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That's my 15 year old son who made \$800 cash using my Money Shot System

## The Money Shot System

(Do not forget to log into the membership site at www.MoneyShotNews.com The site will further educate you on the Money Shot System. You should have received an email to the email address you used when you ordered from PayPal. Your username will be your email address. Your password will be 12345678. If you've just ordered the Money Shot System, it can take a few hours for your membership to be authenticated. If you have any questions, please feel welcome to email me at senoff.michael@anymail.com.com or shoot me a text at 858-692-9461)



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1) A summary of the 'Big Picture" of what the Money Shot System is REALLY all about and the fascinating story of how this all originated (educational and inspirational, if I may say so myself :-)

Page | 2 2) All the tools you'll need to jump in and get started (the tools start with your smartphone and only get simpler from there. Oh, and best of all, they're all free.)

3) How to outsmart the foxes—there are the sneaky ones who want to separate you from your property and money. Learn now how to avoid local and online selling schemes and scams. Follow simple rules to stay safe.

4) *How to make \$100* in your first five minutes with the Money Shot System (I know it sounds a bit crazy but I'll document all the steps in the manual).

5) The 5 biggest excuses that will prevent you from making your first \$100 in five minutes. Also much more on how to solve any obstacles; one including how to "own" a team of pick-up and delivery men to manage the delivery of the item you want.

6) The biggest mistake you make when listing your item and why this mistake is killing your sales.

7) 25 Memorable methods to source, flip, and bank fast cash for you and your family—starting as early as today.

8) How to turn the Money Shot System from a side hustle to a full-fledged serious business.

9) How to Own a Team of Pickup and Delivery Men to Do the Heavy Lifting



## 1) The Money Shot System—A Summary of the "Big Picture" of What It's REALLY All about

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My name is Michael Senoff. I am a father of two teenage sons, Alan, and Joseph. And with our iPhones in our hands and my 1977 Chevy El Camino, we are in the business of buying & selling anything we can turn into a fast and easy profit.

We hunt, restore, and sell our finds each month and document the entire process. You'll read our stories and meet and see the people we meet along our exciting journey. And now, you have a life-time opportunity to join in on our never-ending real-life treasure hunt. Inside The Money Shot System you will find and learn all the skills you need to do the same.

Below is a history about how it all started out...

It all started when I moved from Nashville Tennessee to San Diego California. I wanted to go west like our earlier settlers and strike it rich in California. I grew up listening to the Beach Boys and singing and memorizing the words to the hit song 'California Girls'.

Oh yea. That's what I dreamed about and wanted.

Here is a link to an early history of my trip out to California with photos.

Go to <u>http://www.hardtofindseminars.com/aboutme.htm</u>

I was living in this one-bedroom apartment down in Pacific Beach in San Diego, California. I was broke! I had a \$3,500 phone bill when longdistance phone calls were still very expensive. And I was trying to market and hustle a skincare product called NuSkin I've learned about in a multilevel marketing industry. I knew I needed a product I can fully control and something I can hustle on my own, whether it was door to door sales or through selling over the phone.

Page | 4 And I thereby got into the pen business. I had seen this pen that could detect counterfeit money. You take this pen, you swipe it across a US dollar bill, and if the mark turned yellow, it meant it was a genuine bill. If the mark turned black, it was a counterfeit bill. And I thought, "If I could figure out how to make this damn thing, I could simply go anywhere and sell these things for \$5, \$10 or \$20 bucks."

I ultimately figured out how to make these pens, and I started selling them. Then, like anyone who has a business, I needed to fully understand and learn the essential concepts of marketing. I've always been a student of personal development. I've studied all Zig Ziglar's sales secrets and Bryan Tracy's "The Psychology of Closing the Sale."

I was already somewhat of a learner, but I haven't buckled down to what marketing really was all about. And when I did some research on the subject, I came across Mr. Jay Abraham.

I found something from the early days on the internet and took the plunge to call Mr. Abraham's office. I ended up buying a set of four videos called "My Life and Marketing."

The videos were Jay Abraham's whole story about marketing. I also received a video about Jay's concept of business optimization. It was a presentation given by him for Tony Robbins students. And while watching that stuff, *the lights went on*.

I knew I've found the key to what I was looking for. Keys that went beyond the secrets of closing the sale. It was marketing. Because marketing was everything. It's all about how to get the message out and to do it correctly.

I've learned that this Jay Abraham guy had a \$15,000 seminar. But I had no money. I've gained and learned so much from the first set of videos I've purchased from Jay Abraham that I badly wanted to get the seminar to further my marketing education. And so I ended up doing some networking. I found a guy who attended one of these \$15,000 seminars, and begged him to send me a fax with the names of the people who attended the workshops in California. So, I got the names and the phone numbers of the people who paid \$15,000 to attend this Jay Abraham 5-day seminar events. When attending a Jay Abraham seminar, you get printed transcripts and copies of the workshop on audio cassette tape. You will arrive back home with a massive box of invaluable stuff.

I thereby got on the phone, and tracked someone in San Diego who had all the tapes, all the books, all the videos, and all the manuals they've paid \$15,000 for—in perfect condition—and I was able to buy everything for \$50.

I started devouring the material; learning it, studying it, filling my mind, and soaking up all these informative concepts of marketing.

About a year later—now engaged and soon to married—I wanted to buy a big blue barbeque grill called a Kamado. It goes back to Japanese cooking, where they cooked with coals in the ground. You probably have seen the Green Egg. It's a smoker and also a cooker that cooks with propane. And it was a costly grill that cost about \$1,700.

My fiancé at the time did not want me spending the money on the grill, and I said: "Well, I am going to sell my Jay Abraham tapes, and I am going to put them up on eBay." At the time, eBay was kicking butt. Digital cameras had just come out. I had just purchased the very first digital camera. It was called a Sony Mavica. It was an expensive camera costing me \$1,000. This was a camera into which you could slide a hard disc. You could take the picture, and it would transfer the digital image onto this disc.

I was now getting into selling stuff on eBay. I made up set as part of the Jay Abraham materials I've paid \$50 for and put the set up on eBay. It was my first eBay auction, and I sold it for \$1,700 to a guy named Piero in Australia. I think he is still on my list, 20 years later, and then I just did this over and over and over again.

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I ended up getting the list of all 900 people who attended the Jay Abraham seminars. And I jumped on the phone calling them up, one by one, saying "I know this is a weird call, but do you by any chance have the Jay Abraham's stuff sitting around?" Because most people who would attend the seminar, would arrive home with all that Jay Abraham stuff and do nothing with it. This is how I started buying and reselling old Jay Abraham seminars on eBay, and why I named my web site "HardToFindSeminars.com." In its origination, it was just a one-page sales letter talking about how I had all these costly retail marketing seminars for pennies on the dollar.

If you search the internet for 'Wayback Machine', you can search websites going back 15 to 20 years. You are able to see what sites looked like from their origination. Anyone can go to the 'Wayback Machine', type in "Hardtofindseminars.com," and find my original letter. I remember, I had no idea how to even put up a message. I had no clue. I had to hire and pay a coach to help me get that letter up, and then he disappeared. End of story... I ultimately just had to learn to do all this stuff on my own.

I wanted to learn how to market my counterfeit money detector pens, my invisible ink marking pens, my vanishing ink pens and my spot remover pens. And I kept studying marketing and needed to build a library of interviews. I will say that the ultimate goal of the conversations was to bring traffic to the site. But primarily, I would interview people about stuff I was interested in, and then the traffic just started building, and the relationships just started growing.

I didn't see anyone else out there who was as crazy enough to try and take on what I was doing because it takes a lot of time and a lot of money. I just built up a small following over the years and that's where I am today. The marketing I've learned helped me a great deal in selling the pens and I applied those marketing strategies to sell them. I still have accounts that buy my pens from 25 years ago that generate income until this day. The tools, including the eBay auction site and my Sony digital camera, helped me make thousands of dollars 26 years ago. And I knew I was selling only

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one specialized product. eBay was selling millions of items online back then. I was fully convinced a great living could be made by selling online. This is where my love for online selling began.

Page | 7 | eventually got married and started a family. After my two sons were born, I would take them with me on weekends to garage sales, swap meets, and into and out of thrift stores to teach them the art of buying and selling. It gave us something to do and look forward to each Saturday morning. I would explain the valuable lessons for each find and each sale we've made. I would teach and encourage my boys to negotiate with sellers. I would show them how to ask for what they wanted. It was all good fun, and the kids loved to go out and buy stuff with their Dad. I knew their futures would be uncertain and no matter what work they could find or not find that they could always go out and make money buying and selling. I dearly want to thank my two sons for all of this. Because if it was not for them, you might not be reading this now.

Every day turned into an exciting treasure hunt, and the money was good too. And so I started taking our transactions to the next level. I stated to the money shot to document our finds, have fun along the way, and I now have all the stories here for new students like you.

You can tell your story about a sale, but nothing demonstrates the proof more than a photo of the buyer holding up the cash. And, we've called this the Money Shot. I was a little uncomfortable to ask to take a picture, but most people had no problem with it. I wanted to show you the authentic PROOF that what me and the boys have been doing works like gangbusters. And I could not believe how simple and fun this activity could be. Everyone should be doing this. But... everyone is NOT doing it. They don't understand it. They don't know what to do. They don't know where to start. They need help. And this is the story of why and how I started the Money Shot News.

At the time of this writing, my boys are now 17 and 20 and mostly busy with School. Buying and selling and making great money is NOT that hard. My wife Shelley likes to join me on my rides and she loves the hunt and the extra cash too. The flipping formula is all the same. My stories and case studies will increase your BELIEF that YOU can also do it and that it's possible to sell just about anything if you are willing to take the time. I know this sounds crazy, but I will prove it to you in my collection of stories waiting for you.

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## 2) Tools You'll Need to Get Started

Here are some essential tools for the trade to move faster with the process, make it easier, and more fun. You can use the links below and work from either a home computer, laptop, and or smartphone. I use both. I want to note there are other websites and tools out there that will further improve your success. I am here sharing the one I use in my area.

1) Smartphone: If you don't have a smartphone I would seriously consider investing in one. This is the one tool you'll need to make buying and selling simple and streamlined. I use an old iPhone 7, and it's all I need to make money fast. If you don't have an iPhone, you can buy one on eBay for cheap. You CAN do all of this without a smartphone, but the process won't be as fast.

2) Once you have your smartphone, download the apps in the links below. These links and apps are for the iPhone. However, they should work on other smartphones too. Go to the app store on your smartphone and then search for the names of these apps. Download and register each of these apps.

There is no cost to sign up for any of the apps listed below.

You will use these apps to find both free and low-cost items to acquire and sell.



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https://www.ebay.com/

### 1. eBay.com

eBay is the ideal place for selling and researching. You will need this app on your phone and computer while you are out and about sourcing products to buy. It's your golden tool to determine the value of an item. Your biggest challenge in making fast money is NOT knowing the value of an item. eBay will significantly solve this problem. Why? Because just about any product in the marketplace has been or is being sold on eBay. And BEFORE you buy or acquire any item, you must determine if there is a market for it and if it is going to be worth YOUR TIME and EFFORT. All transactions take time and effort. We want to limit this and make sure you make the most money in the shortest amount of time and with minimum effort. So, when you are out and about, and you see an item, you want to go into eBay. Type in the name of the item with a model number or scan the barcode if available. Then, you will see the price what others are selling things for. BUT, DON'T MAKE THIS AMATEUR MISTAKE. Seeing what others WANT to sell their item for and seeing what others have paid for the item is like comparing apples to tennis shoes. You want to go by what people are paying for the item. eBay will allow you to search completed listings and sold listings. Doing this will show you what the eBay market is paying for the items you want to sell. Then, all you do is compare what you can get for your item to what others are paying, and you can immediately get a rough idea of the profits you will make. Note, selling anything on eBay will cost you about 13% of your selling price. If you sell something for \$100 on eBay, you can expect to pay \$13 between eBay and PayPal fees. For this section of the fast start, we want to use eBay for selling items fast. Remember, you make your money when you buy or find. If you acquire

something and you see in the eBay sold and completed listings it's selling for more than you've paid, the money is essentially yours when you want it. All you have to do is to get the item listed, sold, and shipped. It's that easy.

Page | 10 You want to use the app for listing your items. It's swift and easy, and there is hardly any typing. You are going to have a camera on your phone, and that will make it easy to photograph your items and get them listed without having to transfer or upload your images. Don't wait. If you don't have the app on your phone, get it now. \*(This training does not go deep into how to list an item on eBay. eBay does a great way of showing you how to do it. Just use the site and learn how to list your items for sale the best you can. It's easy.)



http://www.PayPal.com

## 2. PayPal

I have been using PayPal for over a decade. Millions of people use PayPal to collect and send money. Get the PayPal app on your phone and set up an account if you don't have one already. You must start now because having both an eBay and PayPal account is like building credit with a credit card.

You will have to prove yourself to both companies. It takes some time, and that is why you want to get started at once. There are other ways to send money, but I like PayPal the most. Once you have a PayPal account, try and get a PayPal debit card. This debit card will give you a way to spend and buy with the money you grow in your PayPal account.

You'll also want to link your PayPal account to a personal or business checking or savings account. This gives you the chance to deposit and withdraw funds into and out of your account.

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https://play.google.com/store/apps/details?id=com.yanflex.craigslist&hl=en\_US

# 3. Craiglist.com - Craigslist Pro or also called Cplus for Craigslist

I use Craigslist for selling goods locally. There are items you'll want to sell nationally, and some items that only make sense to sell locally. For example, large furniture, washers, and dryers, refrigerators, picnic tables, and kitchen cabinets are costly to ship. You don't want to ship, pack, and send these across the country. Why would you when you have tons of LOCAL buyers who will drive to your place to pick them up right there.



The official Craigslist just released their own app. I find this new Craigslist app better to use compared to the Craigslist Pro app above.

https://apps.apple.com/us/app/craigslist/id1336642410

### 4. Offerup.com





#### https://offerup.com/

As you will see in so many of my buy-sell case studies, I generate many of my sales using Offerup.com. It's a fantastic application. It's free, and it makes listing and selling your stuff secure and very fast. It's also a great app to locate free items and items you can buy at huge discounts. I use OfferUp for selling goods locally. Recently the app enhanced the ability to sell your items nationally. Another great function of this app is that they allow you to list as many things as you want from the get-go. And you can keep relisting your items over and over again, keeping YOUR item at the top of the feed. If you list your item one time and hope to sell your item from one listing, you are missing out on the power of this tool. My key for selling so successfully using Offerup.com has been by relisting my things over and over until the right buyer sees the listing. There is another secret power to this app most people have no idea about, and that is when you are buying. There are many flakey people out there in the market who say they want to buy your item, and you will learn that they will never get back to you. They will assume you are too far away from them, and they don't want to drive to you to get your item. So, when you want to buy something, knowing and understanding the sellers are frustrated with the people, make use of the following advantage when you want to buy something from them. You will tell them you wish to buy their item. You will let them know you can come and pick it up or collect it immediately.

### 5. Nextdoor.com





https://nextdoor.com

Nextdoor.com is an excellent app too. I use this app mainly for locating and getting free stuff. They offer an easy way to post items and add photos. So, when you use this app, knowing that the people looking at your posts are directly in your area, makes it very easy to secure these items. Explore the power of this application. You'll need to register your home address with the app. Once a member, you will also be able to see all of your neighbors and where they live. It's a great way to meet your neighbors too.

## 6. letgo.com



https://us.letgo.com/en

Letgo is another local selling app for sourcing and selling your items. I use it to post items for sale. I have found this app not to be a great app for selling my items. That does NOT mean it will not work for you. I am in the San Diego California market and there may be more users of this app in your area. I will personally sell 1 out of 10 items on OfferUp versus on letgo. The low selling power of letgo has a hidden opportunity for you. Why? Because the folks listing their items on letgo can't sell their stuff! And because you understand this, it gives you a hidden opportunity to buy these items at huge discounts. Use Letgo to buy items at low prices. Then, all you do is flip the same item on OfferUp, craigslist.com and eBay to make your fast and easy money. Of course, you will use all of what I teach you in the Money Shot System to make your item sell faster by writing great descriptions, taking lots of pictures and getting back to your leads fast. Doing all of this will help you outsell their competing items.



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## 7. Facebook Marketplace

Facebook Marketplace is a digital marketplace where users can arrange to buy, sell and trade items with other people in their area. Think Facebook-meets-Gumtree. ... Browse for-sale items by category and/or location.

Marketplace is available in the Facebook app and on desktops and tablets. Look for the at the bottom of the app on iOS or at the top of the app on Android. If using a web browser, you can find this Marketplace icon on the left side of the Facebook page. I personally don't use it because I deleted my Facebook page. But, I know it to be a very powerful site to sell your items fast.

https://www.facebook.com/marketplace/

## 8. Bonus Sites

There are two more apps that I don't use but are great places to sell hand crafted items and used clothing. Check out both

https://poshmark.com/

And

https://www.etsy.com/

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## 3) How to outsmart the foxes—scammers want to separate you from your product and money. Learn how to avoid local and online selling scams. Follow these simple rules for avoiding scams on Craigslist, Letgo, Nextdoor, OfferUp when selling locally

There is a dark side to all of these selling sites and there are scammers out there trying to trick you and take your money. If you follow the suggested rules, you should remain safe and not get ripped off. It's very important you read and abide by these rules.

You'll see these rules on the Craigslist web site. They are easy to miss so I have included them here. **Deal locally, face-to-face**—follow this one rule and avoid 99% of scam attempts.

- \* Do not provide payment to anyone you have not met in person.
- \* Beware of offers involving shipping deal and meet in person.
- \* Never wire funds (e.g. Western Union) to anyone period
- \* Don't accept cashier/certified checks or money orders banks cash fakes, then hold you responsible.
- \* Transactions are between users only; no third party provides a "guarantee".
- \* Never give out financial info (bank account, social security, PayPal account, etc).
- \* Do not rent or purchase sight-unseen that amazing "deal" may not exist.
- \* Refuse background/credit checks until you have met the landlord/employer in person.

\* "craigslist voicemails or codes" - Any message or person asking you to send a code or access or check "craigslist \* voicemails" or "craigslist voice messages" is fraudulent - no such service exists.

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## The Seven Deadly eBay scams when shipping or selling nationally and how to avoid them from

https://www.welivesecurity.com/2015/02/09/common-ebay-scams-avoid/

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By Karl Thomas

Buying and selling on eBay can be great, but it can also be fraught with risk. Here are some of the most common eBay scams and how they can be avoided.

### eBay Scam 1: Buying an expensive photograph

How it works:

Possibly the most frustrating–and unbelievable–eBay scam out there. This has made headlines in the UK twice in the last year. Sellers list a high-demand item like an Xbox One or a MacBook. And when the unsuspecting buyer wins the auction, the seller posts a printed photograph of the item: claiming that 'technically', the photograph is what the listing was all along.

How to avoid it:

Read the listing in full and be suspicious of anything that sees you winning a brand new piece of technology for less than you've expected—a common trait of both examples above. Moreover, check out the seller—if their other listings and history are pretty blank, they may have signed up recently just to pull this stunt. Fortunately, victims of this kind of fraud have usually been refunded by eBay.

### eBay Scam 2: The fake PayPal account

PayPal

How it works:

Selling an item, you receive the customary email notification from PayPal that your buyer has paid, and you duly mail them the goods. But you've

been scammed—the email was a carefully designed hoax, and there's no money in your account.

How to avoid it:

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Check your PayPal balance, rather than just believing the email—and don't click links in the email either but go to PayPal separately. Also, check that the PayPal email doesn't mysteriously arrive before the eBay email notifying you of a sale—eBay's messages should always come through first. Scrutinize the emails, including the sender' address—even though eBay and PayPal messages are totally automated, they can be convincingly duplicated.

### eBay Scam 3: The copycat car

How it works:

Buying a car on eBay, you've been persuaded by the seller to complete payment outside of eBay. You're in love with the car, so you make a payment and head off to collect your new vehicle. When you get there, the car is there, but the seller has no idea who you are, and says that the car wasn't listed on eBay, or that no-one has paid for it. Your 'seller' has duplicated a genuine listing—either from eBay or another second-hand car site—masqueraded as the owner of the vehicle and vanished with your money.

How to avoid it:

Payment on collection, for a good start. Before it gets to that stage, however, check out the seller's profile—is the car brand new? What's their feedback like? Also, talk to them. Ask for extra pictures and details about the car—anything not provided in the genuine listing, they will be unable to give you.

### eBay Scam 4: The bait and switch

Broken iPhone

How it works:

You're selling a common item—an iPhone, perhaps. A buyer wins your auction, pays up and you ship the item. So far, so good. Then, however, they get hold of photographs of a iPhone with a broken screen, claiming that you sold them a dud, or that the iPhone broke in transit. They complain to eBay, and with nothing but your word against theirs, eBay sides with the buyer (it's called the Buyer Protection Policy) and forces you to issue them a refund. And they're sitting with your fully functional phone AND your cash.

How to avoid it:

Tough one—if you've been stung by this scam, it's too late. The best defense is pre-emptive: make sure you ship valuable items with insurance, that the buyer pays for. It's possible to list items with 'no refunds' but may deter genuine customers.

### eBay Scam 5: Dude, where's my car?

How it works:

eBay's Buyer Protection scheme doesn't count for motor vehicles—so, there's nothing to stop an unscrupulous seller 'doing a runner' if you've paid out in advance for a car. They'll simply disappear with your money.

How to avoid it:

Firstly, and very easily: pay on collection only. Be wary of any seller who insists on advance payment. Don't get lured in by a good deal, or insistences that you must deal through eBay. Use PayPal with a credit card, so you're entitled to a degree of protection over your transactions if it does go south.

### eBay Scam 6: The forced refund

How it works:

You're selling something valuable—often something large and inconvenient to post. The buyer arranges to collect from you in person but pays

beforehand via PayPal. Thinking the money is safely in your account, you happily hand over the goods— and then the next day, PayPal informs you the transaction has been reversed. The money never came from the buyer in the first place—instead, it came from a hacked account, probably thanks Page 1 20 to a PayPal phishing email hack.

How to avoid it:

Simple: insist that the buyer pays cash on collection. Don't be lured by the prospect of an instant payment; cash is a lot harder to fake.

#### eBay Scam 7: The phone call collection

Phone call eBay scam

How it works:

A variation of the above scam. You've sold an item with shipping, but after the sale the buyer calls you and says he or she would rather collect it in person, as they're going to be in the area. In the meantime, they pay via PayPal for the full amount, and you agree to deduct the postage costs when you meet. Days later, they file a request for a refund, saying they haven't received the item. Because eBay and PayPal have a record of the transaction with postage, they need proof that you've sent the item in the mail—which, of course, you can't provide. You're backed into giving them their money back—plus the postage they've never paid.

How to avoid it:

Stick to the plan—post the item as planned. Failing that, make sure there's a written record of your arrangement to meet up. And to be extra-cautious, take a photograph of them with the item once the sale is concluded.

Fast Start Money to Cover Your First Year's Money Shot News Investment.

## 4) How to make \$100 your first five minutes with the Money Shot System (I know that sounds crazy, but I document it step-by-step in the manual)

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I want to first set the stage when I say you'll make \$100 in your first five minutes. I want you to understand this mantra. I remind my sons of this statement all the time. "You make your money when you BUY!"

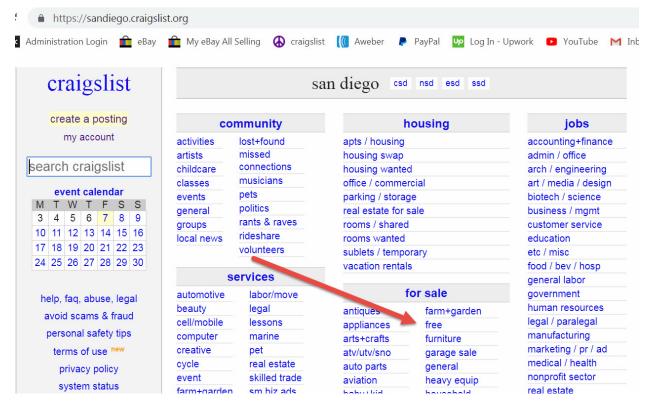
If you buy right, it's as sure at the sun will rise tomorrow that you will have your money in your pocket soon.

Now, let's get back to making \$100 in your first five minutes of acting on the Money Shot System. You can make a lot more than \$100. There have been times I have found something for free in two minutes that has made me \$500. Before you start, I want you to put all and any negative feelings aside about the items you are going to see. I want you to look at these items in a new way. This is NOT junk. This is money ready to be stashed away in your pocket. Your opinion or feelings about any of the items does NOT matter. You are not looking at these items because you want to buy them for you or your home. You are looking at them as a way to convert them into cash.

Another fundamental concept you must understand is the VALUE of TIME! This concept and universal law are of vital important for your success, and if you can embrace it, your profits will be enhanced. You often hear the saying; it's time or money. I want to change this to *the more time, the more money.* After years of selling all kinds of products, I'm more convinced than ever that time sells all. You must be patient with this process. There are items you will sell very quickly. And there will be items that will take more time to sell. Your job is to get the item in your possession and to get it listed for sale at a competitive price. You must not worry about when it will sell. If you follow my lead and keep the item listed for sales, it WILL sell. You must believe me when I tell you this. Think about all the great things that get better with age. Wine, whiskey, cheese, your investments, a good relationship, and even the growth of a young oak tree. I want you to trust the process and go into this with an open mind. EVERYTHING, and I do mean EVERYTHING has value to SOMEONE. And all items will eventually sell. So, please keep this in mind as we get started.

Page | 22 Here's what you do.

- 1. Go to Craigslist.com.
- 2. Go to your City's listings.
- 3. Look for and search the FREE listings. (See photo below).



Click on that free link and see what people are giving away. You are looking for items you can sell fast. Don't worry about them being dirty. They can be cleaned or be changed to look like new very quickly. Appliances like washers, gas dryers, and dishwashers are easy money. Wood bed frames, IKEA furniture, vintage dressers, and more. Don't let these LARGE items put you off. The reason many of these larger items are for sale on Craigslist is that the person who is listing it knows it will cost more to dump it than it will for you to come and collect it. Let's look at an example here in San Diego. Remember, it's free. All you have to do is go and get it. Don't worry if you don't have a truck. I am going to show you how to overcome this problem in no time.

Page | 23 See the items below that is available for FREE in my area of San Diego. I will make some notes about each of these items. What you must understand is that as long as you can get these items in your possession, the money is as good as yours.

Later, in the fast start part of your Money Shot System I will show you how to do this. Also understand the below items I've found at the time of this writing is a snapshot of time. New property is being listed and offered for sale, and for free every second of every day, 24 hours per day, seven days per week. And the items below are only the stuff we have found on Craigslist and not any of the other sites I will teach you to source from. Ask yourself this question, "If I could get some of these items below for free, could I make my first \$100? And I am here to tell you the answer is OH HELL, YES! Not only \$100 but at least \$500 in the first five minutes. All you have to do is make contact with the lister, get the address, and either go and pick up the items up yourself, or have someone pick them up for you. Then you'll need a place to store the items until you sell them. More on that later. The money is yours once you've found the item. And even YOU can do this in your first five minutes. Try it. You may surprise yourself. Below are a few items that look like money to me. I will comment on each based on my past experience as to why.

\$0

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\$0



 ★ Jun 6 Electric Range and OTR Microwave--Maybe gone. Waiting for pickup now. \$0
(Tierrasanta)



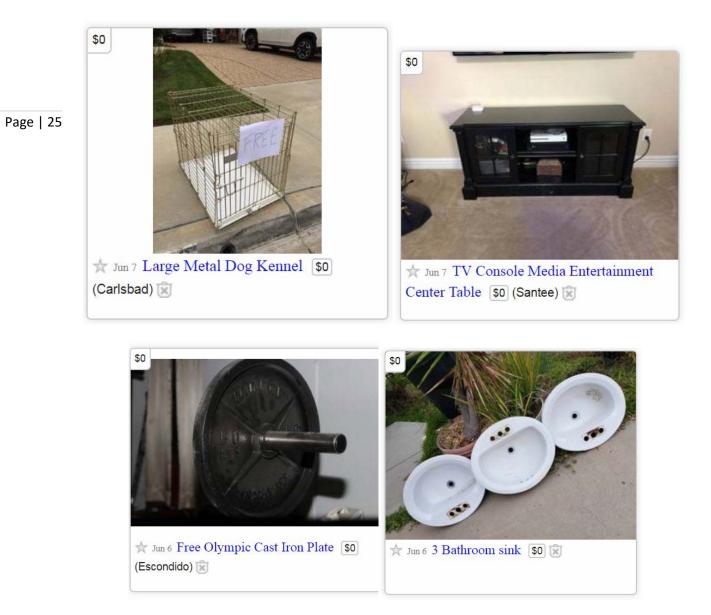
☆ Jun 6 Used GE Dishwasher \$0 (Spring Valley) 🗊



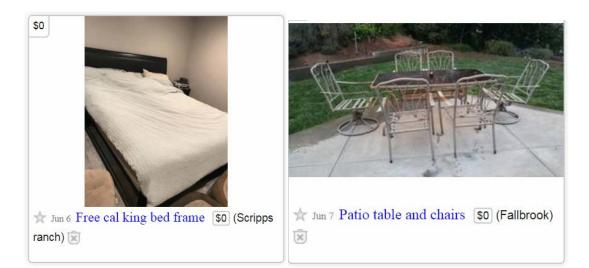
☆ Jun 7 FREE Corner Desks w/ Hutches -Excellent Condition \$0 (Carmel Valley San Diego) ⊗



 $\frac{1}{2}$  Jun 7 Free real leather couch (\$0 (Bonsall))









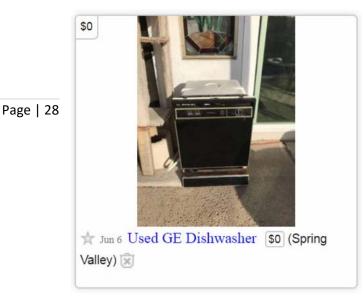


Let's have a closer look at what I have found for free and for sale in this example. I will coment on each example below.

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**1) Range -** Here is your \$100 bill as long as it is in working condition. You want to make sure the item works. What I have found over the years, most people will not list a broken item. They will say or mention in the post that it does not work. But it's essential to ask. And don't forget, just because it does NOT work, is NOT a reason NOT to get it. This range can be sold as a working unit. But it can also be sold for parts. Each part in that range is worth money to you. More training on this in your Money Shot System membership.

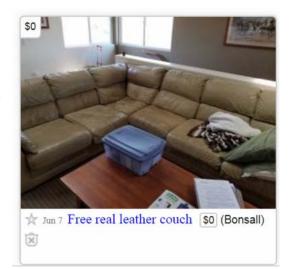


**2) GE Dishwasher Dishwashers are money in the bank** - You can make \$70 to \$90 every time. Dishwashers do take some time to sell. A lot longer than washer and dryers, but they will sell once the right buyer comes along. You'll want to make sure the racks and the basket are included in the unit. Did you know you can sell the racks and the basket on eBay for big bucks? The pump is worth money too. But as you look at these appliances, know that the PARTS are worth more than the whole item. Once I sold a set of dishwasher racks for \$125. There have been times when I am in my car, and I see a dishwasher, and I take only the racks and the basket. They are small enough to fit into your car trunk. They are lightweight and easy to store outside because it doesn't matter if they get wet.



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**3) Office Desks** - These are nice. I understand they are large. What you can do is make contact with the lister and ask him if you pay him \$20 would he be willing to hold them for you. You can then ask him when they must be out of the property. Buying some time can give you time to go and meet him, give him the \$20 to hold them for you. You can go out with your tape measure and take good photos of the desks and try and sell them on OfferUp, eBay (local pick up only) letgo.com and even an ad on Craigslist. Or you can acquire the desks and take more time to sell them. Many people have some extra room in their place to store stuff. All you need is the corner of your room. And it's not going to take that long to sell and make your \$100 anyway, so what's the big deal? You should have no problem selling these desks for \$100 each!



**4) Couch** - Couches can take some time to sell. They are large and bulky, but using the method described above, it can be done. This is an easy \$100 bill for you. You want to make sure the lister is going to give it to you. You want to buy some time. You want to go out and measure the couch. When you go out to look at the sofa, take two or three of the pillows back with you after you've taken photos. This way, it will make it impossible for him to give the couch to someone else. No one is going to want it with missing pillows. Take pictures and list the item and sell the couch. If you can't take the couch, you could go out with a sharp blade and strip 20 years of soft leather from this couch and resell it online. When in doubt strip it down or part it out. It's that simple. It's an easy and fast \$100 cash in your pocket.

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**5) Dog Kennel** - I have sold a lot of these pet kennels. They are small enough that you can go and pick it up and put it in the back seat of your car. Pet owners need these when going on unexpected trips with their pets. I can see you getting an easy \$40 for this one. List it locally on Craigslist and OfferUp, and the right buyer will come to you and pick it out. See my buy-sell case studies for more on selling these dog kennels. It's money in YOUR bank account.



6) Entertainment Center - This piece of furniture is NOT a bad piece of furniture. Just yesterday, I found something like this for free on the side of the road, and I kept it for myself. Now, here is something I want you to keep in mind. If I can show you have to save \$100, is that not the same as making \$100? And I can show you example after example of the items I have found for free that I have kept for my personal use.





7) Weights - Selling iron weights is so easy; it's not even funny. Every 1LB of iron you buy or get for free; you can sell for 50 cents a pound. So, this 45LB weight is an easy \$20 bill in your pocket. All you have to do is go and get it. Review ALL the recent finds in your Money Shot News, and you'll see many stories on how we have made good money with weights, barbells, and guy equipment.



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**8) Bathroom Sinks** - Think about it. You can go and pick up these sinks. Everyone uses a sink, and there is all kind of creative people who will buy these from you. I can see you getting an easy \$20 for each of the sinks. You will pay \$68 for the same sink at Home Depot. The rust you see on the free ones can be cleaned and made to look as good as these new ones in the picture. Why would someone NOT want to buy yours for only \$20 when they have to pay \$60 or more plus tax for a sink like this from Home Depot.



**8) Basketball Hoop** - When you have a son and he's between the ages of 5 and 16, a father wants to get him into some kind of sport. These Basketball hoops can cost up to \$500 each, depending on the brand. Your biggest obstacle is going to be to get it to your place. But if you can arrange

this, you have made another \$140. Even if you've PAID someone \$40 to collect it for you, you could still pocket \$100 profit after you sell it. You may also be able to deliver it for your buyer to make your \$40 back, depending.

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**9)** Rustic Wooden Headboard – Just look at that headboard. This is a slam dunk \$100 or more. The rustic look on the wood is beautiful. You want to get this to your home. You could list it as is and sell it like that, or you can even stain it and add a wood conditioner to bring out more colors of the wood. Understand that it takes years of sun exposure to get wood to look like this. And the rustic look is in high demand. Artists and buyers are looking for this kind of stuff. You need to go and get it, and if you do, the \$100 is a definite.



**10) Patio table** - I have sold a lot of these. All you have to do is to get them home. Many of the buyers of my tables sell them to people who have broken their glass tops. So, they hop online to look for another glass top. They will NOT sell in a day but give it a week or two, keep the listing posted online, and the right buyer will come and give you \$40 for it. If you have the time and want to get the experience—and I think you should—you can tape off the glass and repaint the table. Make it look as lovely as you can. NOTE: To make the most profit, you are going to have to come to grips with cleaning up and making the items you get to look as lovely as possible. When I get a washer or dryer, a refrigerator, and a greasy oven top, I clean it. And I don't like cleaning supplies, some gloves, and you are willing to do a little work, you can make good money. You DON'T want to be lazy and sell dirty stuff. Take PRIDE in the items you post and sell, and you will be rewarded with more money for your efforts.

### The Total

Total up the dollars here from the free stuff you can grab and sell, and you'll make \$900 profit. And consider that I've visited only one site to see what was for free at one time and in one part of the day. If this was your search, and you had a place to put all of these items, and you had a truck

or the time to get these items, it would be a certainty that \$900 in newfound profits are yours.



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

## 1. I Don't Have a Truck

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.

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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 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

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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) 🗟

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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 | 40 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 | 41

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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 | 42 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

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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
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 | 43
PURING 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 | 44 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

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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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-	A B		С	D	E	
1	Name	Phone	Email	Area or Location	Type of Truck	
2	Daniel	619-359-7684	1.1.1	Claremont	2002 Food F1F0 with a locking shall and an	
4	Keith Woerle	619-530-2317	drichards83@yahoo.com kcranch@cox.net	Alpine	2003 Ford F150 with a locking shell and ra 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	El Cajon	Full size Ford F-150 super-cab	
7	Jim	619-402-4326	jim ward619@yahoo.com		2011 Ford Ranger	
8	lan 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	
		619-733-9960	mggog bole ginalicom	CARDIEE BY THE SEA	2006 TOYOTA TUNDRA WITH SHELL	
15		858-967-7311	sdlocal858@yahoo.com	Claremont	2018 Toyota Tacoma	
16		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	
		716-330-9924		Oceanside	Mazda pickup trucklike a little Ford ran	
20	Julio Trujillo	619-756-0849	Juliotrujillo31@yahoo.com	I live by the 94 and the 15	98 Silverado	
24						

Page

#### 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 | 46 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 | 47 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

Page | 48 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.

# 6) The biggest mistake you make when listing your item and why it's killing your sales

- 01) Not Verifying Your Selling Accounts
- 02) Poor Quality Photos
- 03. Not Taking Enough Photos
- 04) Writing Poor Description
- 05) Listing Your Item In The Wrong Category
- 06) Not including a name and cell phone number for people to contact you
- 07) Not revealing the part of town you are located in

- 08) Not Relisting Your Items
- 09) Being Too Slow To Respond To Potential Buyers
- 10) Poor Pricing Strategy
  - 11) Not Willing To Meeting Your Buyer
  - 12) Not Getting Your Money First
  - 13) Not Getting To Know Something About Your Buyer
  - 14) Not Saving Your Buyer's Contact Information
  - 15) Ignoring Your Non English Speaking Market

# 1) Not Verifying Your Selling Accounts

All your selling applications and web sites incorporate identity verification protocols. You'll want to make sure that you prove your identity, your cell phone number and go through all the steps to become a trusted and verified seller. This will go along way when selling your items. Others will feel more comfortable buying from you. They will feel safer to contact you compared to another seller who is NOT verified. There are a lot of scammers out there with unverified accounts. Buyers want to feel comfortable before they drive to meet you. Additionally, include a headshot photo of yourself. Don't use your dog or cat as your profile photo. Buyers want to see WHO they are buying from. This tip will also lead to a more confident buyer when comparing other sellers with the same items as you.

### 2. Poor Quality Photos

BEFORE you take photos of your item, you want to make sure you have it looking as good as possible. If your item is dirty, wipe it down. If the washer machine has rust all over it, sand and repaint it. (This takes way less time than you think). Make the old, look new again. Once you do this, you want to stage your item. Make the photos look inviting. I take most of my pictures outside in the sunlight. I stage and photograph many of my listings when possible in front of my 1977 El Camino.



Remember, the photographs you take of the item you want to sell are all your buyers have to go on before they look at any further details. Make sure they look good. Be creative. Include a good-looking girl in them. (This has been proven to work). Don't just take a boring photo.

# 3. Not Taking Enough Photos

Craigslist allows you to upload 24 photos for each listing. Offerup.com now allows you 12 photos. Letgo.com allows you 10 photos. eBay allows you to upload 12 photos.

Page | 51 Take this opportunity to use ALL of the available slots for your photos. This is how you outperform the other LAZY LISTERS, who may only post one picture of their item. But if you have 12 pictures and even if your price is higher than theirs, you are providing your buyer with a better SERVICE by showing them every angle and part of the item you are selling.

Taking great photos of your item is the difference between getting a sale and not getting a sale. Also, you want to show the size of an article by including a tape measure or ruler next to the item.

You will want to type out the size in inches in your description. But you want to show the tape measure in the photos as your proof. You buyers want and need details so do it right and provide them with those details.

You also want to take pictures of the model number of your item. Take pictures of the open battery compartments so your buyer can see there is no rust.

Show them up-close pictures of the item. Show them a photo of the bottom of the item. Show them the sides of the item. The fastest way to get your photos is to take them with your cell phone camera and save the photos to your picture roll. You will want to relist your items. So having the photos on your cell phone will keep you from having to retake photos of the item you are selling. All of the cell phone apps will give you the option to take a photo when using the app. However, when you do this, your photo will NOT be saved. Use your cell phone to post your product ads and descriptions. This will save you time and lets you list items much faster compared to using your desktop computer.

# 4) Writing Poor Descriptions

The more you tell, the more you sell. There is two ways to shortcut this process. Way number one is by borrowing a description text from another listing. It's a description others have written before you for the same item. Just copy, modify, and use it. You can add additional details about your item or edit out existing information from the description for less information. This will save you from typing it all out on your cell phone. Way number two is a huge time-saver. It's call transcription. All of the more recent smartphones have voice recognition built directly into the phone. You can open a notepad on your phone, press the transcribe button on the screen and talk your description into text. The speed is incredibly fast, and the spelling and punctuation are near perfect. Talking into your phone vs. typing is much faster and will leave you more time to do the fun stuff you want. If you are selling your item locally, don't forget to include details of the times you are available to meet. Many people can only meet you in the evenings. In my listings, I always let the buyer know I am willing to meet in the evenings. Another way you can out-compete any competed listings is to let them know you offer delivery for a small fee. Depending on the listing service, include a cell phone number and best contact information. Let them know they can text you. The more available options a potential buyer can contact you, the better. I could write a book about how to write compelling descriptions, but the main thing here is to have a very clear description of your item. And if there is a problem with the item, let them know. Don't be a LAZY LISTER.

# 5) Listing Your Item in The Wrong Category

Each of the web sites and applications you use to list your items have item categories. And if you are in a rush, it's easy to list your item in the wrong category. Make sure if you are selling a washer machine that you list it in the appliance and not the furniture category. Being in the correct category will help your item get found and sold. Many of the apps review the listings and will cancel your listing automatically. Therefor list your item in the correct category.

# 6) Not including a name and cell phone number for people to contact you

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<sup>33</sup> This rule applies only to Craigslist.com. Most people are using their cell phones. If you don't understand how to receive or send a text message, it's time you learn. Go to <u>www.Youtube.com</u> and educate yourself on the subject. It will be time well spent. When listing your items for sale on Craigslist, make sure you let others contact you via text. This is the most efficient way today to communicate with potential buyers. You want to have an email option too. Not everyone has texting capabilities.

# 7) Not revealing the part of town you are located in

Craigslist, Offerup.com, letgo.com, and Nextdoor.com are local selling tools. People want to know how far they are going to have to drive to pick up your item. So, it's essential to have your general location in the description of the add. If your buyer is looking for a used washer machine and one machine is in his neighborhood, and the other one is 30 minutes away, what washer is he going to call about first? The closest one will be the correct answer.

Now, if you have a truck or want to use a driver, you can offer free delivery. Offering delivery can get you the sale because you are providing a service. The buyer does not have to borrow a truck. They don't have to rent a truck. They don't have to bother a friend. They don't have to lift a finger. You can charge more for your item and build the cost for delivery into your asking price for the item. However, it's important to get your money first before you drive out to deliver the item. I will ask my buyer to come and look at the item first and pay for it. Then I will have it delivered. Or if you have PayPal, Venmo or Zelle to receive payments, this can save them the trip. Your job is to solve the problem of your buyer. He or she wants the item you are trying to sell, and they don't want any problems or hassles. So, help them buy your stuff.

# 8) Not Relisting Your Items

The ONLY way to make this work is to make sure your listings are up and active for people to see. <u>Craigslist.com</u> makes it very easy to relist items without having to upload and write descriptions all over again. You want to check into your Craigslist account every three or four days to make sure your listing is active. Craigslist will discourage you from listing your same item multiple times. Offerup.com is excellent because there is no limit on how many times you can list an item.

I sometimes will list an item three times per day to let it sell faster. It's the same with letgo.com and even Nextdoor.com. eBay is the only place that will let you automatically relist your items until they sell. This is a timesaver. Unfortunately, relisting your item is key to getting stuff sold and making money. It's just a part of the business you will have to get used to. I have tips that will show you how to streamline this process in the Money Nuggets section of the MoneyShotNews.com

### 9) Being Too Slow to Respond to Potential Buyers

You can service your customers or you can treat them like second class citizens. Speed loves money, and when it comes to selling, you want to be fast. When you have someone who responds to one of your ads by text, email, or phone, you need to get back to them fast. Why? Because if you don't, they are just going to go down the list or to the add and find someone else who will respond fast. By responding fast to a potential byer, you have just shown them through your actions you are reliable and ready to do business. Separate yourself from ALL the other losers out there who provide no service to shoppers and make the sale first. Understand that someone who reaches out to you wants what you have to sell. It's your job to make that sale happen. If you don't and wait, you lose out. Don't be a lazy lister. Treat your potential buyers like the GOLD they are. You can do it.

# **10) Poor Pricing Strategy**

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Price matters, but not always. This is a vast subject, and I could write a book about pricing. Understand that we want to sell stuff. We have acquired these items at a low cost or for free in many cases. You are going to do your research on your items before you price it. You'll use eBay's completed auction tool to see what the market is paying for commodity type items. You'll go on Craigslist.com to see what price others are selling the same or similar items for. This research will give you an idea of your starting price. I like to start my item price higher in case there is a buyer from the get-go looking for my item. You can always lower your price if you are not getting leads. If you need fast money, you can reduce your price. After all, it's all profit. So, depending on your situation, try different things. I have learned over the years, the longer you can wait for an item to sell, the best price you will get. If you do not need the money today, go with a higher price and wait for the right buyer to come along. They always do too.

There are many pricing strategies; however, your job is to make money fast. I would encourage you to price your item competitively to get your phone ringing and to get the product sold quickly. But don't price too low. You need to make money.

On Offerup.com and letgo.com, people will ninety percent of the time make you an offer lower than what you have listed the item for. That's the nature of the Offerup.com app. I price my items higher, so when I get a lower offer, I can say yes and clinch the deal. It is my experience that people want to feel like they've gotten a good deal. Therefore, I like to say yes when someone makes an offer. Pricing your items higher than what you're willing to take will result in more sales for you.

# 11) Not Willing to Meeting Your Buyer

If you're selling a large item that cannot be shipped, you're going to want to meet your buyer locally. Generally, I have my buyers come to my home because most of the things I have to sell are stored outside. I like to get a first and last name and a cell phone contact before I have the buyer come to my place. Additionally, for security purposes, I have installed outside cameras in the event anything shady happens. If I'm selling smaller items that will fit in my car, I will meet the buyer at a McDonald's restaurant up the street. I tell the buyer to call or text me when he is at the McDonald's. I drive up and meet the buyer and do the deal. If you don't have a McDonalds, find a well-lit area with other people around to meet your buyer for added safety.

# 12) Not Getting Your Money First

Before your buyer takes possession of the item, say "let's take care of the money" first. Your buyer will want to look at the item and confirm that it's okay. Once they have done this, ask for the money. Once you have the cash in hand, you can help your buyer get his paid for item in his vehicle if needed. It's a good idea to have change for 100 dollars in the event your buyer does not have change. I know it's not your job to be a banker; however, you would be surprised at how often people come with no cash or they don't have the exact change. I have all kinds of additional tips when doing a transaction in the Money Nuggets section at www.MoneyShotNews.com

### 13) Not Getting to Know Something About Your Buyer

Make a new friend. When you meet your buyer, ask him what he or she does? Ask him what he is going to do with the new item? Ask him if he or she has been looking for a long time? Ask them if they buy a lot of stuff on Craigslist or Offerup.com. Ask them if they are looking for anything else? Ask them if they know anyone looking for anything? Get their cell phone number and put it on your phone if you find a reason to contact them again for something else. Be friendly. Be nice. Be respectful. This buyer may become a new contact for you in the future. This is the hidden benefit of selling locally. You never know who you're going to meet. Use this opportunity to make new connections and friends in your local area.

# 14) Not Saving Your Buyer's Contact Information

Every sale is a new opportunity for you. Remember the movie Forest Gump when he says . . . "You Never Know What Your Going to Get"? It's the same with meeting buyers locally. Usually, when I meet a buyer, I will have already exchanged cell phone numbers. Once I have a buyer's name and cell phone number, I will add them to my contacts on my iPhone. I'll make a note about them so I will remember them later. Saving contacts of the people you meet, will become important when trying to sell other items later. Additionally, you want to keep your buyers organized because you're going to have many deals going on at the same time.

# 15) Ignoring Your Non-English Speaking Market

I live in San Diego, California, and I'm only a 20-minute drive from the Mexico border. Many of my shoppers are Hispanic and will message me in Spanish. I don't speak Spanish, but that does NOT stop me from communicating with my buyers, and it should NOT stop you. When you get an inquiry in Spanish, copy the text, and go to <u>Google translate</u> and translate your Spanish into English. Then you can reply. This rule is not only for Spanish; it goes for any language in the world. So, there is no excuse to ignore customers who don't speak your language. Excuse busted! Give it a try now. <u>Click Here</u>



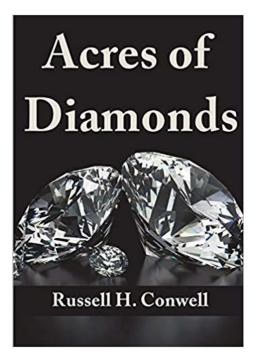
7) Twenty-Five Memorable Methods to Source, Flip, And Bank Fast Cash for You and Your Family Starting Today



Before you start looking at all of these examples, please make sure you're logged into your MoneyShotNews.com membership site. You'll enter your username and password to access these links. Once logged into your membership, you can click on these links to see the specific examples below after reading about each method. If you did NOT get your username and password email senoff.michael@anymail.com.com

- 01. The Acres of Diamonds Flip
- 02. The Archie Bunker
- 03. The Jennifer Aniston
- 04. The Vanilla Ice Cream Cone
- 05. Warsaw Radio Tower Method
- 06. The Road Runner
- 07. Warren Buffett Technique
- 08. Dr. James Andrews Method
- 09. Garage Sale Granny
- 10. The Maytag Man Method
- 11. Boyz in The Hood
- 12. The Bob Vila Technique
- 13. The Macy's Day Thanksgiving Parade
- 14. The Ultimate Taxi Method
- 15. The Back to the Future Method
- 16. The Chop Shop
- 17. The Matt Malone Method

- 18. The Hamburglar Method
- 19. The Boss's Son
- 20. <u>The Bullish Bloodhound</u>
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- 21. <u>Jim Rohn</u>
- 22. Jim Straw
- 23. The Lonely Storm Chaser
- 24. Nosey Newman
- 25. Bankruptcy Bonanza
- 26. Salvator Mundi



# 1. The Acres of Diamonds Flip

The Acres of Diamonds is a true story about an African farmer who heard tales about other farmers who had made millions by discovering diamond mines. The farmer, very excited, sold his farm to go prospecting for diamonds himself. He spent the rest of his life wandering the African continent searching diamonds unsuccessfully. Finally, worn out and in a fit of desperation, he threw himself into a river and drowned.

Meanwhile, the man who had bought his farm happened to be crossing the Page | 60 small stream on the property one day, when suddenly there was a bright flash of blue and red light from the bottom of the stream. He bent down and picked up a stone. It was a good-sized stone, and admiring it, he brought it home and put it on his fireplace mantel as an interesting curiosity.

Several weeks later, a visitor picked up the stone, looked closely at it, hefted it in his hand, and nearly fainted. He asked the farmer if he knew what he'd found. When the farmer said no, that he thought it was a piece of crystal, the visitor told him he had found one of the largest diamonds ever discovered.

Start from exactly where you are. Take a look around you and look at what you have in your home. Ask what you own that you can list and sell. Look at your clothing. Look in drawers. Look down in your basement, attic, storage, and start selling the stuff you are never going to use.

https://moneyshotnews.com/whats-in-your-attic/



# 2. The Archie Bunker.

"Archie" Bunker is the hilarious fictional character from one of my favorite 1970 TV shows called 'All in the Family'. Archie plays this gruff, overbearing grouch primarily defined by his bigotry towards blacks, Hispanics, "Commies," gays, hippies, Jews, Asians, Catholics, "women's libbers," and Polish-Americans. And it's your family you need to turn to for selling. After you've exhausted and sold all of your personal belongings, it's time to look at the property owned by your family. You should by now have made a few sales and know how to use all of the selling applications. You should have met some of your buyers and understand how easy flipping items can be. Your confidence should be higher. So, what does your family have to sell? Family members include your mother, your father, your sister, your brother, your cousins, your grandparents, your uncle, and your aunt. There is no one in your family who does not own something they would like to sell IF YOU DO THE WORK! Just call them up and ask them if you can help sell some of their stuff. Let them know you will split the money with them. Let them know you will do all of the work. Let them know you will put it all down in writing, so they know what to expect. Family is a great place to build a name for yourself and your selling service.



# 3. The Jennifer Aniston

Jennifer Aniston is worth a reported \$240 million. It all started in Hollywood ever since she landed her breakthrough role as Rachel Green in "Friends" in 1994. She's a sought-after movie star, earning her a net worth in the hundred-millions, according to Forbes, who ranked her as one of America's richest female entertainers in 2017. By the end of its 10-season run in 2004, Forbes reported that Aniston earned \$1.25 million per episode. Just remember, it all started with 'Friends'. And it's the same for you. There is a saying out there about NEVER doing business with friends. As long as you set the rules ahead of time and get it in writing, you should be ok selling your friend's stuff. Here's a simple agreement you can use to sign with your friends that will outline the deal. Use this and get it all in writing, and you will be fine. "I, Michael Senoff will advertise and sell Joe Smith's 1979 Toyota Corolla. I will show the car, I will take all of the photos, I will handle all inquiries, I will collect all the money, and I will deliver the car to the buyer. In consideration of my services, Joe Smith will pay Michael Senoff 50% of the sale price. Michael Senoff agrees to pay for all advertising costs. Either party may cancel the sales agreement at any time in writing." Date, Signatures of both parties. The point is to make a simple letter of understanding, and both of you sign the deal. After you sell some of your friend's stuff, ask for referrals. You can make selling other people's stuff a full-time business by working with references and never having to place even one advertisement.



# 4. The Vanilla Ice Cream Flip

Vanilla is the #1 most popular ice cream flavor in most ice cream-loving countries, (namely, Germany, Italy, the United States, New Zealand, China, and Brazil). Can't argue with a classic. And it's the same with this classic. This method is so simple; all you need to do is go and visit your local thrift stores. Look for items you can buy for low and sell for a profit. You will have your smartphone with you so you can do your research at the store. Buy your item. Take it home and photograph it and then list it for sale for more money than you've paid for it. Keep the profits when it sells. Rinse and repeat. Here is a simple example of how this works below. https://moneyshotnews.com/bronco-buster-ski-flip/

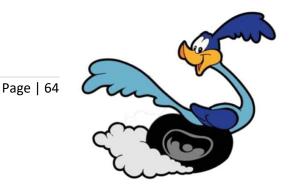


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#### 5. Warsaw Radio Tower Method

The Warsaw radio tower was erected in 1974. At a height of 646.38 m (2,121 ft) it became the tallest structure in the world. It collapsed in 1991. And there is a lesson in this story. You don't want to shy away from large items that you can't move or store. Like the Warsaw radio tower, large items can be broken down into sections and moved. I was able to make a fast \$200 cash with this deal. My handyman, Oscar, was working on a home near me. He called to tell me he has some kitchen cabinets he was removing, and did I want them. He was going to be working on the house for two months, so I knew there was a lot of time to sell them. The home was close to me, so it was not going to take long to meet my eventual buyer at the location. So, I went to the house, and I took measurements and photos of the cabinets. I listed them on Offerup.com, and it did not take too long to sell them for \$200. I did not have to move them. I did not have to store them. All I did was advertise and sell them and collect the money. Do you know how many contractors take stuff like this to the dump? All the time. Now, you can do something about it. If you can't sell it fast, get one of your drivers to bring it to you and let time be on your side to find the right buyer. See the example below in the link.

https://moneyshotnews.com/how-to-sell-large-items-without-takingpossession/



#### 6. The Road Runner

Wile E. Coyote (also known simply as "The Coyote") and the Road Runner are cartoon characters from a series of Looney Tunes cartoons, created by Chuck Jones in 1949 for Warner Brothers. Wile E. Coyote will never catch the Road Runner—he is too fast. And you can make money just as fast by using the Road Runner Method. Here's an example of finding something listed for free online and picking it up and selling it. I have written about this kind of flip in past Money Shot News posts. And, it has to do with using my new little iPhone application called Nextdoor. It was on a Sunday, and I was lying down flat on my back. The great thing about the Nextdoor app is you can search for stuff offered for free. It also lets you search by location and by most recent posts. It has a messaging feature and you can thus instantly communicate with your sellers. I go to the Free section, and I see this post. There is a lady just giving away two beds with mattresses, comforter, pillows, and sheets. She also has a side table with a large storage compartment. She is also giving away a small class patio coffee table and a large comfortable chair with ottoman. I debate if I even want to go because the lazy Michael Senoff would rather stay flat on my back and "dream" about all the fast money he could make. But the non-lazy Michael Senoff knows that is all a dream. He knows that taking action is how you make money. So, I ask my bride, Shelley, if she wants to take a ride with me and she says... "YES". We get to the house. The lady just sold her home, and she had to have everything out that evening. So, my wife and I loaded up the El Camino and got the goods to our home. I did what I

needed to do to get the stuff sold, and I listed the bed on Offerup.com. And what do you know? It sold. Folks, all you have to remember are these three words... Just Do It! See the photos at the link below.

Page | 65 https://moneyshotnews.com/free-bed-flip/



# 7. Warren Buffett

With a net worth of \$87.1 billion, "The Oracle of Omaha" is currently the third-richest person in the world— but he doesn't act like it. The billionaire is known for his frugal habits, like his daily McDonald's breakfast and insistence on using a flip phone. Warren understands that a dollar saved is money earned. And it's the same for you. Let me illustrate this example. I walked into the Goodwill and just look at what I found. I was able to qualify for a discount and paid only \$9. I knew what I was going to do with it, and if you look at the photos, you'll see how to turn this ugly table into a \$200 prince. Here are the tools I used. First, you need an excellent electric orbital sander. I invested in two top of the line German-engineered devices that I'll be able to use for a lifetime. STARTING OUT YOU DON'T NEED THIS. You can find inexpensive tools on eBay or Craigslist that may not be as good as what I have, and that is okay. But if you are serious about this, consider this sander. These tools do the work of five men in half the time. It's called the Festool RO 150 FEQ Rotex Sander + CT 48 Dust Extractor Discount Package. This sander is a boss. It can strip the tip of a table in minutes. A regular sander could take days to do the same job. And their specially engineered sandpaper lasts a long time. When it comes to this sander, you get what you pay for. Next, you will need a can of heirloom white spray paint. The first thing I did was send off the top and the edge of the table. Then I used blue painters tape and taped up the sides of the

table. I flipped the table upside down and painted the legs and all the other parts of the table. You can grab spray-paint at your local hardware store for under \$5 per can. I used two cans of spray-paint. After painting the legs of the table, I flipped the table over and stained the top. Then paint or roll a clear protective coat or two on top, and you're done. Don't let these steps stop you. This is easy-peasy with the right tools. And once you can do one, you can do another and another and another. Now, every next time you see a piece of furniture for sale, you will own the power to turn it into a masterpiece and sell it for many more dollars than what you've paid for it. A warning, however. You don't want to put too much time into these projects. You have to get this product done fast. Time is money. And, if you are the type of person who is going to spend endless hours on projects like this, it will not pay. Your time costs you money. So, get the job done fast and just good enough to sell. I liked the way this table came out so much that I decided to keep it for myself. UPDATE! Only two weeks later, I got an offer for \$200, and I sold it. I needed to make room for another piece of furniture. In time, it all sells. You have to be willing to wait for the right buyer to come along.

https://moneyshotnews.com/ugly-10-table-magically-transforms-into-prince/



### 8. James Andrews Flip

James Andrews M.D. is an American orthopedic surgeon. He is a surgeon for knee, elbow, and shoulder injuries. Andrews has become one of the most well known and popular orthopedic surgeons and has performed surgery on many high-profile athletes. He is also the team doctor for the Alabama Crimson Tide. He has performed surgeries on athletes including Bo Jackson, Michael Jordan, Jack Nicklaus, and Brett Favre. I call it the

Surgeon flip because just like a surgeon, you have to diagnose the problem before you cut. James was very good at this. And don't shy away from broken items. Many can be fixed in a simple way and for very little money. Finding something broken, fixing it cheaply and reselling it for a substantial profit. A winning strategy!

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This is a great story. And I need to remind myself of the story every time I am selling an appliance. There are some hidden benefits and profits in flipping washers, dryers, and more. So, I was selling a gas dryer to a couple who lived in my neighborhood. (NOT this one in the photo). The couple did not have a truck, and he offered me his old dryer if I would transport the one he bought from me. I said I would. And the dryer you see here in the photo is his old one that was broken. Anyway, I get the dryer home and see the only problem was the door that would not stay shut. I found the part on eBay and paid only \$9. I had the part in two days. I grabbed a Phillips head screwdriver and replaced the part. It was so easy; even a two-year-old could do it. I listed the now fixed LG Ultra Capacity Gas Dryer on Offerup.com and sold it for \$225.00. Now, do the math, my friend. What was I willing to do that my neighbor was not? His LAZY brain shut off. He spent \$125 with me for another dryer when all he needed to pay was \$9 to fix his better-quality dryer. People, it's sad to say you CAN make money off of stupidity. And this is the perfect high-profit story that offers the proof! Click the link below to see the money shot of the man who got an excellent dryer at a fair price.

https://moneyshotnews.com/all-it-took-was-replacing-a-9-part-that-i-gotfrom-ebay/



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#### 9. Garage Sale Granny

There are two types of garage sales. There are garage sales where people are trying to make money. And there are garage sales where people want to get rid of stuff. Stay away from the garage sales where people are trying to make money. You want the ones with a nice old lady like your grandmother who is nice to everyone she meets. She is up there in age and the money she makes is not important to her. She and grandpa are scaling down and have lived their best years. They are more than happy to "GET RID" of their items and pass them along to some nice people. In fact, they would almost pay you to take them away from them. This is what you want. This is who you want to buy from. When you see price tags on all of the items, that's a good clue it's a make money garage sale. Many sellers are unrealistic about what people are willing to pay. You want to narrow your focus on garage sales where people are trying to get rid of stuff. This way, you'll get better pricing and more value on the items you buy.

https://moneyshotnews.com/the-collectors-corner/



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#### **10. The Maytag Man Method**

This is an exciting story and one I hope you will learn from. I was looking at Nextdoor.com, my new favorite app for finding free stuff to flip. And there is a listing for this 40-gallon gas hot water heater for free. In the ad, the seller described the water heater was working correctly, and she had taken it out because she just installed an electric tankless water heater. I asked her if she was sure it was working. She wrote back and told me her father was a plumber and he took it out himself and she was confident it was working. So, I picked it up and sold it to this guy on the phone. Now, the guy who bought it told me it's for his house. A day later, he calls back and tells me he can't get it to work, and he wants to return it. I said okay, because when I sell any appliance, I say to the buyer if they are not happy they can bring it back for a full refund. So, when he brings it again, I learn the guy's father is a plumber, and they wanted to install the hot water heater in a client's home. After I heard that, I suspected he was lying, and the client did not want it and that he told me it was not working so he could get a refund. Fair enough, right? I double-checked with the girl again to make sure it was working, and she reaffirmed it was. So, I relist it as a working unit and sell it to another guy. And I've never heard from the second buyer. So, I suspect the first buyer was lying. You don't ever knowingly want to sell broken items without disclosing the known problem. This kind of stuff will happen to you with appliances. But, for the most part, all my appliance sales have gone

down smoothly. Anyway, from free to \$180 is not too bad for some frustration. See the photo at this link below.

https://moneyshotnews.com/water-heater-flip-and-lesson-to-learn/

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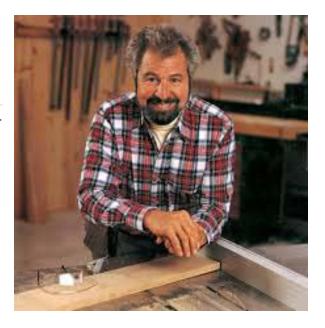


### 11. Boyz in the Hood

This is When You Are Just Driving and Finding Free Stuff and Selling For Profit

YES! You CAN make money just by driving around and looking for free stuff on the side of the road any day of the week, any time of the day. Here's a great illustration. It was early on a recent Saturday morning and I was on my way to the McDonald's drive-through to grab a large coffee. And to the left side window, I see these four rolls of fake grass on the curb. I circle Eleanor back and pull over to investigate the booty. This phony grass was in excellent condition, and I was sure there has to be someone out there who has a little patch of their yard they want to look better. So, I toss them in the back of the El Camino and drive them home. I then lay them out and stage them for sale. I measure each piece and take 12 photos for my Offerup.com listing. The very same day, I sell the rolls of fake grass for \$120.00. Not too bad for a few minutes work. Don't ever judge what someone may want or not want. Your job is to get your find up for sale. And when you do, with time, the money will come. You have to have faith, my friend. The only reason I know with certainty my items will sell is that I've done it hundreds of times. See this example below.

https://moneyshotnews.com/a-cup-of-coffee-leads-to-fun-fake-grass-flip/



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#### 12. The Bob Vila Technique

Bob Vila is America's home improvement expert. He's known in the USA as a television show host known for 'This Old House'. Bob became a commercial spokesman for Sears and Roebuck and then hosted 'Bob Vila's Home Again'. Vila has written ten books, including a five-book series titled 'Bob Vila's Guide to Historic Homes of America'. And that is why I name this the buy fix technique after the great man Bob Vila. See this example at the link below. The Bob Vila method is when you hook up with a contractor who is remodeling a home, and you get all the old appliances.

https://moneyshotnews.com/recent-finds/page/10/





#### 13. The Macy's Thanksgiving Day Parade

If you could sit in your car to watch the number of vehicles driving to the back of the Goodwill dropping off in the unloading Property you would be amazed. The moving parade technique represents the immense amount of items coming in and going out of thrift stores on an hourly basis. The sheer volume is enormous. This activity should be a reminder to go into the Goodwill or your local thrift store every day. Period! Why even question mark this? Because every day new items are being dropped off. Only when you watch and see for yourself will you understand this concept.

https://moneyshotnews.com/catttcccch-the-wave/

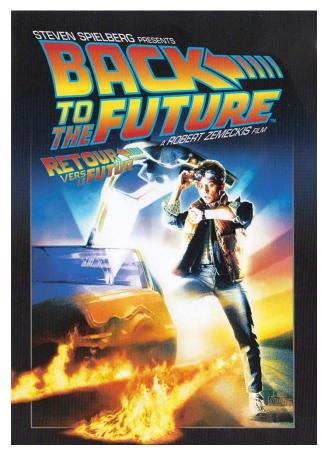




## 14. The Ultimate Taxi Technique

The **Ultimate Taxi** was born on Halloween night, 1983. Jon Barns vision started modestly with a few flashlights, some dry ice, a Star Trek light on the dash, a good sound system, and some strategically placed tin foil. The rest is history. Today Jon Barnes from **The Ultimate Taxi** bills his cab as the only music studio, nightclub, planetarium, toy store, and Internet taxi on the planet! It's a rock & roll concert, roller coaster ride, magic show, movie ride, laser light show, and photo shoot. From the front seat of his 1978 Checker Cab, Barnes orchestrates a sophisticated in-taxi light show, complete with 9 lasers, 14 miniature stage lights, a revolving disco ball, and a \$2,000 haze machine. The ride also includes toys, rainbow glasses, and a photo page on his worldfamous website www.ultimatetaxi.com Famous celebrities like Ringo Starr, George Lucas, Jimmy Buffet, Clint Eastwood, Bob Dole, Michael Eisner, Michael Douglas, and Kevin Costner are among the many notables who have enjoyed this magical, mystery tour. This concept is when you buy something ordinary and make it look better by changing the look. I call this the Ultimate Taxi Technique because I've interviewed a man who transformed a regular taxi cab into something amazing. I would like to invite you to listen and learn from http://www.hardtofindseminars.com/ultimate\_taxi.htm. You can see it with your own eyes. This case study is truly a trash to cash story. I was doing some exercise by walking around in my neighborhood. And as I turned left onto Argone Street, I saw this trash can with a large boogie board sticking out of the top. I was not sure what it was. But I grabbed it and proceeded home to complete my walk. I researched it by looking up the brand name on Google. And, I discovered it's called a Bully Board.

These wave riders are manufactured in Oceanside, California. It was initially designed for the extra-large wave riding enthusiasts of Makaha. Most commercially made boogie boards are too small. Lifequards are now using a modified Bully Board, called LifeSled to rescue people from Page | 74 treacherous situations. Anyway, when I got this home, I discovered why the original owner threw it in the trash. The bottom covering was coming detached from the board. One trip to the Home Depot hardware store was all I needed to get this board into sellable shape. I purchased a can of aerosol 3M industrial adhesive. I sprayed on that stuff to re-attach the plastic securely to the board. I took photos and listed it on Offerup.com. And what do you know? The rest is history. A buyer came to a knocking. He told me he had been looking for one of these so he could ride tandem with his wife on the ocean waves of San Diego. I met him at the McDonalds close to me. Here's the money shot as proof. Many items you find will have to be cleaned and repaired. This repair was inexpensive and so simple a child could have done it. The Ultimate Taxi method is to remind you to take something ordinary, fix it and make it better than before. If I can do it, you can do it too. It does not get any easier than this! https://moneyshotnews.com/recent-finds/page/3/

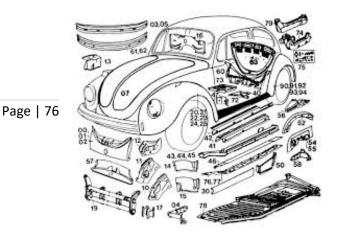


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### 15. The Back to The Future

This is when you buy a collection of items from someone, and you split and part them out and sell the pieces separately. I call this The Time Machine technique. Because when you buy someone's collection, you're purchasing time. Think about all the years Data collector has spent to acquire a collection of something. Think about all the postage, the shipping, the research, the unpacking, the buying, and whatever else it takes to collect something. When you purchase a collection, you're purchasing all the collector's efforts in time. And that's going to make you money because you're buying his collection at a very reduced price all at one time in only one transaction.

https://moneyshotnews.com/sold-the-entire-collection/



16. The Chop Shop Flip

*Parting out for Profits.* This is when you buy a machine. It can be a vintage stereo, a set of speakers, an appliance, a car, an ice machine, an old microwave oven. And you disassemble or separate the machine into all of its parts. Once you see all the components it involves to build a machine; you'll understand how easily it will become for you to make more money by separating and selling the parts compared to selling the entire unit.

https://moneyshotnews.com/when-in-doubt-part-it-out/



### **17. The Matt Malone Method**

Retail stores throw away up to \$50 billion worth of merchandise every year. One Texan is taking their waste to the bank, making big bucks as a professional dumpster diver. This Money Shot System method is in honor of the famous Texan, Matt Malone. He is what you would call a professional "dumpster diver." He says he can bring in a considerable

amount of cash on the side. Matt ended up making \$100,000 per year as a part-timer. The Matt Malone Method is when you look in the garbage dumpsters to find perfectly good items to sell. You can look behind large retail shopping centers for the best finds. You can look in dumpsters at apartment complexes. In the middle of June each year in San Diego, the international students fly home after the school year. And they can't take their stuff with them. They don't have the time or motivation to sell it. So, they take perfectly good stuff like appliances, refrigerators, clothing, and they do what lazy people do. They toss it in the trash. You can see one of my case studies at the Money Shot News membership site about this. Here's another excellent story about how I found a set of tire rims. On her way home from work, my wife saw a large microwave oven on the side of the road. She stopped her car and put the microwave in the backseat. She is always bringing home things like this. I advised her, the microwave was much too heavy for her to lift and to please not do it again. There is a a good reason people put microwaves on the side of the road. And the main reason is because it's not working. However, it's my job to figure that out and the only way to do this is to pick it up, get it home and plug it in. So, I plugged the microwave oven in and pressed the start button. And nothing happened. So, I decided to dump it. I put the microwave in the back of the El Camino and I drove out into the San Diego sunset to look for a dumpster. Usually, we go to a dumpster at my friend's apartment. But this time, I found one closer, in the alley behind the post office.

As we were driving up toward the dumpster, I saw two things: (1) a woman picking items out of the dumpster standing near her bicycle. (2) four rims with tires. We could not believe our eyes. I parked right next to the dumpster, hopped out of the car, and quickly loaded the four tires and rims into the back. I dumped the microwave and drove back home. I felt like I was robbing a bank! It goes to show how one bad thing can lead to something good. As long as your toes are still tapping, you can make things happen. You never know what you are going to find when you are driving around. I've just sold the rims for \$125. See the photos and read the case study at the link below.

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https://moneyshotnews.com/look-at-what-i-found-in-the-garbage



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### 18. The Hamburglar Method

The Hamburglar is a popular McDonald's villain who steals hamburgers but is usually foiled by his archrival, Ronald McDonald. I call this the Hamburglar method because it feels like you are almost doing something illegal. But you're not. Here's what you do. You simply get in your car and you drive through neighborhoods looking for valuables on property. This could be an old car covered with a car cover. It could be old doors leaning up against a fence or the wall of a garage. It could be a washer machine or dryer. It could be anything that you'd like to have to resell, but you can't take from the property legally. For any of these items, you will need to get permission FIRST from the owner. Never, NEVER EVER go onto someone's property and take an item even if it looks like it's free. So, what you do is you take a photograph of the street address and you take a photo of the item that's in the yard or garage. You take the photo from your car. When you get home, you print out the picture of the item on your printer, and you mail a simple letter asking if by any chance they were giving away the item you saw in their garage or on their property. I have found and acquired many things this way using the Hamburglar Method and you can do the same.



#### 19. The Boss's Son Method

Don't ask the boss, ask the boss's son or the manager. He is the real decision maker in many cases. This is where you form a relationship with a lower level manager of a business, for example, a warehouse manager for old and discarded stock. I did this with the warehouse manager of a national chain of windows and door installers. I saw a listing on Offerup.com of a guy selling doors at ridiculously low prices. I drove up to meet him and formed a relationship with him. I told him I would buy any doors he had, and I made it easy for him to sell his doors. He was working and did not have time to wait for people to show up or not show up. So, after that, I had a consistent supply of used doors available to me for pennies on the dollar. After a year, he was promoted to in-home sales, so I lost that contact. But you can do this with any business out there. All it takes is only one relationship with one warehouse manager who can supply you with all the property you need to resell for profit. You can make these relationships by driving by and walking into businesses for specific manufacturers and distributors of the items you desire. Anyone relationship can generate an entire activity for you and your family. This could be for doors, windows, carpets, tiles, lumber, water heaters, Plexiglas, or anything you can think of. And you get their old stock for free and sell it.

https://moneyshotnews.com/door-score/

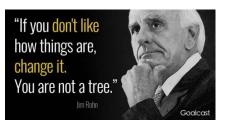
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# 20. The Bullish Bloodhound

The world famous "Sleuth Hound" does one thing better than any creature on earth: find people who are lost or hiding. An off-duty Bloodhound is among the canine kingdom's most docile citizens, but he's relentless and stubborn on scent. Bloodhounds have been known to follow a scent trail for more than 100 miles! If someone has ever walked past you and is wearing cologne or underarm deodorant, you've probably noticed that within a few minutes the smell disappears. A bloodhound's sense of **smell** is so strong it can still **smell** a trail up to 300 hours old! This hunting instinct is useful when you're going into an estate sale or garage sale where there are a lot of other shoppers. It's also useful when you have multiple items laid out on a table. What you want to do is take pictures with your digital camera of the items you want. Pay special attention to the model numbers of each item you photograph. Then go home and get in front of your computer and start doing your research. Look for items that have the most significant profit margins and make notes. Then go back to the sale and buy the items that will make you the most profit. This technique allows you to do your research in a calm atmosphere without stress. This works especially well for sales close to home. Most shoppers can't take the time to do this research on site. Be more like a bloodhound and you will always find what you are looking for.

https://moneyshotnews.com/escape-of-the-smelly-house/



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# 21. The Jim Rohn

Jim Rohn was an American entrepreneur, author, and motivational speaker. He built one of the largest direct selling organizations of its time. And for 40 plus years, he was conducting personal development seminars all over the world. Jim Rohn would say, "What's simple to do is also simple not to do. The magic is not in the complexity of the task; the magic is in the doing of simple things repeatedly and long enough to ignite the miracle of the Compound Effect." In his own words... I found it easy to set the goals that could change my life. They found it easy not to. I found it easy to read the books that could affect my thinking and my ideas. They found that easy not to. I found it easy to attend the classes and the seminars, and to get around other successful people. They said it probably really wouldn't matter. If I had to sum it up, I would say what I found to be easy to do, they found to be easy not to do. Six years later, I'm a millionaire and they are all still blaming the economy, the government and company policies, yet they neglected to do the basic, easy things. In fact, the primary reason most people are not doing as well as they could and should, can be summed up in a single word: neglect. And it's all the same with this Money Shot Method. It's easy to visit the Goodwill store five times per week. And it's easy not to. For example, last Wednesday, I walked into the Goodwill store on the corner of Claremont Drive and Balboa Avenue in San Diego.

I head straight to the back of the store where all the furniture is. Four green chairs caught my attention. I struggled to pick one of them up. These chairs are cumbersome, meaning they are of good quality. I can quickly flip them. I used my store discount and paid \$7 for each chair, totaling \$28. I was excited about this purchase. I immediately took them home and shot 12 good quality photographs. I uploaded them to Offerup.com and

Craigslist.com. It took only two days to sell them for a total of \$125. It is best not to try and guess what is at the back of the Goodwill store.

It is much better to show up every day to see what is new in the store. You Page | 82 never know what you will find. This example of making an easy one \$100 should get you excited enough to do the same. Nothing is stopping you. Are you ready? Fast flips are what you want with common everyday items people need.

https://moneyshotnews.com/an-easy-two-day-100-flip/



# 22. The Jim Straw

Jim Straw was a genius when it came to options. He taught me about the outrageous Option Agreement. And I soon learned how I could use this agreement in my property hunting business.

How can you take legal possession of something and sell it without actually owning it? It's with my outrageous Option Agreement. I learned about this intelligent agreement from the late great direct mail king. Jim has sold over 400 million dollars of products via the mail.

He also made \$1,000,000 back in the day when a million bucks were something snooping around. He tells the story of how he had learned about an abandoned building that had over one million dollars worth of printing

equipment. He was able to use this legal options agreement to take temporary ownership of this equipment so he could sell it. With an options agreement and the rights to extend the time the agreement is good for; you have total control and legal ownership of a product for virtually no money down. When you start using my Neighborhood Snoop letter, you are going to come across all kinds of valuable stuff. And the seller would be willing to sell you the item.

But you don't want to invest your money in something only to take ownership. Now you can use this legal options agreement to do the same. I know you have heard of OPM—Other People's Money. Well, this is the perfect example of how to take control over valuable property using none of your own money. Therefore, reducing your downside risk to almost nothing. This agreement will help you legally take ownership of valuable property for an agreed time frame without you having to pay or take ownership. It will virtually erase your downside risk in buying and selling items too large to take possession of. Below is a link to the options agreement.

www.hardtofindseminars.com/Option Agreement.dotx

And below is an example of how this Option Agreement was used.

https://moneyshotnews.com/how-to-option-a-sale-without-takingownership-of-the-property/



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# 23. The Lonely Storm Chasers

Storm chasers can have a lonely life. They will drive thousands of miles to hunt and witness a severe storm, tornado or worse. And each storm is often active for just a short window of time, typically in the spring and early summer. Their frequent stomping grounds are the Great Plains, otherwise known as Tornado Alley. And you too should become a storm chaser and chase the storm of good deals waiting for you any day of the week. Here's a fun story of how I chased down some profits. It all started on a quiet Sunday afternoon. I wasn't doing anything, so I went on Craigslist.com to look at the "free" section to see what was available for free in my neighborhood. To my astonishment, someone was giving away 700 record albums. The ad was listed as a "curb alert"-meaning whoever gets to the records first gets to keep them. I got into Eleanor, my 1977 Chevy El Camino to hot rod over to the address given in the Craigslist add. And on my way, I passed an estate sale. I wanted to stop but decided to continue to get the 700 records before someone beat me to them. When I arrived at the address, the records were gone—I was too late.

Undaunted, I turned the car around and stopped at the estate sale. The first thing I saw was a beautiful mid-century-looking wall clock. I bought it for two dollars. I posted the clock on Offerup.com and I sold it for \$90.Two dollars into \$90 is not a bad deal! Lesson learned: I turned a loss (the albums) into a profit (the clock). Getting the records was what I wanted, but getting the clock is what I got. I was rewarded for my effort. It will work for you too. You will also be rewarded for your efforts!

https://moneyshotnews.com/looking-for-albums-but-all-i-got-was-a-clock/

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### 24. Nosey Newman

Be more like Newman from Seinfeld. He was Jerry Seinfeld's most annoying neighbor. He'd stop at nothing to nab a discount, steal an appliance, or raid a refrigerator. It was just before dinner. I had some lamb chops on the grill, and I was pretty excited to dig in when I heard my wife yelling. "Hey, Mike! Did you see what Steve put out?" So, I went next door and saw this beautiful 20-gallon, 5 HP Craftsman compressor sitting in front of our neighbor's house. I didn't think twice. I immediately lifted it on its back wheel and took the compressor home before the workmen across the street could beat me to it. Later that evening, Steve came up to me. "Mike! Did you see what I put out?" And I said, "Yeah, I've got it right here. Thanks!" He explained that the compressor still started up, but the chamber wasn't filling with air. Good thing he told me before I tried to sell it. Phew! My next step was going online to figure out the problem. After a bit of research and a quick visit to eBay, I was able to fix it. Then I created a listing on Craigslist, and it didn't take long before it sold. That's all it takes, folks. A little bit of effort, a little bit of research, and a little bit of hustling.

https://moneyshotnews.com/dinner-time-hustle/



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### 25. Bankruptcy Bonanza

Here is another great way to locate deals on items you can resell for high profits. Our local shopping mall, University Town Center, recently went through a massive remodeling. The Sears and Roebuck store that had been there for over 40 years was closing down, and they were liquidating the entire department store. You know what liquidation means, right? That means that EVERYTHING has to go. It was an excellent opportunity to score some good stuff from a company that had to get rid of stuff.

My son and I drove over to see what they had for sale. We hit the jackpot for cool, unique items. I drooled over the 50-foot wall of wood shelving that used to display the jeans in the men's section. I needed more space for my buying-and-selling gigs. I got the entire 50-foot wall of wood shelving for only \$300. We also scored this vintage brass Sears and Roebuck pressedmetal wall sign for \$25, and the cool wood Levi's hanging display logo for \$15. Each of the Craftsman tool signs was only \$10. And look at these cool, authentic wood Sears-branded crates we picked up for just \$15 each. Finding the liquidation manager and negotiating items is the best way to get low prices.

Even though it's not a garage sale, talking to the person in charge can help to score you some deals. In this case, he also took us into the backrooms of the Sears warehouse to look through boxes. It was a fun day and we sold most, if not all of the items we found at this liquidation. Don't be afraid to negotiate and ask for even lower prices. The liquidation manager's primary goal is to liquidate the items. If you can make his or her job faster and more manageable, he may just say yes. Remember, you make your money when you buy it. See the photos at the link below.

https://moneyshotnews.com/sears-liquidation-score/

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# 26. Salvator Mundi

Currently, the most expensive painting in the world is The Salvator Mundi by Leonardo da Vinci. It's a depiction of Jesus Christ holding a crystal orb. The painting was commissioned by King Louis XII of France in 1605, during the same period as the Mona Lisa. It had disappeared from all records until it was rediscovered in 2005, by a group of British art dealers. They bought the painting for \$10,000 and then spent six years restoring and investigating its history before eventually announcing that it was a Da Vinci original. The painting became known as the "Lost Leonardo". It was purchased by the Crown Prince of Saudi Arabia, Mohammed bin Salman for \$450.3 Million. As you get out in the field you will come across paintings. I hope for your sake you find the next Da Vinci. It could happen to you! If you are willing to take some time and do some research on the art you find, you may be able to hit the jackpot. You never know. I have watched a lot of videos on how to value art, and there is a lot to learn on the subject. There is a lot to learn about art and knowing what to look for will help you score your next million-dollar painting. At the link below, you'll see a case study on how I got this painting from Garage Sale Mike for \$5. (Check out my 6-part interview with Garage Sale Mike. This interview is

#### one of your bonuses. Go to: http://www.hardtofindseminars.com/G\_Sale\_Mike.htm)

Anyway, I bought the painting because I saw a painting like this sell for \$65 Page | 88 on eBay. I brought it home, dusted it off, and listed it for sale. After two weeks, nothing happened. It sat in my office for months. After three months, I finally received an offer and sold the painting. Here's the thing I want to stress: when it comes to buying and selling art or anything for that matter, it's time that is essential for your sale. The longer time you don't have items up for sale, the more money you lose. This is why you need to start buying and selling NOW. Time is your money multiplier. Get your items up for sale. Most items will sell way faster than three months. You won't make any money unless your stuff is listed and up for sale.

https://moneyshotnews.com/theres-money-in-art/



# 8) How to turn the Money Shot System from a side hustle into a full-fledged serious business

It's my advice to start buying and selling on your own to understand the process. To grow this into a more significant full-time business, you are merely going to need more space, more help for sourcing products to sell, and more time. The profit margin is there to support your business. You mustn't fall into the trap of paying too much for space. You want to be very creative in locating space for your selling transaction. I would advise you drive around your area and look for businesses that already have lots of space and that are already locked into a lease and see if you can sublet space from them on a month to month basis. DO NOT sign a 2 or 3 or 5year lease. You don't want a long-term commitment until you know for sure this is your path. As you complete your transactions, you'll soon understand you can specialize in selling one item. For example, for close to one year, I was focusing on selling doors I was able to get for mostly free. I used the side of my home to store and sell the doors. At one time, I had over 80 doors on the side of my home.

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It was a great business. You can do the same for appliances, windows, doors, dishwasher racks, or whatever you choose. To take this to the next level of doing this on your own part-time you'll need three things.

1. You'll need to have your list of drivers ready to go and pick up and deliver items you find for free or the items you can get for low dollars.

2. You will need a place to store these items.

3. You will need someone to help you part-time at least two hours per day.

You can pay them \$15 to \$20 per hour.

Their job will be consistently going onto eBay, Craigslist, Nextdoor, Offerup.com, and letgo.com looking for free items or items going for very little money.

They will be making meager offers to these sellers. Once you have a seller willing to either give away or sell, you or your driver go and take possession of the item.

Your part-time helper will photograph and list the item for sale on the same sights mentioned above.

So, it's pretty simple. To grow, you need more hours and more items to sell. Page 1 90 You can build as fast or as slow as you want. Trust me when I say this. Time is On YOUR side. Some items will take time to sell. But if you keep them listed and in the market place, the right buyer will come along.

Now, get out there and make things happen. I believe in you more than you believe in yourself.

If you are still reading, you certainly know that this stuff works! But it's important to remember that it won't work by itself. YOU have to get it going.

And all it takes is your first sale. Read my ideas and stories. Go out into the field and see what you can find. Go for a drive around your neighborhood and look for items for free. Make something great happen for you and your family.

I am here to help you and can't wait to hear your fantastic story. Email or text me any time at senoff.michael@anymail.com.com or text 858-692-9461



# 9 How to Own a Team of Pickup and **Delivery Men to Do the Heavy Lifting**

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.



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

Wanted A Man with a Truck 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 pickup, 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 list at least 50 lbs., have proof of insurance. You

will be an independent contractor and am looking at getting started at once. Looking forward to hearing from you.

Again, please send by email your

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- 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.

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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 to keep 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

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

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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

\_\_\_\_\_

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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 lbs. 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! lan -----

Page | 94 1. Joshua Moore sumojosh@anymail.com.com

2.702-592-3269

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

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1) MATT JONES 2) (760) 733-9960 3) I AM IN CARDIFF BY THE SEA BUT DRIVE ALL OVER THE COUNTY AND OC 3) Your availability MONDAY AFTER 12:00, TUESDAY-FRIDAY, PART TIME Page | 95 4) 2006 TOYOTA TUNDRA WITH SHELL, GREAT SHAPE MECHANICALLY AND VISUALLY 5) I AM A 1099 SALES REP AND MANAGER, ALTHOUGH I WORK MONDAY-FRIDAY I HAVE TIME DURING MOST DAYS FOR ADDITIONAL JOBS INSURANCE, GOOD APPEARANCE, PROFESSIONAL, CLEAN DRIVING RECORD OR NO ARRESTS. MUST BE LEGAL WORK \_\_\_\_\_ Erik Lonning. sdlocal858@vahoo.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 I'm going to DMV to switch my license to California

Page | 96 Julio Trujillo

Juliotrujillo31 @yahoo.com I live by the 94 and the 15 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's license and I'm used to carrying, I have worked for Moving companies. +1 (760) 756-0849

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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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	A	В	С	D	E
	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		kcranch@cox.net	Alpine	2003 Ford F150 with a locking shell and rack 2016 Ram 1500 short bed
	5 Hector Arellano		hectorcarellano@msn.com	El Cajon	1998 Nissan Frontier
	6 Steve		sk42597@msn.com	ci cajon	Full size Ford F-150 super-cab
	7 Jim		jim ward619@yahoo.com		2011 Ford Ranger
	8 Ian Jang		ianjang@gmail.com	Kearny Mesa/Spectrum area	Black Ford F-150
	9 Joshua Moore		sumojosh@gmail.com	La Jolla, UCSD area	Ford F-150, 5 1/2' bed 5
	10 Christopher McRae		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		sdlocal858@yahoo.com	Claremont	2018 Toyota Tacoma
	16 Miguel Lopez		Mike_lopez.83@yahoo.com	Chula Vista	
	17 Scott Fallow	619-201-1904		Located off the 67 15 minutes from	
	18 Bryan Kominiak		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 ranger
	20 Julio Trujillo	619-756-0849	Juliotrujillo31@yahoo.com	I live by the 94 and the 15	98 Silverado



# **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.

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<sup>°</sup> Have something you need to buy?

Need help selling something?

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 <a href="mailto:senoff.michael@anymail.com">senoff.michael@anymail.com.com</a>

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!