (760) 967-7311 Erik Lonning sdlocal858@yahoo.com 858-967-7311 Live in Clairemont I'm available most days after 12noon. I work a flexible schedule running my own business in the early morning. 2018 Toyota Tacoma

Name: Miguel Lopez My email is: Mike_lopez.83@yahoo.com Phone #:(760)321-8467 Location: Chula Vista Availability: open /anytime

Scott fallow Toyota tundra With years of experience moving and able to load and unload. I also am a commercial driver by trade. 619-201-1904 Located off the 67 15 minutes from Claremont Mesa.

Bryan Kominiak bkom.hector@anymail.com.com +1 (760) 279-1196 1990 K1500 flatbed with a 1-ton crane. I live in Bay Park, and I am consistently available.

Mike 716-330-9924 Oceanside I can be available when you need I have a Mazda pickup truck....like a little Ford ranger...l've been doing pickups and deliveries my whole life... I am 55 years old

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I'm going to DMV to switch my license to California

Julio Trujillo Juliotrujillo31@yahoo.com I live by the 94 and the 15

Page | 10 pickup truck

pickup truck Avaialable during the day. I have a night job 5-2. My truck is a 98 Silverado well maintained, have a class b driver license and I'm used to carrying, I have worked for Moving companies. +1 (760) 756-0849

Joseph josephaguilar181@anymail.com.com escondido My number is (760)495-2588 I live in 4258 Copeland Ave San Diego, CA 92105 I'm available anytime at any day my truck model is ford 150 2002 I have insurance and I usually use my truck for construction

Here's my go-to list for drivers that I typed up into excel. You can email this to your cell phone, and whenever you need the driver to pick up for you fast, you have your available men with trucks. You have their availability, location, and contact information.

Here's what's going to happen as you start to use a few of these drivers. You are going to connect with one or two drivers. They are going to work for a fair price. They are going to be available when you call. They are going to get the job done on time. And you will like them. Then you'll call them back time and time again. So, now you have a driver. You are getting the stuff for free. You don't have to take YOUR time to do pickups, and there is still plenty of margins for you to make your money. Problem solved for a \$7 ad on Craigslist.

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	1 Name	Phone	Email	Area or Location	Type of Truck							
	2											
	3 Daniel	619-359-7684	drichards83@yahoo.com	Claremont	2003 Ford F150 with a locking shell and rack							
	4 Keith Woerle	619-530-2317	kcranch@cox.net	Alpine	2016 Ram 1500 short bed							
	5 Hector Arellano	562-313-8278	hectorcarellano@msn.com	El Cajon	1998 Nissan Frontier							
	6 Steve	781-710-3434	sk42597@msn.com		Full size Ford F-150 super-cab							
	7 Jim	619-402-4326	jim_ward619@yahoo.com		2011 Ford Ranger							
	8 Ian Jang	408-702-5449	ianjang@gmail.com	Kearny Mesa/Spectrum area	Black Ford F-150							
	9 Joshua Moore	702-592-3269	sumojosh@gmail.com	La Jolla, UCSD area	Ford F-150, 5 1/2' bed 5							
	10 Christopher McRae	619 504 5518	cardiffchris1@gmail.com	Claremont	I have a 2003 F150 shorted with tarp cover.							
	11 James Baum	858-729-3650	baum.jamesbaum@gmail.com	Spring Valley	Nissan titan 2018							
	12 Boby Woodall	619-729-3855	bobywoodall@gmail.com	East County San Diego	Chevy 1500							
	13 Miguel Trujillo	619-538-5464	miggsog93@gmail.com	San Diego Chula Vista	2018 Toyota Tacoma							
	14 MATT JONES	619-733-9960		CARDIFF BY THE SEA	2006 TOYOTA TUNDRA WITH SHELL							
	15 Erik Lonning	858-967-7311	sdlocal858@yahoo.com	Claremont	2018 Toyota Tacoma							
	16 Miguel Lopez	619-321-8467	Mike_lopez.83@yahoo.com	Chula Vista								
	17 Scott Fallow	619-201-1904		Located off the 67 15 minutes from	(Toyota Tundra							
	18 Bryan Kominiak	619-279-1196	bkom.hector@gmail.com	Bay Park	1990 K1500 flatbed with a 1 ton crane							
	19 Mike	716-330-9924		Oceanside	Mazda pickup trucklike a little Ford range							
	20 Julio Trujillo	619-756-0849	Juliotrujillo31@yahoo.com	I live by the 94 and the 15	98 Silverado							
	04											

2. Don't have the space to put all of this stuff

Most of us have more space than we think. But, if you have no space, you'll need to get creative. Here are a few ideas. First, you can ask a friend or family member if you can borrow the corner of a room or the garage or the basement for a short time. Let them know it's only for 30 days and offer to pay them out of commission. Your storage space must be close to you. You'll have people who want to come and look at your stuff, and you need to be able to meet them without having to drive too far. You'll need access to the storage also. Paid storage units offer the first month for free. You can look online for deals and rent a place to get started. You can place an add on Nextdoor.com in your area and offer to pay \$30 per month to store some of your stuff in their garage. Or you can pay one of your neighbors to use some extra space behind their house, on the side of their house, or in another unused room in their house.

Contact some of the local businesses, churches, or commercial renters in your area and ask if they have some extra space you can use to store some of your stuff.

Page | 12 Place and add and offer to share the expense for someone who is paying for a storage area. I understand this makes things a little more expensive and more of a hassle at first, but you'll need a place to put your stuff, and making an effort will be worth it in the long run.

Your other option is to sell from your seller's location. You will see many examples of how I have done this in the Money Shot News recent finds section.

You can ask the seller to hold the item while you advertise and sell it. You'll have access to an option's agreement within your membership to cement a deal.

3. Don't have internet access or a smartphone

If you are cut off from the internet and don't have a phone, this is going to make things slower for you but all is not in ashes. Go to your local public library. Walk into a hotel lobby and use their free guest computers. You can hire a teenager to be your internet eyes and ears for you and pay him a commission for him helping you. Ask a friend or family member to give you a hand. If you have the will, you will find many ways. Stop making excuses. Make your dreams happen.

4. Don't have time; I am at work all day

Hire a local project manager on Craigslist.com or <u>Upwork.com</u>. What you can do is list an ad and offer to pay someone on commission to do all of the findings, searching, emailing, texting, calling, scheduling of drivers, delivering, and posting your items for you. All you need is one person working from home part-time.

And with a moderate amount of effort, you can both make money. Plus, if you're at work, there is still an opportunity for you to look online for free

stuff and to text your drivers to do the pickup for you. Seriously, how long does it take to send a text?

Here's an excellent example of and add.

Page | 13 Office Assistant Wanted Work from Home

Office assistant to work 1-2 hours per day from home. Must have a smartphone, internet access, good communication skills, and be able to text and email. \$12 Per Hour Plus Commission. Call Mike 858-692-9461

5. You Don't Have Anything to Sell

I have shown you how to find free items that you can pick up or have a driver pick them up for you. You don't need to own anything to get started. Again, begin using the methods I have shown you to find free items. You'll want to look for open items on Craiglist.com, Offerup.com, letgo.com, and nextdoor.com. If you simply search on each of these sites, they will give you more free things to sell than you can imagine.

If that does not work, go to family and friends and ask them if they need help with anything they want to sell. You tell them you will do all of the work. You will come over and take photos of the items.

You will get them all listed online. You will communicate with all the people. And once you sell the item, you'll split the profits 50/50 percent, or 60/40 percent, or 70/30 percent. There are no rules. Because you are doing ALL of the work, you should make the most money.

And don't worry, your sellers will be thrilled. This one idea alone can keep you busy full-time making cash. What happens next is that they start telling their friends, and you become the go-to guy or gal to get stuff sold. Don't believe it? Try it and see. I have this neighbor named Rustle, who keeps bringing me all his stuff to sell for a 50/50 percent split. It's a beautiful arrangement.

LISTING and ADVERTISING and RELISTING

I am not going to go into the mechanics of listing your items, but I do want to share some photographs and listing tips to help you outsell your competition.

Page | 14 Competition.

Listing items for sale comes down to two things.

1. The DESCRIPTION of your item and the PICTURES. Let's start with a few essential tips for the item listing description. When selling online, you must understand others are selling competing products.

And your buyer only has the information you write out in the listing to determine if he or she wants to invest their time to contact you, drive out to see what you have for sale and to decide to give you their hard-earned money.

Here's why you can't persuade them to pick your listing over every other listing. It's easy! Why? Because your completion is LAZY.

Special Offer from Michael Senoff

I would like to make you a onetime offer.

I understand that getting started with something new can be nervewracking.

There are certain people out there who need a coach. They want an expert to run ideas by and want one on one help in growing their business.

I would like to offer this help to you.

Enjoy one full year of personal one to one coaching from me, Michael Senoff for a onetime fee of \$1997.

You will have my cell phone number in hand and can call me for my undivided attention to ask any questions by phone Monday through Friday.

Anything you need, and I will be in your corner to help.

Have something you need to buy?

Need help selling something?

Page | 15 I will review and provide on-time feedback to you.

Any phone calls can be recorded so you can listen to my advice later.

Use me to help close deals, make referrals, or generate significant leads.

If you are at all serious about having me, Michael Senoff in your back pocket for your buying and selling activities for one full year, text or call 858-692-9461

OR email senoff.michael@anymail.com.com

Only one great sale pays for the cost of my coaching.

Sincerely,

Michael Senoff

Michael Senoff

PS. This offer is NOT a long-standing offer. I have the right to decline to work with you. I can only work closely with a few clients per month, and this same offer is going out to other enthusiastic Money Shot System members.

So, don't wait....

It's time for immediate action!

To reserve your spot now, TEXT or CALL 858-692-946!