

105 Ways to Make Money at Home

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INTRODUCTION

As inflation mounts and the cost of living skyrockets, more and more people are faced with the problem of having to find a way to earn extra money to meet everyday expenses. If you are looking for an added income, this report was written for you.

The moneymaking plans and ideas presented here are meant to serve as guidelines to spark the imagination and thinking of the reader. It will show you 105 ways others have made good earnings by turning their spare time to profit from a home operated business.

A home business is any business that can be operated at or from the home without the usual overhead expenses associated with most businesses. You have no store or office rent to pay, no gas, electric or telephone bills to pay, etc. The savings are tremendous. Most of the money you would normally be paying out to someone else in the form of "overhead expenses" stays in your pocket, adds to your income.

But that's not all. If you operate a business from your home, a portion of your home expenses may be deducted as a business expense when making out your income tax return. You could also include a part of your automobile expenses, as well, provided you use your car in the operation of your business.

Whatever your talents and past experience, there are literally dozens of ways for you to earn those extra dollars you need. We have presented a wide range of enterprises so that just about anyone, regardless of age, experience, skill or financial resources will be able to find an idea to his (or her) liking and situation. If you are willing to follow the tested and tried procedures that have worked so well for others, and you have the perseverance to stick with it, then you can succeed.

WHAT BUSINESS SHOULD YOU CHOOSE?

This book offers you 105 ideas for starting your own business or service. Most of them require very little capital to start and can be operated on a part-time or full-time basis. Some of the ideas are an extension of a hobby—sewing, dancing, golf, etc.—or a work skill that you can turn into cash—accounting, hairdressing, typing, etc. Other moneymaking opportunities are "services" that you can offer to meet the needs of your customers.

The question then is, "Which one is for you?" The decision should be made after much consideration, and after you've read and studied this book very carefully. Your age, background, previous business experience, education, special skills and interests are all factors that will help you decide. Generally speaking, in making your business selection you should pick a field that you know the most about.

However, if you are very much interested in a particular moneymaking venture but feel you don't have the necessary background, all is not lost! The best way to obtain knowledge about any business is through actual experience in it. And, if you feel otherwise qualified, but lack sufficient training, it's often a good idea first to get a job working for somebody else. Then, when you feel you know the business, go off on your own.

One last word on the subject. In the business world there is a general rule that would be wise to follow. The secret of business success lies in just six magic words: **FIND A NEED AND FILL IT.**

No business can endure unless it fills a need. If the "need" is big, then your return can be large. So before you decide on a business to try, plan carefully. If possible, talk to experts, local businessmen and local bankers. Try to determine in advance who your customers will be, and how you can approach them effectively.

MAKING YOUR BUSINESS SUCCEED

THE PRICES YOU CHARGE. How much to charge is a question that every self-employed person must deal with. Because your overhead is low, you can afford to charge a little less than the competition. A low price, by itself will not attract customers, but it can help you to "sell yourself," especially when you're just starting out. Remember that in the final analysis your performance will determine whether you get repeat business. The first step then would be to check the "going rates" in your area and set your prices accordingly. In trying to get started, however, don't set your rates too low. If you do, you will find that customers will complain when you raise your prices and also you may not be getting enough for your labors.

CHECK THE LAW. A good idea before launching any business venture is to check into any local, state or federal laws that might affect it. Find out about "zoning" in your area. Are you permitted to run that particular business in your residential area? Your local town clerk will probably have the information you need. Find out also about licenses and permits. You will need to know about such things as insurance, taxes to be charged and records to be kept.

BE A SELF-STARTER. After you have surveyed the field and have decided upon a particular business venture to try, don't be defeated by the pessimists of this world or the "voices of gloom." If you feel that it's right for you, then do it! And don't be frightened by early mistakes and losses. Expect them. What you learn from them may be the very secret of your later success. And by all means **study!** There is a lot to be learned about any business, and much of this information is available in books, trade periodicals, etc., that you can find in your business library free-of-charge.

ADVERTISING TIPS AND HINTS

One of the most important functions of any new business is advertising—getting the word around to as many people as possible who might be your potential customers. To establish your business on a firm footing requires both personal sales efforts on your part (called sales promotion) and media advertising such as handbills, direct mail, newspaper ads, etc. An effective advertising program is a "must" if your business is going to succeed and thrive. Some of the most successful methods used to promote any business are outlined in this section. Advertising and promotion are too big a topic to cover adequately in this book. What we are presenting, therefore, are the "basics," to give you food for thought and to assist you in selecting an advertising program best suited to your needs.

Advertising, really, is just telling people what you have to offer and urging them to buy it from you. Whatever business you select, you will have to advertise it in some way in order to get customers. By all means, make sure that your friends, relatives and neighbors—and all *their* friends and neighbors (if possible), know about what you are doing. Spread the word among church, social, business and neighborhood groups. Watch for opportunities to give talks and demonstrations at club meetings. In other words, get the word around that you're in business.

PUT UP SIGNS, HAND OUT BUSINESS CARDS. This is one of the cheapest and best forms of advertising. There are a number of community bulletin boards in most towns at supermarkets, schools, churches, clubs, self-service laundries, etc., where you can put up your sign. Business cards are cheap and should be handed out in great numbers to everyone who might be a prospective customer.

PHONE YOUR PROSPECTS. One of the best means to develop business is by using your telephone to call potential customers. It is the fastest, easiest way to introduce yourself and your business. Plan your telephone "pitch" in advance—before you call.

TELEPHONE DIRECTORY. A small, low, cost ad in the yellow pages of your telephone book can be your best business getter! Contact your local telephone company's business office and make arrangements to be listed under a suitable "heading."

DIRECTMAIL PAYS. Probably the best way to establish and build almost any business venture is the use of a steady flow of direct mail to your prospects. A number of effective methods are available: postcards, letters, folders, special introductory offer coupons, circulars, etc. Your local printer can help you plan an effective advertising message.

CLASSIFIED ADS. The classified section of your local newspaper is another good place to advertise your business. The rates are usually low, and more than likely your local paper has a "Business Directory" column that would be appropriate for your ad. One word of advice, however: classified ads usually require repeated insertions to make them effective.

PUBLICITY. Publicity is a form of "free advertising" that generally appears in the editorial columns of your newspaper. When you go into business for yourself, you should try to get a "plug" in your local paper. You should visit your local newspaper office and speak to the editor. Try to find some unique or unusual aspect of your new business that might interest the readers.

VISIT YOUR POTENTIAL CUSTOMERS. In establishing a business nothing is more effective than personal, direct contact with prospects. You can win many friends and influence many future customers with a personal face-to-face visit.

ATTEND GROUP MEETINGS. Once you have started in business, it is important that you personally "spread the word." Later on, when your reputation has been established, your customers will do the advertising for you by word of mouth. In the beginning attend all the meetings you can, particularly those groups that might be potential customers.

CALENDAR ADVERTISING. Another good way to stimulate business is to keep your name in front of your prospective customers all the time. That way, when they have need for your product or service, your name and phone number will be immediately available. A calendar imprinted with your name, address and phone number is an excellent "constant reminder" that prospective customers can look at every day of the year.

ADVERTISING NOVELTIES. An advertising novelty with your business message imprinted on it is an expression of good will. It is an inexpensive yet effective means of being remembered by your customers and prospective customers. It is something that you give as a gift so that customers will remember to call you when they're ready to order.

105 WAYS TO MAKE MONEY AT HOME

1. CHILDREN'S TRIPS & OUTINGS. A good moneymaking idea is to organize day trips with small groups of children. You might take them to museums, the beach, the zoo, to ball games, on hikes, picnics, bicycle rides, to the fire house, etc.

2. TURN YOUR HOBBY INTO A BUSINESS. If you are good at making things with your hands, such as carvings or jewelry, you can turn this into a profitable business by selling the finished items to local stores, etc.

3. CAR WASHING. A car washing service can be a good year-round profitable business. You can do it at your home or offer a "wash-at-home" service to your customers. You can develop a steady group of customers.

4. CAR POLISHING. In addition to washing cars, you can charge a lot more money "waxing" cars. Check around your area to find out what others are charging to determine what you should charge for this service.

5. ATTICS, BASEMENTS AND GARAGES (CLEANING). These are three areas that collect both dirt and junk and should be "cleaned up" periodically. It's hard physical work and most people would rather hire someone to do the job for them.

6. MONEY IN OLD MAGAZINES. Start a collection of old magazines from your neighbors, friends and relatives. Then offer these "back issue" magazines for sale at cut-rate prices. Ideal for garage sales, flea markets, etc.

7. ERRAND RUNNING SERVICE. You have many potential customers for this service, such as businesses, neighbors, senior citizens, etc. You can offer a delivery or pick-up service, do shopping, buy gifts, take care of banking, etc.

8. DOG-GROOMING SERVICE. If you like dogs, and dogs like you, this could be a great money making service for you. You would offer to clip, shampoo, and brush and comb the dogs for a fee. It would be helpful if you apprenticed with a veterinarian or experienced groomer first.

9. DICTATION BY TELEPHONE. A telephone-recording device is a good way for a former secretary to make money at home. By dialing your number any businessman can dictate directly over the phone to the recording device, which you would transcribe later on.

10. CHILDREN'S PARTIES. A party planner for children's parties can make a lot of money. There are many good books on this subject in your library, covering different party themes, decorations, refreshments, prizes, entertainment, games, etc.

11. INSTRUCTION. Teaching and tutoring are profitable sidelines. If there is something you are good at doing, you can teach it. You can give private or group instruction at your home or at some pupil's home.

12. ICE SKATE SWAP SHOP. Most kids outgrow their ice skates while they are still practically new. Collecting these skates, sharpening them and offering them for sale or rent could start a thriving business. A good companion business is skate sharpening.

13. GENERAL MERCHANDISE "SWAP" SHOP. The idea is to collect items that people don't want and to sell or trade them at your garage or place of business. If you sell the items you keep half the money and turn over the other half to the original owner.

14. FISHING ITEMS SELL. If you live anywhere near a good fishing area, you should be able to sell such things as bait, lures, tackle, sinkers, etc. to the fishermen. Raising your own earthworms is not so hard; you can get books on the subject.

15. CUT AND SELL FIREWOOD. With the high prices of coal, gas and oil for heating purposes, there is a good market for selling firewood. Best source for fallen trees are farmers, home developers, tree removal services, etc.

16. HAIRWASHING AND HAIRDRESSING. If you're handy with rollers and have a knack with hair, this business is for you. You can provide many other beauty parlor services (wash, rinse, styling, etc.) at the customer's home or yours.

17. MANICURIST SERVICE. This moneymaking service is easy to start and requires very little equipment. It's a natural tie-in with hair grooming ventures. Check the going rates in your area and set your prices accordingly.

18. PERSONAL SHOPPING SERVICE. You can buy Christmas, Easter, anniversary, birthday and wedding gifts for people such as shut-ins, businessmen, and housewives who are too busy or not capable of doing their own shopping.

19. BOOKKEEPING SERVICE. There are many small businesses that don't need or can't afford to employ a full-time bookkeeper. If you're trained in this field you can pick up spare-time work from many stores, garages, factories, etc.

20. CARING FOR PETS. When people go away on trips or vacations they often must leave their pets at home. You can earn money caring for these pets in your home or visiting them daily where they live.

21. HOUSE AND APARTMENT "SITTING". Vacationing families usually would like to have someone "keep an eye on" their empty dwelling, collect the mail, water house plants, lawns and gardens, etc. Small businesses might also want this service

22. DOOR-TO-DOOR SELLING. There are literally hundreds of different items and services that you can sell, usually on a commission basis. Check your business library for magazines that specialize in "spare-time" selling opportunities.

23. TELEPHONE SERVICE. There are all sorts of ways to make extra money by using your home telephone during your spare time. One method, a "telephone answering service," listing your number for after-hours and holiday calls for businesses or professional people. Phone companies offer "call-forwarding" services that can assist your customers.

24. TELEPHONE SELLING. Many businesses run classified ads looking for "telephone sales people" to solicit, leads or call their own customers for a variety of reasons. They use the phone to announce "special sales" for preferred customers, etc.

25. BABY SITTING. This is probably the one spare-time job that is most readily available for teenagers and elderly women. It's a good idea to have stories or books to read to smaller children and games for the older ones.

26. TAKE PICTURES. If you're a fairly good amateur photographer, there are many ways to make money with your camera. To list just a few: parties and weddings, new babies, children, family portraits, pets, local events, insurance claims, etc.

27. MANY SUMMER JOBS. Amusement parks, beaches, ocean resorts, etc., because of the seasonal nature of their operations, have a great need for many part-time summer workers. Be sure to apply early, long before the "season" starts.

28. IS CADDYING YOUR "THING?" If you have a proficiency in golf, caddying may be a good way to earn extra cash. Check with the golf courses in your area for openings. Of course, it's a healthful job as it keeps you outdoors most of the time.

29. HOME TYPING—MANUSCRIPT AND THESIS. Many university and college students pay to have their thesis and term papers typed. Another source of work: writers and professors, who are working on book manuscripts,

30. TYPING FOR RESTAURANTS. No doubt you've patronized a restaurant whose menus have been typed on a stencil and then duplicated. Restaurants employ people to do this work on a part-time basis. Check the telephone directory for potential clients.

31. TYPING—STATEMENTS AND BILLS. Many businesses and Professional people don't need or can't afford a full time person for this vital service. They usually hire part-time help for this. Get in touch with these people and offer your services.

32. TYPING—LETTER SERVICE AND ADDRESSING. This is probably the most common home typing service available to you. Insurance agencies, car dealers, furniture stores, just about every type of business make “mailings” and need envelopes to be addressed.

33. TYPING—SECRETARIAL. Many small businesses have need for a part-time secretary to type letters and do general office typing. There isn't enough work for a full time typist. You can work at home or at their office on an hourly basis.

34. DO “IRONING” FOR PAY. Most women hate the thought of “ironing” so you can cash-in on this needed service. You can do it at home or on the job. You may want to charge by the piece or by the hour, but be sure you charge enough to earn a decent wage.

35. TEACH (TENNIS) FOR PAY. If you're good at tennis (or any sport, for that matter) you can give private or group lessons. The pay is usually very good and you'll be doing something that you yourself will enjoy.

36. TEACH (COOKING) FOR PAY. If you're an unusually good cook, you can hold classes or give individual instruction to pass on your expertise. Classes should be kept small and you'd probably want to work in your own kitchen.

37. TEACH (MUSICAL INSTRUMENT). You can earn money by giving private lessons in a musical instrument that you can play. Teaching piano or guitar is very popular with both young people and oldsters. Other instruments can be taught, too.

38. TEACH DANCING) FOR PAY. If you are good at various kinds of dancing, you can turn this expertise into profit. Set up private (or group) lessons. Check the going rate in your area and set your prices accordingly.

39. TEACH SWIMMING. If you have a Red Cross swimming instructor's certification you can teach individuals (or groups) at public or private swimming pools. Keep your groups small and be sure you have adequate safety equipment available to you.

40. ART INSTRUCTION PAYS. If you are capable of teaching art or handicrafts, you can earn money and have fun too. Watercolor, oil, crayon and pastel are some of the techniques you can teach. Or you can teach sculpturing or any of the handicrafts.

41. IF GOLF IS YOUR “BAG.” Most golfers are looking for someone to help them improve their game. If you are good at golf you can give private lessons on a golf course or driving range. Charge the going rate for your private lessons.

42. TUTORING STUDENTS. Tutoring students in subjects that are giving them trouble in school is an easy way to earn extra cash if you have the expertise. School officials will often be happy to post your name on the bulletin board list of available tutors.

43. HANDYMAN. If you're good at “fixing things” like small appliances, fences, stuffed-up sinks, leaky faucets, etc. then here's a great way for you to earn lots of spare time bucks. Work up a price list for different repair jobs.

44. BAKING FOR PROFIT. If everyone is always telling you that you're a “whiz” at baking, then why not put this talent to work for you. Take orders in advance. Check your local bakery and set your prices accordingly.

45. HOMEMADE JAMS AND JELLIES. If you grow your own fruits and berries, or can pick wild ones in your area, you can make a lot of money selling homemade jams and jellies. Local stores might also sell your product if you contact them.

46. HOMEMADE CANDY. Another popular selling homemade product is candy. Fudge usually sells well. You can sell your candy door-to-door to friends and neighbors after offering a "sample" to taste. Try to sign up a group of steady customers.

47. WALL CLEANING SERVICE. This can be a profitable spare-time activity. It requires very little investment or training. You wash the walls and ceilings of homes, hotels and motels, offices, stores, etc. Charge by the job or by the hour.

48. WINDOW CLEANING SERVICE. Window washing for homes or businesses is one of the easiest part-time work to get. Everyone needs it and most people hate to do the work themselves. A pail, sponges and a wiper are about all you'll need to start.

49. GLAZING WORK CAN PAY OFF. Nearly every neighborhood has its share of broken windows that need to be repaired. These offer many opportunities for spare-time work. If you have the skill to do this work, this could be your road to success.

50. CHAUFFERING WITH A DIFFERENCE. The idea is to drive your customer to the airport or railroad station in his own car and then return his car to his home. On his return trip you meet him at his place of arrival and drive him home.

51. GROW AND SELL PETS. A number of birds, fish and small animals can be raised and bred at home and then sold for a profit. You will need a pair of good quality breeding stock, of course, to get started. Sell pet supplies, too.

52. HOME CATERING BUSINESS. For the person who loves to cook, the catering business can be both enjoyable and lucrative. If the idea appeals to you, it would be smart to work for a professional caterer first before you venture out on your own.

53. SEWING FOR DOLLARS. If you are handy with a needle and thread you can earn extra dollars doing repairs, taking up hems, altering pants, sewing on buttons, and all sorts of mending jobs. Work up a price list for the different sewing services.

54. HOUSE WASHING CAN BE PROFITABLE. A little soap and water on the outside of a house and some "elbow grease" can make it look like it just had a fresh paint job, thus saving the homeowner perhaps a thousand dollars or more for a paint job.

55. HOUSE PAINTING. If you're handy with a brush and paint and can use a ladder you might consider doing house painting for profit. The pay is good for both outside and inside paint jobs. You can charge by the "day" or by the "job."

56. PAINTING SMALL ITEMS. Porches, cribs, lawn furniture, storm windows, kitchen furniture, bicycles, and many other small items around the average home, are often in need of a fresh coat of paint. It could be, your opportunity to make money.

57. FLOOR WAXING. Many supermarkets and hardware stores will rent floor-waxers and all the necessary equipment needed to wax floors. You can make money by offering this service and renting the equipment only when you have a job to do.

58. RUG CLEANING. In addition to waxing floors, you can offer a rug cleaning service. The equipment that you need is also available on a rental basis. Both of these services are excellent year-round businesses that can earn you money.

59. DOG WALKING. This is a much-needed service for dog owners who cannot exercise their pets. Most towns require that dogs be on a leash, and not be allowed to roam about free. You can set up a weekly fee arrangement for your customers.

60. MUSICIAN FOR PARTIES, ETC. If you play a musical instrument, you and a few friends can form a "combo" to play at parties. A good combo (electric guitar, drums and bass fiddle) can earn a lot of money in a few evenings' work every week.

61. "CHECKING UP" ON SHUT-INS AND THE ELDERLY. Many people in your area are confined to their homes due to age or ill health. You can offer a daily telephone check at specified times (for a fee) to see that the shut-ins are all right.

62. VISITING SHUT-INS. With a little imagination you could set up a "visitation" service geared to the needs of shut-in people. Daily visits to "chat" or take care of their needs (banking, shopping, cleaning, pet care, etc.) can be charged for.

63. FOOD SERVICE FOR SHUT-INS. You can set up a sort of catering service, where the shut-in could order one or more meals daily or have special dietary meals prepared and brought in. For charges consult the social service agencies in your area.

64. BIRD HOUSES SELL. You might consider making and selling a simple "bird house" since these are proven moneymakers with Boy Scout groups etc. A good idea is to carry a sample around with you, and take orders with a deposit.

65. "SHOOT" AND SELL HOUSE PICTURES. Visit the best residential sections of your town and take pictures of all the houses. Develop these and call back on the homes you photographed. It should be an easy matter to sell many pictures to the homeowners.

66. COLOR PICTURES FOR PROFIT. Many art schools and adult education schools offer "photo coloring" courses. This is very profitable work that you can do at home. Your finished product looks like an oil painting.

67. REFINISHING FURNITURE. You'll need a good basic book on furniture refinishing before you start. Then try a few of your old furniture pieces to perfect your art. Show your best "samples" to friends and neighbors to find cash customers.

68. PARTY HELPER. Hire yourself out as a "party helper" to hostesses in your town for birthday parties, dinner parties, weddings, etc. You can approach both individuals and caterers to find employment. This could be the start of your own catering business.

69. BE A CAMP COUNSELOR. Check your library for a list of summer camps in your area. Then write to the owners early in the year (wintertime) giving your qualifications, listing your skills in swimming, tennis, arts & crafts, riding, sailing, etc.

70. CHILDREN'S DAYCARE CENTER. You would need a back yard and indoor playroom for this venture. If you offer a full day service, you will need to supply lunch and snacks. Your library has books on games and play activities for children.

71. WAKE-UP SERVICE. Some people have a great deal of trouble waking up on time, usually in the morning. You can start a part time "wake-up" service telephoning your customers for a weekly or monthly fee.

72. HOLD EXERCISE CLASSES. Many people do not have the discipline to do exercises regularly and would prefer to attend a class. This can be a good money making idea for you, but keep your classes small and you should probably not take on any senior citizens.

73. PICK AND SELL BERRIES. If you know some areas where there are wild berry bushes, you can turn this knowledge into profit. You can sell these berries that you pick along the road to local stores. Or you can use them for a jam and jelly making business.

74. GARDENING, CUTTING LAWNS. One of the easiest part-time jobs you can find. Try to sign up customers for a weekly lawn care service—cutting, edging and weeding. Check around your area to find out the "going" rate for you to charge.

75. SNOW REMOVAL. A good tie-in business to go with a summer lawn cutting business is the shoveling of snow in the winter. Try to get your customers to buy both services from you. This would give you a year-round income.

76. BE A LIFE GUARD. If you have the necessary Red Cross swimming and life saving certificates, this could be a profitable way for you to earn money. You could also offer private swimming and diving instruction during your off hours.

77. TENDING SUMMER COTTAGES. You can offer a service for the opening and closing of summer cottages. Also, during the winter you can offer these same customers a "house checking" service to protect against vandals and winter storm damage.

78. BABYSITTER'S AGENCY. Parents often have difficulty finding a capable babysitter. A good business can be started by recruiting and training a number of girls and women for this service, at a slightly higher rate, to include a commission for you.

79. RECORD, CD, AND TAPE EXCHANGE. This merchandise could be sold along with a book exchange business. You can sell them outright or offer them on a rental basis. Put up advertising posters in supermarkets, shopping centers and community bulletin boards.

80. CLEANING HOUSES AND APARTMENTS. This is a job that most women hate to do and would gladly pay to have done. It requires very little skill, and your customer usually supplies your equipment. If you do a good job, your reputation will spread rapidly.

81. POOL MAINTENANCE SERVICE. Visit all the swimming pool owners in your area and try to sign them up for a full season of servicing at regular intervals. You can learn the business by working for one of the professional companies for a few weeks.

82. PONY RIDES FOR KIDS. You would have to rent your pony from a local stable, or work out a partnership arrangement. Children's parties, school fairs, church outings, picnic grounds, schoolyards, etc. are great places to make money with "pony rides."

83. SIGHT-SEEING GUIDE. If you live in an area of historical fame or one that has some tourist attraction you can set up your own guide service for individuals or groups. You can provide your own transportation or ride in your customer's car.

84. LAUNDRY SERVICE. Many bachelors, working people and even housewives hate to do laundry. If you have a washer and dryer available you can sell this service to them. Try to locate a group of steady weekly customers.

85. MAIL ORDER SELLING. Selling by mail can be a good way to make money in your spare time. Good leads can be found in magazines like Popular Mechanics, Popular Science, Money Making Opportunities, Specialty Salesman, etc.

86. MAKE AND SELL CANDLES. The basic how-to-do-it instructions are available in most hobby shops or craft stores. All you need are a few molds, some coloring, wicks and some scents. The basic raw material (wax) is very cheap and is sold in bulk.

87. SELL MAGAZINES & NEWSPAPERS. Thousands of people are earning weekly cash income selling newspapers and magazines to their friends, relatives and neighbors. One good place to try: Grit Publishing, Williamsport, Pa. 17701.

- 88. BE A "REPRESENTATIVE."** Many businesses in your area (insurance agents, mutual fund companies, real estate agents, etc.) need "leads" and are willing to pay handsomely for these. You should agree on a commission to be paid for every "lead."
- 89. RAKE LEAVES FOR \$\$\$\$.** This is a moneymaking business you can start and operate with practically no investment at all. Most homeowners dislike this annual chore and are willing to pay someone to do the job for them. Charge by the hour or by the job.
- 90. PARTY PLAN SELLING.** Many companies specialize in party plan selling programs. This is when a group of women get together at the home of one of them so that you can demonstrate products they may want to buy. A party atmosphere (prizes, games, etc.) prevails.
- 91. SWEEP SIDEWALKS FOR STORES.** You should solicit the storekeepers in your area to provide a weekly sidewalk sweeping service for them. Later on, you can add other services, such as window washing, floor waxing and inside cleaning.
- 92. MUSHROOM GROWING CAN BE PROFITABLE.** It can be done at home, in your basement or garage. Many books on the subject are available or write for free government information. Write to: Consumer Information Center, Pueblo, CO 81009.
- 93. SELL FARM FRESH EGGS.** If there are some chicken (and egg) farms in you area, you can approach them on starting an, "egg route." You would deliver farm-fresh eggs on a regular basis to your friends, relatives and neighbors.
- 94. SERVICE AND REPAIR BICYCLES.** This is a service that is easy to learn and requires very little equipment to get started. Most bicycle manufacturers and sporting goods stores offer repair manuals at nominal cost.
- 95. SERVICE FOR NEW AND USED CAR DEALERS.** Most car dealers, due to space limitations, store and display cars outside. It's a constant problem to keep them clean and polished. You can offer to perform this service on a regular basis.
- 96. DELIVER CIRCULARS TO HOMES AND APARTMENTS.** You can do it cheaper than the post office and still make a handsome profit. Offer this service to storekeepers and other businesses. Deliver a few different circulars at one time for maximum earnings.
- 97. PREPARE INCOME TAX RETURNS.** If you're good at arithmetic, income tax preparation can be very profitable for you. Many high school and adult education programs offer the necessary courses and training. Also check with Internal Revenue Service for helpful free publications.
- 98. BE A MARKET RESEARCH "INTERVIEWER."** Market research companies and polling organizations need interviewers to conduct their surveys. You can find a list of these organizations in your business library. Write to them and offer your services.
- 99. CALLIGRAPHY FOR PROFIT.** Many people hire "calligraphers" to hand address invitations for their weddings, anniversaries and other parties. Calligraphy (or the fine art of script handwriting) is often taught in adult education classes.
- 100. MAGIC CAN PAY.** If you're good at performing magic tricks, then you can turn this ability into cash by performing at children's parties, school fairs, church outings, etc. A good tie-in is to take and sell Polaroid pictures involving the kids.
- 101. LETTERING AND SIGN PAINTING.** A month or two learning this skill can reward you handsomely. This is a much-needed service in most areas of the country. Once you've attained a "flair" for lettering, most every group & business is a potential customer.

102. SANTA CLAUS PICTURES. At Christmas time you have a wonderful opportunity to make money by taking photos of youngsters sitting on Santa's lap in shopping centers, etc. You need a jovial friend or partner to play Santa Claus and a Polaroid color camera.

103. INTERIOR DECORATING. If you have a flair for home furnishing and interior decoration you can have a lucrative business by offering this service to others. Many adult education programs offer courses in this field for those who would like to enter it.

104. MICROFILMING. Many business firms, banks, libraries, etc., do not own their own microfilming equipment and would be willing to buy this service. If you are interested in this type of work you can easily learn the technique and even rent the equipment.

105. BUILDING AND SELLING DOG HOUSES. If you're handy with carpenter tools, this can be a very profitable business for you. Plans for many different doghouses can usually be found in lumberyards, and "do-it-yourself" stores. You can operate alone or work through pet stores.