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# 15 PROVEN WAYS TO MAKE AN EXTRA \$1,000 PER MONTH

The 2020 Guide to Earn Extra Money from Home

# 15 Proven Ways To Make An Extra \$1,000 Per Month

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hile most of us dream about making a million dollars a year, the truth is that many of us would be thrilled to make another \$1,000 each month. Another \$12,000 a year would make a huge difference for most folks.

There are many different things you can do to supplement your income. Surprisingly enough, it's not that difficult. It's more a matter of **commitment** than anything else.

# **Getting Started**

Getting off on the right foot will help to ensure your success as you take on a new moneymaking venture. But before making your first dollar, remember to do the necessary preliminary work. That way, you're more likely to do well and make much more money in the future.

Take the time to go through these items before choosing your moneymaking method:

- Create a list of your special skills and knowledge.
   It's not necessary to know or be able to do
   anything special to make an extra \$1,000 each
   month, but it doesn't hurt. Having a unique skill set can allow you to charge more for your time.
- 2. What are **your parameters?** Do you have to earn the money outside of a regular job? Are your weekends free? What about your weekday evenings? How many hours are you willing to work?
- 3. Do you have any friends or family that you can help? Maybe you have a friend with a construction business that needs help on the weekends. Think about everyone you know. They might have something that would be perfect for you or they may be willing to refer you to others.
- 4. Be willing to try something new. It's possible to force your will on the marketplace, but it's a lot easier to simply provide what it needs. What do you hear people complaining about in your area? Find a need and fill it.

- Prepare to become a marketing machine. Many of the methods we are going to suggest require finding clients. The work itself is quite simple in most cases, but finding the clients is the harder part.
- 6. **Have fun.** It's one thing to make yourself miserable for a few months to reach a goal, but it's quite another to do it long-term. Find something that you actually like to do.

Anyone can make another \$1,000 each month. You might even be able to do a few different side jobs and eventually replace your full-time income. Even one successful venture might be enough in some cases, but that's a lesson for another day.

Depending on where you live, all of the ideas in this guide could be viable options. However, some are more suited for certain areas than others. Find something that appeals to you or use one of these methods to spark an idea of your own.

# Create A Website And Sell Something

With WordPress, Wix, Squarespace and other services, it's never been easier to set up your own website. Gone are the days of needing to be a programmer to create a great looking site.

Selling something on a website is quite simple:

- When people come to your website, sell them something or offer them something in exchange for their email address so you can establish regular contact. To make your endeavor more enjoyable, find a topic that really interests you and then capitalize on that interest.
  - For example, the following websites were created by people who had an interest in a topic and started sharing it with the world. Now, they earn a healthy income each month.
    - bargames101.com
    - greenexamacademy.com
    - \* coffeeorbust.com
    - homemadehints.com

- You can also sell a service. Think of something you can do better than the average person. There's no need to be an expert. This could be anything from proofreading to car detailing.
- You can also have Google Ads or something similar on your website and get paid when people click on them. The "pay-per-click" market is huge, but this option is best after you have a lot of traffic.
- Affiliate marketing can be lucrative. There are websites with thousands of digital products that you can sell. Clickbank.com is the best known.
- On these affiliate sites, you earn a commission every time you make a sale. Commissions are commonly 50-70%. The product creator may even provide a special sales page where you send your customers.
- The real key is doing the marketing to get customers to your webpage. There are plenty of resources available to help you market your website.
  - Write some articles related to the topic of your website and post them in the appropriate places. Posting excerpts from your article to Facebook, Twitter and other social media sites can be a great way to drive web traffic.

- Publish your article at <u>medium.com</u> for greater exposure.
- Write excellent content. Some of the most popular websites were never intentionally marketed in any way. If your content is excellent, search engines like Google will send people to it.

Even if you're not technologically inclined, a website can be a great way to boost your income in your spare time.

How do you know what the topics of your articles should be? Use a simple and powerful tool from Google that you've seen hundreds of times already. Predictive search

For example, go to <u>google.com</u> and in the search box start typing a question about your interest area.

If your interest is herb gardens, try typing in "which herbs" and notice all of the predictive questions that Google provides.

Typically, you will see ten popular questions that other people ask. You now have titles for your first ten articles.

Special tip: click on each of the ten predictive suggestions and then click on the top three results to see what your competitions articles looks like.

# 2. Sell A Technical Service

There are many easy and simple services you could offer to people and businesses that they might not think they can do themselves.

Using online tools makes it easier than ever to create professional results.

Selling technical services can include the following:

- Create websites for businesses. A simple and basic website can be created in just a couple of hours. A local business owner may be willing to pay at least a few hundred dollars for a website once they understand how many people search the Internet first, even for local products and services. Google also recognizes local business websites.
  - One website a week could easily be an additional \$1,000 each month. It could even be much, much more.

- Create Facebook pages for small businesses.
   Smaller businesses often have no designated marketing employees. Many of those businesses are also too small to justify hiring a full-blown marketing firm.
  - Templates are available that would allow you to create a Facebook page for a business in a just a few minutes.
  - These Facebook pages can easily be sold for \$100 or more. Two or three a week would meet the magical \$1,000 mark.
  - Chiropractors, restaurants, gyms and flower shops are just a few of the many local businesses that can gain more customers by having a presence on Facebook.
- 3. Create YouTube videos for small businesses. A few simple shots with a digital camera or even a mobile phone can be made in to a slideshow with free software and a little bit of time. Never underestimate the power of video. It's becoming more and more popular for marketing.

4. Create and operate Twitter or Instagram accounts for local businesses. Many small businesses have a lot to gain from these platforms. Two local business owners I know use these platforms to promote their specials along with positive, upbeat messages. It helps create customer loyalty.

The common methods for you to find customers (in order of effectiveness) are: in-person visit, phone call, email, and snail-mail. You might be surprised how easy it is to find a client if you can muster the courage and stop by or pick up the phone.

If making in-person visits isn't convenient or preferred, offer to do this service for a business owner you know in exchange for their endorsement. Then, you can contact your potential customers by email with a link to the work you did along with that endorsement.

These services are all much easier than you probably realize. You can teach yourself everything you need to know very quickly.

"It is not the creation of wealth that is wrong, but the love of money for its own sake."

- Margaret Thatcher

# 3. Do Voiceover Work

Your voice is unique. Voiceover work leverages your unique voice to help others deliver their marketing message, narration of PowerPoint presentations, replacing voices in video projects and countless other uses.

You may be thinking that your voice isn't good enough or professionally trained, but not every project needs a perfectly trained and tuned voice. Many projects need average, normal or even offbeat voices.

Several people I know do voiceover work and the best part is that it's primarily done from home. You don't need a sound studio. A bedroom or closet make perfect spaces to record quality audio without room echo.

You will need a decent microphone, but certainly not a professional one. I have a \$70 microphone and \$400 microphone. They sound pretty much the same, but one costs a lot more.

An even lower cost option is the Samson Go Mic Portable USB Condenser Microphone which runs around \$30 as of this writing. You can find many other options on Amazon with great reviews.

There is a big market for short-form VoiceOver work. At first, you may only be able to charge \$5 - \$10, but over time, you can increase your rates.

To get an idea of what this work is like, go to <u>fiverr.com</u> and search for "voiceover." Listen to some of the examples to get an idea of what others offer.

If you can do accents, funny voices or something else unique, you will want to capitalize on that to help you stand out from others.

The actual recording process is not difficult and can be learned pretty easily by watching YouTube videos. Whether you have a Mac, Windows PC, tablet or mobile phone as your recording device, you can find tutorials on how to record, edit and export your voiceover work.

"All I ask is the chance to prove that money can't make me happy."

Spike Milligan

# 4. Paid Surveys & Customer Interviews

Here's a side income method that is growing in demand. Some offer cash payments, others offer gift cards. For many people, a \$100 gift card from Amazon is just as good as cash.

<u>UserInterviews.com</u> is a fast-growing site that adds hundreds of new projects every month. After creating your free account, you complete your profile that helps determine which projects are best suited for you.

This is a legit deal. The compensation can run \$1 per minute or more. Most of the payments will be Amazon gift cards, so if you prefer only cash, this may not be for you.

<u>respondent.io</u> is similar in that you will participate in oneon-one market research either online or by phone. Some focus group work is also available.

While the compensation can be lucrative, keep in mind that you won't fit the preferred profile for most.

<u>FocusGroups.com</u> offers opportunities to be part of a focus group for your home by phone or online.

You should expect these projects to require video communication. If you're familiar with FaceTime, Zoom, Skype, etc. you should do just fine.

Many of these surveys require visual observation to accurately measure the results. Voice alone doesn't always tell the whole story and they are paying you well to get usable feedback for their client.

You may find other services online that offer similar opportunities with different types of compensation. Cash compensation is not common in this field, but if you search enough, you may find some.

"There are people who have money and people who are rich."

- Coco Chanel

# 5. Write for Extra Money

Are you good with words? Do you like to write as a hobby? If so, capitalize on those writing skills. With all the content available online, there's a tremendous need for people to write that content.

#### Try these options:

- Freelance. Approach website owners and offer to write some content for them. Pay rates can vary dramatically. Some writers can make a few hundred dollars per article, but expect a starting rate between .05 and .10 cents per word.
- Join a content providing service. There are many websites that are always looking for writers. Some of the more popular ones are <u>Textbroker.com</u>, <u>HireWriters.com</u> and <u>iWriter.com</u>.
  - You can search through jobs and choose ones that appeal to you.
  - \* You'll have to write quickly to really earn some money, but this is something you can do in the comfort of your own home.
  - Rates vary. Native US-based writers tend to earn higher rates. Many discount writing services leverage writers from outside the US.

- Write an eBook and sell it on your own website.
   Many people have made millions of dollars by selling information. We'll cover more about writing and selling books on Amazon later.
- 4. Write an eBook for others. Many people have a book they'd love to share with others but have no idea how to do it. More than once, I've helped people who's deceased parent left behind a handwritten or typed memoir. For a reasonable fee, you can convert that memoir into an eBook that they can share with others and cherish. With services like Amazon, you can even print paperback copies for them.
- 5. Offer to write ads for online sellers. Contact the sellers of high-ticket items such as homes, cars, motorcycles, and boats. You typically will find them on <u>zillow.com</u>, <u>OfferUp.com</u>, <u>cars.com</u> and other similar sites. Look for nice listings with a minimal or missing description. Offer to write a top-notch ad for them, in exchange for 1% of the selling price. You won't get paid unless it sells.
  - \* For example, if you wrote an ad selling a \$20,000 car, you'd be looking at getting paid \$200.
  - This is base on the honor system, but most people are pretty honest.

# 6. Customer Service (from home)

You might be surprised how many times the person on the other end of phone, when you call customer service or support, is actually working from home.

This trend has been growing as more companies get accustomed to managing remote employees. Big companies like American Express, Amazon, Apple and U-Haul save valuable office space dollars by hiring part-time help who work from home.

<u>liveops.com</u> provides customer service and support resources for hundreds of companies at a variety of skill levels.

Some of these jobs require specific hours of coverage. Others allow you to choose which days and hours you will work.

Expect to meet a certain level of professionalism as a basic criteria. Just because you are working from home, doesn't mean you can sound like you're laying on the couch with a bag of chips and the TV blaring when talking with clients.

Also expect that an actual phone line to be required. A landline or voice-over-IP connection provides a clearer and more stable connection that a mobile phone.

Some may require a dedicated work space that is free from background noise and distractions. They want the callers experience to be the same as if they were calling into an actual office building. So no barking dogs, audible background music or other sounds of a busy home

Most of these companies will make test calls before hiring you and will make periodic test calls to make sure the quality it still high. You should also expect all of your calls to be recorded (for quality assurance!)

"He that is of the opinion money will do everything may well be suspected of doing everything for money."

- Benjamin Franklin

### 7. Lawn Thatch Removal

Here is a physical job that you can make less taxing by being picky. More on that in a moment. This gig requires some lawn equipment and a truck or trailer to transport it.

Northern states tend to have a lot of moss. Within a year of planting a new lawn you can have moss taking over. The most effective way to remove it is through dethatching, which can be done by replacing a mower blade with a special blade designed for this work.

We hired someone to do this for us a few years ago for an average size front yard. The fee was \$350. That included the de-thatching and a follow up visit to spread seed and fertilizer.

This year, we called the same person back and he quoted us \$650. Clearly, he can name his price and is not having trouble finding clients. He can be picky and earn more by working less in the process.

The following guidelines will make everything easier:

 Stick close to home. You want to avoid having your profits eaten up by gas and other traveling costs.

- 2. It requires minimal equipment. All that's really required is a lawnmower, de-thatching blade, lawn sweeper and transportation. The lawn sweeper is needed to pick up the "thatch" instead of raking, which can be very physically demanding.
- 3. The best marketing trick I've seen anyone use is by a lawn guy who comes through our neighborhood each year and drops a little plastic snack bag containing a small rock and his business card. He just walks or drives through the neighborhood and drops them at the end of the driveways.
- If you enjoy this kind of work, you can also offer to do other "outside" services. Other than lawns, you could do edging, planting flowers or spread beauty bark.
  - People who are elderly or that live very busy lives are often looking for someone to help maintain the outside of their homes

"After a certain point, money is meaningless. It ceases to be the goal. The game is what counts."

Aristotle Onassis

# 8. Provide Pet-Sitting Services

Many individuals work all day and their pets need to be let outside for obvious reasons. Some people go out of town and prefer to leave their pets at home instead of boarding them at a kennel.

If you like caring for pets, consider the following:

- Be the vacation solution. If your customers leave town, offer to take care of their pets. Remember that you'll have to let the dog out at least 3 times each day. Consider keeping the pets in your home or charge for each of the 3 visits. Even offer to bring in their mail.
- 2. Stick with clients that are close to home. It's not worth driving 20 miles each way to make \$11 for letting the dog out.
- 3. Expand your animal services. Try not to limit yourself to just dogs. With a little reading, you could easily learn how to care for cats, birds, hamsters, an iguana, and just about anything else.

Taking care of other's pets is a low stress way to spend your time. Call around and find the rates of other petsitters before you decide on your own rates. Advertise

everywhere you can think of. It makes the most sense to advertise at dog parks, pet stores, and veterinarians.

Some people love their pets like family and will only trust their care to someone who is mature and wellestablished. They may be apprehensive to have a young person have access to their home or trust them to keep their pet safe in their own home.

As an older service provider, you can position yourself as an animal lover that will provide a calm, quiet and safe environment. See, your age can give you a competitive edge!

To help establish your credibility, consider signing up with services like:

- wagwalking.com
- rover.com

You will end up sharing the revenue with these sites, but it may accelerate your business growth.

# 9. Flip Items on Craigslist

This can be a very lucrative part-time business. In a nutshell, you find items on <u>Craigslist.com</u> that you're confident you can resell at a profit.

The following items will all but guarantee a profit:

- 1. Look for poorly written ads. Many sellers create poor ads that lack pictures. With a better ad, you can expect to resell the item at a higher price.
- Limit yourself to a few different types of items.
   Maybe you have some knowledge of or interest in guitars, appliances or jewelry. If you have knowledge in a certain area, you'll be able to spot a good deal on Craigslist when you see it.
- 3. Make a lot of offers. Many people price their items appropriately, but are in a hurry to sell. That could be good for you because many of them will take nearly any offer to make some money quickly. You'll never know if you could've gotten a bargain unless you ask.
- 4. A variation on this is to shop stores that have clearance items where you can sometimes pick up things for less than half price.

- Avoid getting involved with lower priced items.
   There's only so much profit to be made on a \$10 item, but it's not hard to make \$50 on a used refrigerator. Your time is valuable.
- 6. You might need a truck. Some items, like large appliances, will require a truck. But there are plenty of other items that are suitable buys if you don't have a truck. Check on the free items. It's competitive, but sometimes there are valuable items given away for free. Even a \$20 item might be worth getting and reselling, since it's all profit that goes straight into your pocket.
- 7. My favorite strategy is to purchase something local that can be sold nationwide or globally for a higher price like <a href="mailto:eBay.com">eBay.com</a>. Yes, eBay is still around and thriving.

"I'd like to live as a poor man with lots of money."

-Pablo Picasso

# 10. Reflective Address Signs

With the growing population of baby boomers in the US, there has never been a better time to offer a product that is attractive, functional and potentially life-saving.

When seconds count in an emergency, first responders must use precious time to search for addresses on houses as they approach. What if you could provide a reasonably priced, reflective address sign for their front yard that can be seen from far away?

Even better, you don't even have to meet with the homeowner who purchases. <u>AddressAmerica.biz</u> is a well established company who produces quality signs and reflective numbering. While they sell direct to consumers, they also sell wholesale to individuals.

The business model is quite simple:

- 1. Print 500-1000 flyers at a time with the template they provide. It includes all of the product information, pricing and contact information.
- 2. Choose a neighborhood and put the flyers on the mailbox post (yes, that's legal) or somewhere else where it's easily noticed by the residents.

- 3. Come back the next day and look for the houses with flyers in their window. That's the ordering instructions. No need to call you, just put the flyer up in a window visible from the street. You write down the address of each one you find.
- 4. Back at home, apply the self-stick reflective numbers to the sign and finish the assembly.
- Return to each buyer's house, install the sign in their front yard and leave an invoice and selfaddressed envelope on their front door.
- 6. Most people send a check within a day or two.
- 7. Caveat this business seems to do better in southern states, but can be lucrative in any suburban area. Also, if you have rocky soil, you may need a metal stake to make a pilot hole in the dirt to make installation easier. (speaking from experience...)

"A wise man should have money in his head, but not in his heart."

Jonathan Swift

# 11. Poop Scooping

Now, we're getting into the glamorous work!

Many busy families love their pets, but not the part that involves picking up the poop from the backyard. A weekly visit to scoop it all up for them can easily get \$25, more for large yards.

To maximize your earnings, use low cost marketing like <u>craigslist.org</u>, Facebook Marketplace or use the trick I mentioned earlier by dropping a business card and small rock in a snack-size ziplock bag in their driveway.

While the job may be a little smelly, it is recurring income that you can count on each week or month. Payment can be requested in advance, so if someone stops paying, you're not out anything.

Always bring your own scoop and bags, but leave the filled bags in their trash container. No need to have that riding around in your car.

"Money is better than poverty, if only for financial reasons."

- Woody Allen

# 12. Be A Freelancer Online

If you already have a regular job, there's a good chance you can get paid to do the same thing at home. Someone out there wants help doing whatever it is you do.

<u>Elance.com</u> is a great place to find clients for your services. You can do anything from writing to setting up websites, transcribing, doing spreadsheets or providing voiceovers.

Avoid selling yourself short. There are many potential clients looking for the cheapest deal. If you have something of value to offer, ensure you're making the money you deserve.

There are many other comparable sites that offer similar opportunities. <u>Odesk.com</u> is another example of a site where freelancers can get work.

Don't underestimate just how much you can get paid for things you never thought of. Take a tour around <a href="fiverr.com">fiverr.com</a> and you will see an amazing variety of services that people will do for as little as \$5 and up.

You may offer something mainstream like providing arts and crafts instruction, making handmade greeting cards or helping trace a family tree on <u>ancestry.com</u>.

Or, you may offer to take a picture of yourself holding a sign with a specific message, record yourself doing a celebrity impression or give relationship advice.

It's all out there on <u>fiverr.com</u>. If you can imagine it, you can probable find a buyer.

It may sound goofy, but think about waking up each morning to multiple orders for your unique service waiting in your inbox. You fill those requests within the timeframe you advertised and deliver them through the fiver.com website.

Once the customer accepts, or their response time runs out, you get paid. Many people have turned this platform into a lucrative, full-time income replacing their job forever.

"A bank is a place that will lend you money if you can prove that you don't need it."

- Bob Hope

# 13. Become A Photographer

Photographers can make impressive money. If you have the skill, you can photograph weddings and other formal events. Family portraits are another way to make a decent buck. They are also very competitive.

Consider the following alternative markets:

- There are large and small businesses that need photos of buildings, vehicles or other assets in your area. Register with a service like <u>ThumbTack.com</u> or <u>meetaphotographer.com</u> and you'll soon have orders coming your way.
- 2. Do you have a drone? <u>droners.io</u> can be a source of local jobs that pay much better than street level photos.
- Overdeliver for your customers by taking more pictures than they expect or from different angles and your reputation will allow you to charge even more.
- 4. Earning \$100 or more per job is not unusual.

Becoming a photographer doesn't have to require extra fancy equipment. If you have a decent camera, that should suffice. Depending on the type of mobile phone

you have, you might even be able to use that for some jobs.

Learn what your customers need. They won't care what type of camera you use as long as you get the images they ask for.

If you have no idea how to take a great picture, research techniques on <u>YouTube.com</u> or take a class at <u>udemy.com</u>.

"Liking money like I like it, is nothing less than mysticism.

Money is a glory."

- Salvador Dali

## 14. Litter Removal

Almost as glamorous as poop scooping, but more lucrative. Brian Winch has been doing litter removal for more than 30 years, earning a nice six-figure living in the process.

At <u>cleanlots.com</u>, he offers information on this opportunity, including a startup operations manual, marketing video for your website and document templates to help you get started very quickly.

Every brick-and-mortar business has to deal with litter on their property and no one likes to do it. You can capitalize by doing what others would rather not do.

Plus, you're doing something that makes your community a better place to live. Litter is a blight and can have a negative impact on the businesses sales and reputation.

You can take before and after photos of your first client's property to show the difference litter removal makes.

This is also something you can do on your schedule. You decide when the work will be done each week.

# Write An eBook And Sell It On Amazon

Some people actually write a new book every week! While you might not write a bestseller, if you pick the right topics, it's not unreasonable to make \$1,000 or more from each book.

We already discussed writing, but this is a little different. The previous example was when you write an eBook for someone else and get paid just one time for that work. Although it is your work, you've been hired by someone to write it and therefore are turning over the rights.

In this case, you're going to keep control and ownership of your writing. You will be selling it on <a href="Managements-Amazon.com">Amazon.com</a>. The best part is that you'll have the opportunity to get paid multiple times for the same work. Once an eBook is up for sale online, you can continually capitalize on every book for years to come.

This is more speculative, since you're not guaranteed to make anything. However, the potential rewards are many times greater. Also, this is a more involved job than all the other suggestions.

Follow this process if you are interested in writing your own eBook:

- Fiction or non-fiction. First you need to decide if you're more comfortable writing fiction or nonfiction. Non-fiction will be easier, since you can use other books as source material, but fiction tends to sell better.
- 2. Determine the best sellers in your niche. Think about personal areas of interest and check to see which topics are doing well in sales.
  - Look at Amazon and see how many books within each category are within the top 50,000 bestselling books. You'll want to see at least three books in the top 50,000. Any less and it won't be worth your time. In that case, find another, more popular, niche.
- 3. Purchase the top three books in your chosen category and read them. Make some notes as you read. What you're ultimately doing is writing your own book from what you learned from those three. However, you'll also need to add unique ideas of your own.

- 4. Start writing. Keep in mind that a book doesn't necessarily have to be long. Some of the best-selling books have been very short. The best length, however, seems to be 125-175 pages. This may seem like a lot, but keep in mind that one page in a word-processing program is almost 2 pages in a Kindle book.
  - Each Kindle page should take approximately 15 minutes to write, so a 150-page book should take approximately 35-40 hours.
  - Some Kindle book writers actually outsource the writing! Remember that sites like Odesk and Elance can be used to find writers.
- 5. Read your book. After your book is written, go back through and actually read it! Look for ways to enhance your work.
- Hire an editor. You should always consider hiring someone else to edit the eBook for you, even after you've read it over.
  - Customers will get really turned off if there are errors in spelling, grammar, and punctuation.
  - Bad reviews for your first book could negatively impact your future as an eBook writer.

- A second pair of eyes, especially those of a trained editor, is imperative to ensure that your eBook is error-free.
- Kindle books require specific formatting. There are many templates that you can find online. Information about formatting your book can also be found on Amazon.com.
  - Be careful about using images. First, always insert the image, never Copy-Paste.
  - It would be incredibly smart to include hyperlinks in your eBook that point back to your personal website, if you have one. You can then sell additional items to your customers.
  - \* Hyperlinks will also let you capture email addresses for future marketing purposes. Prepare a free report and provide it in exchange for their email address.
  - A good email list is worth at least \$0.50 per address per month. A list of just 2,000 email addresses should be worth \$1,000 a month.
  - Numbered lists can be a good idea, but bullet points aren't able to be displayed on older Kindle models. An asterisk or dash can be used instead.

- A good book cover is imperative. A book with a poor cover doesn't sell well. Take the time to secure an attractive cover. The first option is to buy a cover.
  - The most inexpensive option for purchasing a cover is to head over to fiverr.com and search for Kindle covers. You're only paying \$5, so keep your expectations in check. However, you might be pleasantly surprised with the quality.
  - An option that costs a little more is visiting coverdesignstudio.com. The covers from this site start at \$19 and give you a professional look. Remember that most people judge a book by its cover.
  - There are also more expensive options. One of these is <a href="www.99designs.com">www.99designs.com</a>. The cost for a cover is \$300 or more. It's debatable whether or not it's worth spending that much for an eBook cover.
  - You can also make your own cover. There are several programs and templates available online that will help you to create a great cover. My favorite is <u>canva.com</u>. That's how this eBook cover was made!
  - If you use a photograph to make your own cover, be certain that you have the legal rights to use it. Only use high-resolution photos, so your eBook looks professional.

- Now, it's time to upload your book to Amazon!
   Uploading a book requires an account with Kindle Direct Publishing (KDP). You can set up an account at <a href="kdp.amazon.com">kdp.amazon.com</a>.
  - Amazon has excellent tutorials that will walk you through all the steps. Enroll in KDP Select, which allows you to promote your book in some unique ways. It's free for the first 90 days.
  - A longer description looks more professional and gives your potential readers more information to make a good buying decision.
  - Regarding publishing rights, do not choose
     "Public Domain Work" unless you want other people to be able to sell your eBook as their own.
  - When you 'add categories,' choose the two that are most closely related to your topic.
  - \* Keywords are critically important. You can add up to seven keywords, so always use all seven! The Google Keyword Tool is a great tool for finding keywords related to your niche.
- 10. You may think your eBook is worth \$20, but most sell at a much lower price point. Amazon sets the author's commission rates and you typically have a choice between a 70% and 35% depending on the terms you choose.

- 11. Marketing your book is the next step. KDP will allow you to offer your book for free for limited times. Three days is long enough to get your book out there. You're aiming for at least 2,500 downloads during that time.
  - If people aren't downloading your free book, the cover probably needs to be changed. The next place to look is the book description. Is the description boring? People must want to learn more about your book, if they're going to spend time reading it, (even for free.)
  - The best marketing for your eBook is good reviews. Ask all your friends and family to get a copy and leave a review!
  - Ask for reviews in the book itself. Put a simple blurb at the front and the end of the book requesting a review. Always thank your readers in advance for their help.
  - Facebook is another great tool for advertising your book. Post the book cover on your Facebook page and tell all your friends to pick up a copy and leave a review.
  - Ask your friends to like and share your post on Facebook. Even if they haven't purchased the book yet, they can still spread the word.
  - Create a Facebook Page for your book. Search around and see what other authors have done. Be

- shameless in mimicking the Facebook Pages that appeal to you.
- Give away free chapters of your book to "hook" some readers.
- You can also find Facebook Groups related to your book topic. Join them. Most groups will allow you to post information about your book. Join the group as part of the page for promoting your eBook. Then your post will show up as your book page instead of your real name.
- 12. Have your own blog. Every author should have a website dedicated to his writing. In order to be taken seriously, an author requires a website.
  - A central hub allows you to give away free chapters, post information about new books, and collect names for your email list. Have a separate page for each book.
  - On your website, create buying links for each of your books that point back to Amazon. Update your website regularly to keep your readers engaged. That is where content comes in again.
  - Create a social media hub on your website. Create links to your Facebook, Twitter, LinkedIn, YouTube, and email accounts.
  - Videos can be a great way to market your book. Video reviews are great. That's what friends are for! Ask them to record one. You can also put up a video of yourself talking about your book.

If you're planning to continue writing books and want to write on a variety of non-fiction topics, it's suggested that you create a pen name for each topic. It's hard to claim to be an expert on dog training, international investing, building model boats, and tutoring math. If you were to write all those books under the same name, no one is likely to take you seriously.

You'll require separate email, Twitter, Facebook, YouTube, and LinkedIn accounts for each pen name.

Writing and selling eBooks is a very viable way to make some real money. Remember to pick a topic that's already selling well. There's no reason to reinvent the wheel.

"Money is a strange business. People who haven't got it aim it strongly. People who have are full of troubles."

- Ayrton Senna

# Conclusion

There are many ways to earn an extra \$1,000 each month. The most important step is to commit to the method that best suits you.

Consider your circumstances. If you live in a rural area, writing an eBook probably makes more sense than doing litter removal. If you live in a suburban area, but have a full-time job, being a dog-sitter may not be practical.

Committing to a method means exactly that. You're planning to stick with that method and make it work. Most of these methods require expertise that you probably already possess. If it's not a perfect fit, try to mold the method to your strengths.

Remember that marketing is the key. The work itself is quite simple. The challenging part is finding clients, so you'll want to concentrate on doing some marketing every day. Marketing needs to be done regularly if you're looking for the most benefit.

Use every possible form of marketing. Focus on the methods that are likely to be the most successful, but there's no reason to be afraid to branch out into other methods over time.

Always ask for referrals after you've made a customer happy. Give them a couple of extra business cards to hand out to friends, family, and colleagues.

Whatever you decide to do, remember to treat it as a business. Even if you choose to work as an hourly customer service representative from home, consider that it is a business you own which has just one client.

Ownership is something others can sense. When you "own" your voiceover project, your pet-sitting service, your reflective address sign installations or writing project, people will value you and be much more inclined to give you good reviews and referrals.

Even if you've been a lifelong employee, it's never too late to start a business, even if the goal is to make an extra \$1,000 per month. Most businesses start this way.

An extra \$12,000 a year could make a huge difference in your life. How will you spend your new-found funds?

"When I was young I thought that money was the most important thing in life; now that I am old I know that it is."

Oscar Wilde

## **BONUS: Hyper-Local News**

Throughout the 1990's small, weekly newspapers started to disappear. By the early 2000's large, metropolitan newspapers started shrinking as well.

Many of them are now gone or have gone completely online. They now focus heavily on big stories and media-rich content to satisfy the online audience.

In the process, the small town or neighborhood news has become nearly extinct. This void has created an opportunity to provide a valuable product with the potential for generating a reasonable income.

How this works is by focusing on using email as a means to share news stories to a local community. These stories are also available on a website, but most people read them when they arrive in their inbox.

The best part is, others do most of the writing. Your news story sources are from typical press releases and readers. In my hyper-local news outlet, several readers have begun to write their own "columns" and gained a loyal following. See <a href="mailto:theirown">theirown</a> "columns" and gained a loyal following. See <a href="mailto:theirown">thesubtimes.com</a> for an example.

How do you make money with this type of service? Advertisements.

Now, you may be thinking that ads are hard to sell and you're correct, they are. Since your cost to operate this service is so low, you can offer free ads for a limited time.

Restaurants, churches, auto repair and other service providers are a good place to start since they depend on local customers. Paying for ads in a larger, more expensive regional newspaper is too expensive, but since your news service is local, it's much more targeted and cost-effective.

On the technical side, your website can be very simple with no frills. Email is the most important factor to make this work. You can't email to a large list from your GMail, Yahoo or other personal service provider.

You must use a service like MailChimp, ConvertKit, ConstantContact, Drip or AWeber to manage a list and automate the new subscriptions and unsubscribers.

This also helps assure that your message makes it into the inboxes and not filtered out in a spam filter.

You've made it to the end of this book. Congratulations for considering all the possibilities that are out there.

Getting older doesn't mean that opportunities have passed you by, it means that you're more experienced and prepared than ever before.

The ancient book of Proverbs in the Bible say "Gray hair is a crown of glory; it is gained in a righteous life."

For more helpful ideas, inspiration and tips, visit us at:

https://SixtyAndBeyond.com

Wishing you prosperity and blessings,

Sean