

“49 Fast and Easy Ways to Start Your Own Home Business”

Your guide to starting your own home business, with no additional skills or training required.

by Jennifer Ambrose

<http://www.49homejobs.com>

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Welcome to “49 Home Jobs”,

You might wonder what makes me qualified to write this book. The reason is simple. I am living the life style that is highlighted throughout the book, I work from home full-time.

When I graduated from college I accepted a job with a large car rental company, to work within their marking department. One week on the job, I soon realized that the job I accepted was not the job I was actually given. Instead I was renting cars behind a counter, and washing cars in my business suit. After less than 2 weeks I quit the job, with no back-up plan in site. I went home to my boyfriend (who is now my husband), and told him that we needed to think of something quick to earn money. Very quick, because he was unemployed as well.

We put our ideas down on paper, and created a business which has grown from 1 website to 20.

I understand that not everyone is ready to walk in and quit their jobs today, however it will take some type of a big step in order for you to really get your business off to the right start.

First find your motivation, whether it be family, money, more time, freedom... and then set your plan into action.

Nowadays a two-income family is almost a necessity to be able to afford the little luxuries that we've all come to love such as dinner out, the latest toy for the kids, or a weekend vacation. Unfortunately, not all families include 2 parents, and if they do, many times only one parent is working an outside job, while the other is at-home working with the children and the home. Other families have single parents, where their job is outside the home, plus taking care of the children and the house. Still other families don't have children at all, their kids have moved away, or they are living alone at this point in their lives. No matter what your individual situation may be, it is hard to argue against the freedoms that your own at-home business could bring you.

Some of the benefits include more time with your family, a flexible schedule, higher profit margins to keep for yourself, more control, not having to fight the rush hour traffic, money saved on childcare, money saved on gas, and much more.

Inside “49 Home Jobs” you will learn how to start your own business, in an industry that interests you. Not all of the jobs outlined are going to be right for you. This is why there are 49 included in the book. You can read through and pick and choose which business will suit your talents and skills best.

There is always a way to make more money, you just need to find which way will work best for your life. Maybe one job that works great for you today, won't fit into your lifestyle 5 years from now. That is what is so great about “49 Home Jobs.” You can use the business plans and resources in the book as often as you need to. This information is yours for life.

I hope that you get as much out of this ebook as I have.

Yours in Success,
Jennifer Ambrose
<http://www.49homejobs.com>

In-home Child Care and Babysitting

I guess looking back I can say that I started my first job at the young age of 10. I was a baby-sitter. Looking back, it was a very profitable business for a 10 year-old. I baby-sat for members of the church that my family and I attended. My rates started at \$3.25 an hour, and once I stopped baby-sitting at the age of 16, I was earning \$6-\$7 an hour. At the age of 17, I became a part-time, live-in nanny for a single mother who worked the night-shift as a nurse.

Now that you have my background as a baby-sitter, I will show you how you too can start to earn money with a child care business.

First, you have to like children. This is not a business that you should even consider getting into unless you really like being around kids.

The basics of your business plan:

- Set your hours - when will you be available to provide your service
- Set your rates - are you going to charge for more than one child, charge extra on weekends, holidays, and after midnight?
- Brush up on your certifications, especially CPR
- Decide whether you will sit in your home or theirs (most parents like you to come to them)
- Will you try to start at in-home daycare center? If so, there are several state and federal laws that you must comply with.
- Type out your resume listing your child-care experience (even if it is just helping out with your siblings.)
- Print flyers to post around the neighborhood, hand out at church, and anywhere else you think you might find clients.

In-home Child Care and Babysitting cont...

I think that the real money is in in-home daycare personally, but remember that there are pages of laws that you must comply with, so you might want to start off small. Plus individual babysitting will give you the chance to gain more experience in the field.

The rates that you can charge vary from city to city, but where I live, which is Orlando, Florida, the going rate is \$7-\$10 an hour.

Useful sources:

“What to Expect Baby-Sitter's Handbook”
by Heidi Murkoff

“The New Complete Babysitter's Handbook”
by Carol Barkin and Elizabeth James

“The Babysitter's Handbook: The Care and Keeping of Kids”
by Harriet Brown

Bed and Breakfast

Okay, this is about as "at-home" as an "at-home" business can get. More and more people are opening their home to vacationers, especially when their children move away and they have more space and rooms than they know what to do with.

There is an excellent book that will help you called "How to Start and Operate Your Own Bed-And-Breakfast/Down-To-Earth Advice from an Award-Winning B&B Owner" by Martha Watson Murphy and Amelia Rockwell Seton

After you read this book, you will soon see that starting a bed and breakfast might not be quite as easy as you might think. Your daily routine combines early rising, cooking, cleaning, shopping, laundry, banking, bookkeeping, advertising and marketing, check-ins, reservations, management, and more. You will be trading your 5-day-a-week, 8 hours a day job for a 7-day-a-week occupation with 12-18 hour workdays.

A major factor that you must also consider is how much privacy you can really expect to have when you are sharing your home with several other couples.

Here are some questions you should answer before you go any further:

- 1) Is the location of your home zoned for a bed and breakfast?
- 2) Do you live in a peaceful environment?
- 3) Are their activities in the area for your guests to enjoy?
- 4) Do you have more than 2 acres of property?

Okay, on to the positives. You can really make a lot of money by opening your home to others. Bed and Breakfasts go for \$200-\$500 a night, depending on the season. If you average room went for \$300 a night, and you had 3 rooms to rent, and you were booked for even 200 nights of the year, you would be looking at grossing \$180,000 per year!

I could go on and on talking about opening and bed and breakfast because frankly I think that it is a wonderful idea. Nevertheless, that is why I suggested that you read the book mentioned above. There is just too much information to go over in one report.

Bed and Breakfast cont...

Alternate Idea

Okay, you love the idea of opening a bed and breakfast, but you don't want to turn your home into a hotel and you don't want to play maid to hundreds of guests every year. There is another alternative that you can consider.

Buy another home, ideal for use as an inn and hire people to run it for you. I would suggest hiring a husband and wife team, who could live in the house, and run it for you. You can split the profits with them 70% you, and 30% them, plus allow them room and board in the house.

Other useful sources:

"Complete Idiot's Guide to Running a Bed and Breakfast"
by Susannah Craig and Park Davis

"So-You Want to Be an Innkeeper: The Definitive Guide to Operating a Successful Bed-And-Breakfast or Country Inn"
by Mary E. Davies, Pat Hardy , Jo Ann M. Bell, Susan Brown, and Sally Sturman

"Upstart Guide Owning & Managing a Bed & Breakfast"
by Lisa Angowski Rogak

Calligraphy

Calligraphy is the art of applying fancy hand lettering to paper. While there are many art forms that require natural talent, there are others where you can learn through books, instruction and practice. Lucky for you, calligraphy is definitely one of these able-to-be-learned skills.

Once you have sharpened your skills, you will see how much of a demand there is for this type of work.

Just to name a few:

- wedding invitations
- menus
- graduation announcements
- birth announcements
- certificates
- party invitations
- personalized greeting cards
- ... and more

Although there are some very high-tech printers out there now, a calligraphers job will never be obsolete, because the idea is that it is hand-done. That can't be taken over by a machine, no matter how advanced.

When you are ready to start promoting your services, make sure that all of your lettering on flyers and business cards reflects your skill.

Visit your local print shops and make sure that they know about your services. Give them your card, leave samples and a price sheet, so they know how to quote your service.

Fees for calligraphy are usually by the piece, by the letter, or a combination of both, plus any additional decorations, details, embellishments, or illustrations. The best way to set your prices is to list everything as retail and then offer your wholesale customers a 30% discount from your retail price.

For retail pricing you can expect to charge about \$1.00 per invitation or announcement and \$.50 per envelope. This is just an estimate and can obviously be adjusted by you accordingly.

[Calligraphy cont...](#)

Useful Sources:

“The Calligrapher's Bible: 100 Complete Alphabets and How to Draw Them”
by David Harris

“Learn Calligraphy: The Complete Book of Lettering and Design”
by Margaret Shepherd

“Calligraphy Alphabets Made Easy “
by Margaret Shepherd

<http://www.chinapage.com/callig1.html>

<http://www.calligraphycentre.com>

<http://www.codcottage.freemove.co.uk>

<http://www.cynscribe.com>

Candle-Making

There are so many candle-making books on the market today that it is almost impossible to not be able to gain the skill and knowledge that you need even if you are a complete novice.

I'm not going to get into the "candle making" part of the business because you can cover that through books. Just go to amazon.com and type in candle making.

Now for the business side of candles; People want scented, long-burn time candles. Tea lights and votives are client's favorites.

I recommend that you package your hand-made candles in the form of gift-sets. Although your clients may choose to keep them for themselves, your presentation will come off much better if you sell them as "gifts."

You can sell your candles through several different means:

- craft fairs
- garage sales
- churches
- friends and family
- co-workers
- online
- through e-bay
- door-to-door
- consignment
- wholesaling
- ... and several other ways

Don't price your candles too high, because as you know, they are being sold everywhere. That reminds me, stress that they are hand-made. People really seem to like when they hear that with all of the commercial products that are available on the market today.

Your candle-making business will really take off during the holidays such as Valentine's Day, Mother's Day, and Christmas. Make sure to have special gift baskets with holiday themes.

The key to money-making with candles is selling in bulk. Offer wholesale prices as well as retail prices to your customers.

[Candle-Making cont...](#)

Useful Sources:

"Candle Making: A Step by Step Guide from Beginner to Expert"
by Bob Sherman

"The Encyclopedia of Candlemaking Techniques: A Step-By-Step Visual Guide"
by Sandie Lea and Sue Heaser

"Basic Candle Making: All the Skills and Tools You Need to Get Started"
by Eric and Ebeling

Car Detailing

Car detailing is a very physical job. You are going to be using a lot of elbow grease, so make sure that you are up for the challenge.

A few old rags and a bottle of soap are not going to be enough to do a professional job. You are going to need to shop for equipment that will last through the long haul. One road block that you are going to come across which needs to be nipped in the bud is your water supply. If you are detailing at your customers home, you should ask ahead of time if you can use their hose and water. If they say "no" or you are detailing in a place that does not give you access to water, you are going to need to carry your own water supply.

Also, make sure that the car that you arrive in always looks in tip top shape. You are a "mobile billboard" for your own services.

Marketing your services:

- try placing signs in your neighborhood if that is allowed
- personal referrals such as friends, family and co-workers
- classified advertising
- yellow pages advertising
- place flyers on cars at supermarkets if permitted

When you first meet with your customers, do a walk-around of their car. Bring attention to any problems in the condition of the paint and show them what you can do for them to correct it. If the paint can use some touch-up or a dent needs to be removed, offer to do that even if it means outsourcing the work. Also point out stains or other problem areas in the interior and offer to take care of them. Your customers will respond with repeat business and by referring their friends.

Keep your prices and services very simple. You don't want to give your customers too much to decide on, or they might feel it's just too many decisions to make. Try offering four packages and then if they ask for something else, you can offer it to them.

[Car Detailing cont...](#)

You can also offer your regular customers a monthly package which includes washing their car once a week, waxing it twice a month, vacuuming the interior one a week, plus other tasks for a set price. Make sure to offer them a discount for the monthly service. Your main goal here is to create a regular customer base for a more steady income.

You also need to remember that the real money to be made is with high end cars and neighborhoods. If you can, focus on Lexus, Mercedes, BMW, Cadillac, etc. It really makes the most sense when you think about it. It is easier to sell your services if the price you are charging for your car detailing service is a very small fraction of the cars value. Exotic cars are a great market, however their owners may be very picky and cause you more headaches then they are worth.

Useful Sources:

“Automotive Detailing: A Complete Car Care Guide for Auto Enthusiasts and Detailing Professionals”
by Don Taylor

Carpet Cleaner

The hardest part about breaking into the business of a carpet cleaner, is the cost of the equipment. It's not cheap. You are looking at spending about \$3000 for the machines alone. Then you will need to get your cleaning solutions, as well as servicing your machines. You'll also need suitable transportation, such as a van in order to transport the equipment.

Not to sound discouraging before we really get into the "making money part," but most professional carpet cleaners actually have a truck which heats its own water and generates its own power. This is important to have if you are serious about this business, because many people who want their carpets cleaned are homeowners who have yet to move into their newly purchased home. They might not have the water or the electricity turned on yet, so you are going to need to supply your own.

Okay, now that the expensive part is out of the way, let's see how you can make some cash in this business. Most services are now charging by the room (which they place a maximum square footage on). If you are just starting out a fair price might be to start at about \$10 - \$13 per room.

Normally you are not expected to move furniture, but you should specify either way when the contract is signed. So, if you were booked solid 40 hours a week at about \$20 an hour, you would earn \$800 a week in your carpet cleaning business. This works out to be an annual salary of over \$40,000 a year. Not bad for cleaning carpets.

Obviously you should do some pricing in your neighborhood, but this gives you something to start from.

Please check with your city about becoming licensed and insured.

[Carpet Cleaner cont...](#)

Useful Sources:

“Comprehensive Rug and Carpet Cleaning: A Training, Reference and Certification Manual for Cleaning Professionals”

by Gary Kanter

“Field Guide to Stains: How to Identify and Remove Virtually Every Stain Known to Man”

by Virginia M. Friedman

“Fundamentals of Carpet Maintenance: An Introduction to Carpet Cleaning Technology”

by Eric M. Brown

Chimney Sweep

If a homeowner has a chimney, they are going to need it cleaned at least once, preferably twice, a year. If you don't maintain your chimney, you will have an increased risk of chimney fire. Although the job isn't hard, it does require high places and getting very dirty. If you don't mind heights or ash, then keep reading on.

Here's a list of essential tools:

- extension ladder
- vacuum along with crevice attachment
- chimney rod and brushes
- stiff bristle cleaning brush
- broom
- tarps/drop cloths to protect the inside of the house around the fireplace
- face masks to protect the air that you are breathing in

Although I do not usually tell how to perform a service, I do want to give a brief outline of what a chimney sweeper does.

When you arrive at the homeowner's house confirm the amount that you will be charging for your services. Most jobs will take you about an hour, at a fair rate of \$60 per job.

Once you are ready to get started, put your face mask on and lay a drop cloth or tarp down in front of the chimney to protect the floors.

Once you have located the fireplace's damper open it.

Go outside and Use your extension ladder to get on the roof. Make sure to remember to take your chimney rod and brushes up there with you. Take the chimney cap off and clean it. Make sure to check for any signs of damage.

Place the rod down the chimney and clean the inner walls with an up and down motion. Continue until you have worked the entire inner walls of the chimney.

Once finished with the outside, go back inside the house and clean the flue with your stiff bristle cleaning brush. Remove cold ash from the fireplace and damper with your vacuum cleaner. Then clean the walls of the fireplace with your stiff bristle brush. Finally, clean up all the debris with your vacuum cleaner.

Chimney Sweep cont...

Cleaning tip - Use kerosene to remove all the debris. Then store your rod and brushes in a clean place, ready to be pulled out for your next job

Marketing Plan

You can market your services through word-of-mouth, flyers on people's doors (people that have fireplaces), and the yellow pages.

Your flyers should convince the client of two main points. The first being the fact that they do need to get their chimney cleaned at least once, if not twice, a year. The second point you need to convey is why they should choose you over all of the other chimney sweeps in the area. The best way to do this, and to guarantee the best response is to offer the best service, most convenient hours, and the lowest price.

Clown for birthday parties

There are three main requirements for this business:

1. Like children
2. Have a great costume
3. Be friendly, out going, and have a lot of patience

This is not a business for everyone. However, some people will really enjoy it. You get to make kids laugh and earn money at the same time.

You might want to learn how to make balloon animals before you start, because that is always a big hit at children's parties. There are several books that will come up if you search through amazon.com under the term "balloon animals"

You will also want to learn several magic tricks. There are books that you can buy on that too.

For the most part, you may be asked to do tricks for 30 minutes, and make a balloon animal for each child, but that's usually about all. The kids and parents just like the presence of a clown, so not all that much is expected. The kids mostly want to run around and play with one another. Plus, with the cake and presents, there isn't all that much time for performance.

As with all of the businesses, set your own fee, but a starting point might be \$50 for the first hour, and \$25 for each additional hour.

There will be some start-up costs for this business including a premium costume, balloon animal books, and magic trick books.

Promotion can be done through flyers, online classified sites, and through the yellow pages in your town.

[Clown for birthday parties cont...](#)

Useful Sources:

“Balloon Animals”
by Aaron Flanders

“More Balloon Animals”
by Aaron Hsu-Flanders

“Handbook For The Magical Party Clown”
by Donald C. Sminkey

Computer Consulting and Repair

In this day and age, computers are becoming a household and business necessity. While many large corporations already have in-house computer consultants, many small firms hire on an as-needed basis.

You really need to know what you are doing if you are going to enter into this field. Are you the person that your friends and family always call with a computer problem? Do you know how each component of the computer works? Are you knowledgeable in several popular computer programs?

Here are several areas that you can specialize in within this field:

- selecting computer systems for businesses
- networking
- software training
- computer repair
- upgrading computers and software programs
- data recovery

If you aren't an expert in all of these areas, you can choose to outsource some of the work that you receive.

You may be wondering what you can earn as a computer consultant. Anywhere between \$20-\$100 an hour. Overall you are going to charge a business owner more than a homeowner. Also, you will base your rates on the services that you are performing, as well as your expertise in the area.

You can market your services pretty much anywhere seeing that computers are all around us now. I suggest that you start small, on personal systems. A great place to advertise is on college campuses. While co-eds have not been declared as the wealthiest market, they do become very desperate when a computer problem arises. Especially when they have a paper due the next day.

[Computer Consulting and Repair cont...](#)

Useful Sources:

“Upgrading and Fixing PCs for Dummies, Sixth Edition”
by Andy Rathbone

“Learn How to Repair Computers and Get Certified in 15 Weeks”
by Harry Husted

“Build, Upgrade, And Repair Your Computer: Revised And Updated Edition”
by Mike Harris

Consulting

Are you an expert in a field where someone would be willing to pay you to tell them what you know? If so, then you can make a lot of money in the consulting business.

Your primary job would be to evaluate a client's products, services, system and give feedback.

You will gather research, which will aide your client in improving their current business practices.

Here are a few examples of consulting services:

- help company choose the right equipment to use
- help companies write letters to request donations
- assist client in setting-up their accounting system
- help company increase their bottom line
- employee training
- editing and publishing

There are numerous ways that you can be a consultant. You just need to find what you are good at, and then see if there is a desire for help in that field.

Supplies you'll need to get started:

- computer
- separate telephone line
- voice mail or answering machine
- cell phone
- internet access
- your own transportation
- fax machine

When setting a price for your consulting service you need to consider whether you want to charge per project, per hour, or work on retainer.

I suggest working on retainer, because it will give you a steady flow of income whether or not you are actually performing your consulting services.

[Consulting cont...](#)

Consulting rates range anywhere from \$25-\$1000 an hour. Rates vary on experience and supply of information within the field. If the information that you are providing is easily attainable with a little work, then you are going to be paid less than if the information is very hard to find and requires a true expert.

Useful Sources:

“Getting Started in Consulting”
by Alan Weiss

“Flawless Consulting: A Guide to Getting Your Expertise Used (Second Edition)”
by Peter Block

“The Consultant's Quick Start Guide: An Action Plan for Your First Year in Business”
by Elaine Biech

Crafts Instructor

There are several "crafts" that people would like to learn, but find too difficult to learn via books or computer programs. They need someone to talk to and walk them through step-by-step through the entire process.

Here are a few crafts projects where people might desire an instructor:

- knitting
- photography
- crochet
- canvas painting
- doll making
- soap making
- candle making
- floral arranging
- gardening
- needle work
- quilting
- sewing
- woodworking

You can offer individual instruction or classes at your home, or a clients home.

As for prices, I would start by charging between \$10-\$15 an hour per person. Make sure that they bring their own supplies. If you are holding a class at your home, or a clients home, I would suggest you stick to \$10 an hour per person, or you might want to say \$15 per person for a 2 hour class.

As for promoting, here are just a few sources to find clients:

- friends
- family
- co-workers
- post flyers at local craft stores
- post flyers at colleges
- post flyers at maternity stores
- post flyers at churches
- post flyers at other local stores

[Crafts Instructor cont...](#)

Useful sources:

“Stitch 'N Bitch: The Knitter's Handbook”
by Debbie Stoller

“101 Essential Tips on Photography (101 Essential Tips) “
by Michael John Langford

“Donna Kooler's Encyclopedia of Crochet “
by Donna Kooler

“Learn to Crochet in Just One Day/Right Hand “
by Jean Leinhauser

“Painting Basics (Paint Along With Jerry Yarnell, 1)”
by Jerry Yarnell

Dog Breeding

A dog breeding service is not all about the money. It is about the love of animals and the desire to help create a better breed of dog. Don't get me wrong; there is money to be made, but you first need to make sure that you are getting into this business for the right reasons. You need to care for your dogs, not just use them as money in the bank.

After you decide if this is the business for you, you need to decide what breed of dogs you would like to specialize in. Remember to consider the climate and location where you live. Do research on what types of dogs thrive in which parts of the country. You can also do research by talking to other breeders, studying Pedigree charts, and browsing the "Dogs For Sale" want ads to assess the market in your area.

Once you commit to a breed, go to the bookstore and pick up every book that you can get your hands on. You need to become an expert on that breed if you really want to make a success out of this. Become knowledgeable with the breed standard, so you can evaluate if breeding one particular male with one particular female will raise the bar on the breed standard.

One great tip is to spend time at the local dog shows. This will give you the opportunity to find out what the judges are looking for in the breed. If you are looking to breed show dogs there will be a variety of tests that may or may not be required such as hip joints, bones, eye quality, heart evaluation, thyroid function, DNA, tests for sexually transmitted diseases, preventative worming, and other tests.

Starting a dog breeding service is not inexpensive. You will need to consider the following costs: food, kennels or large cages if the dogs will be confined for periods of time, vet bills, zoning approval, insurance costs, advertising costs, costs of the original dogs you purchase. (I am going under the assumption that this will be a home business. If you were to open an actual facility, that would be an entire other list of expenses.)

When selecting the specific dogs that you are going to be breeding, make sure that you consider their temperaments. You do not want one or more dogs living at your home that you are afraid of. You should search for calm and gentle breeds. Also keep in mind that each dog is an individual, so make sure that you study the dog closely even if you feel that you are very knowledgeable about the breed as a whole.

[Dog Breeding cont...](#)

Some breeders choose to own both the male and female dogs. Others own just the female and search for a male to "rent" for a stud fee. If you go that route make sure to have your arrangement in writing. Stud fees often range from \$400 - \$2500. To find a male dog, do a thorough search on the Internet, read magazines and subscribe to breed club newsletters. Make sure the male that you select will improve your genetic pedigree and hopefully correct the faults your girl has or vice versa.

When you are just getting started, it might be a good idea to own both parents. The female should come into heat every 6 to 7 months and the heat usually lasts about 3 weeks. Within a window of about 10 to 14 days into the heat, she will become receptive to the male. She will begin to stand with her back end toward the male with her tail crooked off to one side. She should let the male mount and tie-up with her. Try to breed her 2 or 3 times over a three day period, which should insure a successful breeding.

After your female gives birth, make sure to allow her to nurse her puppies and care for them for a proper amount of time. Most experts say 8-10 weeks. Some breeders try and "push the puppies out the door" in 4 weeks, and that is just too soon. When you do place the puppies, make sure that they are going to a good home. Just because a person can afford the puppy does not mean that they will be a good owner. You should have a short interview process to feel out the prospect.

The average for a show potential puppy from top breeding stock is \$750 - \$1000. When you are first getting started, you can half those prices and ask for \$375 - \$500 per puppy.

Remember that this is a controversial business. Many people feel that breeding is just a way to contribute to the pet overpopulation problem and not part of the solution. You are really going to need to work hard to prove this theory wrong.

There is money to be made, but a lot of work and expense is going to need to be spent in order to start seeing a profit.

[Dog Breeding cont...](#)

Useful Sources:

Breeding Dogs for Dummies
by Richard G. Beauchamp

Successful Dog Breeding : The Complete Handbook of Canine Midwifery
by Chris Walkowicz and Bonnie Wilcox

The Complete Book of Dog Breeding
by Dan Rice

Dog Walking Service

More and more homes have two-spouses working outside of the home in full-time employment. This means that no one is there to take care of their dogs. Bad news for them, but good news for you. Dog walking services are becoming very popular all over the United States and abroad. With people working longer hours, they are in need of outside help to care for their pets.

To get started, you will want to have a good idea of dog behavior, be able to diffuse problems between dogs before they start, know basic first aid, and have a genuine love for dogs. Some dog walkers have a long history with pet care and have been trained in such things as obedience and first aid. The more training you can obtain the better off you and your dog walking business will be.

The most important part of your dog walking business is going to be scheduling. After all, this is why people are hiring a dog walker. They need someone to be there for their pet, when they can't be.

I recommend, two walks a day. Both around the same time, but one for small dogs and one for larger dogs. In spite of the fact that a 5 month old Labrador retriever puppy and a 12 year old Terrier may be best buddies, they may not be the best of walking partners! The dogs you walk will get the most out of their walk if they are walked with dogs who are similar in size and walking ability. Try walking small dogs at noon each day, and larger dogs at 1 p.m.

If your business is really booming, you may need 2 small dog walks, and 2 large dog walks each day. Check to see if there are any city ordinances that limit the number of dogs that can be walked at the same time by one person. Also, most cities have ordinances that require people to pick up after their dogs and dispose of the waste. Ask whether or not your city requires this. Even if it doesn't, it is still a nice public service to perform.

I recommend that you require that the dogs you walk be vaccinated against rabies, DHLPP, and Bordetella (kennel cough). Also you may want to require that the dogs be on some sort of flea preventive.

In addition to walking, you may also want to have a park day, if there are dog friendly parks within walking distance. Make sure to check with the owners if it is safe to remove their dog from its leash.

[Dog Walking Service cont...](#)

Finally, for the price to charge. A standard price is \$15 per 1/2 hour. This works out to be \$75 per week, for a 5-day work week.

Start by passing out flyers in your neighborhood. Then you can expand to the Yellow pages, or the local newspaper to find more new clients.

Useful Sources:

“How To Speak Dog: Mastering the Art of Dog-Human Communication”
by Stanley Coren

Errand Runner

This is one of my very favorite at-home businesses to suggest. Why? Because it's easy and people are getting lazier and lazier by the minute. You'll offer services such as: picking up dry cleaning, getting the car inspected, booking airline tickets, helping plan parties, grocery shopping, picking up prescriptions, and anything else your clients are too busy to do.

The main skill you will need for this is energy. It's no fun running errands for yourself, so you'll need to look deep within yourself in order to do errands as a business. You will also need to have great people and time management skills.

You are going to need a cell phone to keep in touch with your clients. You'll also need a car, or access to speedy mass transit) in order to get your errands done quickly. If you plan to transport people in your car on a regular basis, than you should set your business up as a limited liability corporation (LLC), for tax and legal purposes. This will protect your personal assets in the event of a lawsuit from a disgruntled customer. If you prefer not to go the LLC route, you should at least purchase liability insurance.

The start-up costs are not very high for this business, as long as you already own a reliable car and cell phone. Mainly you will use your start-up capital to print flyers, place ads, and get the word out about your new errand running service.

Place the flyers in stores (especially dry cleaners, grocery stores and oil change shops), on school bulletin boards, at the commuter bus or train stations, and in retirement communities.

I recommend that you charge by the hour. After each hour, anything over 15 minutes should be billed as another hour. Your travel time should be included in billable hours. I would recommend that when you are first getting started that you keep your prices in the range of \$15-\$35 an hour. If you are running a high mileage errand, you need to tack on extra for gas.

[Errand Runner cont...](#)

Useful Sources:

“How to Start and Operate an Errand Service (Revised 2nd Edition)”
by Rob Spina

“The Concierge Manual: A Step by Step Guide on How to Start Your Own
Concierge and/or Errand Service”
by Katharine C. Giovanni

Expert Witness

Do you happen to know just about everything there is to know about any one subject matter? If so, then you will want to go right now and sign-up as an expert witness!

Okay, was that moving a little too fast for you? Want a few more details? Well, here they are.

First, what exactly is an expert witness?

An expert witness is a person who acts as an advisor to attorneys in legal cases. They explain how, why and what happened, as well as investigate situations and describe industry standards to attorneys. In some cases, they are hired by the attorneys to appear in court to give their explanations to juries and judges.

Do you need to be a doctor, scientist, or professional?

No, you do need to be a rocket scientist or a doctor to be an expert witness, although many are. What you do need to be is an expert in your field. You need to know more about your subject matter than any other person could possibly care to know. Unlike an eye witness, a technical or expert witness is allowed to convey their opinion based on their expertise. Therefore, the more knowledgeable you are, the more helpful you can be during the case.

How do you get started?

Getting started in expert witness work is easy. All you have to do is to send for listing applications for the various directories and consulting brokerages, send them in, and sit back and wait for the calls.

<http://www.ca-experts.com/>

<http://www.frankenfeld.com/witnesssearch.asp>

<http://www.nocall.org/experts.htm>

[Expert Witness cont...](#)

How much can you earn?

This is a hard question to answer because it is based on your expertise and your experience as a witness. If you are just getting started, which I will assume because you are reading this article, you may charge \$50 - \$200 per hour for work done from home and \$400 - \$700 per day plus expenses when you have to leave town to testify or consult.

Food Delivery Service

The idea of starting a food delivery services, ties into a few other articles included within this book, such as catering and errand running.

This is more specialized. Basically, you do other people's grocery shopping. They give you a detailed list of what they need (including preferred brand names) and you do the shopping, and maybe even the unpacking for them.

This is not a get-rich job. This is a job you can do on the side for a little extra cash.

Normally you would charge an hourly rate of \$20 an hour, plus the cost of the groceries.

This is a great services to market to the handicap or the elderly. Also to people without their own transportation. Although I don't think that this need to be said, please don't try and take advantage of the little old lady around the corner by charging her \$60 for 30 minutes of shopping. Keep your business honest, and watch it grow. If the work gets to be too much for you, hire someone as a freelancer to help with the work load.

Useful Sources:

"The Great Grocery Giveaway: A Step by Step Guide to Creative Couponing"
by Angie Klaproth

"50 Secrets Your Grocer Doesn't Want You to Know: An Insider's Guide to Stretching Your Grocery Shopping Dollars"
by George T. Jacobson

Freelance Writer

If you enjoy writing, and own a computer, you might consider becoming a freelance writer. There are so many different areas that you can write in. Here are just a few to get you started:

- Speech writing
- Editing
- Copy for catalogs
- Web/Online content
- Promotional literature
- Ghostwriting
- Articles
- Report writing
- Ad copy
- Direct-mail
- Book jackets
- Journalism
- Research
- Technical writing

Here are a few websites that you can list your services. (Please note that these websites were valid at the time this articles was written)

<http://www.freelance-writers.co.uk/>

<http://www.freelancewriters.com/>

<http://www.writershome.com/>

Experts say the best way to break into the business is through writing magazine articles, and then move onto books.

I say that you should do whatever you have a passion for. If you want to jump right into writing books, then go for it!

Freelancers can set their own rates, however, if you are trying to get your name known in the industry you need to remember not to price yourself out of it from the get go.

If you are going to become a writer, you need to have good language skills as well as creative ideas. A good way to improve your writing skills is actually through reading. Especially material within the industry that you would like to write for.

[Freelance Writer cont...](#)

Useful Sources:

“The Well-Fed Writer: Financial Self-Sufficiency As a Freelance Writer in Six Months or Less”

by Peter Bowerman

“The Renegade Writer: A Totally Unconventional Guide to Freelance Writing Success”

by Linda Formichelli, Diana Burrell

“The ASJA Guide to Freelance Writing: A Professional Guide to the Business, for Nonfiction Writers of All Experience Levels”

by Timothy Harper

Garage Sales

One person's junk is another person's treasure. That is the thought behind "how you can earn money from home through garage sales."

First, you want to start with your own home. Go through room by room and take out all of the items that you have not used in one year, do not like, are broken and can't be repaired, doesn't fit anymore, and any other items that you feel simply don't belong in your home anymore.

Once you have your pile, hopefully a very large pile, sort through it. Make smaller piles of clothes, appliances, tech gadgets, toys, etc.

Anything that you view as junk you can either toss, or start a free box. I personally like the idea of a free box, because customers of your garage sale will appreciate that you are not trying to rip them off by passing off junk as sale worthy items. Kids also love going through the free box and finding a treasure of their own.

Okay, enough about free. After all, you are reading this to learn how to earn money.

There are a few very simple steps to a garage sale

Step 1: Gather what will be sold. Seeing that we have done that, we can move to step 2.

Step 2: Select a date, or two for your sale. Make sure that you do not pick a holiday weekend, as most people do not go out looking during those times. Nowadays, Fridays are becoming very popular for garage sales. After all, stay-at-home moms and retired folks are your best customers. I would recommend a 2-day sale over a Friday and Saturday.

Step 3: Advertising your sale. I personally have always stuck to street signs. Simple cardboard on a post in the ground with a few arrows on them. In my city, running an ad in the paper is so expensive it hardly seems worth it. However, if your city allows free ads or inexpensive ads, then by all means go ahead and run one. Here is a sample:

HUGE GARAGE SALE! Friday and Saturday 8 a.m. - 2 p.m. 1234 Oak Lane. Furniture, toys, clothes, appliances, and more.
--

Garage Sales cont...

If you notice, I hit all of the main points, with only a few words. You want to make sure to include the dates, times, location, and items offered within your ad. The four items I listed are the hottest items searched for at garage sales. Even if you don't have those items, I would list them anyways. Just tell anyone who asks, that the items were sold earlier in the day. Don't forget that furniture can be a little foot stool; a toy can be a deck of cards; clothes (well, I'm sure you will have a few articles of clothing to get rid of); and appliances can be an old can opener.

Step 4: Pricing

There are two ways that you can go with pricing. High and low. Either way, you are going to be talked down, because garage salers love to bargain, no matter if it is over \$50 or \$.50.

Pricing high usually means you are asking 50% of the original purchase price. This is a tough way to go because although a calculator that you paid \$100 for, and are selling for \$50, might seem like a bargain to you, the customer will think you are nuts. The reason being that they are looking to spend maybe \$1-\$2 on a calculator, no matter how advanced yours happened to be. The upside to pricing high, is that you need to sell less to make more.

Pricing low is usually the way people go. This means that you are asking 25% or less than the original purchase price. So, the calculator we mentioned above would be listed as \$25. Remember though, that a bargainer will probably offer \$10, thinking you might come back with \$15. Don't price to low though, because if you priced the calculator at \$15, a bargainer would still try and get the cost down, and might offer \$10 or even \$5.

Step 5: Set-up

This is the easy part if you have a few yard supplies, and household supplies to work with. Card tables work great for garage sales. Also, a moveable workbench with a large sheet over it works well too. We put out two garbage cans with a piece of wood on top. If you do this, please make sure there is not an odor coming from the cans. We do not want to drive the customers away.

Garage Sales cont...

If you have no tables, and nothing that can be made into a table, then sheets on the ground work fine too. Just make sure that the ground is dry. In general, people don't want to keep bending down, so try and find something that you can use to keep your merchandise up.

Step 6: The Sale

On the morning of the sale, start your set-up about 30 minutes prior to the start of the sale. This way, you will be organized once your first customer arrives. Greet each customer with a friendly hello, and let them know you are there to assist. Make sure you do not hover around them, because you will be sure to chase them off.

When you are approached by a bargainer, consider their offer, and then counter offer. They are probably expecting that, and low-balled you anyway. Try and not turn down a last offer, because chances are, you'll be stuck with that item at the end of the day. If you have an interested buyer, try and close the sale.

Step 7: After the sale

Once your garage sale weekend is complete, pack up your remaining items and store them away for your next sale. Just because they didn't sell this time, doesn't mean that someone won't be interested the next time around.

Obviously, you can't have a garage sale every weekend. You would run out of items in your home to sell. Therefore, to keep your garage sale business booming, I recommend that you become a part-time garage sale planner and promoter. Here's what you do ...

As soon as you see a "For Sale" sign come up in your neighborhood, you can almost bet that the homeowners have items that they would like to sell, before they move. This is where you come in. Print up a few flyers outlining the services that you can provide them. All they need to do is gather the items that they would like to sell, and you can handle the rest for them. Tell them that you will organize and run their garage sale for a flat fee or a percentage of the profits.

Garage Sales cont...

You can easily perform steps 2-6 with someone else's possessions, if you can perform them for yourself.

As for step 7, you can work this one of two ways. You can either box everything up, and return the unsold items to your client, or you can settle on a flat rate, and purchase the remaining items for yourself.

You may be wondering why you would do this. Well, for your next personal garage sale of course. You may be able to get double for the items over the small price you paid your client. Plus, seeing that you client is moving, they will probably be so eager for you to take the remaining items off of their hands, that they may practically give it away to you.

Crafts/Cookies/Holidays

Once you have really established yourself as a professional garage sale operator, you can branch out.

If you are a crafty person, try and make holiday crafts which you can sell. People love to buy holiday crafts, so this could be an additional income stream for you.

Good in the kitchen? Try baking pies, cookies, and cakes, which can also be sold at your sales.

Remember, that you really need to establish yourself first before you attempt this. You want to make sure that you have a steady traffic flow before you hand make 50 Christmas ornaments, with no buyers in sight.

Useful Sources:

"The Great Garage Sale Book: How to Run a Garage, Tag, Attic, Barn or Yard Sale"

by Sylvia Simmons

"The Pocket Idiot's Guide to Garage and Yard Sales"

by Cathy Perdigo

"Garage Sales 101"

by Connie Carlson

Gift-basket Service

This is going to be a very customized service. There are ways to make it slightly more generic, but for the most part your gift baskets are going to need to be unique in order to really satisfy your customers.

Here's the basic idea. You offer different size gift baskets, and fill them with items based around one specific theme.

For example, your customer orders a large gift basket for a baby shower. It's a girl, so your customer wants a lot of pink and purple included within the gifts. A large gift basket is \$100.00 through your service. Here's your goal. Fill the basket with as many quality products that you can find, while still making a hefty profit.

You include:

- pink receiving blanket (which you really bought a 3 pack of, but are only including one, and saving the other two for future baskets - cost \$2)
- pink and purple flowered outfit with matching cloth headband and shoes (bought on clearance at a local discount store - cost \$10)
- soft pink and white puppy dog (purchased at local discount store on clearance after Valentines day - cost \$4)
- newborn diapers (you bought an entire package, but only included 5 for effect - cost \$1.50)
- baby rattle (cost - \$3)
- lullaby CD (great sale at the local bookstore cost - \$5)
- popular name brand baby powder, lotion, soap samples (usually cost \$1 each at discount stores such as Target or Wal-Mart)

Total items included within basket comes to less than \$30. The basket itself runs you \$10. The cellophane wrap and large bow are \$6. Once you have your business license, you'll be allowed to shop at wholesale houses and buy at wholesale prices.

So, in the end, you are looking at spending about \$50 on the entire completed basket, and keeping \$50 for yourself in profit.

The gift baskets look so great, because you are including so many different items and they make a great impression.

Gift-basket Service cont...

Always strive to make about 50% profit. If you try and make more, your baskets are going to come off cheap looking and generic. If you try and make less profit, you will soon find that you are putting a lot of effort into something that you aren't making very much money at.

The baby shower basket is just one idea of many. Here are some other suggestions to get your creative juices flowing:

- Gourmet Food Gift Baskets
- Birthday Gift Baskets
- Holiday Gift Baskets
- Thank You Gift Baskets
- Corporate Gift Baskets
- Chocolate Gift Baskets
- Wine Gift Baskets
- Fruit Gift Baskets
- Valentine Gift Baskets
- New Baby Gift Baskets
- Mother's Day Gift Baskets
- Sports Fan Gift Baskets (golf, football, baseball)
- Congratulations Gift Baskets
- Going Away/Bon Voyage Gift Baskets
- Housewarming Gift Baskets

The list goes on and on. You can have pre-made baskets which you sell at craft shows, and then have a flyer with your information for custom gift baskets.

Other places where you can advertise your gift basket service is churches, schools, office buildings, shopping malls, yellow pages, and of course word of mouth once you start to gain a client base.

Gift-basket Service cont...

Useful Sources:

“How to Start a Home-Based Gift Basket Business, 3rd”
by Shirley George Frazier

“The Gift Basket Design Book: Everything You Need to Know to Create Beautiful,
Professional-Looking Gift Baskets for All Occasions”
by Shirley George Frazier

“The Business of Gift Baskets: A Guide for Survival”
by Cynthia McKay

Hair Cutting

When we bought our first house, we thought that it was strange that there was a "salon" sink in the garage. We later found out that the previous owners cut hair from their home to earn extra money.

If you have the desire and skill to be a hair stylist, you might want to consider this, but before you get too excited, you need to check if your home is zoned for this type of a business. Most neighbors are not going to want you to place a sign advertising your services, or have a lot of extra traffic and cars parked in front of your house.

If your house is not zoned for this type of a business, consider taking it on the road.

Go to your clients home. Although they aren't likely to have the ideal sink and chair, everything else is portable for you such as your apron, hair dryer, comb, brush, scissors, razors, shampoos and conditioners. Make sure to add your travel expenses into the cost of the cut.

Most people will be willing to pay at least \$20 to have a stylist come to their home. You can also offer a "family package" and charge \$50 for the entire family.

A home haircut might sound really nice to a stay-at-home mom who doesn't want the stress of hiring a babysitter so they can get a simple haircut. Plus, they might want to take away the trauma of taking their young child to a salon to get a haircut, and hire you to cut their children's hair.

To start your business you are going to need a business license, insurance, tools of the trade, merchant account for processing, and advertising material.

Your start-up costs will be very low and you can set your own hours which is really nice. Remember, you really need to know how to cut hair in order to do this profession. Many states will require some type of professional training in order to issue you a license.

[Hair Cutting cont...](#)

Useful Sources:

“Hair: A Book of Braiding and Styles/Book and 3 Scrunchies”
by Anne Akers Johnson

“Cool Hair: A Teenager's Guide to the Best Beauty Secrets on Hair, Makeup, and Style”
by Vincent Roppatte

Handmade Soap

Are you a crafty person? Would you like to earn money by making products that others will enjoy for themselves, as well as give as gifts?

If you answered yes, why not try soap making?

There are several small companies now that are in the business of making soap, but chances are you haven't even heard of most of them. That's because these businesses tend to stay within the local market. Only a very few grow large enough to be an easily recognized brand name.

Needless to say I am not here to show you how to launch a \$1 million dollar a year soap company. This article is meant to spark your creativity and show you how you can turn a profit making soap.

Of course, like most businesses if you are going to walk the straight and narrow road, you are going to need a business license. If you are considering selling at craft shows, you may need a special license for that also, normally called a peddler's license. On your business license you will need a business name. I suggest that you have a backup in case your first choice is taken.

Working from home? Some cities or counties will require a permit if you are operating a business out of your home, while others won't approve home-based businesses at all. Check with your local zoning board, or the department of planning/engineering/permits and/or land development. If zoning ordinances prohibit home-based businesses in your area, ask if there is an exemption for artists and/or craftspeople. Several localities have passed laws that do allow this.

Chances are that although you may be able to make soap at your house to sell elsewhere, you will not be allowed to have customers come to your house to buy it. Check your local regulations. Sometimes you can still hold an occasional open house, under the same regulations that permit garage sales.

The Agriculture Departments in some states require a permit for manufacturing cosmetics, which may include soap. If a permit is needed, double check if it is necessary for the "crafts" type manufacturer.

Remember, that because you will be selling a tangible product, you need to collect sales tax, so make sure to apply for a sales tax number. If you sell wholesale, you may not be required to have a sales tax number, but you'll need a resale certificate to buy supplies tax-free.

[Handmade Soap cont...](#)

After you have your legal bases covered, you can start your business.

As for prices, you must remember that this is soap ... not gold. You can expect to gross \$3-\$8 per bar. Your real profits will come if you can start to receive wholesale orders where customers are buying in bulk.

Useful Sources:

“The Natural Soap Book: Making Herbal and Vegetable-Based Soaps”
by Susan Miller Cavitch

“The Soapmaker's Companion: A Comprehensive Guide With Recipes,
Techniques & Know-How”
by Susan Miller Cavitch

“Making Scented Soap: 60 Recipes for Handmade Soap”
by Linda Hamblen

“Soapmaking For Fun & Profit : Make Money Doing What You Love!”
by Maria Neri

Handyperson Service

Traditionally this service was called "handyman," but there are several women starting to perform the same services, so for the purpose of this report, I'm going to refer to "you" as handyperson.

There is one main requirement for this job ... you need to actually be "HANDY!" I know that this might seem obvious, but I want you to really think about it. If a client calls you and asks for you to fix a broken light fixture, it's not going to sound very good if your reply is, "Sorry, but I don't know how to do that."

If you are a handy person, then you know that you are. It's as simple as that. Sure, you can learn how to be handy, but it's going to take a lot of training and practicing to really become an expert fixer.

Here is a list of services that you can provide:

- plumbing
- doors that stick
- broken window panes
- repair screen enclosures
- repair broken tile
- fix small appliances
- electrical work

The basic job description of a handyperson is to repair and fix.

You will want to make sure that you are licensed and insured before you begin.

Handypeople make anywhere from \$15-\$30 an hour depending on the labor required.

Customers may also ask you to do bigger jobs such as painting, washing windows, cleaning pools, etc. You will need to come up with an appropriate fee schedule.

Handyperson Service cont...

How to get clients:

- print flyers
- place ads in the classifieds
- yellow pages
- personal referrals
- churches
- schools

Everyone needs a handyperson at sometime. Make sure that you do a good job, charge a fair price, show up on time, and word of your business will spread in little to no time at all.

Useful Sources:

“The Ultimate Handyman's Guide: Step by Step Building Projects for the Home”
by Rh Value Publishing

“The Family Handyman Helpful Hints: Quick and Easy Solutions Timesaving Tips
Tricks of the Trade”
by Readers Digest

Holiday Crafts

Everyone loves to decorate for the holidays. Why not sell handmade crafts and make a hefty profit at the same time?

Here are holidays that you can make crafts to celebrate:

- Birthdays
- Mothers Day
- Valentine's Day
- Christmas
- Hanukah
- Easter
- Thanksgiving
- 4th of July
- Halloween

Here are craft ideas:

- Door wreaths
- Ornaments
- Center pieces
- Table linens
- Silk flower arrangements (example: black and orange for Halloween)
- Candles
- Hand painted ceramic bowls
- Aprons (with holiday designs or made from holiday fabrics)

Craft prices will range from item to item, but if you were able to even clear \$100 in profit per day, you would be looking at over \$36,000 a year. Obviously some days will be slower than others, but just imagine how many sales you will make at large craft shows and flea markets.

[Holiday Crafts cont...](#)

Useful Sources:

“The Best Holiday Crafts Ever”

by Kathy Ross

“Crafts and Keepsakes for the Holidays: Christmas with Martha Stewart Living”

by Martha Stewart Living Magazine

“More Of The Best Holiday Crafts Ever!”

by Kathy Ross

Home Inspector

Every day hundreds of homes in your city need inspections performed. The demand for qualified home inspectors is huge and growing larger every day.

Home inspectors:

- ✓ perform objective visual inspections of homes
- ✓ produce a written report of the condition of the property for buyers and/or owners
- ✓ recognize any condition that could cause problems for the potential home owner
- ✓ need extensive knowledge in many areas of residential construction such as: soils and foundations, wood and construction, roofing, plumbing, electricity, heating and ventilation, air conditioning and heat pumps, appliances, swimming pools and spas, termites and wood-destroying insects and environmental considerations.

Most home inspectors charge between \$300-\$500 for the inspection and the report.

Please check your local regulations for any certification or licensing needs.

Useful Sources:

“Inspecting a House”
by Rex Cauldwell

“Start Your Own Home Inspection Service: Your Step-By-Step Guide to Success”
(Entrepreneur Magazine's Start Up)
by Claire Ginther, Entrepreneur Magazine

“Code Check: HVAC: A Field Guide to Heating and Cooling”
by Redwood Kardon, Michael Casey, Douglas Hansen

“Code Check: Electrical: A Guide to Wiring a Safe House”
by Redwood Kardon, Douglas Hansen, Michael Casey, Paddy Morrissey

“Home Inspection Handbook”
by John E. Traister

Home or office organization services

If you happen to be one of those people who can tell someone where your grocery receipt is from March 30, 1989 chance are you are very organized.

This is a great trait to have, and can really bring you a lot of money if you know how to put it to use.

I'm sure that you have seen all of these organizational shows on The Learning Channel, Discovery. and other channels. There is a big reason - because there is a huge market out there for several reasons.

- 1) Most people are less organized than they would like to be
- 2) Most people have a junk room in their house that needs attention
- 3) People have a strong desire to be orderly, even if they don't personally have the motivation
- 4) Humans like to see progress

What I propose is that you start your own home or office organization service.

Basically, you go into a client's home or office and help them get rid of everything that no longer have a use for, and organize the items that you need or want to keep.

You can help with filing, filling storage bins, shelving closets, clearing out closets, and several other organizational methods.

You can charge by the room or day or by the hour, or you can offer both options. Make sure you can in-home and in-office quotes. You do not want to quote a "by the room" charge over the phone and then get to the house and realize that the project will take 3-4 days.

I would start off charging \$30 an hour (with the client responsible for all purchases such as shelving and storage bins). Or if they want to pay per day \$200 for 1 day, \$300 for 2 days, and \$400 for 3 days. Or by the room (this would need to be decide by you when you say the room and how long it would take to complete)

Home or office organization services cont...

Useful Sources:

<http://www.clutterfreeliving.com>

<http://www.napo.net>

“Organizing from the Inside Out”
by Julie Morgenstern

“Home Organizing Workbook: Clearing Your Clutter, Step-By-Step”
by Meryl Starr

“Organizing Plain and Simple: A Ready Reference Guide With Hundreds Of
Solutions to Your Everyday Clutter Challenges”
by Donna Smallin

House-sitting Service

This is one of my very favorite home-based businesses because it offers you the most flexibility. You can set your fees, times, and dates of your availability.

House sitting is a service provided for homeowners who are away on business, vacation, or other personal reasons. Whether they're away for a day, a week, or several months, most homeowners and business owners want someone that they can trust to look after their pets, property, and valuables. They are often hesitant about imposing on a neighbor, friend, or relative, for a variety of reasons. This is why there is such a great demand for affordable house sitters.

While the homeowner is away, the house sitter will visit the unoccupied house as often as agreed upon, and provide a variety of services. I have listed some of the services that you can choose to offer:

- ✓ Bring in the mail, newspapers, and flyers
- ✓ Check air conditioner, furnace, water pipes, fridges, freezers
- ✓ Check overall security of home
- ✓ Emergency visits (hurricanes, floods, hail storms, freeze warnings, alarm response)
- ✓ Hot tub and pool maintenance
- ✓ Lawn care (mowing, edging, weeding, raking leaves)
- ✓ Pet care (walking, grooming, bathing, feeding, playing)
- ✓ Plant care (pruning, weeding, watering, light exposure)
- ✓ Provide an occupied look for the home (turning on lights)
- ✓ Snow shoveling
- ✓ Special requests (bill payment, mail forwarding)

This business is 100% customer service oriented. You need to be completely reliable. If you do a good job for your clients, your business and name will spread among all of their friends and associates.

I recommend that you develop a price sheet.

Here is an example.

Per day - \$15

Per week - \$90

Per Month - \$280

House-sitting Service cont...

Regular services included in above quote:

- Bring in the mail, newspapers, and flyers
- Check air conditioner, furnace, water pipes, fridges, freezers
- Check overall security of home
- Emergency visits (hurricanes, floods, hail storms, freeze warnings, alarm response)
- Provide an occupied look for the home (turning on lights)

Additional services provided for a nominal fee:

- Hot tub and pool maintenance - \$15 per week
- Lawn care (mowing, edging, weeding, raking leaves) - \$20 per week
- Pet care (walking, grooming, bathing, feeding, playing) - \$70 per week
- Plant care (pruning, weeding, watering, light exposure) - \$10 per week
- Snow shoveling - \$20 per week
- Special requests (bill payment, mail forwarding) - rates vary depending on service

Indoor Painting

Although most homeowners have the skills needed to paint, no one really has the time, or the ambition to take on such a big project. That's where you come in.

There are a few supplies that you will need for your business:

- ladder
- an assortment of paint brushes, rollers, and pads
- paint pans
- painters tape (easily removable)
- drop cloths
- rags
- paint scrappers
- sanding equipment
- razor blades
- spackle

Supplies will run you about \$200 if you don't already own a good ladder. If you do own a ladder already, then you are looking at less than \$50 to get started. Some of your supplies can be used over again, while others can not. You will need to replace your rollers and brushes from time to time. You will also need to keep a supply of painters tape on hand, as this can not be reused.

You will notice that the actual paint is not listed within the supply list. The reason is simple. Depending on the job, you may or may not be purchasing the paint yourself. The homeowner may choose to do this themselves, and simply hire you to do the actual painting.

If your client does want you to purchase the paint, you need to get them to sign off on the color. Get their actual signature, because you don't want to be stuck with 10 gallons of paint, when they decide it's not the right color.

I suggest that unless you already have prior experience in painting, you take a class at your local home improvement store. There are also instructional videos that you can purchase or check out from your local library. After you have the instruction, practice on one room in your own house, or at a friends house.

When you feel confident that you have mastered the skill of painting, it's time to start-up your business and get the word out.

Indoor Painting cont...

Here's some tips for marketing:

- Call your local home improvement stores and get on their referral list of indoor painters
- Print flyers and post within local stores
- Place a classified ad in your local paper
- Get listed within the yellow pages
- Ask for personal referrals from your relatives, friends and co-workers

How to prices:

The best way to learn what to charge for your service, is to pose as a customer. Call for estimates in your area, and you will find out what your competition is charging. I always recommend that you charge less than the competition when you are first getting started because you need to start building your client base from the ground up. Once you get a few jobs under your belt, you are going to see how the word spreads about your services. No matter what business you are in, word-of-mouth is going to be your best promotional tool.

Make sure that you always do a professional job, finish the job within the time limit you agreed upon, show up on time, and keep your prices fair.

When doing any type of a service, you are going to want to make sure that you are licensed and insured.

Interior Decorator

Do you have a flair for design and decor? Do you like the thrill of the hunt for the perfect piece to complete a room ensemble?

If this sounds like you, then consider becoming an interior decorator.

Interior decorators decorate everything from a single bathroom to an entire office building. You can start small and work your way up.

I suggest that you start with your own home, and move on to friends and family. Offer your services free, as long as they pay the cost of all supplies and furnishings. This will help you to build your portfolio and create your initial references.

The basics of your job are going to consist of a knowledge of space planning, color, light, style, art, hardware, furniture, accessories, flooring, walls, paint, and windows.

Although it is not a requirement, a basic talent for sketch and art is a plus. Chances are the client is going to want to see a rather detailed sketch board of your room design idea. Fabric and paint samples alone will not be enough. You need to be able to draw it to scale for them with a realistic look.

Your job from start to finish will consist of:

- 1) Finding your client
- 2) Initial meeting with clients to determine wants and needs
- 3) Measuring room and spaces
- 4) Proposed cost and budget
- 5) Presenting your ideas to the client with samples
- 6) Proposed cost and budget
- 7) Oversee project
- 8) Collect final payments

Normally an interior decorator earns a percentage on top of the total room cost, so if your client's room costs \$10,000, and you earn 10%, then you will have made \$1,000 on the job.

Interior Decorator cont...

Useful Sources:

“The Home Decorator's Bible”
by Anoop Parikh

“The Codes Guidebook for Interiors (Study Guide)”
by Sharon Koomen Harmon

<http://www.fabjob.com/decorator.asp>

<http://www.fabjob.com/decoratorsample.html>

“FabJob Guide to Become an Interior Decorator”
by Tag Goulet

Jewelry Making

You would think that it might take a lot of talent in order to design jewelry, but really it's not that hard. There are several craft shops, such as Michael's and Jo-Ann Fabrics, that offer classes for as little as \$10.

You can also use this book as a guide and learning tool:

"The Encyclopedia of Jewelry-Making Techniques: A Comprehensive Visual Guide to Traditional and Contemporary Techniques" by Jinks McGrath

Here are some of the supplies that you will need:

- Abrasives
- Anvils
- Bench Lamps
- Bench Tools
- Beads
- Bead Stringing Tools
- Books
- Burs
- Casting
- Clasps
- Diamond Grading
- Drill Bits
- Files
- Flexible Shaft Machines
- Gauges
- Gem Instruments
- Glues and Solvents
- Hammers
- Jewelry Cleaning (Index)
- Ultrasonic Cleaners
- Ionic Cleaners
- Steamers
- Solutions/Accessories
- Magnifiers
- Mandrels
- Memory wire
- Paper Products
- Pliers

Jewelry Making cont...

- Beaders Pliers
- Chain Nose
- Flat Nose
- Round Nose
- Cutters
- Specialty
- Kits
- Polishing (Index)
- Ring Cutter
- Ring and Finger Sizers
- Ring Stretchers
- Rolling Mills
- Saw Blades/Frames
- Scales
- Screwdrivers
- Soldering (Index)
- Testing
- Diamond Testers
- Moissanite Testers
- Gold Testers
- Storage Containers
- Tweezers
- Wax Supplies
- Wire Wrapping Tools
- Zip Bags

You are looking at spending close to \$400 for the supplies to get you started. The good news is that you can reuse many of the tools that you are going to use.

Prices will vary greatly depending on the cost of the materials that you use. If you use gold, silver and platinum, then you are looking at high costs, but you can also charge much more.

I suggest that you go to your local craft shows and see what other crafters are charging.

[Jewelry Making cont...](#)

Useful Sources:

“Jewelry Making for Fun & Profit: Make Money Doing What You Love!”
by Maria Neri and Lynda Musante

“Making Wire Jewelry: 60 Easy Projects in Silver, Copper & Brass”
by Helen Clegg and Mary Larom

Lawn Care Service

You need three main things to start a lawn care service:

- 1) time
- 2) equipment
- 3) marketing

This type of company will definitely take some start-up capital unless you just inherited a truck, professional lawn mower, and edger.

Once you have cleared your daytime hours in order to be able to perform your services, you need to concentrate on the following:

- Choosing A Business Name
- Creating A Business Plan
- Setting Goals
- Licensing
- Banking
- Insurance
- Financing (if needed for equipment)
- Hiring An Accountant & Attorney
- Purchasing Truck & Equipment
- Organizing Office & Shop
- Importance of Phone, Cell Phone, Pager & E-mail
- Business Cards, Envelopes, Letter Heads
- Effective Newspaper Ads
- Flyers and Door Hangers
- Direct Mail
- Word of Mouth Advertising
- Yard Signs & Truck Signs
- Screening Potential Customers
- Meeting Customers
- Setting prices
- Taxes
- Using Subcontractors
- Scheduling
- Customer Satisfaction
- Customer Communication

Lawn Care Service cont...

- Being Accessible
- VIP Clients
- Quality Assurance
- Up selling To Your Clients
- Safety Issues

On average, most lawn companies charge \$20 per week to mow and edge. You can also add additional services depending on your skill level. One top service that you can sell is weeding. In general, home owners hate to weed, and would be grateful to pay anyone will to do it. You can charge \$10 a week for weeding. Any more than that might seem excessive.

Useful Sources:

“Lawn Care for Dummies”

by Lance Walheim and The National Gardening Association

“Lawn Care & Gardening: A Down-To-Earth Guide to the Business”

by Mickey Willis

Maid Service

Granted there are professional maid services around in almost every town, but they are all so pricey. Most cost in the neighborhood of \$90 per clean. It takes about 3-4 hours to clean the average house if you are doing a maintenance clean. A first time clean can take 5-6 hours, and a part clean up can take 8-10 hours.

Want to beat your competitors out of the market?

Offer your maintenance clean for \$50

Your first-time clean for \$75

Party clean for \$125

You will still be earning between \$11-\$15 a hour, and you are sure to get more business than your pricy competitors.

Here is a list of regular services that a cleaning (maid) service provides:

- Dust window sills & ledges, louvered doors & mini-blinds, picture frames & knickknacks, lamps, furniture, wood, ceiling fans, shelves and baseboards
- Remove cobwebs
- Vacuum carpets, Wash and dry wood floors, mop tile, Vacuum furniture including under seat cushions
- Empty and clean ashtrays & trashcans
- Clean appliances, counters, and cabinets in kitchen
- Clean, scrub, deodorize and sanitize sinks in kitchen and bathrooms
- Countertops & backsplashes cleaned and sanitized
- Clean range tops
- Top of refrigerator & appliance exteriors cleaned
- Clean inside & outside of microwave ovens

Maid Service cont...

- Wash floor
- Clean, scrub and sanitize showers & bathtubs
- Vanities, sinks & backsplashes cleaned and sanitized
- Clean mirrors
- Clean and sanitize toilets
- Polish chrome
- Wash floors & tile walls
- Make the beds

Here are additional services that you can provide for an additional fee:

- o Wax floors - \$15 per room
- o Laundry (wash, dry, fold, and put away) - \$5 per load
- o Change the sheets - \$3 per bed
- o Meal preparation - double the cost of ingredients
- o Wash windows (inside and out) - \$3 per window

Basically, you can come up with as many additional chores as you would like to add to your price list.

You should make sure to become licensed and insured before you begin. Check your local state and federal laws.

Make-up Artist

Are you just one of those people who apply make-up so well that it looks like a professional did it? If so, then why not turn it into a career.

When I was getting married, I found it very hard to find a local salon that would do hair, nails, and make-up. Most just did hair and nails. Although I know how to put on make-up, I wanted it to look really good for my wedding day. Fortunately, I did find a very pricey salon that offered the services, and went to them for everything. However, I was living in a very large city then, and those in smaller towns might not have the same luck.

With that said, there is a demand, especially for weddings, proms, dances, and holidays.

As an at-home make-up artist you can charge anywhere from \$20-\$50 per application.

You will need to check with your local state and city laws, on whether an actual license is required for this type of work.

Useful Sources:

<http://info.schoolreference.com/makeup-tips-and-advice-links.html>

“Makeup: The Art of Beauty”
by Linda Mason

“The Technique of the Professional Make-Up Artist”
by Vincent Kehoe

Moving Company

Unless you are ready for a lot of physical labor, I would recommend that you start a moving company, where you hire employees instead of actually participating in the strenuous moves. However, if hard labor sounds like something that will appeal to you, then go for it! ... however you will still need help.

Here are my recommendations, which you can change and mold into your own business:

Rent your truck at first per job. You can rent a truck from your local truck rental for about \$40 a day for their largest track, plus \$.75 a mile (usually). Make sure to let your customer know that they will be paying for the truck rental. Calculate the mileage before you give them their quote by the following formula: your house or place of business to truck rental place + truck rental place to clients home + clients old home to clients new home + clients new home back to truck rental place for return = total cost for truck.

You will want to get your own equipment including dollies and furniture pads. You may also want to buy boxes and moving supplies (ink free newsletter print, bubble wrap, packing tape) in wholesale lots and sell them for a higher rate to your customers. Beware though that people that are moving are normally very conscious of their money, so if you charge more than the local dealer, you are looking to get passed over, even if your client still wants to use your moving services.

Prices to charge:

Flat rate for truck - \$40 + mileage

Hourly rate for 2 movers - \$60

Hourly rate for 3 movers - \$75

Flat per the job rate - \$50

You can also offer a packing service, just charge your hourly rate and charge for the cost of boxes and supplies. Make sure to charge resale for the material, not wholesale.

How this should breakdown, you should take the flat rate, and 10-20% of the total job cost. The rest should be given to the movers you have hired to work for you.

[Moving Company cont...](#)

When you hire your employees make sure that they are willing to have a flexible schedule. You don't want to turn away business, because you are short a mover.

You will want to make sure that you are licensed and insured.

As for getting clients, I suggest the Yellow pages. It's where most people look for movers. You can also send postcards to people selling them homes. Contact local realtors and ask if they would be willing to refer you to their clients.

Some clients will ask if you offer storage. It's up to you. Seeing that you have a rental truck, you can't store it there. This would mean renting a storage facility, unloading the truck, and then reloading the truck to bring it to the final destination. This would cost you a lot, which would cost the client a lot. Make sure you always add a profit margin when quoting a price.

Useful sources:

"Packing and Moving Tips That Could Save You a Fortune"
by John Marc

"The Essential Moving Planning Kit"
by Godfrey Harris, Mike H. Sarbakhsh

Neighborhood Catering Service

This catering business has so many ways that it can go that it's really one of the most versatile businesses that you can choose to pursue.

I'm going to try and break-it down for you in a way that almost categorizes the business.

Freezer casseroles

Here's the gist of a freezer casserole business. You make a casserole, and then bring it to your clients home, so they can either bake it that night, or freeze it for another night. I recommend that you charge double, what your cost was for the ingredients of the casserole. You need to get a list of likes, dislikes, and allergies from your clients, so they are happy with the meal that you are going to provide for them. Make sure you get your pan back from the client, so you can continue using the same cookware over and over again.

Desert

This is a favorite for clients because who doesn't love a home-baked desert. You can even expand this to cake-baking or pastry making for special events such as birthday parties. Again, I would charge double the cost of the ingredients. You need to get a list of likes, dislikes, and allergies from your clients, so they are happy with the desert that you are going to provide for them. Make sure you get your pan back from the client, so you can continue using the same cookware over and over again.

[Neighborhood Catering Service cont...](#)

Week-night Dinner Plan

This is a lot to take on, but you can start a week-night dinner business, where you bring dinner to your client every week night. You can do this Sunday-Thursday or Monday-Friday. You will have to decide on a one-on-one basis with each client whether or not you will bring the meal already hot, or if the client will need to heat the meal. If you are bringing it to them hot, make sure that you have an insulator to keep the warmth in. You need to get a list of likes, dislikes, and allergies from your clients, so they are happy with the meal that you are going to provide for them. Make sure you get your pan back from the client, so you can continue using the same cookware over and over again. I would charge a little more than double for this service, because it is a large commitment on your part. You may consider charging 2.5 or 3 times the amount of the cost of your ingredients.

Useful Sources:

How to Start a Home-Based Catering Business, 4th
by Denise Vivaldo

How to Start a Catering Business: When You Don't Know What the Hell You're
Doing
by Jennifer Williams

Cooking for Company: All the Recipes You Need for Simple, Elegant Entertaining
at Home
by Nicole Aloni

Party Organizer

People love parties, but hate to organize them. There are the invitations, decorations, food, entertainment ... the list goes on and on.

That's where your party planning business comes in!

I recommend that you start with birthday parties (most likely they will be children's birthday parties)

Here's what you'll need to get from the host or hostess:

- guest list with addresses
- age of the birthday person
- theme of the party
- time of the part
- location of the party
- date of the party
- requested menu (or at least preference of the type of food served)
- ... plus whatever else you feel you should know

Here's what you should provide:

- decorations (balloons, streamers, theme oriented decorations)
- party favors
- food (usually finger food works best, along with chips and other easy to eat foods)
- invitations (with mailing service provided)
- entertainment (clown, magician, pony, or favorite costumed character)
- set-up and clean-up service
- optional party help (you can choose to stay or go during the actually party)

Cost sheet:

I like to charge a per guest fee, plus a flat fee.

Also, you can charge an additional fee if the host wants you to be present at the party.

Flat fee - \$30

per guest fee - \$10 per guest

assist at the party fee - \$7 per hour

Party Organizer cont...

Obviously you can play around with these fees as much as you wish. You may want to make entertainment optional, and drop the per guest fee.

Personal Fitness Trainer

Are you into health, fitness and taking care of your body? Do you enjoy getting others motivated about taking charge of their own physical fitness? If you answered, yes, then read on, because you may have just taken your first step to becoming a personal fitness trainer.

We are in the "weight loss era" right now. There are more diet and fitness books and plans out now than ever before. Millions of people are wanting to get in shape and lose weight, yet so few have the proper direction that they need to reach their goals.

This is where a personal trainer comes onto the scene.

There is an old stereotype that personal trainers are only for athletes and the mega rich. This is simply not true. More and more everyday citizens are seeking the help of a professional to be their educator, motivator, coach, and friend.

As a trainer you will meet with your clients for a 30 minute or 60 minute session. You will take them through weight aerobic, and flexibility training. At your first meeting you will take the clients measurements, so you can track their progress. You will also want to monitor their heart rate levels.

Once you have their personal portfolio, you can also give them health and nutrition advice.

Unless you have about \$40,000 to spend on exercise equipment, you are going to want to "freelance" at a local gym. Here's the catch, some gyms won't allow it. If they do, you simply need to require that your clients belong to the gym. They meet you there and you perform the training session, and then leave. Some gyms allow this, others do not. You need to check with your local gym's rules if this is allowed. (You will need membership to the gym as well).

*** Please note that you are going to need to become a certified fitness trainer. There are several fitness training certifying organizations. ***

Check the local rates in your area, but a good place to start charging is \$30 per 30 minute session or \$50 per hour session.

Personal Fitness Trainer cont...

One of the best places to get clients is through your local gym. Some gyms have their own personal trainers, while others have a referral list for their members. If your gym keeps a list, get on it, because this is going to be your best way to attract new business.

Once you have a few clients, you can ask to be recommended to their friends and colleagues if you feel comfortable with that.

Useful Sources:

<http://www.fitnesscertification.com>

<http://www.nfpt.com>

<http://www.ncsf.org>

“Start Your Own Personal Training Business: Your Step-By-Step Guide to Success (Entrepreneur Magazine's Start Up)”
by Jacquelyn Lynn

Personal Shopper

This is a very fun and exciting career if you love to shop. If you don't love to shop, then stop reading... because this is not the career choice for you.

Okay, still here? Great! Personal shoppers are usually used by two types of people. The first being people who don't have the time to go out and shop. The second are people needing advice on style and fashion.

Although personal shoppers usually work in the clothing industry, you can diversify and help your clients shop for anything from furniture to home accessories.

Personally, I recommend that you start with clothes, and then expand from there if you choose to do so.

Once a client hires you, the process begins. Sit down with the client and go over what they are looking for in fashion. Then head straight to their closet, and help them weed out what they want to keep, and what they want to get rid of. Go through the "keep" pile and let the client decide if they want you to find complementary products to go along with what they already own. Many people choose to do this, so they don't need to start from scratch.

Next you will need to take your clients measurements and get their preferences. Leave with a detailed list of what they are looking for, and even what they are not looking for, so you know what to avoid.

You will also want to get a spending limit.

I personally suggest that you require a \$50 deposit from your client, so you don't get burned if they decide to dump you after a day of service.

As for what you will actually make, the industry standard is a 10% - 20% mark-up on each articles price.

Be prepared to do a lot of returning merchandise to stores. It is very possible for you to bring 10 different outfits home to your client and they only want to keep one. Make sure to keep all of your receipts, and ask each and every store what their return policy is.

Personal Shopper cont...

Where to get your clients:

- women's clubs
- actors guilds
- civic organizations
- yellow pages
- large office buildings
- personal referrals

You will find that the second group of people that I mentioned, the ones looking for style advice, will want to shop with you. They are looking for a learning experience as well as a new wardrobe.

Useful Sources:

“Get Paid to Shop: Be a Personal Shopper for Corporate America”
by Emily S. Lumpkin

Pet Sitting

If you are considering becoming a pet sitter, you must evaluate your love for animals ... all animals. Just imagine if a new client calls you up and asks you to sit for her dog for one week. When you get to the house, she meets you at the door with luggage in hand. As she is leaving she reminds you that the SNAKE is in the upstairs bedroom and it only needs to be fed twice while she is gone ... ummmm ... did she say "SNAKE"???? After hyperventilating and almost passing out you realize that you can't even be in the same house with a snake, let alone actual feed it.

If you think that you might have a reaction like this to any animal, you need to start making a list, and let your clients know ahead of time, that there are only certain animals that you are willing to care for.

Most homeowners have pets, so at some point during the year they are most likely going to want to travel without their furry little friends. This combination of a love of pets and travel, creates an instant business for you.

You can choose to pet-sit in the clients home, your home, or a combination of both.

You can charge too much for this service because you will be competing with the local kennels and vets that offer boarding for pets. The main benefit that you have to offer is the personalized care that you are going to give each pet. I would call the local kennels in your area for their prices. Then charge \$5 a day more than the average.

Make sure to check within your city if you need any type of license or certification for pet-sitting.

Photography

Are you one of those people who take really great pictures? If so, have you considered trying to turn a profit doing something that you are already good at?

Here's the idea ...

There are thousands and thousands of parents out there who love to have pictures taken of their children and their families. However, sometimes it's just too much work to coordinate everyone's schedule to get to the photographers studio, just to take pictures that look like everyone else's.

So why not bring the studio to the family?

This allows people to be photographed in familiar surroundings, which make the pictures that much more special. Plus, babies and small children will feel more comfortable and be more receptive to having their pictures taken if they are at home or somewhere they are very familiar with.

Here's what I recommend that you do. Take at least 2 rolls of film if using an SLR camera. One full color, and the other black and white.

If you are going to be using a digital camera you can offer several photo finish options to your customers such as custom borders printed right on the picture. Also, if you go digital, you won't be using "film" so you can choose to make your photos black and white digitally.

I'm going to leave out the technical specifics to this job because there is far too much to get into. There are several books on the market that you can read. Just do a search on Amazon.com. Remember, you will need to bring your own equipment to each job.

You do not have to limit yourself to just a families home. Try suggesting going to the park, a favorite restaurant, even a theme park in the area.

Always offer your customers a package to buy all proofs and all negatives. It's very frustrating to a customer to see the pictures of their family just being thrown away because they chose not to buy them. Offer a discount for the whole package.

Photography cont...

The prices that you want to charge are really going to depend on how talented you feel you are, and how much competition there is in the area.

I suggest that you charge a flat rate for your time and service. You could start at \$50, and include a free 8x10. Then decide on sheet prices, as well as "add-ons" such as borders.

There is really so much that you can do in the field of photography.

If family photos don't sound like something that you want to do, consider these other options:

- weddings
- bar/bat mitzvahs
- anniversary parties
- corporate parties
- birthday parties
- new baby
- hospital labor and delivery
- pregnancy

Useful Sources:

"The Art of Wedding Photography: Professional Techniques with Style"
by Bambi Cantrell

"Mastering Digital Photography: The Photographer's Guide to Professional-Quality Digital Photography"
by David D. Busch

Pool Cleaner

If you like to work outside, then being a pool cleaner may be the perfect job for you. However, please be advised of a few things that you must keep in mind. Depending on what part of the country (or the world) you live in, this may very well be a seasonal job for you. You will need to have more than basic knowledge of pool/spa maintenance and chemicals. You should also know your way around a pool pump and equipment.

Fortunately, there are not too many supplies needed for this job. You will need a variety of chemicals, cleaning equipment such as a brush and net, and a truck or trailer to put it all in.

Supplies should run your about \$300 to get started. Obviously you will need to keep all of the needed chemicals in stock. It's hard for me to sit here and tell you that you need to go out and buy a truck, but you will need to make sure that you can transport all of the equipment. You will also need to allocate funds for marketing. I suggest going door-to-door with homes that have pools and introduce yourself and leave a flyer with a coupon for a free first cleaning. You will also want to get listed in the yellow pages. Try going to your local pool store and asking to be placed on their list of references.

You should call local pool cleaners in your area to get an idea of how much they charge. In our neighborhood in Orlando, Florida, pool cleaners charge about \$20-\$30 a week. A pool should take you less than 30 minutes to clean. If you wanted to work an 8 hour day, you could clean 16 pools per day, which would be 80 pools a week for a 5 day work week. At \$20 per cleaning x 80 pools a week, you are looking at making \$1600 a week or \$83,200 if you worked all 52 weeks a year. Obviously this is a high-end estimate, because I'm sure you will have a few cancellations, it will take a little while to build up 80 steady customers, there will be transportation time to consider, and you might even want to take a vacation. Nevertheless, even if you cut it in half, you are looking at more than \$40,000 a year. This is a very profitable business to be in.

Useful Sources:

The Ultimate Pool Maintenance Manual: Spas, Pools, Hot Tubs, Rockscapes and Other Water Features, 2nd Edition"
by Terry Tamminen

Quilt Maker

Okay, I will confess that I don't have a clue how to make a quilt ... do you? Do you want to learn? If you answered yes, than read on because there is a lot of money to be made in the quilting business.

A handmade, queen size quilt sells for anywhere between \$250-\$500. The good news is that most of this is pure profit because the materials are not very expensive (if you don't go overboard on the fabric that you select). The bad part is that it is very time consuming and labor intensive. If you were able to make one quilt per week, you would be looking at \$26,000 a week. Just think, two quilts a week and you are now earning over \$50,000 a year!

There are books on quilting that you can read, but your best bet will be to have someone show you in person how to learn this skill. There are craft stores that have classes that you can take.

Here are some supplies that you will need:

- Basting needles, curved or darning
- Batting
- Pins
- Quilting needles and thread
- Rotary cutter
- Rotary mat
- Rotary ruler
- Sewing threads to match the quilt project
- Sharp scissors
- Spray starch
- Appliqué pins
- Appliqué needles
- Gluestick
- Scissors sharp enough to cut to a point
- Template material
- Threads to match appliqué fabrics

[Quilt Maker cont...](#)

Useful Sources:

“Heirloom Machine Quilting: A Comprehensive Guide to Hand-Quilted Effects Using Your Sewing Machine”

by Harriet Hargrave

“The Quilters Ultimate Visual Guide : From A to Z-- Hundreds of Tips and Techniques for Successful Quiltmaking”

by Ellen Pahl

Seminar Speaker

If you are successful in what you do, there are hundreds and thousands of people in the world, who will be interested in duplicating your efforts to achieve the same results that you have.

A seminar is the perfect way to deliver this information to interested parties.

There are one of two ways that you can go as a seminar speaker. You can charge a flat fee to speak at other people's seminars, or you can run your own.

There are pros and cons to both options.

If you choose to speak at someone's else's seminar you are going to be in competition with several other speakers. Chances are, you will all be trying to sell your own information product, and the audience will have more of a selection (which might mean a lower sales rate for you). On the positive side, if you speak at someone else's seminar you will not need to go through the process of getting an audience, renting a space, booking speakers, and all of the other factors that go into putting on a successful seminar.

If speaking at someone else's seminar, I suggest that you charge a flat rate of between (\$500-\$1000), as well as having the opportunity to sell your product at the end of your speech.

Running your own seminar can be very lucrative because individuals will pay anywhere from \$100 - \$1000 for a single day's seminar. This is a very good option if you do not feel like you can speak on your subject for longer than an hour. Running your own seminar will give you the opportunity to book the speakers that you would like to see talk. Remember though that these speakers will be charging a flat rate to come and speak, as well as wanting to promote their own products.

You will need to find a suitable location for your seminar. The most popular places are convention centers and in hotel conference rooms. If you plan to have your attendees stay at the hotel overnight, you might be able to negotiate a lower rate for the conference room, depending on how many rooms you can book for the hotel.

Seminar Speaker cont...

Seminar planning is a very in-depth project. There is a lot of time, and sometimes money, that needs to go into the process. However, there is a lot of money to be made in a lump sum the weekend of the actual seminar.

Let's crunch a few numbers.

You hold you own seminar.

Conference room - \$1000 for the day

4 guest speakers - \$4000 (\$1000 each)

Refreshments - \$300 (coffee, doughnuts, bottled water)

Equipment - \$2000 (if you don't already own a microphone, lap top, projector)

Total cost - \$7300

Now, let's say that you sell 200 seats at \$200 per seat. That works out to be \$40,000. Even when you minus the expenses, you are looking at over \$32,000 in profit from one day alone. That's not even including the profit you will make from selling your informational products.

Useful Sources:

“How to Run Seminars and Workshops : Presentation Skills for Consultants, Trainers, and Teachers”

by Robert L. Jolles

Snow Shoveling

I think that it is needless to say that this would be a seasonal business for you. However, it is a very easy way to make some extra cash if you don't mind a little hard work,

Unless you are really ready to get serious about this and invest in a snow blower, a snow shovel should do the job fine. There are actually some new snow plows, which actually push the snow aside. They are very lightweight and easily roll the snow to one side, eliminating the need to lift or bend. They only cost about \$30, so this is a very small investment to get a business started. You will also want a good pair of gloves to keep your hands warm.

A snow remover works on an as needed basis. Obviously you should try and stay as close to your own neighborhood as possible, so you know what the conditions are at any given time. Then when there is more than 3 inches of snow fall, it's time to go shovel out the driveways of your clients.

Check around and see what other people are charging. Anywhere between \$10-\$20 is the usual fee.

Although most people aren't, I suggest that you look into getting licensed and insured, because the snow can be a very dangerous places to work.

Tutoring

There is a lot of knowledge and skill needed for this at-home business. You shouldn't have to think more than 30 seconds to come up with what subject you could be a tutor in. If it takes you longer than that, you may be grasping at straws.

If you were never very good in mandatory subjects in school you might broaden your way of thinking towards extra curricular activities. Here are a list of subjects that people are always looking for some extra help in:

- English (especially writing)
- Science (biology and chemistry usually)
- Math
- Finance
- Accounting
- Photography
- Language (Spanish and French being the most popular in the U.S.)

Tutors usually make \$10-\$20 an hour. If you are tutoring a child, you should stick close to \$10 an hour. If you are tutoring an adult, you can up your rates a little with the likelihood of their being more disposable income available.

The best place to post your tutoring services is at local school, and at churches (that are family friendly).

You may be asked for references. If you haven't done any previous tutoring, then ask your past teachers for references. Then once you start to build a client base, you can gain more references to add to your resume.

Useful Sources:

“Tutoring As a Successful Business: An Expert Tutor Shows You How”
by Eileen Kaplan Shapiro

Wallpapering

Although most homeowners have the skills needed to wallpaper, no one really has the time, or the ambition to take on such a big project. That's where you come in.

There are a few supplies that you will need for your business:

- ladder
- plastic wallpaper bin for wetting the paper
- razor blade or wall paper cutter
- a straight edge tool to flatten the wallpaper
- a chalk line
- a ruler
- a level
- a roller for rolling the seams down of the wallpaper
- a large brush for easing out air bubbles
- brush to apply paste for wallpaper that is not pre-pasted

Supplies will run you about \$200 if you don't already own a good ladder. If you do own a ladder already, then you are looking at less than \$50 to get started. Your supplies can be used over and over again, so you will not need to get new supplies for each new job you get.

You will notice that the actual wallpaper is not listed within the supply list. The reason is simple. Most homeowners purchase their own paper and then hire someone to install it for them.

I suggest that unless you already have prior experience in wallpapering, you take a class at your local home improvement store. There are also instructional videos that you can purchase or check out from your local library. After you have the instruction, practice on one room in your own house, or at a friends house.

When you feel confident that you have mastered the skill of wallpapering, it's time to start-up your business and get the word out.

Wallpapering cont...

Here's some tips for marketing:

- o Call your local home improvement stores and get on their referral list of installers
- o Print flyers and post within local stores
- o Place a classified ad in your local paper
- o Get listed within the yellow pages
- o Ask for personal referrals from your relatives, friends and co-workers

How to prices:

The best way to learn what to charge for your service, is to pose as a customer. Call for estimates in your area, and you will find out what your competition is charging. I always recommend that you charge less than the competition when you are first getting started because you need to start building your client base from the ground up. Once you get a few jobs under your belt, you are going to see how the word spreads about your services. No matter what business you are in, word-of-mouth is going to be your best promotional tool.

Make sure that you always do a professional job, finish the job within the time limit you agreed upon, show up on time, and keep your prices fair.

When doing any type of a service, you are going to want to make sure that you are licensed and insured.

Web Design

Doesn't it seem like everyone and their brother are web designers this day and age. So why can't you join the pack? It is certainly an exciting and growing industry, with virtually endless income potential.

You are going to need a computer, Photoshop, and the proper software to break into the profession. Needless to say, you are also going to need to know HTML, plus several other programming languages.

Once you feel confident in your skills as a designer, it is time to design your own site. You need a place to send your potential customers which displays your skills. you must make sure that it is a clean looking site, free of errors in both the code and the copy, cross-browser compatible, easy to use and read and is professional looking.

You will also want to list your portfolio on the site. If you don't have one yet ... get one! Start offering to design sites for your friends, family, office, church, anywhere you can. The more sites you have to show your prospects the more demand and professional you look.

Please use caution though. Do not try and design 12 sites in 3 nights just to create an instant portfolio. These sites need to be done just as good as the one before it. Remember you are putting your name on these websites, so they need to be really good.

Don't expect to be instantly flooded with sales the minute you offer your services to the public. This is a huge word-of-mouth business. You may even end up doing a few sites for free, just to get the word out.

Most web designers do not have standard rates. They charge based on each individual client. You need to feel out your clients, find out exactly what they want, figure out the time you are going to invest, and then come up with a price that meets their budget, but leaves you with a healthy profit.

Looking for a place to promote your services.

Try <http://www.elance.com>

[Web Design cont...](#)

Useful Sources:

“Web Design in a Nutshell”
by Jennifer Niederst

“Web Design for Dummies”
by Lisa Lopuck

Wedding Planner

Okay, first off this isn't going to be a 100% work from your home job, because you will need to visit reception halls, caterers, florists and a slew of other people. However, once your business grows, and you become familiar with the local suppliers, your leg work will be significantly cut down. Networking is very important. Establishing good connections will help ensure that you get good deals.

A wedding planner must be able to stay calm in the midst of chaos. Of course, they must be friendly and a good business person/negotiator. You must be able to get the best service for the lowest price -- your reputation will depend on it.

A wedding planner has as much or as little to do with a wedding as a couple chooses.

You should have a good fashion sense and be knowledgeable when it comes to color, music, and flowers. A basic knowledge of religions customs and traditions is also important.

How Much Can You Make and What Will it Cost:

A wedding planner usually earns between 10-15% of the total cost of the wedding, according to an article in iVillage

(Resource:

<http://careerplanning.about.com/gi/dynamic/offsite.htm?site=http://www.ivillage.com/work/wfh/features/articles/0%2C10109%2C187811%5F224135%2C00.html>
l)

Another article at iVillage stated that the average wedding is around \$19,000, which would have a wedding planner earning about \$1900 - \$2850

(Resource:

<http://careerplanning.about.com/gi/dynamic/offsite.htm?site=http://www.ivillage.com/relationships/weddings/articles/0%2C%2C89536%2C00.html>)

According to the article, the cost of a wedding varies by region. Therefore your earnings will vary according to where you live, with NY, CT, NJ being the most costly.

Wedding Planner cont...

The iVillage article lists the following startup costs: "\$2,000 and up for a computer and software, from \$100 to \$5,000 to market yourself via advertisements in the yellow pages and local publications and through direct-mail campaigns; \$500 and up for your wardrobe." Office space doesn't have to be an issue, since "about 60 to 70 percent of consultants work from homebased offices"

Personally, I feel that the computer and software quote is a stretch because it assumes that you do not own a computer. I personally am assuming that you own one, so you are looking at \$100-\$200 in software expenses. As for marketing, the budget varies greatly, as you can see. One tip is to attend bridal shows, and bring your business cards with you. As for wardrobe, you are going to want to have a professional look, but you don't need to walk around in a suit every single day. Select pieces that you can mix and match.

Here is a list of usual wedding tasks to be completed between each couple. They decide how many of these they need or want your to be involved with. Some of them are going to seem very personal, but you would be surprised how many brides want the help of an expert, even when selecting the perfect dress.

- Budget
- Size and style of wedding
- Reserve wedding and reception sites
- Catering
- Register at local bridal registries
- Photography/Videography
- Guest list
- Reserve a block of hotel rooms for out-of-town guests
- Wedding rings
- Engagement announcement to newspapers
- Bridal gown
- Select the attendants (bridesmaids and groomsmen)
- Choose and order bridesmaids dresses
- Music and entertainment
- Cake
- Beauty preparations (nails, diet, hair, skin care and makeup)
- Transportation arrangements (limousine, trolley or horse-drawn carriage).
- Honeymoon plans

Wedding Planner cont...

- Invitations, personal stationery, "Thank You" cards
- Napkins and other personalized items for reception
- Flowers
- Decorations
- Wedding night room
- Tuxedos for the groomsmen and fathers
- Gift for future spouse and for attendants, family and helpers
- Accessories, shoes and lingerie for bridal gown
- Fittings for bridal gown and bridesmaids' dresses
- Bridal portrait
- Rehearsal dinner
- Plan seating arrangements for the rehearsal dinner and reception
- Marriage license
- Guest book

Useful Sources:

<http://www.fabjob.com/weddingplanner.asp>

Current bridal magazines

<http://www.fivestarsoftware.com/>

"Secretly Chic: The Wedding Planner"

by Alison Davis

"The Best of Martha Stewart Living : Weddings"

by Martha Stewart Living Magazine

"Planning a Wedding to Remember: The Perfect Wedding Planner, Sixth Edition"

by Beverly Clark

Window Washer

There is an age-old joke that sounds something like this, "Do they wash windows too?" It is said in the context that a person really sounds terrific, but they would be 100% perfect if they would wash your windows for you.

To put in bluntly, people hate to wash windows. It is a service that almost anyone is willing to pay for.

The main skill involved to washing windows is not leaving any streaks. There are several techniques to avoid streaks that you can read about on the internet or in any how-to book on home care.

Once you've mastered the no-streaks factor, you are ready to stock up on your basic supplies. You will need:

- Rags
- Cleaning solutions
- Ladder
- Squeegees

As for pricing, you will want to charge per window, and more per glass door. Rates usually range from \$2-\$4 per window and \$4-\$6 per glass door. As always I recommend charging on the lower end, so you can beat out your competition.

Finding clients:

- flyers
- classified ads
- yellow pages
- contact maid services and ask them to reference you for a cut of the profits
- door to door flyers in your neighborhood

As a professional window washer you should be licensed and insured.

Woodworking

Are you good with woodworking? Do you enjoy making furniture as a hobby? Perhaps you want to consider turning it into a career.

I personally don't know the first thing about woodworking, but I do know two people who are very good at it. They only build for their families, but I have encouraged them to expand. With their beautiful craftsmanship, they could surely make a living from what they love to do.

Here are some widely purchased wood furnishings that you could consider specializing in, with the price range you can expect to charge:

- bassinets (\$300-\$500)
- cribs (\$800-\$1300)
- rocking chairs (\$125-\$300)
- end table (\$150 - \$300)
- bookcases (\$2000-\$5000)
- TV cabinets (\$2000-\$5000)

Please remember that these prices are only a guide. I looked around the internet to see what others are charging.

You will want to try and keep your business local at first, unless you have buyers willing to pay the high shipping costs.

[Woodworking cont...](#)

Useful Sources:

“The Complete Illustrated Guide to Furniture and Cabinet Construction”
by Andy Rae

“Bookshelves and Cabinets”
by Stacey Berman

“Cabinetry: The Woodworkers Guide to Building Professional Looking Cabinets
and Shelves”
by Robert A. Yoder

“Design Your Own Furniture: From Concept to Completion”
by Jim Stack

“Shop Drawings for Craftsman Furniture: 27 Stickley Designs for Every Room in
the Home”
by Robert W. Lang

Free Work at Home Jobs

There are several internet based companies that you can sign-up with for free to become an independent representative, marketing their products or services. However, you won't make a dime unless you are able to actually sell their products. This may sound like a pretty blunt statement, but I just don't want you to be misled by thinking that by merely signing up you will begin to earn an income. Instead, you are going to be working on a commission basis. When you make a sale, you earn a commission.

Let me present a few of these reputable companies to you.

SeminarAces.com – This company provides exclusive online marketing seminars to its clients. There are two new featured seminar speakers each month, plus hundreds of hours of audio already on the site. The speakers chosen to speak are all earning \$100,000 a year or more.

You can join SeminarAces.com for free as an affiliate and earn a \$5 commission for every member that you refer. Free affiliates do not have access to the speakers or to the content on the site.

If you choose to become a paid member of SeminarAces.com you will have full access to all of the speakers and content, plus earn \$7 commission per sale.

You can start earning with SeminarAces.com within minutes:

<http://www.seminaraces.com>

Amazon.com – One of the most popular sites on the internet actually has a commission based affiliate program. When a customer makes a purchase through your exclusive amazon.com account, you will earn a commission.

To sign-up for the Amazon affiliate program, simply go here:

<http://www.amazon.com/advantage>

BarnesandNoble.com – Now earn up to 8.5% when you become a part of the Barnes & Noble.com Affiliate Network!

To join Barnes and Noble's affiliate program, go here:

<http://www.barnesandnoble.com/affiliate>

A Parent's Guide to Time Management When Running Your Own Business

Before my husband and I had children I often times actually got bored during the day because I would finish my work for the day, and then have nothing to do. I know that sounds awful, but it's true. The industry that we were working in (internet marketing) was very different back then and much less competitive, so our workload was much easier than present day.

Around the time that we got pregnant in 2001 the industry started becoming much more aggressive, and our work hours really started to increase, in order to stay ahead of our competition. Then September 11, 2001 came, and financial security became even harder to achieve. Work had become a 10 hour a day, 7 days a week job, and I was nervous about how we were going to maintain this workload when our daughter was born.

I made a ton of plans, many of which never panned out because our daughter had a mind of her own from the moment she was first born. It took about 2 months, but finally, a schedule was designed that met our needs for both family and work time.

I'm going to outline several of the tips that we use in our lives, in hopes that you can apply these concepts to your own life. Of course you may need to alter them some to make a better fit for you, but it is a great place to start.

- Try and split your work day into three sessions throughout the day. The morning should be setting up what you need to get done, making phone calls, returning emails, and preparation. The afternoon should be dedicated to performing the bulk of your tasks, whether that requires taking appointments for that time period, marketing, or product assembly (for example making candles or gift baskets). The evening should be spent wrapping things up for the day, and making your plans for the next day.
- If your children are in school try and have your work hours coincide with their school hours. Selecting a job that will require you to work nights isn't going to mesh with your children's schedules at all.

A Parent's Guide to Time Management When Running Your Own Business cont...

- Parents with young children who are not in school should try and put the little ones to bed later than the “norm.” If you put them to bed around 10 p.m. then they will probably wake up at about 8 a.m. If you could get up and work even from 7-8 a.m. that would really get your work day off to a good start. Then you could work from home during their afternoon nap, and again at night for maybe an hour after they go to bed.
- Try to select a job that is only going to require a 4 hour work day. There are several that can accommodate this type of a schedule.
- Have a safe dedicated “play area” in your home where your children (ages 2 and up) can play by themselves for short periods of time. Of course you will want to check in on them often, but not having them in the same space as you are in will make you more productive.
- If your children's grandparents live nearby then utilize them as babysitters if they are available. (note: my mom lives close, so she watches our daughter 1 day a week, so my husband and I can get a big work day in each week and then enjoy a private dinner together at night)
- No family around? Find another mom that you trust (preferably with the same number of children as you have) and swap one day a week with them. One day you will watch all of the kids, and another day she will.
- If you have older children put them to work for you. Not only will this give them a sense of responsibility for helping to contribute to the family's income, but they might be the best workers that you've ever had.
- Try and make one day a week family day, where you don't work at all. Kids have a sense of over-dramatizing things in their head and if you work every day, even if it is just a couple of hours a day, then will probably generalize that as “my mom/dad work all of the time.”
- Outsourcing is key when it makes sense to. You need to place a value on each hour that you work. If your time is worth \$10 an hour, and you can pay someone \$5 an hour to do something time consuming, you should seriously consider outsourcing the job. Free up more time for more profitable projects, and/or spend more time with your family.

A Parent's Guide to Time Management When Running Your Own Business cont...

The bottom line is that you need to come up with some type of a flexible schedule. The schedule that you use today, probably won't work for you a year from now, so be prepared to make changes in it.

With younger children you can capitalize on their nap times, and with older children you can use the time that they are in school. There is always time in the day, you just need to find a way to prioritize to the best of your ability so you can fit in work, family and personal time.

Here is how my daily schedule works to give you an idea of what I'm talking about.

7:00 a.m. – wake up
7:00 a.m. - 8:30 a.m. – work before my daughter gets up
8:30 a.m. – 2:00 p.m. – spend quality time with my daughter
2:00 p.m. – 4:00 p.m. – work time while my daughter naps
4:00 p.m. – 8:00 p.m. – family time with my husband and daughter
8:00 p.m. – 9:15 p.m. – work time while my husband spends one-on-one time with our daughter
9:15 p.m. - 9:30 p.m. – story time with my daughter
9:30 p.m. – 11:00 p.m. – alone time with my husband
11:00 p.m. – 7:00 a.m. – sleep

As you can see, I work about 4-5 hours a day. Now my schedule is 7 days a week, but it really works for our family. I'm sure out of curiosity you might be wondering when my husband works – he works at night from home (strictly by his own choice). He's a night owl, so he works from 11:00 p.m. – 5:00 a.m.

Every family is going to have different needs, and they will continue to change. I'm actually expecting our second child, at the time of writing this, and we know that will mean big changes to our schedule, but we know that we will find a way to make it work.

Try to think outside of the box.

A friend of mine actually hires a babysitter to come in 2 days a week, so her daughter can still be at home with her, but she can get her work done.

Where there's a will there's a way. I know that it might sound a little corny, but it is so true. There are 24 hours in a day – you can make it work.