



## **Jobs For 13 Year Olds: 51 Unique Ways to Make Money**

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There are thousands of tweens making money around the world. You don't have to wait until you're 16 or older to start earning a paycheck.

Are you 13 years old or younger? Do you want to earn some extra cash? Do you want to save enough money to buy your very own mustang convertible some day? Or maybe jumpstart your college fund? Or even buy a nice birthday present for your deserving mom?

Or maybe you're a parent with tweens yourself and you want to inspire them to earn some money on their own.

It doesn't matter because you've come to the right place.

You'll find 51 ways for kids as young as thirteen or less to start making money. And it won't cost you an arm and a leg to get started, or take a lot of brains either! But it will take some effort and work on your part.

Like my dad always told me..."0 + 0 = 0. If you don't work, you don't get paid!"

You probably know that it's against the law for businesses, such as grocery stores and restaurants, to hire kids under the age of 14. So what types of jobs for 13 year olds and younger are there to make money?

Whether you're interested in working with children, working with your hands, working with animals, or working with your mind...there are plenty of opportunities to start your own business. And start stashing some cash.

According to Michael Masterson, a self-made billionaire and author of several books recommends that the easiest and fastest ways for kids to make money is to offer a service. As a young teen himself, he started his own pool cleaning business and made enough money in one summer to buy a brand new car.

Service businesses could be anything from babysitting to cleaning houses. So we'll first take a look at service businesses you can start to make some dough.

But is there an even faster, more profitable way to make money offering a service?

Yep. Some types of services are more popular as well as more profitable.

You'll find that some money-making ideas are classics, but updated for today's picky buyer.

Attention Tweens: Remember to check with your parents first before knocking on doors looking for jobs!

## **Chapter 1: At Your Service Businesses – For All You Helpful Tweens!**



**1) The Babysitters Club:** This is one of the most popular jobs for young girls. And it's great money! My daughter Maria babysits one night a week for \$20 dollars...for a total of \$80 dollars a month. Not bad for a 12 year old!

But you can team up with a friend and earn twice the normal hourly pay by baby-sitting for mothers' groups or your own "play groups".

**Certified:** Encourage your daughter to either take a Red Cross baby-sitting course or at least get certified in CPR – including infant CPR.

**Classes:** Watch the announcements section in the local paper, postings on library bulletin boards, or in your church bulletin for notices about exercise classes, club meetings, or other group meetings. There is a Mom's Group in our town that meets twice a month.

You could also offer your own "play group" for moms who want to get some errands or shopping done on a Saturday morning. Or offer to babysit at your local YMCA or health clubs.

**Call:** Call the group and ask them if they need sitters. Offer to provide letters of recommendation from other customers. Or even better, if you know someone who is already a part of that group, ask for her referral.

**Charges:** For group meetings, most mothers will pay at least one dollar per child per hour, since most meetings only last one to two hours. The two sitters would split this amount.

**Check it out:** For a group of 12 kids, you would make \$24 dollars in two hours – split equally – for \$12 dollars an hour!

## Check List of To Dos:

1. Always work with a reliable friend
2. Arrive fifteen to thirty minutes early to get ready
3. Make sure to label each child's jacket, toys, diaper bag, and bottle
4. Plan games, story time, crafts, and activities to keep the children busy
5. Let the older children help with the younger ones
6. Do not interrupt the meeting unless there is an emergency
7. Longer meeting may require an extra snack or craft

## Here's a fun toddler game sure to please:



**Musical Chairs:** Set up a circle of chairs with one less than the number of kids playing.

Let the music begin! Have the kids walk...or dance around the chairs until the music stops.

Stop the music: The children must sit in a chair quickly when the music stops. The child “left standing” is eliminated and one chair is taken away.

Repeat!

The last child who sits in the last chair wins!

**Chance to be Kind:** If there is a single mom in the group, charge her half price, or better yet, no charge for your services. You'll feel good about helping a struggling mom out for a morning!

**2) Rent a Kid:** There may be people in your neighborhood, or maybe in your church who need odd jobs done, like cleaning up trash around the outside of the house, stacking wood, picking up sticks and debris, or cleaning out gutters. Here's how kids can start up a Rent-a-kid business.

**Business Cards:** Help your child make up small business cards on the computer that say:

**Rent-A-Kid  
Need Help Getting Things Done?  
Call (child's name)  
(phone number)**

**Be Careful:** Remind your child to only pass out cards to people you know.

**Be Specific:** List jobs your young child can do well. Or if your child is at least ten years old, you might want to add...

**No job is too big...too small...or too odd!**

**Be Specific:** The price you charge will depend on the job, your child's age, and where you live. Set specific prices for specific jobs. A good rule of thumb is to figure \$3 to \$5 dollars an hour for a job.

**Begin Early:** Starting this kind of job in the spring will keep your child busy into the summer.

**Bonus Act of Kindness:** If your child sees a person who needs help, there's nothing wrong with just being kind and helping without pay. Remember, it's not only about money, but about sharing gifts and abilities, too.

**Expand Rent-A-Kid Program:** If your child has success with these odd jobs and has too much business to handle, he may want to hire friends or siblings to work with him.

**Special Talent:** Hire only the best! Make sure friends and siblings are good workers and reliable.

**Spend Time Wisely:** The young business owner should spend his or her time finding more business – not just sitting back sipping lemonade in the shade!

**Schedules:** Keep a job schedule so customers can count on having someone there at the same time each day or week.

**Salaries:** Match up the right kid with the right job. As a business owner, your child should get 10% of the other kids' earnings.

**3) Car Wash & Wax:** This business has the same advertising technique as the Rent-A-Kid idea, with a business card stating the services available.

Since everyone in your neighborhood has at least one car, and cars need to be washed, this could be quite lucrative! The key is the quality of the job. Show your kids the difference between a good job versus a lousy job.

**Here are the Mishek family best car washing tips:**

1. Soap: Use a mild dish washing soap in a bucket of warm water
2. Suds: It's important to wash the car in sections, using a soft rag or sponge. It's also important to rinse as you go along, so the soap doesn't dry on the car.
3. Scrub: Use a sturdy brush on the tires and sometimes the headlights – don't use this brush on any painted surface of the car!
4. Spots: To avoid leaving spots on the car, wipe down the rinsed surface with an old rag, towels, or a chamois.
5. Shine: If kids offer a wax as an additional service, be sure to use a good quality, easy to apply wax, and *follow the directions carefully!*
6. Vacuum: This could also be an additional service for more money!
7. Sparkle: the interior really needs to be cleaned well to do an excellent job. This means wiping down the dashboard, shaking out the floor mats, and cleaning the inside of the windows. To really go the extra mile, take the trash out of the interior trash holders.

**Set Your Price:** Have a list of services and a price list to accompany the wash and wax jobs. Include a higher price for vans, trucks, and larger SUVs. Prices should cover all the supplies, plus compensate kids for their work.

**Weekly or Bi-Monthly Charges:** Some customers may want their car to be routinely washed and waxed. Offer a 10% discount for scheduled washes and waxes. The money will add up quickly!

**Random Act of Kindness:** There's a lot of satisfaction in doing an occasional job for free for a widow, elderly person, or single mom. You might even get a plateful of home-made, chocolate chip cookies for being so sweet!

**4) Washing Windows:** This is an excellent service to offer. Especially since most people would like it done, but they don't want to do it themselves. Or maybe they can't afford to pay the commercial rates.

**Practice Makes Perfect:** I recommend kids practice on your windows at home (for free on the job training) until they develop a good system.

**Perfect Cleanser:** You don't have to spend a lot of money on window cleaner. The best window washing technique is to use newspapers and vinegar water. (one half cup vinegar per gallon of water) Keep materials in an easy-to-carry box or bucket.

**Partner:** This job works best with a partner – one working inside, while the other works outside. Kids can do twice as many windows this way!

**Prepared:** Kids should come dressed for work when they hand out fliers around the neighborhood – they could get hired immediately!

**Premium Pricing:** Commercial window cleaners typically charge \$10 dollars per window. Even at half price of \$5 dollars per window, that's good money for a 13 year old! If you wash windows for businesses, charge more – at least 1.5 times more. After all, it's a business expense and is 100% tax deductible!

**Profit Again:** If kids do a good job, they can call back the same customers in three to six months when it's time to clean their windows again. The best customer is your current customer!

**Perfect Act of Kindness:** If you know of someone in the hospital, you could surprise them by washing their windows while they're away. Who wouldn't appreciate coming home to sparkling, clean windows!

**5) Garage Cleaning Service:** This could be a once-a-month type service contract kids could offer potential clients. Garages are not hard to keep clean and in order if they are maintained regularly.

**Throw Away:** To get started, kids should take everything out of the garage (*my husband insists on this!*) and throw away what they are sure is trash.

**Throw Away List:** To make this easier, ask the customer for a list of items to throw away.



**Totally Broken Pile:** Next is a pile of items that are obviously broken or need repairing. Examples would be bikes, toys, rakes, etc.

**Tidy Up:** The next step is to sweep the floors and organize what's left.

**Think in Groups:** A good way to organize things is to put them away in groups: gardening tools, painting items, bikes, pool items, recreational items.

**Talk it Up:** Kids should ask satisfied customers to refer them to their friends.

**Time:** This is the kind of service job that should be bid on according to the amount of time spent doing the work. Typically, you can charge .50 cents to a dollar more per hour than minimum wage. A messier garage takes longer so costs more. Be sure customers know beforehand they'll be charged accordingly.

**Terrific Act of Kindness:** When throwing things out, remember that if anything is repairable, it could be put to good use by giving it to the Salvation Army, Goodwill, or a nonprofit thrift shop. Kids can help their customers donate!

**6) Mail Pick-Up Service:** When people travel, people need someone to pick up their mail and newspapers. Otherwise, they're a target for thieves!

Make up a cute card with a picture of a runner and a clever saying like:

**Going Away? Mary will save the day!  
Let me collect your papers and mail.  
Call Mary today @ (phone number)**

By charging only one dollar per day for a job that should take no longer than ten minutes, your child can earn six dollars per hour! Once word gets out about how responsible your child is, he could be making as much as twelve dollars per hour with only two customers per week!

### **Mail Pick-Up Service Extraordinaire!**

Along with picking up the papers and mail, you could offer to water the plants, feed the fish, or feed the cockatiel as well! Add an extra \$5 dollars per week!

**Mail Act of Kindness:** If someone has an emergency or is in the hospital, of course, this should be done automatically for **FREE**. It will be well appreciated and remembered!

## 7) Outdoor Housecleaning:

Do you live in an area that has a lot of mildew or algae that grows on the outside of homes? Do you live in a very cold place (like Wisconsin!) that requires a lot of salting and sanding of roads? Or do you live in a desolate desert where the winds blow around a lot of dirt all spring?

If you've said yes to any of these, then your kids have a HAVEN of moneymaking opportunities!

At the change of seasons (summer for algae, spring for cold climates, and virtually all year for windblown areas), kids can start an outside housecleaning service.

**Fliers:** Kids can make up fliers announcing their services and leave them at homes that look like they need the work done.

**For Hire:** By gathering supplies of bleach, a bucket, a stiff scrub brush, and a good broom ahead of time, kids can be available for hire when they drop off the fliers. They can demonstrate the end result of their work by cleaning a portion of th home (use about a quarter cup bleach to one gallon of water). Be sure kids wear rubber gloves and keep the bleach off of plants, grass, and their clothes.

**Finances:** Kids should be sure customers agree to a price before they start. You can help them decide what is fair. Older teens may want to rent a pressure washer for larger jobs, and the price would need to include the rental price on that equipment.

**Fabulous Act of Kindness:** Donate your services to clean the outside of a nursing home or an elderly person's home. And make a party of it by inviting some friends to join the fun!

## 8) A Raking You Can Do!

We always have a ton of leaves to rake in the fall. So Fall means lots of leaves...and piles of money for ambitious 13 year olds. Make up some snazzy flyers and start a raking business to literally rake in the cash. Not only could your kids easily make enough money to buy a new bike, but they'll be getting plenty of fresh air and exercise!

**Must Have Supplies:** The biggest expense of raking is to make sure you have sturdy plastic bags for removing the leaves. Have your kids ask the customers to provide these. The only other supplies you'll need is a rake, gloves, and a strong back!

**Money:** The average rate for raking a yard is twenty to twenty five dollars per yard, depending on the number of trees and the size of the lawn. You could also charge by the hour for raking, or better yet, by the bag. A fair price could be \$5 per filled hefty bag full of leaves. That would add up to be thousands of dollars on our farm!

Some lawns may even need to be raked twice – for twice the money! You can easily make \$60-80 for a day's worth of leaf raking.

If you live out in the country like we do, you'll probably have to pick a neighborhood and head into town. The best place to search for leaf raking jobs are at the homes of senior citizens or working couples with beautifully landscaped lawns. Why? Because these people care about their lawns!

**Multiplication:** Crunch the numbers here! If kids only got the minimum of \$20 per yard and did it twice a week for six weeks, they'd earn \$240 dollars! If they got 2 lawns, they'd earn \$480. And with only three lawns, they could earn \$720 dollars by Christmas!

**More Kind Acts:** Raking is a difficult chore for older people. And most of them are living on fixed incomes and don't have extra money to hire help. You could be an *angel* and donate a couple hours of your time raking.

**9) Flyer Service:** Your child may not be ready (or old enough!) to become a pilot for hire, but he can deliver flyers for businesses. Do you ever wonder how all those pamphlets end up on your car windshield? Or how the doorknob hangers end up at your door? People deliver them, and they get paid to do so.

**Contacts:** The next time your family gets a flyer either at your house or on your car windshield, have your child call the business that sent it and ask if they need more help delivering these flyers. Call other businesses (pizza places, hair salons, dentist offices, car washes, oil and filter change dealers, or political candidates) to see if they need door-to-door delivery help.

**Coupons:** Sometimes these businesses print their own coupons and well need them delivered. Your child can offer to distribute these as well.

**Credit:** Usually you get paid for how many items you distribute. The going rate could be anywhere from 15 cents to 25 cents per item. Call your local chamber of commerce to get assistance on what to charge.

**Cool Kids Being Kind:** Maybe while your kids are delivering flyers, they could stop in for a quick visit with a shut in or handicapped neighbor. This will really brighten their day...as well as theirs too.

## 10) Gift Certificate Book

Have you ever heard of the Happenings Book? It's basically a big book stuffed with coupons of free or half priced items. And people buy the books for a set price to use the coupons when they need them. Your kids can make up such a book of coupons with either their own services, or gather coupons from local businesses. Then they can sell these coupon books. It's kind of like getting paid now for work you'll do later.

Do you know why gift cards or gift certificates are so popular? Because a retailer can get paid now for something the customer ***may or may not*** claim later.

**Decide Pricing:** Kids could offer coupons for car washes, baby-sitting, housecleaning, or any other service they want. They will need to decide how much each job is worth and establish a price list before making up the book. If you're selling \$50 dollars worth of services, offer the entire book for \$37.50 for a 25% discount.

**Design:** Kids can create a clever design for their certificates and say something like:

***This certificate is worth  
ONE FREE EVENING of BABYSITTING  
Call Mary at 222-2222  
Need 1 week notice***

**Demand:** There will be a greater demand for these certificates from people who have already been satisfied with your kids' work. So kids should offer them to past customers first. Be sure kids don't sell more work than they can supply!

**Donate:** A new mom would be so grateful if you could donate a couple hours of baby-sitting. She might even have time to pamper herself with a lunch date with her husband!

**11) Shovel, shovel, shovel!** One year, Fort Drum, New York got dumped on with 108 inches of snow in ONE month! That could be a lot of dough for shoveling snow!

Both businesses and homeowners must have their walks shoveled by a certain time of the day, otherwise they risk getting a fine. You could make arrangements with a couple of neighbors or businesses to shovel their walks early in the morning before school.

**Plan Ahead:** Since we can't schedule snow on the calendar, it's important that kids let their potential customers know that they are in the snow business BEFORE the first snowfall. They should decide how much they will charge for each of the following: a small, medium, or large driveway and small, medium, or large sidewalks and steps. Then advertise with flyers and business cards for their services and prices.

**Protect:** Be sure kids have the right winter gear (it's not a fashion show!) for very cold temperatures, and make sure they never work outside in subzero temps because of the danger of frostbite.

**Perfection:** Don't forget to toss some sand or salt on the icy spots after shoveling. If they do a good job for their first few customers, they can ask for referrals. This will make their business just about perfect!

**Provide a Service:** Remind them of your motto of helping out shut-ins, the elderly, and single parents who might not be able to afford to pay them.

## **12) Clowning Around for Bucks**

Have you ever seen the classic movie *Singing in the Rain* with Gene Kelly and Debbie Reynolds? There's a scene called "Make em Laugh" with the most acrobatic dancing you've ever seen. If you haven't seen the movie, you should rent this video some time and watch it as a family. Then your kids could start a clown business and have a great time making people laugh!

**Tools:** Real clowns spend a lot of time designing their costumes, makeup, and props. Kids first need to decide what kind of a clown they'd like to be – a rodeo cowboy, magician, juggler, acrobat, or just a crazy clown who loves to do skits. Help them find props and materials for their costumes at the Goodwill store or at a garage sale.

**Tips:** People need to know your kids are in the clowning business, so encourage them to make posters and spread them around town. Help them decide how much to charge for a summer neighborhood event, a birthday party, an event at your church or school-or even a sporting event. A good wage is anywhere from ten to fifteen dollars per hour for all their time and effort.

**Traitor:** Remind kids never to put their costume on or take it off in front of young children. Little ones don't always understand the concept of someone dressing up, and they think your kids are "real" clowns. So don't betray Bozo the clown!

**Tonto:** In the Lone Ranger movies, the masked stranger always traveled with a partner, and your kids should too! Make sure kids know never to go alone to someone's house or an event where you don't know the people. They should have you, a sibling, or a friend go along as their very own Tonto. And of course a handy cell phone will also put you more at ease.

**Terrific Clown:** If you hear of any fund raisers or benefits going on for terminally ill patients, your kids could donate their time to clown around to make people laugh for a few hours.

**13) Snow Buddies for Rent!** Snow days are great days to be a snow buddy. Your kids can let your neighbors know that they are available to baby-sit younger children in the snow. This is great for busy moms who want to let their little ones play in the snow but can't spend the day bundled up to supervise them.

**Responsibility:** Kids should have a snow day plan for the children they will supervise in order to keep them active and entertained. This can also be a way of easing into the responsibility of baby-sitting if your kids are nearing that age. Set a price on a per-hour basis – per child.

**Recreation:** To make the day special, they can try different activities such as building an Eskimo fort out of square recycling tubs or plastic washtubs. Or make snow balls and line them up to build a fort. And don't forget to fly a flag proudly!

**R & R:** Be sure kids let their charges rest in between sled runs or snowman decorating contests. They can also offer some hot chocolate and fruit snacks to warm and energize them.

**Remember:** To be kind and donate your time to young or single moms who have young children, but may not be able to afford to pay a snow buddy.

**14) Computer Repair or Troubleshooting Kid:** Many people buy computers and have a lot of trouble setting them up and trying to use them. If your child is a whiz with computers, or even has an intermediate familiarity with computers, he could offer his services as a local computer consultant.

**Set Up the Computer:** I have a confession to make...I'm not the most technical person around! When we bought a new computer a couple years ago, I had to have my 12 year old son set up the monitor, the printer, etc. Your teen could help people, like myself, set things up and answer questions when they buy a desktop or laptop computer.

**Simple Tutorials:** They could show people how to send and organize email, how to organize and create folders, how to upload digital photos and store picture albums, how to buy something on Amazon.com or eBay, how to use instant messaging or Skype, or how to conduct online searches (with Google or other search engines.)

**Set Your Price:** For computer consulting, your teen could easily charge \$10 to \$15 dollars per hour for their consulting help. Call two or three computer consultants in your area and check out how much their fees are. If your teen charges half of the going rate, they shouldn't have any trouble getting business.

**Start Spreading the Word:** Put up colorful flyers on library bulletin boards and other free bulletin boards around town. Also make up some business cards and start passing them out. Be sure to target senior citizens who especially struggle with using a computer. Here's a sample you could use for your business card:

**Got Computer Headaches?  
John Will Save the Day!  
Call John 715-222-2222**

Small businesses might also be willing to hire teens to trouble shoot computer problems. You could also offer a community course on "Simple Ways to Use Your Computer". Normal fees are \$10 dollars per person for a two hour course. A class of 10 people adds up to \$100 dollars for a couple hours of work!

**Simple Repair Manual:** If you're unsure on how to fix or repair something on a computer, there are many inexpensive computer repair books you can buy or check out at the library. And once you get really experienced, you can write your own repair manual and sell it or give it away for free to your valuable customers!

**Senior Citizens:** A nice gesture could be to help a senior citizen free of charge for your services. You can take pride in knowing you've helped a grandpa or grandma see her distant grandchild with Skype!



## Chapter 2: Ye Olde Lemonade Stand – Sell Your Stuff for Cash



### **15) Hotdogs and Ye Olde Lemonade Stand:**

When you think of making money, do you remember the old-fashioned lemonade stand? Maybe you had one of these as a kid. I know I did! My neighbor and I even had a price war going on! But I won out because I displayed “real” lemons on my stand and claimed my lemonade was “higher” quality! Worked every time.

Follow these strategies and your kids could make some cash with a “hot” food and “cold” drink stand.

**Flashy!** Advertising is everything. Make the sign flashy and appealing to the eye. Don't put too many words on the poster board. Use adjectives like “Cool & Refreshing” or “Hunger-Buster Dogs!” Also, attach colorful balloons or crepe paper streamers.

**Fruity & Festive:** Kids tastes are more discriminating these days. You can spice up your stand by adding flavors such as raspberry, kiwi, or mango lemonade with fresh fruit and trendy disposable cups. Just be sure to keep plastic wrap over the poured drinks or pour them fresh from a pitcher as the customer arrive.

**Freedom:** Be even more creative with your food or drink stand. To be different, offer ice cold bottled water with Lipton ice tea flavor packets or sports energy drinks. Or add some funky napkins to the hot dog plates. Or skip the hot dogs, and make veggie and cream cheese pizza!

**Figure in the Cost:** Be sure to figure in the cost of plates, cups, napkins, and food and drink supplies in to the prices and overall profits. Help kids look for the best values on these and cut out coupons for the items they might need. The more they save on the purchase of supplies in the grocery store, the more profit they will make at their stand!

**Here's a kid-tested (one of our family's favorite) Veggie Pizza Recipe Sure to Sell Like Hotcakes!**

**Ingredients:**

2 8 oz cans Pillsbury crescent dinner rolls  
1 package 8 oz softened cream cheese  
½ cup sour cream  
1/8 teaspoon garlic powder  
1 teaspoon dried dill weed  
½ cup fresh broccoli florets  
1/3 cup quartered cucumber slices  
1 plum (Roma) tomato seeded, sliced  
¼ cup shredded carrot

**Directions:**

Heat oven to 375 degrees  
Place dough in ungreased 15x10x1 inch pan pressing in bottom and up the sides for form a crust  
Bake for 13 to 17 minutes. Let cool for at least 30 minutes  
In small bowl, mix cream cheese, sour cream, garlic powder, and dill weed together until smooth. Spread over crust and top with vegetables. Cover and refrigerate for 1 to 2 hours.

***Enjoy!***

**Funny Act of Kindness:** Give a glass of lemonade or a slice of veggie pizza to an unsuspecting elderly customer and tell them their “secret admirer” paid for it! They'll get a good laugh and appreciate your thoughtfulness...it could even be your own grandma or grandpa!

**16) Bunch a Bucket Business:** People need plastic buckets for gardening, washing cars, fishing, carrying things, storing perishables, organizing toys, and countless chores around the house. Hundreds of good buckets are thrown away every day. Kids can earn extra cash selling buckets they get for free.

**Business first:** Buckets are often thrown away by businesses. Kids can go through the Yellow Pages and call all the local restaurants, bakeries, and grocery stores with bakeries or delis, and ask them for their discards.

**Buddies:** Do you or your kids know anyone who works in a factory, refinery, or large bakery? Ask them to save their buckets.

**Before Selling:** The buckets will need to be thoroughly cleaned and prepared for sale. Help kids set the prices- they must be a bargain, or they won't sell. You could even spray paint them primary colors to sell to parents to organize kid toys.

**Buyers!** Kids can find buyers by placing the buckets in garage sales, or by simply putting a sign in your yard. Or if you live near a marina, tackle shop, or hardware store, kids can call and offer to bring in ten to twenty buckets at a time to sell. It's pure profit!

**Bucket donation:** Your kids could set out a bucket for donations for the pregnancy helpline or the local food shelf. Just don't forget to collect the cash and coins!

**17) Fine Bottle Business:** People love to make their own home-made creations to keep themselves or to give as gifts. From rosemary and tarragon vinegar, to milky bubble bath, to strawberry raspberry wine, there's plenty of demand for tall glass bottles. Similar to the bucket business, hundreds of perfectly beautiful bottles are thrown away (or hopefully recycled) every day. And that's how your kids can profit from selling bottles they collect for free.

**Be on the Look Out:** Your kids can collect all sorts of bottles right from your refrigerator! They can also ask friends and relatives to save their empty bottles for them. Also, watch in your local newspaper for annual gala events and ask the person organizing if you can collect the empty wine bottles. And of course ask your local restaurants for their bottles as well.

**Before Selling:** The easiest way to clean and sanitize used wine bottles is run them through the dishwasher. You may or may not want to remove the label, depending on the shape it's in. Now you're ready to set reasonable prices for the pretty glass bottles. Colored bottles are more desirable so set those prices higher.

**Bundle Pricing:** Most do-it-yourself crafters make several gifts or bottles of wine at a time. Offer discounted prices for 5 or 10 bottles at a time.

**Buyers for Free:** Put an ad on [www.craigslist.com](http://www.craigslist.com) for free. You'll have more buyers than bottles in no time!

**Better to Give:** We try to teach our kids to tithe 10% of any money they earn, or they can donate their time. How about keeping a pretty bottle to collect donations?

**18) Sell Your Clothes to Consignment Shops:** Kids outgrow clothing quickly, and then there are the clothes an aunt or even Grandma has given them that they never wear. With the right strategy, kids can make cash on quality clothes.

**Collect:** A good place to start is to go through their own closets and pull out clothes they have outgrown or do not wear for whatever reason. (You'll probably want to approve these give aways first!)

**Call on the Phone:** Tell your kids to pull out the handy-dandy Yellow Pages, or look up on the Internet, under "Clothing – Used" for quality consignment stores. They should call first to find out what kind of clothing a store accepts and the condition it must be in (higher-quality stores require that suits, dresses, and formal wear be dry cleaned).

**Change of Season:** Kids clothing sells best during a change of season-especially after summer and before school starts in the Fall.

**Cash:** Most of these stores will pay you after the item sells, while some will offer a cash price when the clothing is brought in. You can usually get more from a consignment store than by holding a garage or yard sale. And it's a LOT less work!

**Clothes at Bargain Prices:** While kids are taking used clothing in, encourage them to do some shopping of their own. Often they can find "hip" clothing that has never been worn – original price tags still attached – at great prices. So while they're making cash, they can save cash too!

**Cool Act of Kindness:** Earn money, save money, share some clothes. It doesn't get much better than that!

**19) Plants for Profits:** Plants are expensive. That's why people love to buy them at bargain prices. Since plants can be potted and sold at little or no cost, this spring would be a great time to start a project that can be pure profit!

**Parents:** Kids can start by asking their parents and grandparents for cuttings from plants in their garden. Since I have "Jurassic" park hostas, almost every spring and fall I have to thin them out. Hostas are an especially sought after staple of every perennial garden.

**Plant the Plant:** The cuttings should be taken several weeks before the plant sale and rooted and planted in paper cups or inexpensive containers purchased from a yard sale.

**Plant Hunting:** Drive or bike around your neighborhood on your way to school or work, and have your kids look for people who are redoing their landscaping and ask them for plants that might otherwise be thrown away.

**Pals & Neighbors:** Just like I split up my hostas and perennials, friends, relatives, and neighbors may be thinning out their overcrowded flower beds. Kids could offer to help them do the job and get paid with the plants and cuttings they don't want.

**Professionals:** Do you or your kids know anyone in the landscaping business? Ask if your kids can follow them to a job and take all the plants they may otherwise discard.

**Plant Sale:** When your kids have their plant sale, be sure they advertise it well with flyers and posters or free ad space in the local paper. For maximum profit, the sale should be scheduled at the beginning of the planting season. And don't forget to have a tasty lemonade stand during the sale for even more profits!

**Plant Act of Kindness:** Put some of your cuttings in various jars with colorful ribbons tied to them. Drop a few off at your local nursing home and brighten someone's window sill and day!

**20) Candy maker's Creations!** Everyone looves candy....especially kids! And it's so much fun to make, sell, and sample!

**Collect:** Kids can buy candy on sale or with coupons from the Sunday paper inserts, or they can buy seasonal candy right after a particular holiday when it is clearance priced. In the United States, the day after Halloween, Valentine's Day, and Easter, there are candy deals galore! The candy can be separated and put in Ziploc bags to sell at lunchtime or recess (with the school's permission), at church bazaars, sports games, carnivals, and fall festivals.

**Create Homemade Treats:** For an easy and delicious treat, kids can dip Oreo cookies (any cookie tastes good when covered with chocolate!) in chocolate or vanilla almond bark or chunks of candy maker's chocolate (add a flavoring if desired – there's nothing better than raspberry and chocolate). Place dipped cookies on waxed paper and sprinkle with candy sprinkles before the chocolate dries. Place these in individual plastic bags and sell them for 50 cents each. The profit will depend on the price of the supplies, but kids should be able to make about twenty cents per candy-covered cookie!

Another option is the infamous puppy chow. I don't know any kids who dislike puppy chow!

**Here's a popular Puppy Chow Recipe: (and it's very economical as well)**



**Ingredients:**

½ Cup of Peanut Butter  
6 oz chocolate chips  
½ cup butter or margarine  
2 Cups of Powdered sugar  
10 Cups corn chex cereal

**Directions:**

1. Melt peanut butter, butter or margarine, and chocolate chips in a saucepan over medium heat.
2. Pour over Corn Chex, being sure that all cereal is coated
3. Put 2 cups powdered sugar in a large paper bag. Put cereal in bag and shake gently until all cereal is coated.
4. Set out on wax paper to cool
5. Divide into single serving sandwich bags
6. Enjoy the profits!

**Create Gourmet Gifts:** Using the same materials above, kids can create gourmet coffee or hot chocolate-stirring spoons. Substitute a plastic spoon for the cookie and dip repeatedly, placing the sprinkles on the final coating. Or you can eliminate the sprinkles and instead melt almond bark in another flavor or color and drizzle over the first coating for chocolate-covered spoons. Cover the chocolate portion in a plastic bag and tie with a gold or silver ribbon. Kids can sell these to coffee shops, businesses, family, or friends.

**Cookies:** Kids can expand their business by making all kinds of cookies. Who bakes all those cookies for PTA fund-raisers, for schools, and scout meetings? Busy families don't have time anymore, so your kids can offer to make them for sale. If the customer provides all the ingredients, kids need only charge for their time (or they could hire out for cookies-will work for food). Pass out flyers, watch for community events, and capitalize on the holiday baking season.

**Careful Please!** Kids need to ask Mom and Dad for use of the kitchen at prearranged times. Remind them to be careful-or supervise them-when baking cookies or creating a new candy concoction. Burnt cookies or other flops are on their dime, not the customer's or Mom and Dad's. They should test all new creations before offering them to the public. I'll bet they can find some willing guinea pigs around your house!

**Cheap Gift of Kindness:** Remember to give one of your hand dipped chocolate-stirring spoons to your teachers as gifts or just to say "Thank You"!

**21) A Nutty Job:** Do you live in a part of the country that grows pecans? Or perhaps walnuts? Kids could make some great extra money spending time outside this fall!

**Picking Pecans:** Kids can find pecans lying in vacant lots, parks, school grounds, near office buildings, along the street, or maybe even in your own backyard! They might even look in the local paper to see where they can pick pecans for only a few dollars an hour. Be sure kids ask anyone who may own the property before they collect these nuts.

**Peddling Pecans in the fall,** kids ought to be able to sell these nuts as soon as they get them because people will want them for their holiday baking. Check the price in your local store for pecans still in the shell and for those that have been shelled. If there is a place nearby that will crack the pecans in a machine, kids may want to try shelling them to get a higher price.

Or you can add more value, and get more money, by using the pecans to make delicious pecan pie or even pecan bread. People will always pay more for convenience.

**Pecans for the Food Shelf:** You could donate a portion of your pecans to your local food shelf for others to enjoy in baking.

**22) Sell Your Stuff on Ebay, Amazon, or CraigsList:** This list of how to make money just wouldn't be complete without eBay! What is it with eBay? You just can't get away from them! Whatever your kids have stuffed in their closets, "growing" under their bed, or stacked out in the garage, they can sell it on eBay. From crusty old comic books to dead crickets, they can join the bandwagon and turn their closet full of junk into cold, hard cash.

Before you jump in and start selling, follow these five "W" steps first. I guarantee you'll make way more money if you do!

**What to Sell?** You can sell stuff from your closet for a one time sale, or you can create something to sell over and over again. It could be something as simple as your grandma's best chocolate chip cookie recipe or a "How to" ebook about collecting coins or video game cheat sheets. This could add up to be a lot of cash in your pocket every month.



**Where to Sell?** Once you've decided what to sell, now you have to choose which category to sell in on eBay. Time to brainstorm. For example, say you are going to sell samurai swords, (like my son Tony), possible relevant interests/hobbies of his buyers could be martial arts, collectibles, knives, blades, swords, hunting, fishing, sporting goods, cutlery, collectible hand tools etc.

**What category is best?** Narrow your list down to 5-10 categories. Now check on eBay for how popular the category is. For each category, you'll see how many auctions are in progress. You want to choose an active category with at least 1,000 auctions. A category with 3,000 to 5,000 auctions is ideal. Anything less doesn't get enough traffic and isn't worth your time and money.

**When to Sell?** The best days of the week to list your item is on Saturday or Sunday. These are the most active days and the best chance for your item to be seen and sold!

**What Price?** Ebay buyers demand low prices. The best selling items are under \$50 dollars. Also, have a low minimum bid. Even better, don't have a reserve price at all.

**What to Include:** A picture sells – remember that! Hardly anyone is willing to buy something they can't see. The more effort you put into getting a high quality digital picture – the higher your profits will be. Stats prove that having a picture increases your sales a whopping 200%!

### **Which Headline is better?**

Samurai Sword

Japanese Samurai Sword – Awesome!

If you chose the second headline – congratulations! You have about 2 seconds for your item to get noticed. So make your headline count. Make it specific, useful, and unique.

**Why It's Important to Share:** If you don't teach your kids to share – who will? While your kids are searching for stuff to sell in their closet, maybe they could set aside a few toys for Goodwill. 'Tis always the season to give!

**23) Sell An Ebook:** Now that you have a lot of experience buying and selling on eBay, writing an ebook is as easy as falling off a chair. Well, almost. Now it's time to write an ebook on How to Use Ebay to Make Big Bucks! Or do you know something about something else? Then write about that! Whether your kids are good at playing computer games, shopping for shoes, or skipping rocks, they could probably sell a few thousand copies of their ebook.

**People Pay Online:** All your customers have to do is download the ebook. No publisher, no printer, no book shop, and no details to worry about.

**Plenty of Places to Sell:** Where should you sell your ebook? You guessed it – eBay! Information products are some of the best selling items – and the most profitable. Or, you can skip the selling part altogether, and have “Affiliates” do it for you (on commission.)

**Put Your Ebook on ClickBank:** You decide the price of your ebook and commission rate you wish to offer to affiliates, ClickBank handles everything else. A fair price for a 120 page ebook could be \$19.95, with a 50% commission offered. Clickbank will pay you once a week with direct deposit and customers can pay by any major credit card or Paypal. There is a one time fee of \$49.95 for your first product. But it's well worth it. I use Clickbank regularly and I tell you – it works!

**Pretty it Up!** Make sure you have a snazzy cover for your ebook so people will feel like they're buying something valuable – an actual “physical” product. You can design it yourself with free software programs (see Resources), or hire someone to do it for you for a reasonable \$35 dollars.

**Pay for a small ad in the newspaper:** You can advertise your ebook with a small local newspaper ad or even flyers on bulletin boards. Be creative!

**Personal Gift:** Give a copy or two of your ebook to someone who otherwise can't afford to pay for it. A book is a gift that keeps on giving!

## **Chapter 3: Dogs N More Businesses – Profits for Dog & Animal Lovers**



**24) Doggy Camp:** Pet camps are alternatives to cramped dog boarding or kennels. And what pet parent wouldn't want their precious "Prince" to have a great time at camp? This is a wonderful service for dogs who have to be away from home for long periods of time. If you or your kids love dogs, and you have room for dog visitors, a dog camp just might be the perfect business during the long summer vacation. Or even all year round if you are their partner!

**Routine:** When you have dog visitors, it's important to include exercise as part of the routine. It helps dogs to relax and have fun while they're away from their home and family. So be sure to provide plenty of romp n run play time!

### **A Typical Daily Routine Could Be:**

7:00 AM Rise and Shine and short morning walk

7:30 Breakfast next if they eat breakfast

8:00 Bedroom Cleaning and Personal Hygiene (brushing, etc)

9:00: Extended individual walk

11:30 – 7 pm: Group play sessions with other dogs depending on how well they do with other dogs, and of course weather permitted!

7:00 pm: Dinner time

**Rest Areas:** You need to have a sleeping spot for your visiting dogs. It should be warm in the winter and cool in the summer. A barn or some type of garage or shed is ideal. The size of the area should be 10x10 with a 4 foot bed area. Have the owner send a blanket or cushion to put on the bed for their dog. This will make them feel more comfortable and provide a smell from home. More than one dog may sleep together, but don't put dogs together that come from different households. Or there may be trouble!

**Rates:** Depending on where you live, rates will vary. It's a good idea to call some local dog boarding or kennel facilities and find out what they charge. Rates include the cost of dog food and supplies.

**Possible Rates Could Be:**

**One Dog:** \$30/night

**Two Dogs** Together in the Same Room: \$45/night

**Three Dogs** Together in the Same Room: \$75/night

**Feeding your dog** with your supplied food: \$1.50/day per dog

**If medications** or supplements are to be given: \$1.50/day per dog

**Reservations:** Make sure to keep a detailed calendar so you have enough room at the Doggy Inn! Collect a deposit, example \$25 dollars, for advanced reservations. And the deposit should not be refundable – after all, you have reserved the spot and time.

**Reliable Insurance:** Before your kids start this type of business, check with your insurance agent for any possible additional insurance you may need. You could also have your customers sign a release waiver so that you're not responsible for any accidents or death.

Be sure you have the phone number of the pet owner in case of an emergency. And it's a good idea for you and your kids "meet" the dogs before accepting them to camp. You don't want to have an unruly or aggressive dog on your property.

**Recipe for Giving:** There are thousands of pets abandoned every year in the United States alone. Encourage your kids to give to your local animal shelter to help stray pets find a new, loving home.

**25) Pet Minders:** In England, babysitters are called “child minders”. Your kids could run a pet-minding service because people are always looking for someone dependable to care for their animals when they go on vacation. If your kids like animals, they'll love this job!

My oldest daughter Rachel does this for horse owners. Since she has a lot of experience around horses, this is the perfect job for her.

We hire our neighbor to take care of our dogs, cows, chickens, and horse when we go on vacation ourselves!

The first step to starting this business is to...

**Pass out flyers:** Let friends, relatives, and neighbors know you are available to take care of their pets when they head out of town.

**Pet Pleasers:** Before the owners leave for vacation, encourage your child to first go and visit the pet. If the animal is hard to manage or doesn't seem to like people, then politely pass on the job. It's not worth the biting and scratching.

**Pay:** It's always best to discuss pay in advance. Call several of the local kennels and find out what the going rate is to board an animal in those places. Kids should charge anywhere from one-third to one-half of the going rate. And be sure to let their customer know how their rate compares to the local kennel...and what a good deal they are getting!

**Precautions:** Warn your kids to be careful around new animals. They should move slowly until the animal gets to know your kids are “safe”. Kids need to be especially careful while going in and out of doors, because you don't want to lose little “Fifi!”

**Phone Number:** Be sure to get a phone number from the pet owner in case of an emergency.

**Pet Problems:** Kids need to clean up any mess the pet makes. Our poor neighbor Anna had to dispose of 8 dead chickens because our new puppy Blaze broke in the chicken coop and went a little crazy!

Most of the time, there won't be any major problems and your kids will make some good money.

**Pet Act of Kindness:** Pets need more than food alone. While you're taking care of the animals, how about showing a little kindness by playing a game of catch? Pets most likely miss their owners and could use a little attention.

**26) Natural Doggie Spa:** This is a dirty job, but someone has to do it! For those customers who don't take their dogs to be professionally groomed, but still want to pamper their dogs, kids can offer to bathe them in the comfort of their own home. Not to mention not messing up your bathtub at home!

**Know the Dog:** Just like being a pet minder, kids would need to make sure the dog isn't too feisty and establish a good relationship with the dog before attempting to give him a bath.

**Keys to Success:** Go slowly during the washing process, use luke warm water, and massage and lather gently.

**Keep the dog on a leash:** Dogs should always be on a leash while being washed. Never bathe two dogs together, and use a clean tub of water for each pet.

If your dog customer absolutely hates getting wet, you might want to try using an essential dry shampoo where you part the hair, rub it in, and let it set for a few minutes. Then simply brush it out with a natural bristle brush and presto...you have a beautiful coat without getting water in the eyes!

### **Here's a Home-Made Recipe for Doggone Perfect Dry Shampoo:**

#### **You'll Need:**

Bottle or containers  
8 tbsp white kaolin clay  
2 tbsp cornstarch

#### **Essential Oils:**

25 drops lavender  
20 drops rosemary  
15 drops sweet orange  
Miscellaneous items: bowl, spoon

*White Kaolin is the mildest type of clay perfect for dog's sensitive skin. The citrus oil adds a refreshing fragrance.*

**Instructions:**

Shelf life 6-12 months

1. Combine the ingredients adding the essential oil one drop at a time and whisking between drops to prevent clumps from forming.
2. Sift the moisture five times through the strainer. Put shampoo in the container.

**Keep Costs Reasonable:** If you use home-made shampoo recipes, you can keep costs low plus claim your doggie baths are all natural. Charge \$10 to \$20 dollars per bath for this convenient service depending on where you live.

**Koins for Kritters:** Donate a portion of your cash to an animal shelter and help provide food and shelter to an abandoned dog.

## **Chapter 4: Glamorous Businesses – For Tweens Who Want Fame and Fortune**



### **27) Sell a How-To Instruction Video:**

Do your kids have any special talents, skills, or hobbies? Maybe Tae-Kwon-Do? Hip hop dancing? Or maybe even riding a horse? Your kids can create an instructional video – using their own video camera - on almost any subject. But before you shoot your video, (that's actually the easy and fun part!) you need to spend some time thinking about how you're going to sell it.

It's a lot easier (and cheaper) to sell your video to a niche market. A niche is a small portion, or narrow corner of a larger market. For example, a video on the basics of Tae-Kwon-Do is a niche market in the larger market of martial arts.

### **Steps On How to Sell Your Video:**

#### **Start With a Niche Market.**

You have to know exactly who you're making your video for. Is it for teens interested in Tae-Kwon-Do? Is it for teen girls who like to hip hop dance and lose weight? Or young girls who like to ride horses? Identify your niche market.

#### **Sell to Your Potential Customers**

How will you reach your potential customers? Once you know the kind of people you'll be selling your video to, you'll be able to make some educated guesses about how to reach them. For a video on Tae-Kwon-Do, you'll want to advertise in online and print martial arts-oriented publications aimed at teens. Online advertising is much cheaper than print advertising. And more effective. I recommend small ads in e-zines and pay-per-click (PPC)



ads on a major search engine such as Google adwords or Yahoo!

To find possible e-zines, just do a few Web searches. For a video on Tae-Kwon-Do, type in keyword phrases like “tae-kwon-do for teen boys” or “tae-kwon-do for teens” to come up with lots of possibilities.

Ads in magazines and newspapers can work too – but it's expensive! But many print magazines also have a Web presence. So if you find a magazine in a bookstore that would be a good fit for your video, see if there's an online version for way cheaper ad rates.

### **Set up a promotional website**

People need a way to learn more about your instructional video and a way to buy it. You can only say so much in a small online ad. So the idea is to link your e-zine ads and your PPC ads to a "landing page" on your site. Then, when interested people click on the link, you'll have plenty of room to give them your full sales pitch - and turn them into paying customers.

### **Start taking online orders!**

There are many online secure servers that cost very little to set up, and most of them work the same way. Customers simply click from your landing page to the secure server to place her order. Then you get an e-mail notification of the sale, and the money transfers into your bank account. The most popular method, and simple to set up, is PayPal.

### **Stampede of Orders**

In the beginning, you can handle filling the orders as they come in. Simply package them up and drop them off at the post office. Just make sure you find a vendor who will make a small number of copies for you at a reasonable price.

**Standard Pricing:** A fair price for an instructional video could be \$19.95 to \$24.95 plus shipping and handling. Of if you have a website, you could also offer a downloadable version – for no shipping or printing costs to you!

**Sales Boost Tip:** Everyone likes to receive a FREE gift. Offer a free gift for anyone who orders in the next 2 days!

**Sizzling Idea:** Once you've made your video, put it on Metacafe. This site actually pays you if your video gets a lot of views. One guy made over **\$100,000** with his demonstration video on turning a flashlight into a laser! I'm trying to talk my husband into making a video on "The Silver-Back Gorilla Dance"! My kids and I think it's the funniest dance on the planet – we laugh so hard that our sides ache!

The best part of making and selling your own video is that you can make lots of cash in a short period of time. Especially if you offer a video in a narrow niche that is not being served very well. So get out your video camera and ready, set, action!

**Share the Profits:** Schools & churches are always looking for ways to raise money. Your kids could partner with their home & school committee to sell your video and split the profits 50/50. This is a win-win for both your kids and a school of their choice! And if your kids are home schooled, they could choose a school, park and rec program, or church to join forces with.

## **28) Sell Your Movie Idea to Hollywood:**

Do you know what the movies "Saving Private Ryan" and "The Titanic" have in common? Both of these movies are based on a true story. Everyone in the movie business is clamoring for a great idea. And if a movie is based on a true story – it's a virtual "goldmine" in Hollywood.

That's because true-life stories catches your interest...and sells tickets. When I watch extraordinary events on film or television and I know they really happened, I'm hooked. And Hollywood executives understand this

If your kids know of or can find a good, true story, they can get it turned into a movie - without knowing anyone in the business. And make a small fortune.

**How much can you sell it for?** According to entertainment attorney Mark Litwak, that varies depending on the appeal of the story. "For a TV network broadcast movie, it might be \$50,000 to several hundred thousand dollars. For feature films, it could be two times or more that amount. If the subject is famous, the figure could be considerably higher."

In other words, if you do nothing else but find one viable true-life story each year that you can sell to Hollywood, you could potentially make between \$50,000 and \$500,000.

## **Hold on Cowboy!**

Before you start making phone calls, you'll need to know the basics about acquiring true-life story rights.

### **Two Types of True Stories:**

**Public Domain:** A movie can sometimes be made about a public story (like the OJ Simpson murder trial where the facts are a matter of public record)

**Private Stories:** This is a true story about yourself or someone you know or someone you have read about in the newspaper.

### **How Do true-life story rights protect you?**

If you hold the rights to a true-life story, it will protect you from being sued on defamation or invasion of privacy. And you might also be able to obtain additional information about the story to make the movie even better.

Let's say, for example, that you wanted to produce a film about a famous murder trial. Although there may be quite a bit of information in the public record, you could get sued if you produced a film that offended one of the people involved. Additionally, without the cooperation of at least one of the principals to fill in holes that aren't in the public record, it would be much harder to produce an accurate portrayal of the events surrounding the trial. .

If, on the other hand, one of the principals signs an agreement authorizing you to produce such a film - and cooperates by providing you with a detailed account of his story - you will have protected yourself against the possibility of his suing you. At the same time, you probably will have improved the quality of the movie.

**How Can You Afford to Buy Life Rights?** Now, you may be thinking that this is way to complicated and expensive to buy life rights that you may not be able to sell.

Don't worry - you can "option" those rights. That is, you can pay a smaller amount (as little as one dollar) for the option to buy those rights within a specified period of time. You can then sell your position to an established producer.

### **Here's the basic process:**

**1. Find a captivating real-life story** that might be able to be turned into a good movie. Perhaps something from your own life or from the experience of someone you know. Or maybe a "human-interest" story you read about in the newspaper or saw on a TV news program.

**2.Acquire the life rights** to the story from one or more of the principals.

**3.Sell the rights to a producer** who will make the project.

Getting a meeting with the producer is going to be the hardest part. But once you get in the door, the fact that you have life rights to the story are almost certain to capture his or her interest. You can buy an updated list of producers and directors in your area for as little as \$16.95 to pitch your ideas to.

**Make sure to:** Tell the producer you have the life rights of the main character of an interesting, true-life story. This should make her want to see more. Then give her a brief, one-page summary of the story.

**You don't need to be a screenwriter** to sell a true-life story. All you need is the idea. And since good ideas alone are hard to protect legally, you also need the life rights of a principal in order to protect yourself.

With a great true-life story for a movie coupled with the legal rights in your hands, your kids have a real chance of selling their hot idea to Hollywood for a handsome profit!

**Hope for a Cure:** Your child could earmark a portion of profits for cancer research.

**29) Americas Next Top Tween Model:** Do you have kids who love being in front of the video camera? Or take hundreds of pictures of themselves or with their friends? Then you might want to check out the lucrative, exciting field of teen modeling. And it's a great way to jumpstart your college fund.

**Plus-Size Teen Models:** There are lots of opportunities for teen modeling – commercials, print ads, web modeling, T.V., films, etc. But did you know that one of the fastest growing areas in modeling is teen plus size modeling? Finally, public attitudes are changing about beauty coming in all sizes – not just stick thin (and sickly looking if you ask me!) modeling.

**Plenty of Work:** Surprisingly, many of the plus size modeling jobs are outside the United States with such clients as Elena Miro in Italy, Reitmans in Canada, and Neckerman & Otto in Germany. But U.S. Companies like Lands End, Eddie Bauer, Target, Nordstrom, and Federated Group are also hiring plus size models.

**Photographer:** Do you need a professional portfolio to break into modeling? Most modeling agents agree that you do not need to spend thousands of dollars on professional pictures. Especially for younger kids because they change so quickly. A good picture, such as what you would have done for a senior portrait, works just fine.

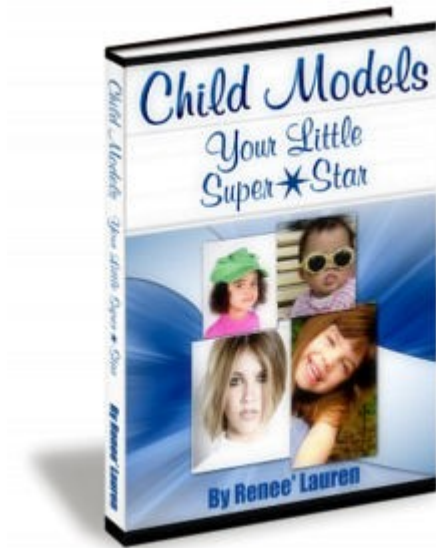
### **Picture Perfect Tips:**

1. Make sure your teen is the only one in the picture (do not include pictures with friends)
2. Hair should be out of your eyes and face
3. Dress appropriately and tastefully
4. Smile!

**Politeness Counts!** It's important to not only be professional when you're modeling, but also to be polite. Encourage your teen to learn the names of the crew members she works with, ask the make-up artist what he did last week-end with his family, give compliments, and send a thank you note after photo shoots. Looking beautiful is only a small part of being a model. If you're polite and easy to work with, clients will keep coming back for more. And your teen will earn more!

**Prepare Yourself:** Modeling is hard work! Make sure your teen model is well rested and up for the challenge. A piece of fruit and a brisk walk will keep her fresh and energized. Most models recommend a daily moisturizer and a once a month exfoliate to keep their skin healthy and glowing.

Here is an excellent step-by-step guide on all the ins and outs, tips and techniques, for breaking into the exciting world of modeling...



You can check it out at [www.millionaire-kids.com/childmodels.html](http://www.millionaire-kids.com/childmodels.html)

**Prospective Modeling Agents:** The hardest part about breaking into modeling is finding an agent to represent you. The best way to find an agent is to either call the agency direct or

**Follow these 4 simple steps:**

- 1) Make any size copy of a recent photo of your child. On the back of the picture, write your child's name, birth date, height, weight, hair and eye color, and contact number.
- 2) Include a short note about your child and what he/she is interested in pursuing (commercials, modeling, acting, etc)
- 3) Mail out to prospective, licensed agents You can find an updated list of agents in your area [Here](#)
- 4) Follow up with a phone call a week later

**Patience:** Agents get hundreds of photos from potential models every day. So be patient and persistent in finding the right agent. Don't be afraid to ask questions. And most important, be true to yourself and don't change for others. God made you perfect just the way you are! Before you know it, you'll have more work and money than you ever dreamed possible!

**Personality Plus!** Once your child has some success being a model, maybe she could share her time and some free advice by speaking at middle schools in less affluent areas.

**30) Glamor Gals:** Little girls love to dress up like princesses! And of course, little boys favor pirate and cowboy outfits! Why not encourage your child to provide some fun for other kids and make some cash in the process? This works best with an instant print camera, like a Polaroid. Remind your child to use coupons to buy the film or to go to the manufacturer's web site (usually found by using their name; for example: [Polaroid](#) to locate coupons).

**Glitz:** Your child can collect items from her own dress-up box or garage sales including flashy jewelry, feather boas, fancy dresses, and cowboy costumes. Customers can choose an outfit for a glamor photo.

**Grandiose:** Your child can create an elegant setting by painting a background on cardboard or getting your permission to design a photography area in the living room or spare bedroom. Plants, a nice wicker chair, pretty draperies, and a vase with flowers will make the set look and feel simply charming!

**Gifts:** If your child offers this service close to a special day such as Mother's Day or Father's Day, she can advertise these photos as gifts. Parents might want a cute photo of their little darling for Grandma or Grandpa. If your child makes nice looking frames (or purchases some on clearance), she can ask more for the finished product.

**Gross Income:** Your child should figure out how much she is paying for the film for each photo and charge three to five dollars more per print in order to make this job worth her time and effort.

**Generous Love:** Grandmas love hugs and kisses! Have your child take a photo of a painted or stamped heart on their cheek, or lipstick kisses from mom, to give to Grandma with love. They'll be blushing with pride!



## **Chapter 5: Big Buck Online Businesses – For All You Computer Whizzes**



**31) Buy a Turn-Key Website:** Many experts believe this is THE fastest way to make money online. You can buy a web-based business that is already making money. And it's never been easier than right now. Many people are strapped for cash and they need to sell their web business to raise money. Or some web business owners have too many sites to maintain, so they need to downsize. And of course other web business owners are simply in the business of buying and selling websites!

**When the Economy Turns Sour:** There are thousands, even tens of thousands of profitable web-based businesses for sale on the market. Just like there are tons of houses for sale! And sometimes you can pick up these gems at a great bargain.

**What You Need to Know:** Before buying any website, you'll need to look at the cashflow and expenses of the site (the owner should provide this to you), the viability (whether the product can sell) of the product, and the goodwill of the company (what people on forums and blogs are saying about the product/company). Plus, make sure the product is ethical (not "adult" products or gambling), and that it isn't selling a dying product, for example, a long distance calling card (almost everyone has a cell phone these days!) or a product that has a huge amount of competition – like diets or vitamins.

**Where to Buy:** This may seem obvious...but the best place to buy a web business is on the Internet.

## Here is the list of the Top 11 Places to Search:

Afternic  
BuyDomains  
BuySellWebsite  
CraigsList (Any City > For Sale > Businesses)  
DNForum  
GoDaddy  
GreatDomains  
NamePros  
Sedo  
SitePoint Marketplace  
ViperBusiness

Personally, my favorite is SitePoint Marketplace. I found a website seller through this site that I highly recommend. Matthew and Maria (my two youngest) purchased their websites for \$70 dollars each and are already making approximately \$20 dollars a month with Google adsense.

Now, \$20 dollars a month may not seem like a lot, but what if you multiplied that by say 10 websites? That's \$200 dollars a month...for a 12 and 14 year old!

You can take a peek at their websites at:

[www.dogtrainingjustforkids.com](http://www.dogtrainingjustforkids.com)

[www.coolcoloredlaptops.com](http://www.coolcoloredlaptops.com)

Give Lee a try at [www.uniqueturnkeywebsites.com](http://www.uniqueturnkeywebsites.com) for the best deals to get started!

**What Does it Cost?** Like I mentioned, you can buy websites for as little as \$70 dollars. Or you could buy an already successful website offering a single information product (e-book) for \$1,000. The price of the website directly relates to how much income it is generating. A good rule of thumb is: most websites are priced at 12-24 months' worth of net earnings. So you make back your investment in a year or so...then keep the profits. Remember, you can always negotiate with the seller. Like my dad always preached to me, always offer a low-ball!

**What Are the Advantages?** The biggest advantage of buying a pre-existing website (rather than building one from scratch), is that you can start making money immediately. Plus, many websites run on “auto-pilot” so it won't require a lot of setup or training either. What's more, all the "bugs" and technical problems will have been worked out. So don't mess with success. In other words, don't try to add a product or service to the successful website. It could ruin the cashflow!

**Want a Tip?** If you buy a website or already have a website, make sure you add Google adsense to it on your most popular pages. You get paid every time someone clicks on an ad from your website. It's simple, **free**, and it works! So you can make a little money while you sleep!

You can sign up HERE: <https://www.google.com/adsense/g-app-single-1>

**What an Idea!** If you buy a website, tell your customers that you will be donating a percentage of profits to a related charity. You'll be amazed at how this may increase sales!

**32) Buy and Sell Websites or Domain Names:** You can buy and sell Web-based businesses (and/or domain names) quite easily on most of the sites I listed above. And you don't have to be a whiz. When you become a Web-based business (or domain) broker, you don't even have to bother running or managing the online business.

**Define Domain Names:** For those of you “domain name” challenged, examples of domain names are:

[www.dogtraining.com](http://www.dogtraining.com)

[www.laptopsforless.com](http://www.laptopsforless.com)

[www.millionaire-kids.com](http://www.millionaire-kids.com)

[www.google.com](http://www.google.com)

Etc.

You get the picture, right?

**Did you know** that people are willing to pay big money for popular domain names? To someday build a related website? Crazy but true. Buy the right domain names and make a LOT of money.

**Do it Again:** Once you get the hang of buy low and sell for more, do it again for even bigger profits. Try to look for websites that need a little tender loving care, like fresh content, fix it up, and sell it for a tidy profit.

**33) Start a Niche Search Engine Website:** Google is definitely the King of search engine kingdom. But your kids don't have to dethrone Google to make money with their own niche search engine website. And they can be a king - or queen - in their own right!

**So What Exactly is a “Niche” Search Engine?** A niche engine is a targeted searching tool. So instead of searching millions of Web pages on Google to find, say, a resort, a person could search with a niche engine that's devoted to websites in just that one particular market (niche).

**Single Advantage:** You don't have to be as popular as Google to make money with your own search engine website. Many smaller search engines like Amazon (for books), Newegg.com (for computer supplies and technology products), BestRatedTravel.com (for travel related websites), and super small Equisearch.com (for thoroughbred horse racing and breeders industry) are all very profitable.

**Simply Choose Your Niche:** If your kids want to start their own search engine website, the first step is choose a popular niche. What's popular? What are kids (or adults too!) searching for on the Internet? Remember, your aim is to make a profit, so you want to choose a niche that will help you do so. You don't want to develop a niche engine on an area that hardly anyone knows about it except you! For example, a search for Naso Tang tropical fish probably won't work...a better choice would be tropical fish in general (buy/sell, products, accessories, information, etc.).

**Here are a few of the hottest niche engine markets perfect for Kids:**

Travel  
Movie Stars  
Matchmaking (dating)  
Online education (courses, seminars, e-books, tutorials)  
Images (non-adult)  
Online gaming (cheats, strategies, tools)  
Live Web cams  
Restaurants (reviews, forums, images, live video)  
Pets (anything and everything!)

Not interested in any of those? There are lots more niches out there. Do some research at [google.com/trends](http://google.com/trends) to find out what's popular. Let your imagination run wild!

**Secondly: Once you've decided on your niche**, now it's time to Build your Site!  
Unless you're super tech savvy, you'll need someone to help you out. It will cost about \$2,500 dollars to hire a freelance programmer. But if you do it right, your search engine site will be profitable as soon as it goes live.

You can track down reasonable freelance programmers and software developers at:

ScriptLance  
DICE.com  
CraigsList  
eLance

Once the programming of the search software and database is completed, the rest is easy.

**Here are a few requirements that you and your programmer should be familiar with before you get started.**

1. Your niche engine needs to have a database program like Microsoft Access, SQL, or Oracle that will store information until a user makes a query. Linux has some nice database applications too.
2. In order for users to be able to search your database, you need a program like Autonomy or Google's Custom Search Business Edition.

3. Your niche engine needs a graphical user interface (GUI). This is what people "see" when they come to your website. It includes the site's graphic design, color scheme, navigation, "look and feel," etc. Keep it simple and don't use a lot of graphics, JavaScript, Flash, videos, interactive media, advertising, or anything else. This will keep your site super-fast and efficient.

**Super Advertising for Your Niche Engine:** The key to success for any website is advertising! And the Internet is the fastest way to promote your niche engine quickly.

#### **Here Are 4 Budget Ways to Jumpstart Your Marketing:**

**1) PPC (pay-per-click) advertising.** Google and Yahoo! Are the most popular PPC networks, and they can be very effective.

#### **But Here Are Some Lesser-Known Networks:**

ABCSearch.com  
7Search.com  
Kanoodle.com  
LookSmart.com.

**2) Targeted advertising.** This means advertising with e-zines, blogs, websites, directories, and social networking sites. Keep in mind that publishers and website owners will always negotiate - so bargain away!

**3) Call newspaper journalists** to get an article written about your whiz 13 year old kid starting his own niche search engine website! You'll be swamped with mind-boggling traffic to your website! Or you could try URLWire.com. They offer unique URL announcement services to targeted media, editors, and journalists.

**4) Submit your niche engine into all of the major search engines,** and if your site is ranked high, you could receive monster traffic... absolutely free.

**So Get Started Right Away!** One of the main benefits of having your own niche engine is that it runs on "automatic pilot" for "automatic profits" for you. I read about someone who developed a niche engine that focused on precious metals dealers, took less than 30 days to develop, cost less than \$2,500, and was profitable right out of the gate!

Don't get bogged down by the details. Just put your ideas together on paper and then on a website, and get it up and running as soon as possible.

**Something to Consider:** Encourage your kids to send some of the profits to their favorite charity. Big Brother/Big Sister is one of my favorites.

**34) Ebay Assistant for Hire:** Don't fancy writing? Then set yourself up as an eBay Assistant. eBay itself will send you people who need help with their complicated system. And you can charge them a commission.

**Go it Alone:** You don't have to rely on eBay for referrals. Advertise on your own and set your own hourly rate.

**Going Rate:** You could either charge by the hour, say \$10 dollars an hour, or charge a commission once the item sells.

**General Public:** I'll bet there are lots of people you know who have stuff they would be willing to let you sell. Especially elderly people who aren't computer literate. Just think of all the piles of money lying around! You would be doing a great service by helping people get rid of their junk and padding their bank account at the same time.

**Garages:** You could also setup a "shop" out of your garage to accept goods from those who can't or don't know how to list it themselves. Yes, a physical shop. There are lots of them springing up in big cities. The operation is simple. You take something in from somebody, sell it on ebay and retain a percentage for your efforts.

**Get Out the Business Cards:** Have your kids start handing out business cards offering to sell other peoples' junk on eBay. You'll have all sorts of stuff before you know it! A clever card could say...

***Got Junk?***

***Get Fast Cash On eBay!***

***Pay Me Only if You Sell***

***Call John @ 222-2222***

**Giving Feels Good:** Kids can feel good about helping elderly people make a little extra money selling their stuff on eBay. It doesn't get much better than that!

**35) Etsy Assistant for Hire:** If you go to craft sales, do you notice how many elderly people are selling their goods? I bet few of them have a website...and even fewer sell their hand-made goods on the website [www.etsy.com](http://www.etsy.com)! This idea is similar to the eBay Assistant for hire – only you list one of a kind, hand-made items for elderly artisans who are uncomfortable with using the Internet. You can sell either handmade items or vintage (20 years or older) items on this site.

**First Things First:** Have your kids make up flashy flyers to post around town and start handing out business cards offering their services to elderly crafters. The best place to hand out their business cards is at local craft fairs or church bazaars. Have them pick out their favorite items that they think would be good sellers and then approach the crafter about their services. Talk about direct sales experience! Be sure they include this impressive experience on their college application essay some day.



**Favorite Categories:** Similar to eBay, you must choose a popular category to list your handmade items in. You can choose from such categories as accessories, bags & purses, bath & beauty, candles, pets, plants & edibles, children, quilts, and everything else! There really is a category for everything!

**Funds:** Once your kids have their first customer, it's time to list their hand-knitted baby sweater on the website. There is a 20 cent charge per item to list it for four months. Have your kids collect this charge in advance. Then when the item sells, there is a 3.5% transaction fee. The currency conversion feature allows you to even sell your treasures worldwide...awesome! Charging a 10% commission is standard for sold items.

**Features:** Whether you're selling a hand-knit baby sweater or a vintage cocktail dress, it's important to tell your potential buyer what's unique about your item and how it will make them look smarter, more dazzling, more special, etc. And be sure to include a top-quality picture. Remember, a picture is worth a thousand words!

**For Example:** If I were to list a scented candle, I would include a picture and a description...

***Under a Little Stress? Soothing lavender rosemary scented pillar candle melts away your stress in 15 minutes!***

**Friendly Reminder:** In order to open an account with etsy, a credit card is required for verification purposes. This should be the customer's credit card. If they are uncomfortable giving your child their credit card number, they could fill in the information on the site. With your child guiding them along of course!

Or another option is for your child to have his/her own store using your credit card. That way, they can list multiple items from different customers, have more control over the payments, collecting their fees, etc.

**Fun Stuff:** Along with selling other people's handmade stuff, your kids can include and sell their own handmade or vintage items in their online store for double the fun and double the profits!

**Fundraising Idea:** Maybe your kids could designate the sales of a certain item to raise funds for their favorite charity. Givers always receive more than they give.

**36) Start Your Own Shopping Mall:** Love to shop? Would you like to get paid to help other people shop? Then have your teen start her own online shopping mall. This is a really interesting way for teens to make money. And free as well! When people shop at your free online INTERNET shopping mall, you get paid a rebate on their purchases.

**Exactly 2 Minutes to Get Started:** There are many free online shopping malls, but Mall King is one of the oldest and largest worldwide online shopping malls. In a matter of minutes, you can set up your own online shopping mall using a simple, set-up wizard. In no time at all, you'll have your very own professional looking shopping mall to start telling your friends about!

**Earn Extra Income:** You'll earn a cut of the final sale (commission) every time someone makes a purchase at your shopping mall. And with thousands of products to choose from, there's something for everyone. You can also sign up to earn commissions as an affiliate to make even more cash.

**Everyone Likes to Save Money:** Who doesn't like to get the best deal? Or save money while they shop? Promote your shopping mall as a money saver and convenient way to shop. No fighting crowds at the mall or traffic jams. Plus, you can shop in your pajamas!

**Excellent Advertising:** The most important thing you can do is promote your online shopping mall. Otherwise you won't make a dime! Make up brochures and business cards with your unique url (shopping mall web address) on it. Something like:

***Shop & Save Til You Drop!  
Best Deals on the Internet  
[www.myshoppingmall.com](http://www.myshoppingmall.com)***

**Email Marketing:** Send emails to your friends, family, and neighbors announcing your new online shopping mall. And if you have a myspace account, post your url on your bulletin for all your friends to check out. You can even ask your friends if you can post on their bulletin as well. The more the merrier!

**37) Paid Surveys:** Did you know that companies in the United States alone spend over \$250 billion dollars a year trying to convince consumers to buy their products? I've written about how kids can get paid to take surveys on my website. But this is by far one of the easiest ways for teens as young as 13 years old to make some cool cash. My kids have joined two websites and average \$30 dollars a week for about one hour of filling out surveys. I have to admit, I was skeptical about this until I had my kids test it for themselves. And they don't need a credit card to do it either!

**Test it Out for Yourself:** Have your kids first try out a paid survey website under your supervision. That way, you'll learn along with them the ins and outs and whether it's worth their time and effort. They'll need your permission to join because they're only thirteen years old. And only one account per computer per household can be opened.

**Tips to Know:** Like I mentioned, you don't need a credit card to earn money. There are many surveys that will pay you 50 cents to two dollars without requiring a credit card. But if you want to make even faster money, sign up for the free trials to average twelve dollars per survey. Just make sure to cancel your subscription within the one week trial! Free trials require a credit card.

**Time For Another Email Account:** Make sure to have your kids set up a separate email account for filling out surveys. Otherwise they'll get bombarded with spam!

**Tell Your Friends:** Your kids can earn more money by telling their friends and family to sign up with a paid survey site. But they can not post on their facebook account if they have one. This is against spam policy. Every time their friends fill out a survey, your kids will earn a 10% commission kick back.

When they join a paid survey site, they'll receive their own url (website address) to give to their friends. For example, our Fusion Cash url is: <http://www.fusioncash.net/?ref=smishek>.

**Top 5 Highest Paying Teen Surveys:** All of these are free to join, have many surveys to choose from, pay promptly, and add new surveys on a regular basis.

1. Fusion Cash @ [www.fusioncash.net/?ref=smishek](http://www.fusioncash.net/?ref=smishek)
2. Panda Research
3. Ipsos
4. Memo Link
5. Snap Dollars

Personally, I also like Cash Crate (and am a member of) [www.cashcrate.com/693959](http://www.cashcrate.com/693959)

**Teach Generosity:** Young children are typically very generous. But as they grow up and are exposed to our materialistic society and peer pressure, they some times become greedy. It's important to teach and encourage your kids to share their special gifts and talents.

**38) Graphic or Web Designer:** Are your kids gifted or talented when it comes to art? Are they good at web design, HTML, or CSS? If so, they can create design templates and sell them over and over again. Many webmasters don't have the time or patience to get familiar with the intricacies and quirks of design. In fact, I just paid \$35 dollars to someone to design an ebook cover – and it took her less than a half hour!

**Billions of Customers:** There are literally a billion websites on the internet which means a huge demand for graphic and website designers. And it doesn't look like it's going to slow down any time soon! Your child could easily snag a small percentage of them as customers to make a fortune in his spare time.

**Banners and Templates – Oh My!** Do you ever notice the banners on websites advertising goods and services? Well, these all have to be designed by someone. Your kids could make & design them to sell multiple times. Hand out business cards to local business owners who have a web presence to land that first important customer.

**Bandwagon on Myspace:** You could also sell trinkets and icons to myspace users. They love em! Especially shiny ones. Myspace backgrounds, templates, animations, scripts, & icons sell like hotcakes and is a multi-million dollar industry. It seems that Myspace users are always on the lookout for unique ways to make their "space" stand out from the crowd. Kind of like neighbors trying to keep up with the Jones'!

**Benefit of Word of Mouth:** Have your kids give away for FREE lots of their creative designs and trinkets to their friends. Before long, they'll be bragging to all their friends where they got their trinkets. This is FREE advertising that can spread like wild fire!

**Bulletins on Myspace:** When selling to myspace users...doesn't it make sense to advertise and promote on myspace? Have your kids build up their list of friends and bulletin the heck out of them with all their trinkets and gadgets! Also, negotiate with other myspace users with a lot of friends (1,000 or more) to promote on their bulletin as well.

**Best Spots for An Ad:** Have your teen list his design or website services on sites like:

Craigslist  
Ebay  
eLance  
ScriptLance

**Booming Profits:** If your kids' designs are catchy and chic, they can sell them for a few bucks each millions of times. The best type of business, and the most profitable, is when you do the design once, and continue getting paid - indefinitely. This is a classic example of how your kids can do just that!

**Build Confidence:** There's nothing like starting a business and earning their own money to build confidence and self esteem in your kids. But all of us have a limited time here on Earth. Help your kids share and spread kindness towards others. True happiness comes from sharing your wealth with those less fortunate.

## **Chapter 6: Quick Holiday Cash – Tis Always the Season For Making Money!**



### **39) Holiday Bazaars**

Every year St. Bridget's in River Falls holds a Christmas bazaar as a fund raiser. And many other churches do as well. One of my favorite Christmas bazaars is at the Old Stillwater Courthouse with it's Victorian Christmas theme.

How most bazaars work is that you "rent" space in the gym or fellowship hall for a certain dollar amount, and then keep the profits of all the things you sell. Kids can earn several hundred dollars at holiday bazaars by selling unique, homemade crafts.

#### **Things that you can make that sell well at Holiday bazaars include:**

- homemade soaps & body scrubs
- funky handmade jewelry
- scrapbook greeting cards
- homemade cookies and brownies (low-fat or sugar free are especially popular)
- dream catchers
- handmade Christmas ornaments or decorations
- scented candles
- grapevine wreaths or garland
- knitted doggie jackets
- "gifts in a jar" or jarred hot chocolate or cookie mixes

I may even head to a bazaar with my homemade "Manure Tea Bags" to feed your indoor plants! Another idea is some trendy laptop covers or "skins."

You can also set up your own free online store to sell your homemade goods at [www.etsy.com](http://www.etsy.com).

#### **40) Holiday Baby-sitting**

As the holidays approach, parents need baby-sitters for Christmas and New Years parties, office parties, and special nights out. Let your neighbors know that you are available for baby-sitting and get on their list of sitters to call.

For the month of December, also think about offering "drop in" baby-sitting on Saturdays so parents can do their Christmas shopping. By watching several kids in your home, you can double or triple the baby-sitting earnings.

#### **41) Holiday Cleaning**

Christmas and Thanksgiving usually means lots of company for some of your neighbors. Your parents might know which of these neighbors would hire a kid to help get the house cleaned and ready for company.

Or you could offer to put up holiday decorations or hang Christmas lights up outside.

#### **42) Baking for Christmas Bucks**

One of my least favorite jobs is meal planning. How about offering busy parents a home-cooked meal either made at their home or delivered just in time for dinner? This would be especially appreciated around the hectic holiday season.

When you're advertising or talking to customers, stress that it's cheaper than take-out and healthier too!

#### **43) Gift Wrapping Service:**

I remember wrapping all my dad's Christmas presents every year (except my own). Busy people or creatively challenged people (dad's especially!) need help in this area, and kids could provide a useful service.

**Watch for Sales:** The best time to purchase Christmas gift wrap is after the holiday, so kids may want to think about this job well in advance. Otherwise, some super deals on gift wrap can usually be found during after Thanksgiving sales.

**Supplies:** Creative kids could make their own gift wrap with white butcher paper, brown grocery bags, or my favorite, comic papers. When the improvised wrap is stamped with red designs and tied up with raffia and a sprig of fresh holly berries, it is quite attractive. Be sure kids have plenty of tape and bows, too.

**Stock Up:** Kids should start saving boxes and other gift wrap. They can also save on overhead costs if the people who want their services also want to supply their own wrapping paper and bows.

**Samples:** They could wrap several empty boxes as samples to show customers. Encourage them to be creative with their decorations by tying on cookie cutters, small toys, cinnamon sticks, ornaments, or other items that look interesting and can be made or purchased for pennies at a yard sale.

**Saturdays:** These are the best days during the holiday season to set up a table (and kids aren't in school). There may be a store near you that would allow your kids to set up a table on their entrance. Or a smaller, locally owned gift shop might even pay for the supplies and pay your kids to do the work!

#### **44) Santa's Helper**

Parents tend to get a little, or a lot, stressed out during the holidays. Especially if they have toddlers who are always busy and getting into everything!

**Advertise:** Kids can make holiday flyers that will stand out and be remembered. They should advertise that they will entertain the children, telling stories or playing board games. They may even want to advertise some quiet activities to be played with children in cash the mom wants to wrap Christmas presents in the other room.

**All About Fun:** Your kids could bring along some of their own toys, music exercise videos, dress up clothes, or craft supplies to keep them entertained. Little kids love something new that they've never seen before. That old dusty pick-up truck in the back of your closet may keep their little buddy busy for a long time.

**Ask for Instructions:** The whole point of being a helper is to let Mom or Dad do his thing. Tell your helper to try not to interrupt the parent at all!

**Average Pay:** Santa's helpers should be able to ask one dollar an hour per child for playing with and keeping little tots busy.



#### **45) Sell Single Stem Roses or Carnations for Valentine's Day & Mother's Day**

Doesn't just about every woman love flowers? Especially from their husbands, boyfriends, and kids? Your kids could capitalize on this by selling individual flowers.

**Outside of Church:** Lots of people come and go to church every week. They might enjoy being able to buy a flower for their special lady on their way out.

**On the sidewalk:** If you live or can go to a busy section of your town or city, your kids could cash in by selling flowers just in time for Valentine's Day or Mother's Day.

**Order Taking:** Make up a heart shaped flyer offering roses for sale and take orders for the sweet day.

**Organize Your Pricing:** A single stem rose could sell for \$3.00 a stem, while a carnation for \$1.50 or \$2.00. Always place the more expensive item prominently – chances are it will sell first then. You could offer slight discounts for more than one flower, say for 3 to 5 individual roses.

**Order Ahead of Time:** Your kids should purchase their roses from a wholesaler plenty of time ahead of time. Search the yellow pages for local wholesalers or type in a search in Google. You may have to loan them the capital (cash) needed to buy the flowers. You may want to order a variety of colors, red, white, & pink.

**Occasionally:** Surprise an elderly grandmother with a free rose of her choosing. You'll be the sparkle of her eye for weeks to come!

#### **46) Sell Potted Amaryllis & Paper white Narcissus Bulbs:**

**Poinsettias** seem to have the Christmas flower market cornered. But many people, including myself, would rather have sweet smelling paper white narcissus or Amaryllis bulbs in pretty pots to decorate my home.

**Plant Early:** It takes 6 to 8 weeks for amaryllis' to bloom, so be sure to pot them in late October or early November.

**Pretty Pots:** Amaryllis' look best in deep pots so you might want to keep an eye out for pots at local thrift shops or yard sales. Aluminum cans can be painted and decorated for a beautiful pot. And so good for the environment!

**Press For Orders:** Have your kids let friends, family, and neighbors know they are taking orders for these festive flowers. They should have a sample to show and put a picture of it on

a flyer around town.

**Profits:** Make sure to include the price of the bulbs and pots when setting your price. Charge double what your expenses are...and offer to deliver for exceptional customer service!

**Personal Present:** Donate one of your beautiful plants as a gift to a hospital or church to decorate for Christmastime.

#### **47) Spring time Bulb Gardens:**

Similar to potted Amaryllis and paper white narcissus bulb plants, your child could plant a sweet smelling spring bulb garden full of hyacinths, tulips, and crocus to sell around Easter and Mother's Day.

**Follow the pointers above:** Plant at least six to eight weeks before the holiday, ask for orders, and price your plants to include all your expenses.

**Floral Shops:** Local flower shops charge a pretty penny for potted bulb gardens. You might want to browse their store for ideas and prices. If you could charge a third of the price, this is a great selling point!

**Fun in the Dirt:** If your kids like getting dirty, this is the perfect job for them. But they might need a little supervision so the dirt doesn't land in the carpet!

**Fellow Neighbor:** A sick or handicapped neighbor would appreciate a little spring garden!

#### **48) Be Mine Valentine!**

Do you have a drama or theatrical child? Is she a real ham who likes performing in front of an audience? Then she could offer a fun and profitable Valentine service!

##### **Singing Telegram**

Your child can offer any kind of Valentine greeting from a singing telegram to flowers, candy, cards, or any other special gift the customer wants delivered.

**Students:** The best customers will be high school and college students, so she should pass out flyers to them first

**Services:** Your child should decide what kind of products she will offer and the price list for each. If she is supplying the flowers or candy, she will need to factor in those costs, as well.

**Schedule:** Your child should start taking orders at least two weeks before Valentine's Day. Once the orders start coming in, she'll need to work out a master schedule. This will include the time and place of delivery. Make sure your child doesn't over commit her time or talents. (For example, if she's a baad singer, she may want to stick to her day job!)

**Special Delivery:** To make the event even more special, your child may want to dress in character if she's performing a singing telegram, or in formal wear if she's delivering that special something to a special someone. Be sure she picks up any special delivery items TWO DAYS before Valentine's Day and tags them with who they're from and where they're going.

**Sign Here Please:** Whenever your child delivers a gift, she should have the recipient sign for it. It save a lot of confusion later!

**Singing Makes People Laugh:** Hospital floors with terminal patients would appreciate a little singing to lighten their spirits. Maybe your little super star could sing for smiles?!

#### **49) Sell Wrist Corsages for Prom, First Communion, Mother's Day, & Grandparent's Day**

When my youngest daughter Maria had her first communion, it was common for the little girls to wear a wrist corsage of pretty pink roses for the occasion. But believe it or not, the florist shop wasn't aware of the trend.

**Simple to Make:** Your creative kids can buy all the supplies they need to easily make a wrist corsage using either real or silk flowers.

**Sales:** To help increase profits, look for silk flowers on clearance or use readily available free flowers to keep costs low. You could also use wild flowers or flowers growing in your own garden to make your masterpieces.

**Special Flowers:** Lilly of the valley flowers are especially popular and are long lasting. Lilacs would also make a gorgeous corsage.

**Specific Prices:** Make sure to have a price list handy for different designs with different flowers for sale. Also, have your kids make a pretty sample to show. Samples always help to make more sales!

**Sprig of Cheer:** Give a sprig of fresh flowers to someone who looks sad, tired, or stressed out. It's might be just what the plant doctor ordered!

## **50) Gift Baskets**

Do you live near an apple orchard? A vineyard? A cheese factory? A cookie factory? If so, then you could make up holiday gift baskets to offer for sale!

**Corporate Accounts:** Many businesses give their employees gifts at Christmas time. Have your kids send a letter (well written and corrected by Mom!) or call local businesses to offer making gift baskets of local products.

**Call on the Phone:** Your kids should follow up their letter with a phone call. It's more personal. Why do you think telemarketers are always calling?

**Check For Bulletin Boards:** Some businesses have bulletin boards and may let you post a flyer with permission.

**Chance to Give:** You could encourage your kids to make a small gift basket for a needy family of personal hygiene items like shampoo, toilet paper, tooth paste, etc.

## **51) Mistletoe:**

In winter, kids may be able to find small green clusters of leaves with white berries, growing in otherwise barren trees. This, believe it or not, is mistletoe. (You may or may not live in an area where this grows.) Explain to your kids that people buy sprigs of mistletoe at Christmastime for the tradition of kissing someone under it – just ask Mom and Dad!

**Gathering:** Getting those sprigs down from the trees is the tricky part. Be sure kids have permission beforehand from the owners to harvest the mistletoe. Kids can also look for sprigs of it on the ground, if it has been windy. Otherwise, provide a long pole, that will reach far into the trees so they can knock down the sprigs. A branch trimmer with an extender built in may also work for this harvesting.

**Garnish:** People like their mistletoe to be fresh so they can use it to garnish a doorway. Kids can keep it fresh by gathering only what they will sell for the day. If it must be kept overnight, put it in a plastic bag in the refrigerator.

**Good Money:** Kids can sell mistletoe for a dollar a small bag, \$1.75 for a larger bag, and \$4 dollars for a bunch. The mistletoe will sell even better if the larger bunches are decorated with red ribbons. They could sell it in front of a busy store during the holidays.

**Generosity:** If kids have a cheerful spirit when selling this fun holiday item, people will tend to be more generous. They can demonstrate the use of mistletoe by kissing their younger brother or sister on the cheek! (They may say YUK! But they'll sell more!)

## Chapter 7: Real Life Tweenpreneurs



### LeAnna Archer – 13 Years Old:

LeAnna Archer is no ordinary 13 year old. Ever since a young age, LeAnna's mother would put a pomade on her thick, black hair to make it shiny and smooth. The special home-made hair pomade was created by her great grandmother and it was made up of avocado, almond, hibiscus, and rosemary oils.

Many of her friends, and even strangers, would compliment her on how beautiful her hair was.

As she got older, it became obvious that the compliments she was receiving from strangers about her luscious locks had something to do with the pomade.

The more she thought about it; the more it became obvious that selling her grandmother's recipe might be a good idea.

But she had to find a way to "Sell" Her Parents on the Idea.

When LeAnna first brought up the idea of starting her own business of selling her grandmother's hair pomade to her parents...

Their response was, "it's a great idea but we don't have time or the knowledge about running a business."

You see, her parents immigrated to the United States from the Caribbean so they were unsure about how to start a business.

Let alone the fact that LeAnna was **only 9 years old at the time!**

They gave her the advice to "wait until she got older".

Sounds reasonable, right?

But LeAnna wasn't about to wait...or give up. She was convinced that anyone using this recipe would get the same *beautiful* hair results that she was.

### **So LeAnna Decided to Do an Experiment**

Every time her grandmother made a batch of the hair pomade, she would take samples in a Gerber baby food jar to sell to her friends.

And sure enough, all of her friends **loved** it! Her strategy worked almost immediately.

She started getting phone calls and people sending checks for larger amounts of the pomade.

Now, LeAnna had enough ammunition to...

### **Convince Her Parents to Take Her Business Idea Seriously**

Once LeAnna's parents realized that LeAnna was already *selling* the hair pomade...

And that she had already researched on the Internet how to obtain a business license and a business tax ID, they were so impressed that the first question out of their mouth was "What are we going to call this company"?

Of course, the business girl that LeAnna is, she had her answer ready LeAnna's Hair !  
And so LeAnna's hair company was born...at the tender age of **9 years old!**

In June of 2005, Leanna's Inc. was created and started selling Hair and Body products such as:

Hair dressing

Hair Dressing with Shea Butter

Hair Oil Treatment

Shampoo, Conditioner, & Deep Conditioner

Moisturizing Hair Mist

Pure Shea Butter for the skin

Scented Hand and Body lotions

Facial Mask

French Green Clay Mask

Scented Dead Sea Salts

Her products can be used on any types of hair...no matter what your ethnic background is.

Pretty impressive for a now 13 year old!

### **It's a Family Affair**

LeAnna would have never been able to get her business off the ground without the loving support of her parents.

And she still relies on her family for help!

### **Could This Be the Next Mary Kay for Kids?**

LeAnna also offers an opportunity for your kids to make money just like she does by becoming a representatives for her products.

And you can start with **NO MONEY** at all.

How? Very Simple.

Leanna's Inc. will send you pamphlets, fliers, and magazine articles for **you and your child** to go to beauty salons and introduce them to Leanna's products.

You would also receive order forms. You would let the salons know that your child is representing 12 year old Leanna Archer from Leanna's Inc.

Once a beauty salon or an individual decides to purchase Leanna's products from your child, you would take the order, Email it, Fax it or Mail it to LeAnna's Hair, and just like a Mary Kay representative, your child would earn a **PROFIT**.

And even better...every time that salon or individual makes a purchase, your child earns a commission.

You could even have Leanna Hair Care home parties! Just like Mary Kay parties.

If your daughter is interested in hair and in making some extra cash, this is a simple way to do



it with ready-made, great products!

### **Amanda W. - 11 Years Old:**

Amanda absolutely loves dogs! And all kinds of dogs. She seems to have a knack for getting strange dogs to trust her and warm up to her as soon as they see her sparkling smile.

Amanda was looking for ways to make some extra money and she wanted to work with animals – dogs especially.

She considered working at a dog kennel or the humane society, but she quickly discovered that she couldn't be hired because she was only eleven years old.

And because she lived in the country, it was difficult to expect her parents to drive her to a job.

So she did a little brainstorming and research and came up with the idea of offering in her home dog care for traveling owners.

Of course, she first asked permission from her parents and then bought some basic supplies like dog dishes, a gate to separate different dogs, and an extra strong leash for walking and exercising her dog guests.

Her mom suggested putting in an ad in her work newsletter which worked wonderfully. She also made up colorful dog posters to advertise her service at local veterinarian clinics.

Every week-end she took care of, on average, two dogs over a two to three day week-end. Her fees started out at \$15 dollars per night/per dog. But she gradually increased her rates to \$25 dollars per night.

This was the perfect job for Amanda and she was able to save enough money from her doggie daycare to go on a trip to Germany with her aunt and uncle when she was a junior in high school.

Way to go Amanda!

### **Ashley Qualls – 14 Years Old:**

Ashley is different from many people who have made millions on the Internet in recent years.

She didn't have an entrepreneurial parent or older sibling to help her get going, nor did she tap into Silicon Valley capital and contacts.

Instead, she started her business in 2004 with an \$8 dollar domain name, working in the kitchen of her suburban Detroit home, at the age of just fourteen.

She didn't know she was starting a business at the time - she thought she was just creating an easy way to share her cool MySpace background designs with her friends.

It did take adult involvement for that site to start earning money. In 2006, Ashley's Whateverlife.com site attracted the attention of Ian Moray, manager of media development for ValueClick Media, an online advertising broking firm. Moray had no idea that he was dealing with a teenager - he negotiated with Ashley via email and phone, and she had all the knowledge and poise he would expect from a seasoned Internet professional.

It wasn't until almost a year later, when Fast Company magazine contacted him for a quote to use in an article they were writing about Ashley and her business, that Moray discovered her real age. By then, she was earning over \$70,000 per month, and ValueClick were very happy with her site, thank you very much!

Ashley has turned down several offers to buy her business for ever-increasing numbers of millions. She likes what she does, and she wants to keep doing it.

Source: <http://hubpages.com/hub/Young-Entrepreneurs---Ashley-Qualls>

### **David Wilkinson – 12 Years Old:**

David has been blogging since his summer holidays in 2006, when he was just 12 years old. In an interview with Michael Dunlop of Retire@21.com, David explained the appeal of starting out in business at such an early age.

He writes a blog on technology called Techzi, and it didn't take him long to start earning money from his passion.

Currently, he has branched into affiliate marketing where he earns a commission for promoting other people's products.

He says he can live on \$500 dollars a month until he turns fourteen, by which time he should be earning more money. Talk about a smart kids!

### **Alexa Kitchen – 5 Years Old:**

Alexa Kitchen became the world's youngest, professional cartoonist at the age of five. Although she was young, Alexa clearly understood that a cartoonist should receive monetary compensation.

Her mother recalls:

*“Not only was she interested in creating for the sake of the artist in her, she (understandably) also wanted to be compensated for it. She tried to “sell” us daily newspapers for a quarter. She did this the hard way: she designed and drew a single page “newspaper” with made up stories and images. Then she drew the same thing on another piece of paper over and over until she had a small stack, apparently unaware of our Xerox machine.”*

Alexa's father, Denis, is a cartoon publisher. Initially, he thought that his admiration for Alexa's work was just parental pride. However, one of his colleagues, Will Eisner, visited Denis for a business meeting.

*“Alexa walked into the room with a drawing and he looked at it,” says Dennis. “Will said, “Oh, your father helped you with this, I see,” and she very indignantly said, “He did not!” Will looked at me and I said, “I’m not allowed to touch her stuff, Will.” Then he started talking to her and ignored me. That was not the Will Eisner I knew. If he had just been handed a little kid’s doodle, he would have said, “Isn’t that sweet?” and we would have got back to business.*

As a major player in the comic industry, Eisner's interest reassured Denis that his admiration for Alexa's work was well-founded. Denis and Stacy took Alexa to the San Diego Comicon with two small volumes of her early work.

Alexa attracted major attention and rave reviews. “Everyone [is] pretty flabbergasted by Alexa's work. Not only does she write and letter all her own work but she has an eye for detail and composition that many grown artists can barely match,” wrote Heidi MacDonald in Comics Buyer's Guide (2004).

Source: <http://hubpages.com/hub/Young-Entrepreneur---Alexa-Kitchen>

## Chapter 8: Inspirational Quotes For Teens



"Every great dream begins with a dreamer. Always remember, you have within you the strength, the patience, and the passion to reach for the stars to change the world."

- **Harriet Tubman**

"Hollywood held this double lure for me, tremendous sums of money for work that required no more effort than a game of pinochle."

- **Ben Hecht**

"You can have anything you want, if only you help enough people achieve what they want."

- **Zig Ziglar**

"I am here for a purpose and that purpose is to grow into a mountain, not to shrink to a grain of sand. Henceforth will I apply ALL my efforts to become the highest mountain of all and I will strain my potential until it cries for mercy."

- **Og Mandino**

"The only limit to your impact is your imagination and commitment."

- **Tony Robbins**

“A big part of financial freedom is having your heart and mind free from worry about the what-ifs of life.”

– **Suze Orman**

“We can change our lives. We can do, have, and be exactly what we wish.”

– **Anthony Robbins**

“If you can imagine it, you can achieve it, if you dream it, you can become it.”

– **William Ward**

“It is neither wealth nor splendor; but tranquility and occupation which give happiness.”

– **Thomas Jefferson**

“Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no hope at all.”

– **Dale Carnegie**

“We don't want to push our ideas on to customers, we simply want to make what they want. ”

– **Laura Ashley**

“The good or ill of a man lies within his own will.”

– **Epictetus**

– “The greatest and most important problems in life are all in a certain sense insoluble. They can never be solved, but only outgrown.”

– **Carl Jung**

“The greatest thing about man is his ability to transcend himself, his ancestry and his environment and to become what he dreams of being”.

**Tully C. Knoles**

“The happiness of your life depends upon the quality of your thoughts... take care that you entertain no notions unsuitable to virtue and reasonable nature. “

**Marcus Aurelius**

“The life given us by nature is short, but the memory of a life well spent is eternal”.

**Cicero**

“The love we give away is the only love we keep”.

**Elbert Hubbard**

“The measure of success is not whether you have tough problem to deal with, but whether it is the same problem you had last year”.

**John Foster Dulles**

“The miracle is not to fly in the air, or to walk on the water; but to walk on the earth”.

**Chinese Proverb**

“The more you lose yourself in something bigger than yourself, the more energy you will have”.

**Norman Vincent Peale**

“The only discipline that lasts is self-discipline”.

**Bum Phillips**

“Time is the most valuable thing a man can spend”.

**Laertius Diogenes**

“To get rich never risk your health. For it is the truth that health is the wealth of wealth”.

**Richard Baker**

“Today the greatest single source of wealth is between your ears”.

**Brian Tracy**

“Treasure the love you receive above all. It will survive long after your gold and good health have vanished”.

**Og Mandingo**

“We make a living by what we get, but we make a life by what we give”.

**Winston Churchill**



“Wealth after all is a relative thing since he that has little and wants less is richer than he that has much and wants more”.

**Charles Caleb Colton**

“Wealth is not his that has it, but his that enjoys it”.

**Benjamin Franklin**

Wealth is the ability to fully experience life.

**Henry David Thoreau**

“Wealth is the product of energy times intelligence: energy turned into artifacts that “advantage” human life”.

**R. Buckminster Fuller**

