



7 NOMAD BUSINESSES YOU CAN START TODAY



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By [Michael Claasz](#)

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Introduction

A "nomad business" is a small business you can run from nearly anywhere long as you have an internet connection.

Nomad businesses are all about letting you live how you want to live, designing your life as you choose while running your own small company.

Done right, in a nomad business, you have no 80-hour work weeks, no need for venture capital funding, no rented office spaces, no warehouses, and usually no employees.

This isn't the traditional entrepreneurship of working yourself ragged to build a company.

Rather than living for the business, the business exists to take care of your needs while affording you the freedom to live the life you choose.

Generally, your goal in a nomad business isn't to sell the company off in ten years for a hundred million dollars – that's an entirely different ballgame. Instead, it's a compromise of money earned and Time off.

Depending on the business you choose, how hard you work at it, how effective you are at building your business, and how much time you like to take off, your income might be \$50,000 a year, \$200,000 a year, or in some cases, possibly even a million dollars a year.

You decide how big you want to build your business if you wish to do it alone or with employees or contractors, where you want to work when you want to work, and so forth.

Typically, you're going to start small – doing as much as you can handle and no more.

Then you'll decide how much you want to grow, assuming you want to grow at all.

Your business supports your lifestyle, rather than sacrificing your lifestyle for your business as you would in a traditional start-up.

With a nomad business, you can...

- Start with little to no money
- Easily control your costs
- Operate your business for many years
- Generate a good income
- Pursue your passions and interests
- Enjoy time freedom, deciding when to work and when to 'call in sick.'
- Enjoy financial freedom, cranking things up to earn more, or take on less work to have more leisure time
- Enjoy location freedom, working where you want to work

To get started in a nomad business, your first steps are to write down your goals and choose your business model.

Your goals might range from achieving financial independence to creating your own fortune. And they might be to help a few people, change the world, or anything in between.

We've chosen the 5 most popular nomad businesses to help you get started.

1. Affiliate Marketing

Affiliate marketing is an arrangement in which an online retailer pays you a commission for traffic or sales generated from your referrals.

For example, let's say you're an affiliate for the XYZ product. You recommend to me, your reader or subscriber, that I purchase XYZ, and I do. You earn a commission on that sale because you are the one who referred me.

You're promoting other people's products - often through an affiliate network - to earn a commission when the people you refer buy the product.

And once you have your own products, you can offer promoters a financial incentive through an affiliate program to promote your products, too. We'll cover this in the next section.

In affiliate marketing, it generally takes four parties to make a sale:

1. The product owner or merchant.
2. The affiliate who promotes the product (that's you.)
3. The customer who buys the product thanks to your referral.
4. The affiliate network is an intermediary between you (the affiliate) and the merchant.

Tip: Affiliate networks can also serve as databases of products you can promote. Clickbank.com is an excellent example of an affiliate network.

There are many ways to market affiliate products, but for our purposes here, we'll talk about one of the easiest and most common methods to get started:

Reviewing products in your niche.

By writing reviews, you can come across as an impartial third-party person who is helping the reader to decide between different options. Well-written reviews are not only helpful, but they can also rank high in the search engines, earning you free traffic. Get the products in your hand and use them before writing your reviews so that you know what you're talking about.

Write about what you like and dislike concerning the product. Talk about how you personally used it, what you used it for, and how well it did its job. And be sure to include your affiliate link for those who want to purchase it.

On your website, be sure to collect the email addresses of your visitors. You can do this with a Hello Bar across the top of the page, or an Exit Popup when someone leaves the page, and of course, by adding a sidebar widget to every page.

In all of these locations, offer something for free such as a free report or video in exchange for your visitor's email address.

Then keep your list apprised of all your latest product reviews. Even with a few hundred people on your list, you can create significant sales by sending them regular updates. There are many more ways to sell affiliate products, but this will give you a good start.

Affiliate Marketing Tips

Paid Advertising - *If you get good at using paid advertising, you can earn money on tap anytime you like. The key is to spend less getting a customer than you make from that customer. And to do this, you'll want to test, test, and*

test some more. Ideally, you want to spend as little on advertising as possible while getting the most significant return.

Life Time Customer Value - It's important to realize that the lifetime value is almost always more than you initially earn from the first sale. Once a customer knows you and trusts you, they may buy from you numerous times. This means you can sell them not just one product but many products over the course of weeks, months, or years.

There is No Ceiling on Income - You can promote as many products as you have Time and traffic. Naturally, some products will be more lucrative than others. If a product has already been promoted to death, consider choosing something newer.

However, It will Take Time to Make Serious Money - There is a learning curve to affiliate marketing. Plus, the real money is found in your email list, which takes time to build. Be patient and keep working on it. Your first goal? Is to simply make that first \$1. It's a learning process and takes time. Most people who fail in affiliate marketing simply quit too soon before they have a chance to learn what they're doing.

Learn from Others - Many, MANY affiliate marketers have gone before you and become hugely successful. Fortunately, some of them have created courses on duplicating their success. There is no need to make the same mistakes they made or invent new systems when you can simply copy what they do.

2. Selling Your Own Information Products

You can create and sell information products in almost any niche where people are willing to spend money to get information.

And you can get started before you even have your first product. In fact, it's the best way to do it. Otherwise, you could spend weeks creating a product that no one wants to buy.

Here's the process for refining and testing your idea before creating the product:

You have a product idea.

Great! This is the place to start, but don't get too attached to your idea yet.

Look for what products and services are already there with the same idea.

Consider how you might improve upon them by delivering something that solves not only the customer's problem but also fills the gaps left by competing products.

Amazon is a great place to do this sort of research. You can find books on similar topics and see what the reviewers say.

Maybe topics are missing from the books or problems that aren't adequately addressed. Your information product can fill these gaps.

You can also check out [Buzzsumo](#), which shows you what's popular based on social shares.

And finally, check on Youtube to find out what people want to know about this topic, what videos they're watching, what their comments are, and so forth.

Now that you've refined your idea, **it's Time to validate it.**

After all, you don't want to create a product just to find out that no one wants to buy it.

And the way you're going to do that is to ask people to pay for it.

You'll find these people by taking the URL from one of the posts on [Buzzsumo](#) and plugging it into a tool called Topsy.

For example, maybe the [Buzzsumo](#) post was on how to build your own greenhouse. By plugging that link in, Topsy will show you a list of all the people who tweeted that greenhouse post's link.

You then hit the reply button and directly tell them about your idea. For example, *@bobcushman Saw you like greenhouses, too. Would you buy a step-by-step video series that shows you exactly how to build your own?*

Make sure to ask if they will BUY your idea, not just if they like it. Saying they like something is not the same as spending money on it.

If they respond with a yes, give them the chance to buy it by replying with something like, "Awesome, here's the link to buy: [LINK] Will create it if 5 people buy.

Once you cross your threshold and are sure that people will actually buy your product, you can start to create it.

The actual process of creating your product could take up an entire book of information – too much to include it all here. But if you're interested, I'll be recommending my favorite course on product creation in the near future.

Information Product Creation Tips

Perfection is the Enemy

Your job is to create a product that is good enough. You must give helpful information that your buyers can immediately use for an information product. It's unnecessary to make it read like Shakespeare or format it like a work of art. Get your product good enough to ship, and then start selling it. If you wait until it's perfect, you'll never launch anything.

Don't Go it Alone

Get **affiliates** on board as quickly as possible because they can reach far more potential buyers than you can. Yes, you'll pay them 50% commissions or better, but it's totally worth it. Just think that you'll earn a percentage for every sale they make. But for sales never made, you gain nothing.

Stuck for Content? Interview Experts

Maybe you don't know your topic to make a great product. That's okay! Interview experts in your niche, record the interviews, and transcribe them. Then take everything and organize it into a functional product. Be sure to extensively interview your experts, getting specific action steps to use as the core of your product. And be brave when seeking out experts. You're going to be amazed at the people who say yes. That said, not everyone will agree to be interviewed, and that's okay. You don't need everyone; you just need some.

Doctors, professors, PhDs, business people, authors, and all kinds of experts will agree to be interviewed. After all, it's incredibly flattering, and some of them want the publicity, too.

You can offer to share profits with your subject, or not. It's up to you. Frankly, I think it's a great idea to give them a percentage or offer to donate a portion of profits to their favorite charity.

Hate Writing? Create an Audio or Video Course

There's nothing that says you have to create a written product. In fact, some people prefer video or audio. So, if you love to talk about your subject, go ahead and make an outline, and then start recording yourself. Have the recordings transcribed, and you can use the transcriptions as a bonus to your main product.

3. Blogging & Podcasting

It might seem strange that we would lump two different things – blogging and podcasting – together.

But really, they are pretty similar, and you might choose to do both simultaneously.

As a blogger, you're writing blog posts or articles and posting them on your online blog regularly for all to read.

As a podcaster, you are speaking rather than writing. You're making digital broadcasts available for downloading and listening.

Your blog or podcast can be on any topic in the whole wide world, but it's best to narrow it down to something that can be turned into a profit for you.

Choose a niche that people are enthusiastic about and in which people also spend money. Here are some examples:

Health:

- Weight loss
- Weight gain
- Muscle building
- Curing diabetes
- Getting pregnant
- Diets

- Nutrition
 - Depression
 - Natural health
 - Hair loss
 - Yoga
 - Stop smoking
 - Headaches
 - Herbal Supplements
 - Anxiety
 - Stress management
 - Addiction
 - Exercise
 - How to get your ex back
 - How to improve your love life
 - Dating advice for men
 - Dating advice for women
 - How to save your relationship
 - Online dating
 - Making Money Online
 - Online jobs
 - Blogging
 - Business opportunities
 - Search engine optimization
 - Facebook marketing
 - Twitter marketing
 - Youtube marketing
 - Traffic generation
 - Copywriting
- Dating:**
- How to get a boyfriend
 - How to get a girlfriend

We've barely scratched the surface with this list, but you get the idea.

If people are interested in the topic and willing to spend money on it, it's probably a good one.

You might be wondering... how do you make money by blogging?

Typically, you'll start by creating your blog and adding valuable content. We could write an entire book on content creation alone. Suffice it to say, you will write about what your target audience wants to read.

Once you've begun making great content, it's Time to find blog readers and get them to your blog.

Your job is not just to write blog posts but also to promote your blog so that readers can find you. To do this, find out where your potential readers hang out on-

line. What are they currently reading? What forums do they frequent? What podcasts do they listen to? Are they engaged in social networks?

Once you've found your potential readers, offer an enticement to get them to visit your blog and subscribe to your email list. A good report on a hot topic should do it.

When they get to your blog, build engagement and community. Respond to comments and do everything in your power to keep them coming back to your blog time and time again.

Again, we could write an entire book on how to grow your blog following, but for our purposes here, we've got to keep it short. (Watch your email, I've got an excellent blogging resource to share with you.)

Next, you start making money from your blog through various income streams.

- You can offer affiliate products to your readers or sell your own products. You can sell advertising on your blog, such as Google AdSense.
- You can even run events, such as big conferences or simply smaller meet-ups for your readers.
- You can promote memberships to give you recurring income or create your own membership to offer to your readers.
- You can promote other businesses and services, do consulting or public speaking... really; once you've got the audience, there are many ways to make money blogging, and you can pick and choose any combination you like.

Podcasting works much the same way. You'll start out by recording your first couple of podcasts, and then you'll start working on getting subscribers to your pod-

cast. Last, you'll monetize your podcast by promoting your own products, other people's products, or whatever method you choose.

Blogging and Podcasting Tips

You're Not Alone

Blogs and bloggers number in the millions, with podcasts steadily gaining ground, which might seem discouraging with so much competition out there. But if you have something unique to say or particular expertise, or you're especially good at interviewing experts, either one of these avenues might be for you.

No Expertise? Be a Reporter

And if you're not an expert but you have a passion, you can take the role of reporter and report the latest news and pieces of interest to your readers. This is a great way to build a large following, especially if you put your own unique slant and personality into your writing and podcasting.

Profitability will take Time

You'll need time to build a following and get subscribers, which is why it's best to start blogging or podcasting part-time while you do something else for income.

Earnings Vary Greatly

It's impossible to say what you could earn since it will depend on your niche, how well you build an audience, and how you choose to monetize your blog.

You'll Become Well Connected

As you become more well-known in your niche, you'll find yourself becoming friends with some of the experts in your niche. If you've ever wanted to meet them or talk to them, then becoming one of their peers with your own blog or podcast is a great way to do it.

4. Freelancing

Freelancing is doing jobs – usually over the Internet, but it could be in person – on a job-by-job basis. The demand for freelancers is high and continues to grow, while traditional 9 to 5 day jobs are steadily declining.

It's impossible to say how much you would earn as a freelancer since it will depend on what kind of work you do, how much you charge, and how many jobs you take. But according to Payoneer's data, the average freelancer works 36 hours a week and earns \$21 per hour – and it should be noted that's not in one particular country but across the world.

Freelancers in the U.S. make an average of \$31 per hour.

What can you do as a freelancer? That will depend on the skills you have now and the skills you are willing to learn, but here are some ideas:

1. 3D Artist
2. Academic Writer
3. Accountant
4. Advertising Copywriter
5. App Developer
6. Architect
7. Article Writer
8. Artist
9. Blog Writer
10. Book Designer
11. Book Editor
12. Bookkeeper
13. Business Analyst
14. Business Writer
15. C Programmer
16. CAD Designer
17. Comic Artist
18. Commercial Writer
19. Computer Programmer
20. Concept Artist
21. Content Writer
22. Copyeditor
23. Copywriter
24. Creative Director
25. Drupal Developer
26. Electrical Engineer
27. Fashion Designer
28. Fashion Stylist
29. Fiction Editor
30. Film Editor
31. Flash Designer
32. Game Developer
33. Grant Writer
34. Graphic Designer
35. Health Writer
36. Industrial Design
37. Interior Designer
38. Interpreter
39. IT Consultant
40. Legal Writer
41. Logo Designer
42. Magazine Writer
43. Marketing Consultant
44. Media Buyer
45. Medical Editor
46. Medical Transcriptionist
47. Medical Writer
48. Motion Graphics
49. Personal Assistant
50. Photo Editor
51. Photo Retouching
52. PHP Developer
53. Product Designer
54. Professional Services
55. Project Manager
56. Public Relations
57. Science Editor
58. Science Writer
59. SEO Consultant
60. Software Developer
61. Sportswriter
62. Tech Support
63. Technical Writer
64. Textile Designer

65. Travel Writer

67. Virtual Assistant

69. Web Copywriter

66. Video Editor

68. Visual Merchandiser

70. Web Designer

To get started freelancing, you typically need a computer or laptop, any necessary software, and a way to get clients. Many freelancers start out on Upwork.com to get their first clients, but it will depend on the contacts you already have as well as your chosen niche. You can do freelancing from almost anywhere you have an internet connection, which is why it makes an excellent nomad business.

Freelancing Tips

Freelance Work Isn't Just One-Time Projects

Start-ups and small businesses typically hire freelancers for short-term projects, but recently the trend has begun to change. Companies are now integrating freelancers into their core business to run lean. It is possible to get freelance positions that last as long as six months, meaning steady work and steady pay for you.

Local is Meaningless

Because you work over the Internet, you can take clients from any place in the world where you speak their language. This also means you can work from any place you have an internet connection, from home, your local café, or across the world on a working vacation.

Rejection is Part of the Job

It's a number game. You go after 6 jobs, and you only get 2 to 4 of them. Don't get discouraged when you get a no; just look at it as being that much closer to a yes. In the beginning, it can be challenging, but as soon as you start to get jobs under your belt, bringing more jobs becomes more manageable.

You Must Build a Portfolio

Even if you've never done work for anyone before, you need a portfolio. For example, if you want to write articles and blog posts for companies, write several samples to show prospects. It's much easier to sell your services once they have an idea of what you can do for them.

It's Hard to Separate Home from Work

If you're working at home, you will be continually interrupted by the phone, family, and those dishes that need to be done. You may find yourself putting work off to do other things and then trying to catch up in the evenings when you should be spending time with the family. Your best bet is to block time each day when you do nothing but work. Think of it as 'going into the office,' much like if you had a regular job. This will greatly simplify things and lower your stress and allow you to get your work done.

Scheduling can be Tricky

You have no work on Monday and Tuesday morning. You have 3 or 4 clients who suddenly need work done by Thursday. You'll want to devise a system for dealing with this sort of thing. And you may need to sometimes say no if you simply can't fit a job in.

You're Probably Not Charging Enough

In the beginning, you'll want to take almost any job at most any price just to get the experience. But once you've done a few jobs and shown what you can do, it's time to start raising your prices accordingly. Consider how much value you are giving your customers, as well as how much of your own expertise and Time you are investing in each job. Let your clients know that they get what they pay for, which is why you are not the cheapest. This brings up one last point... never market yourself or your skills on price alone. Being the cheapest is a sure way to the poor house. You will have to take on too much work, which means the quality will suffer and lose repeat clients. It truly is best for everyone if you learn to charge what you, your skills, and your work are worth.

5. Coaching

This is a vast field, encompassing everything from teaching people how to get a specific outcome in one particular niche to general life coaching and even executive coaching.

Let's talk about Life Coaches vs. Executive Coaches: Both use coaching techniques to motivate their clients to reach specific objectives, usually through learning, making life changes, and instilling new, helpful habits.

Life coaches may help with work-related goals and goals in all personal and professional areas of life.

Executive coaches, however, specifically concentrate on career and employment-related goals for their clients.

A life coach should at least have a high school diploma or GED and the ability to help others reach their goals. But the fact is life coaches who do well make considerably more – achieving six figures within 2 to 3 years. As with anything else, the variables are too significant to predict how much you might make.

If you prefer to be an executive coach, your earning potential is higher. Executive coaches generally have Master's degrees, but this is not a requirement.

Life coaches and executive coaches meet with their clients – either in person or via the Internet or phone – and help their clients identify specific goals to reach and problems to resolve.

Coaches usually develop action plans specifically for each client, designed to promote their client's success. Plan on spending time with each client once per week or so until they feel they can go it alone. As a coach, your clients might be with you for several weeks or several months, and occasionally they will continue to call on you periodically for years to come.

As a life coach, you will likely work on a wide range of personal or workplace goals with your client. Or, as an executive coach, you will likely focus on working with managers, executives, and other employees in their workplace environment. To get started as a coach, you will likely want to have a website showcasing your experience and success and a way of reaching potential clients.

Coaching Tips

Job responsibilities of a life coach include:

- *Assessing their client's current situation*
- *Developing a plan*

- *Identifying activities that can lead to goal achievement*
- *Meeting with clients*
- *Monitoring their clients' progress*

Job responsibilities of an executive coach include:

- *Meeting with clients*
- *Identifying desired outcomes for each client*
- *Clarifying obstacles*
- *Promoting willingness to learn*
- *Helping clients embrace philosophical changes*

Sell More than Coaching

You only have so many hours in the day, which means you can only actively coach a certain number of clients.

But if you have information products of your own or even affiliate products you can recommend, you can offer these to your clients. It helps them get results faster, increasing your bottom line.

Realize that Not Everyone is Coachable

Just because they need you doesn't mean you want to be their coach. Don't waste your time when you run into someone who wants a new life but won't listen to anything you say or put in the work to change.

They will eventually get mad at you because they're not getting results and may even ask for a refund.

This is why it's best to screen potential clients and let them know upfront what you expect from them.

You're not a fairy godmother – you don't wave a wand and change their life. You're a coach, and you expect them to put in the Time and effort to make the changes they want and need.

Use Contracts

New coaches don't see the need for contracts until one side or the other has a problem with expectations. You thought they wanted to lose 30 pounds, and they thought you would turn them into movie stars? Whoops. Clearly, state rules and expectations within the contract initially so there are no misunderstandings.

Do Not Chase Clients

If they don't show up for an appointment, don't chase them down. They are still paying for the appointment (as specified in the contract), so a simple email or text is enough. Anything more, and you look desperate. Your clients are adults – treat them as such.

Use Questionnaires

Create a questionnaire for potential new clients so you can understand their desires and they can get clear on what they want to accomplish.

Offer Both Private and Group Coaching

Not everyone can afford to hire you one-on-one, so offer group coaching in addition to private coaching. This increases your income as well as broadens your

client base. Some of those group coaching clients will eventually become private coaching clients.

You're Not the Right Coach for Everyone

And that's okay. When you first speak to a potential client, if it doesn't seem like a good fit, have the sense to not sign them up as a client. It will save you and them headaches down the road.

Coach for Free to Get Experience

If you have no prior coaching experience, offer free coaching services to several people for free. Once they achieve results, ask them to do a video testimonial to help you build your reputation and get paying clients.

6. Make Money Taking Photos

You might think that taking and selling your own photos is out of your reach. After all, there are professional photographers out there – how can you possibly compete with them?

Easy. Thanks to the Internet, you have an almost unlimited opportunity to sell your photos in a myriad of ways.

And thanks to the super easy-to-use digital camera and even smartphone cameras, you can begin taking professional-looking shots with just a little bit of practice.

How much money can you earn by taking photos? This will depend. Stock photos might make you just a few bucks with each download – then again, one image can be downloaded an infinite number of times.

If you sell physical prints, you might sell the small ones for \$10 to \$20 each and the large ones for as much as \$200 each.

You can even increase sales by offering finish options such as matt, gloss, canvas, and aluminum and unframed, matted, or framed.

And thanks to online services that print on demand, you can sell your photos on merchandise as well, such as on mugs, coasters, t-shirts, calendars, jigsaw puzzles, and a lot more.

Best of all, you can do all of this without stocking any inventory. You simply forward that order to your fulfillment house to create the item and ship it for you when you get an order.

Imagine you take just one perfect photo. It might be as simple as a close-up of an animal at the zoo or a sunrise on the way to work.

You offer this photo on a stock site where people pay for certain rights to publish the picture on their website or published work.

Next, you sell your own digital photo downloads from your own site.

Plus, you sell physical prints from your site, too, along with framed photographs and merchandise.

And perhaps you even sell resales rights to your photo.

Do you see how quickly the money can add up? And this is just one photo – you can repeat the process hundreds of times with as many pictures as you want to take.

Perhaps best of all, you can have fun doing this. Whether you are or what you're doing, you can watch for photo opportunities. Your main concern isn't even trying to be a world champion photographer like the gals and guys who work at National Geographic. All you're interested in is making money from your photos, which is a whole lot easier than winning photo contests or scoring a photography job at a magazine.

Tips on Taking and Selling Your Photos

Cell Phone or Camera?

These days the cameras in mobile phones are nothing short of amazing. You can take mid-range and long-distance photos that sell for a high price, especially if you remember to set your camera phone to the highest definition possible.

That said, if you really want to get serious about this business, you might want to take your first profits and invest in a digital camera.

You'll be able to sell a wider variety of photos, such as close-ups and mega zooms, and play with the color tones, filters, shutter speed, exposure length, and so forth, resulting in even more photo sales.

And the camera doesn't need to be expensive, either. Some very affordable Nikons and Canons will deliver outstanding photos for far less than you think.

But What If I Don't Know HOW to Use a Camera?

If exposure length and color tones are out of your league right now, just start with your cell phone camera.

Eventually, you might take an introductory online photography class or watch some YouTube videos to get up to speed on a more sophisticated camera.

No worries, it's not nearly as complicated as photographers would have you think.

They just make it sound difficult because they know that even ranked amateurs are good competition these days with their cell phones.

One Little Adjustment that Doubles Sales

Okay, there are SEVERAL minor adjustments to photos and your photography technique that can significantly improve the quality of your photos and earn you far more sales.

But my favorite money-generating adjustment is cropping – cutting off all the bits that don't enhance the overall photo.

Just as sculptors say they chip away the bits that aren't the statue they're creating, you'll want to crop away the bits that distract from what's happening in your photo. And sometimes, the more you crop, the better the image.

Even though cropping is perhaps the simplest thing to do, it can also be challenging to Master. I've found that people generally don't crop enough or crop off something wrong.

As with anything else, Time and practice will make you a pro.

Quality vs. Interest?

The highest quality photo of a coffee cup (yawn) will never trump a mediocre quality photo of a new mom holding her baby for the First Time.

Ideally, you want to take photos that evoke emotion, deliver a message, express strong symbolism, create atmosphere, or are provocative in some way.

Who is Going to Buy My Photos?

The short answer is businesses and individuals. The long answer is that it will usually be businesses in the beginning.

For example, an individual is usually looking for those once-in-a-lifetime photos to hang on their wall. With practice, you will soon create these types of photos. But when you're very first starting out, it's much easier to sell stock photos.

Let's say a food blogger writes a post on 20 ways to use excess zucchini in the summer when the zucchini plants are overproducing. They're going to want to have at least one photo of zucchinis. And if you've already taken that photo, they just might buy it.

How do you take a photo of zucchini? Maybe arrange them in a pile with flowers for contrast or snap a photo of your dog holding one. Really, just use your imagination, and you'll come up with a dozen creative ways to photograph zucchini in about five minutes.

You're filling a demand - the blogger who needs zucchini photos - and it's as easy as pie if you happen to have a few zucchini lying around in your fridge.

What Can You Photograph?

Almost anything.

Fruits, vegetables, bakery, grains, wine with cheese, etc.

Landscapes, cityscapes, trees, flowers, nature, animals, etc.

Above water, underwater, while you're flying, hiking, on break at work, when you're at the park when you go for a stroll...

...really, you can photograph almost anything.

The one thing you might stay away from is brand names to avoid copyright problems. For example, don't take photos of cans of Coca-Cola – Coke has their own photographers for that, and they might not appreciate their product being seen in your pictures without their express permission.

Other than that, you're free to snap away and make all the money you like.

What's the Future of Photos?

In a word... drones. While photographers are using drones now, the market is still so wide open that it's almost ridiculous.

The cost of drones is coming down, and the ease of using them is going up.

And with a tiny bit of imagination, you can take amazing, never-before-seen shots with drones that will blow people's minds and make you sales.

Do I Need Photoshop Skills?

Many of your photos won't need any manipulation at all.

However, there will be times that Photoshop or any photo manipulation program can be a tremendous advantage.

Fortunately, you don't need to photoshop yourself. You can hire a pro at Upwork to manipulate your photos for you for about \$10. Remember, you'll be selling your photos for a LOT more than \$10, so it's worth the investment.

How Do I Promote My Photos Online?

This is an EXCELLENT question. After all, you can have terrific, mesmerizing, awe-inspiring photos that people would LOVE to buy, but if no one knows about them, then nothing will happen.

The best places to promote your photos are social media sites like Facebook, Twitter, Instagram, Flickr, and Imgur.

Of course, some techniques get sales like clockwork and methods that will have the opposite effect or get you banned.

I don't have room to go into how to use each site, but I have a resource that can teach you how to promote your photos and everything else you need to know to succeed in this business.

And if you don't like to do your own promotion, you certainly don't need to. Some companies will do it for you. Simply take your snaps, upload them, and let the companies do all the selling for you.

7. Buying and Selling Cars

Years ago, I met a man who didn't seem to have a job. He'd come and go as he pleased, take long, leisurely lunches, and goof whenever he felt like it. He seemed to be having a perfectly splendid life without having to work. Finally, I asked him what he did for a living.

"I buy and sell cars."

Huh?

He explained that he got up early each morning and read the car ads in the newspaper. Mind you, this was years before the Internet was in everyone's pocket, and Craigslist wasn't even an idea yet.

If he saw something that looked promising, he phoned them first thing. If it still sounded like a good deal on the phone, he went to look at the car before anyone else. He would negotiate his best deal, get the car, and advertise it in the paper the next day.

"Well, how much money could you possibly make doing that?" I asked, incredulous.

"Enough to buy a house and sock money away, too."

He had my full attention, and I've been intrigued by the business ever since. Buying and selling cars is even easier, thanks to the Internet. First, let's talk about how to buy cars. Then we'll talk about selling them, and finally, we'll cover a few tips for maximizing your profits.

Where the Profit is Made

Tips to Getting Great Deals When You Buy Cars:

Your profit is made when you buy a car. That's because you've got to get a reasonable price to sell the vehicle at a profit. You can search Craigslist, eBay, auctions, and classifieds for cars sold by owners. Don't Waste Time with dealers since these cars are usually sold at their highest price. Individual people don't have dealerships and employees to pay, and they can afford to sell their cars cheaper.

Salvage titles can sometimes be great deals. Ask why it's a salvage vehicle. Sometimes it's for a really little reason, like a broken window or dented fender. You can check Carfax to get a vehicle history.

Online appraisal sites are your friends. Use these to get a good idea of the vehicle's base price and help you bargain when the seller overestimates the price. Start the car from a cold engine. This will allow you to hear or feel issues with the lousy motor. Does the car start quickly and smoothly? Are there any loud noises or grinding sounds? What about ticking, whining, or shaking when the car starts?

Check the oil level and color. Ask about the car's history, including the last time the oil was changed. If you see water or solid bits in the oil, walk away from the deal. Search under the car for leaks once it's been running for a while. A little water is fine, but oil, radiator, transmission, or power steering fluid is not.

Drive the car before buying. Pay attention to the steering, braking, shifting of the transmission, and electronics. Make a note of any defects you find, so you can use them to drive the price down. This works exceptionally well if the seller didn't mention the deficits in the ad.

As you're looking the car over, show the owner any issues as you find them. People will trust you if you act calm and thorough, and they will often take your word on price. You can also gauge their own car knowledge and use this to your advantage.

If you buy the car, be sure to get the title and copy of the car's registration. Identification is required to get the car registered and to get insurance. If the seller doesn't have the title, ask yourself if it's worth the hassle and expense to get the vehicle re-titled.

Tips for Selling Cars at the Highest Price

If you're not mechanically inclined, you might want to find a mechanic to work on your cars. This could be a 'shade tree mechanic' – someone with the knowl-

edge and tools, but not a professional shop that will charge you big bucks. The idea is to get minor repairs done cheaply to set a higher price.

Unless it's just been done, change the oil on the car and fill up the other fluids.

You might also work with a detailer to get your cars looking super clean and shiny, or do this work yourself. A clean car sells faster and sells for more money than a dirty car.

Determine the least amount of money you will take for a car, along with the price you're hoping to get. You can use the same appraisal sites to help you with this. Use Craigslist to find local buyers.

Realize that even if you say you're firm on the price, most people will still try to negotiate. If you use the phrase 'OBO' (or best offer), which indicates you're willing to negotiate, you might get more people to call you.

Ask for more money than you expect to get, but not a lot more. Ideally, you want to come down in price a little bit to make the buyer feel they got a good deal. If you start out at the price you actually hope to get, then any concession will be eating away at your planned profit, making it harder to reach a deal that makes both you and the buyer happy.

Become really good at taking pictures of cars. Use a lovely backdrop, such as trees or a colorful wall, and good lighting. Look at professional car photos online to see what kinds of angles work best to show off a car's exterior and interior.

Use plenty of pictures in your ads. Photos sell. The more photos you have, the longer a prospect will spend looking at them. And the longer you keep them on your ad, the more likely it is that your car will stand out from the others they're looking at online.

Write a detailed, accurate description of the car. State anything obviously wrong with it and take a photo of the problem. For example, if there is a torn

seat, take a picture of it. This way, the buyer can't use it to negotiate a lower price. Plus, the people who contact you will be more serious about buying.

Don't forget to write what's good about the car, too. Does it have new tires? Was the oil just changed? Does the engine purr? How's the paint? Make a list of all the positives to outweigh any negatives, and put it all in the ad.

When someone looks at the car, point out any defects. Yes, you listed them in the ad, but by pointing out the problems, you inspire confidence, and they are more likely to take your word that nothing else is wrong with the car.

Tips for Maximizing Profits

If the buyer is trying to lowball you on the price, don't be afraid to say no, you just can't go that low. Be friendly and polite about it, and the buyer will often 'find' the extra money they claimed a moment ago not to have.

The same goes for sellers – don't be afraid to walk away if you can't get your price or if anything about the deal doesn't seem right.

Don't get emotionally attached to the cars you buy and sell. Ever.

Learn what cars sell for. If you see a particular vehicle sell for \$3,000 at an auction, and then later you see the same model and year for sale at \$1,500, you know there is room to make a profit.

Check car appraisal sites and Craigslist car ads even when you're not in the market for a car. The more cars and prices you see, the better you'll become at recognizing a good deal when you visit one.

Look for buyers who just want a car to get them around and sellers who just want to get rid of a vehicle – not people looking to make a big profit. You can't win if both you and the other person in the deal are fighting for every penny.

Learn to negotiate. Know in advance what you're willing to pay or how much you're ready to take. Never be afraid to walk away.

Always have cash on hand when buying. If you can pay on the spot, you can often get them to lower the price.

Ask potential buyers to pay in cash. You don't want to deal with bounced checks.

Do you have a friend who is knowledgeable about cars? Bring them along because two heads are always better than one. Even if your friend doesn't know everything about cars, they can still help you by pointing out things you've missed.

Always meet people in public places, especially if you're a woman. And staying safe is another reason to bring along a friend or spouse.

If a car has just been listed for sale today and the seller won't come down to your price, walk away and come back in 2 to 3 days. If the car is still for sale, it's much more likely the seller will now lower their price.

Always trust your instincts. If a voice tells you that something doesn't feel right, respect the vote and walk away.

Your best places to look for cars are Craigslist, not autotrader.com and cars.com. Those two websites charge people to list their vehicles. And if you're in the \$1,000 to \$4,000 range, those folks don't want to pay fees just to sell their car.

Also, if you can get into a car auction, especially the ones for dealers, you will learn a ton, and you might pick up a bargain or two.

How Much Can You Make?

If you're buying cars in the \$1,000 to \$4,000 range, you can likely make a profit of \$1,000 to \$2,000. That's right - \$1,000 profit, or more, on one flip. Do one of these a week, and you're making an extra \$50,000 to \$100,000 a year. There's a

lot more to know, including how to not LOSE money or get stuck with a lemon, but what you've learned here will give you a good start.

Michael Claasz

p.s. I'd love to hear from you and read what you think about my ebook. Connect with me on [Facebook](#) or [Twitter](#) and leave a message. If you enjoyed this ebook, you might [buy me a coffee here](#). :)