



SIDE BIZ

FREEDOM

10

IDEAS FOR A
PROFITABLE
SIDE BIZ

WHETHER YOU'RE
8 OR 80

DAN MILLER

IF ONLY I COULD...

You have no idea how many times I hear that statement or one like it. So many people today feel trapped in dead end jobs that offer no hope for the future. They cling to the illusion of security while subconsciously aware of the reality that, according to the Bureau of Labor Statistics, more than 50,000 American workers are fired each day! The chances are good that you will lose a job at least once.

We also know that 84% of American workers plan to look for a new job in the next twelve months. It's an interesting situation. People invest a huge portion of their lives doing work they don't enjoy so they can earn a paycheck while worrying about losing something they dislike.

This is why people dream about doing something different.

- The office worker envisions herself as an artist.
- The assembly line manager would like to use his communication skills and become a speaker.
- The school teacher believes there is great potential in selling online courses.
- The pastor wants to transition into a new chapter of life by becoming a coach or consultant.
- The college professor fears decreasing enrollment will cost him his position.
- The government worker believes her position could be in the next round of budget cuts.
- The retail worker wants the opportunity to grow her income without trading time for dollars.

The list goes on and on. These are real life situations and they are indicative of the plight of today's workers.

YOU CAN'T JUST JUMP

You might want to quit what you're doing, but that can be disastrous unless you have a plan. That's why I put together this resource. I want to show you some things you can do on the side while you are in your present position. By creating a side business, you can begin generating the income you need so you can make a wise decision about your future. These are real examples from people just like you in the **48 Days** community. You can modify any of the ideas to fit something where you blend your unique talent and passion. Be creative and you can replicate any of the successes you see here. Pick one or two of these suggestions and give them a try. Eventually, you'll discover that thing that will bring you the freedom you desire.



Sell specialty items on eBay

The summer before high school, I started my first business. Named AMP Hobby after my initials, I sell parts and components for hobby-grade R/C (Remote Control) cars on eBay. I buy low-demand R/C trucks on eBay, take them apart, clean and refurbish the components, and sell them on eBay at a profit. In other words, I apply the "chop-shop" model to the R/C car industry. I absolutely love what I do and have learned so, so much from this endeavor. From 2011-2014 I had about 3500 sales for a total of \$160,000 in revenue working part-time after school. For my accomplishments I was named Junior Achievement Young Entrepreneur of the Year in Wisconsin.

..... Andrew P.

Here's a similar example...

Hi Dan,

You inspired me to do my own thing after reading *48 Days to the Work You Love*. I started buying wrecked BMW's and Land Rovers and selling the parts on Ebay for extra money. That was around 2008. I quit my job and went full time around 2009. I built the company to where in 2015, we sold \$3.5 million in parts on our website and on Ebay. Through a series of events with a business partner, I sold the company early last year.

Running that company introduced me to the world of auto recycling. This is an industry that is stuck somewhere between the 60's and the 80's technology wise. I had developed some software for identifying the high demand parts from each car on Ebay and I launched my software company in July 2016. It has been a huge success and I am already making more money than I made selling parts. I also do consulting with salvage yards on their Ebay programs that I bill \$250 per hour for.

..... Todd E.



Write books

Hi Dan

Just wanted to tell you THANKS!

I came to one of your "Write to the Bank" classes a few years ago. At the time I was totally confused about work because all I wanted to do was help dogs. At one of the class breaks you made me realize that I also need to look at what type pf work can make money and encouraged me to "write a book about dogs" as a way to make profit.

Guess what!

I was able to leave my 9-5 job this year because I've written several dog mystery books!

The best part is that the time flexibility that I now have allows me to volunteer at the Animal Sanctuary near me walking dogs! I just wanted to thank you for all the advice you give and the kindness you showed me when I was at my wits end. Blessings!

..... Mary K.

And here's another example:

Dear Dan,

I am 74 years old.

Thanks to your books, especially *48 Days To The Work You Love*, and your weekly podcast, I continue to thrive at work, continuing education, and writing.

I just published in Amazon Kindle my first book: *Sleep, Dream, Write and Win*. It is to encourage people to use their dreams as a source of inspiration for self-guidance and self-improvement. The first part of the book is in English; and the second part in Spanish. It is a short book.

..... Eli S.



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Republish books that are in the public domain

Aaron shared this note in the 48 Days community:

The little Kindle book that earned me \$29,000 in five months!

I published a collection of novels by Lucy Maud Montgomery entitled "The Anne Stories." These novels are legally in the public domain, meaning they are no longer under copyright. My collection featured eight books from the "Anne of Green Gables" series. I also included three lesser-known but well-written books by Montgomery. (I have since added one more book of poetry and a collection of 142 short stories.)

I sold the entire collection as a single Kindle download through Amazon for 99 cents.

To be perfectly honest, when I started publishing public domain books for Kindle, I never expected really significant sales from my Anne collection or any other work. My goal was to get a few titles in the store which would each sell between 5 and 15 copies per day.

Not a huge amount, you might say. But with a family of 6 on a single income, every little bit helps. We would have been thrilled with \$150-200 per month extra in our family budget.

My expectations have mostly proven true on my other published books – but not on the Anne collection. It started out slowly for the first few days, but within a week it was selling 20 per day – then 30 – then 50.

On the Saturday morning of February 23, something changed. I logged into KDP mid-day and found the book was selling at a rapid rate. Even now, I'm not sure the exact "spark" that caused the acceleration. Amazon may have featured the collection somewhere on its site. Or perhaps a prominent blogger or Facebook user posted it. But that Saturday alone, the Anne collection sold 2100 copies.

The five months since I posted my Anne collection have brought these remarkable results:

- Most sales in a day: 7338
- Total copies sold during this period: 75,000+
- Total income generated in the US store: \$29,300+
- Best overall ranking in the paid Kindle store: #1



Lead a workshop on an area of your expertise

This gentleman has a full-time job as a sale rep for industrial equipment:

Dan, I have booked a four-hour Customer Service Workshop with one of the teams at HCA Hospital to help them build a more cohesive culture with about 60 team members. They have agreed to \$5,000 for the half-day plus profit on workbooks and since they do not have any training in their Leadership Network of approved training, they will be adding my class to make it available for the entire company.

..... Pierce M.

Here's another ...

Dan, I just got a \$11,000 contract to do a short series of seminars for store owners.

..... Ryan H.



Create a course from what you're already doing

Dan! You want a success story? I'll give you a big one! I've been working on an online course to help parents take better pictures of their kids playing sports. You and I have talked about how I've shot professional sports for 23 years, shooting Super Bowls, The World Series, etc. You helped plant the seed for this years ago. Before that, I only thought I could make money shooting the assignments magazines and newspapers. It never crossed my mind that I could teach what i have learned all of these years to parents who want to shoot awesome pictures of their kids playing sports.

Just know that when I was a newspaper photographer, shooting sports every day, my salary was in the low \$30,000 range annually. The charter course (for helping parents shoot better sports pictures of their kids) launched Friday. In the first day for sale, the course brought in more than \$33,000. And that was the first day—and the full course at full price does not launch until the fall. Talk about an acre of diamonds! Thank you to you for guiding me and helping me see that we all have our own acres of diamonds under our feet.

..... Vincent P.



Do voice over work

Dan, Carrie discovered voice acting about 3 years ago and was instantly interested in trying it out. She booked a few sessions with a coach and her coach was really impressed with her natural talent and her excitement.

It turns out Carrie is really, really good. She replaced her day job salary working nights and weekends in just 4 months and quit her day job. (2 years ago)

Last year she grossed \$104,000! Can you believe that?

She gets hired almost everyday and gets tons of referrals and repeat business. She does 99% of her work from our home office/studio.

I'm so proud of her.

..... Derek O.



**Provide what you're
doing at work now to
other companies**

Dan,

Four years ago this month you encouraged me by replying to my email via your podcast. At the time, I was very unhappy working an entry level job in an 8-5 corporate environment. Two weeks after your response I quit that job and began bookkeeping for small businesses. I now enjoy setting my own hours, pursuing the things I love like music, ministry, writing, building our own personal recording studio business and spending more quality time with my family all while making 3 times the salary I was in the corporate world. I have now begun to broaden my list of services into the areas of investing and retirement planning. Thank you for encouraging the world of listeners to seek out their dreams! Loving the work I do has made me a very happy and fulfilled person. God bless you and your team.

..... Vicki B.



Sell horse poop

Okay, this is a first for even me:

Dan, I sell horse manure that I get for free.

How I sell it: I put up a free ad on Kijiji. The major selling point is that I'm screening it. I sell it for \$5 for a five-gallon bucket.

How I calculate \$19 per hour:

1 hour driving
1/2 hour shoveling/loading vehicle
2 1/4 hours screening
1/2 hour making transactions
TOTAL = 4 1/4 hours

I can get enough manure into my car to equal \$80 of finished product. Divided by 4 1/4 hours of work equals \$19 per hour. Yes, I said car! I don't even use a truck.

If anyone is interested in learning more about this, they can contact me at manurestartup.com. I'm releasing my course in 2017.

..... David D.



Set up Real Estate signs every weekend

I have built a thriving sign business here in the Spring Hill/Franklin, TN area. This is a booming real estate market and the agents have figured out that over 80% of model home traffic comes from the directional signs. This year that business will bring in about \$45K working about 40 to 50 hours per month. Nice side hustle.

I only put out and pick up the signs. I have no other responsibility to the builder. I have separate deals with each builder and/or developer and right now put out signs for eight or ten companies.

Please check your local sign ordinance for the rules in your area. Here in this area, we cannot put them out until after 7PM on Friday and have them picked up by Monday morning before 7AM.

I would contact the agent/builder/developer directly and talk to them about the value of this service. You must also be prepared to discuss where they can get signs produced and you will need stakes to mount those signs. I prefer heavy duty metal over the lighter duty options.

..... Pierce M.

Pierce has a simple business plan here: www.piercemarrs.com/sign-hustle/

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Care for citrus trees

When Austin Andrews was 14 he make a proposal to the city of Orange Grove, AL that he would take care of the citrus trees around the city. For the past 2 years, he has been managing the city's orange, grapefruit, and satsuma trees.

He says: "This was because citrus trees had always fascinated me. I had learned about them from experience in my own yard and had seen that many people did not know how to properly care for their own trees. After two years of running sporty citrus, this year I had enough to buy a truck. I bought a white four-door 2013 GMC Sierra 1500. It feels good to finally be on the road!"

He paid cash for his own truck ...kindly assuring his dad he didn't need his help.

As you can see, these ideas include notes from people of widely varying ages. I'm especially thrilled when I see kids who understand the connection between real work and the income possible.



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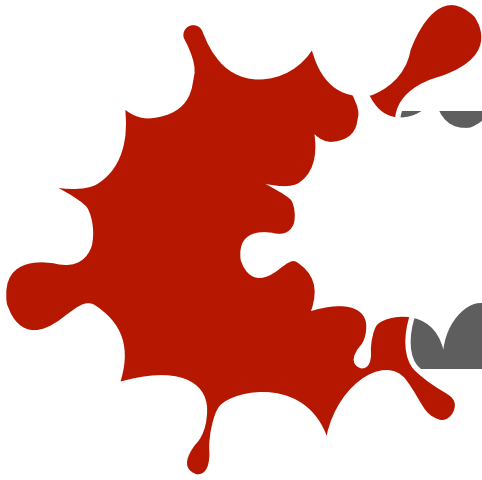
Bonus for Kids

When my grandkids ask what kind of job they should expect when they grow up I tell them not to worry about it. The jobs they'll have haven't even been created yet. Just follow your curiosity and your passion. Have fun, explore, learn how to solve problems, dig deeply in understanding yourself, nurture your spiritual faith, develop great people skills and do everything with excellence. That will open the door to finding or creating work at any age that is meaningful and profitable. Not dependent on the economy or the government but with complete freedom to live out your dreams and make a positive impact in the world.

My son Kevin commented immediately with this:

"Your 17 year old granddaughter Eliza made \$422 over 5 hours at the local Farmers Market yesterday, doing face paint and henna. Ian (12) and Canyon (11) made over \$100 with natural wood signs, Serene (8) made \$53 selling gourmet rice krispie treats, and Nekoda (7) made over \$50 selling little wood signs! And thanks to you teaching me business, I made a good sum from my business that I ignored...as I was supporting my kids. Thanks Dad."

Another granddaughter, Clara, co-wrote a children's book with Joanne, her YiaYia when she was 9 years old. Then Clara did all the illustrations, including the cover design. *Morgan James* is the publisher but we can buy the books for \$2.00 each. I (Dan) bought 500 books for her. She keeps them with her as her family travels around the country, selling them for \$10.00 each. When she runs low on quantity I send her more books. You can ask her about the business model. She knows she nets \$8.00 on each book and when she sells all 500, which she is doing quickly, she will have \$4,000 in profit.



YOUR TURN

The ideas shared on the previous pages are just a few examples of some of the things people are doing to create the life they've always wanted. Rather than accepting the annual 3% pay increase that most people get from their traditional jobs, these folks—young and not-so-young—figured out some creative ways to turn their knowledge, creativity, and determination into dollars. Many of these people began with a small side business that eventually became lucrative and enjoyable enough to afford them the opportunity to step away from their traditional jobs.

So, in the space below, list five ideas you might pursue while doing what you are presently doing.

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