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Make An Easy Extra \$88,000 a Year!

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Congratulations! You are about to begin a new career where you can easily make an extra \$88,000 a year! How do I know? Because I have done this myself every year for the past 6 years (or so) straight.

This info package you bought contains a very valuable book on making a great income. I am sure that if you just apply yourself this **WILL** work for you.

Now, before I begin to tell you the actual information & methods to making a great income, let me say that you are going to have to

do some actual work and learn some things. If you're looking to be able to make money by sitting around doing nothing, keep looking! Additionally, you are actually going to have to **read this entire book!** I mean really, how could you expect to profit from my firsthand knowledge if you don't have the drive to even read this information all the way through?

First Assignment: read **every word** of this book. Then read it again until you have a firm grasp of every aspect of every concept & procedure in this book. That may sound trite, but there are people that will not even read this book all the way through before they totally give up. These people are quitters and will never become a success. **I hope that isn't YOU!**

Now, what I am going to show you here is a **REAL** way to make a great income but it does take some effort on your part. But don't despair, this is really easy! I promise! Hey, if I can do this anyone can. I am lazy. I mean I'm Homer Simpson lazy! I worked hard all my life as a truck driver and now I want to make smart, EZ

money & not have to work hard.

I want to be able to sleep in late and make my own hours. I want to be able to travel to exciting places & have lots of free time.

Guess what? **I DO!** And it's all because I discovered the business you're about to learn here and now. Excited? You should be!

It took some doing but I no longer drive a truck. I am semi retired! (Pun intended)

So without further delay let me tell you exactly how you will make \$88,000 a year....

Again, let me congratulate you on taking this bull by the horns. It shows that you have the drive & ambition it takes to succeed in business. But in fact, it's very easy to make money in **this** business. It's a slam dunk!

But exactly what is this amazing product that makes so much money???

Simple. **HALLOWEEN GOODS!!!**



So why Halloween goods? Again, simple. **HUGE DEMAND!!!** Did you know that Halloween is second to only Christmas in terms of money spent? Halloween sales are over **5 BILLION** dollars a year! And that figure is growing every year! Tons of money is being spent on costumes, props & accessories every year!

The good news is that with so much money being spent every year, it's **VERY** easy to grab your share of the Halloween pie. The better news is that you have me to help you get started & do it right. Follow my advice and easily make an extra \$88,000 this year alone. So let's get right

into the meat & potatoes of the thing.

Halloween goods are one of the best items you can sell on Ebay or anywhere. They ship easily and have a great markup. Personally I sell thousands & thousands of dollars in Halloween goods every on Ebay. Plus I sell at flea markets, garage sales and harvest fairs too.

I also have my own **Halloween website** and it adds thousands of dollars to my income every year!

If you don't know how to make a website, **DON'T WORRY!!!** Neither did I until I found this special web host service.



[CLICK HERE!](#)

Again, they are a GREAT host company and making a site is as easy as “Drag and Drop”! If you can use a word processor, you can make a great, professional website there.

They have great pre made templates and TONS of free Content & tools to make a site in just about 2 hours.

Go see their video and get started! I'll teach you how to use that site to make even more money later in this book. It will knock your socks off too!

OK, back to the Halloween goods. Here's some examples of the items I sold one particular year and how well they did for me...



This coffin was one of my best sellers when it came out. My cost on these was just \$30 each and I sold them for

about \$100 each **with some of them selling on Ebay for over \$140!!!** These sold so well that I couldn't keep em in stock! They literally sold before I could get them in!

Does that get your juices flowing? It should! **This one item alone was worth about \$8,000 in sales in one year!!! YES, JUST THAT ONE ITEM!!!** And there are THOUSANDS of items just like that you can sell for EZ money.



Zombo!

This "Saw" mask is from the movie of the same name. Just before Halloween they released Saw III. That made these masks really do well. **My cost on this one was just about**

\$18 and they sold for about \$50 each!!!! Money in the bank! That one SAW mask made me about \$4,800 or so in just ONE season!



This animated clown was a huge seller one year. I sold TONS of these via Ebay and direct sales. I estimate this item made me about \$12,000 one year. The great thing

about this (and most other Halloween goods) was that it came pre boxed. All I had to do was slap a label on the box and UPS picks up the shipments right from my door.

Talk about EZ money!



These animated test tube props sold amazingly well! EZ money and great profit! Hey, I could go on and on with each item in my line but I have hundreds of items & you get the idea. It's a **GREAT** business with huge profits & items that sell with very little effort.

NOTE: The above items are illustrations only! They sold well in their day but don't expect to simply order

these same items and rake it in. In this business you need to sell the CURRENT best sellers! Not what sold well in years past.

However, one interesting thing I have come across is the **COLLECTOR MARKET!** This has been an added boon to my business.

There are collectors out there that collect old masks & Halloween stuff. For example, old masks of the classic monsters (Dracula, Wolfman, Frankenstein, etc. by Don Post) sold new for about \$17 each (if my memory serves). And now those original masks sell for several hundred dollars each on the collectors mask trading boards!

Check this link:

www.TheHMA.net

Now if I think there is going to be a classic collectible item, I set several aside for a few years and cash in later as **COLLECTIBLE GOODS!** Believe it or not, it makes better returns than the stock market or real estate! HAA!

Your best profit is going to be in “*The Buying*” of merchandise. Sometimes I make a mistake but not often. Usually the only mistake I make is that I didn’t buy enough of the item & I can’t get more of them in by Halloween.

Personally, I prefer props to costumes. I find that people want to try on costumes and that makes it a harder sell via

Ebay. However, you will get those people that shop for costumes in the stores and then do their actual buying on Ebay. So, you may be able to cultivate a good costume market if you can undercut the store pricing and you can find an unusual or popular costume line.

I find there's enough demand for just props that you'll never be at a loss for sales. **And don't think that you have to wait for Halloween to sell Halloween goods.** There are plenty of Halloween type items that sell very well year round. For example I sell a "Dead Doll" all year round and it does quite well.

Then there was the "Woof Woof" doll that came from the TV show The Munsters. There was one company that made a great Woof Woof doll and it sold like CRAZY for me. Unfortunately, that company no longer makes that item. I wish I had a warehouse full of them but alas they are no more.

(This is an example of what I was talking about before where I make a mistake in buying too few of an item. But again you have to be careful not to buy too much of an item either. There is an art to this.)

Other items that are popular year round are UFO / Alien stuff. There is an entire category of UFO stuff on eBay.

That's just three examples of the items that can sell year round. There's plenty of stuff that sells year round all you have to do is pick them out of the wholesalers catalog & do

a test auction to see if it will be a good year round item for you. Sure, Sept. & Oct will be your busiest time but don't think you have to sit on your hands till then!

The key to success is to putting together a line of goods that **YOU** think will do well. So, just how do you do that? Well, for me I can just look at an item & know if it's gonna do well or not. But if you have a tougher time (and you might since you're just starting out) there are two EZ ways to pick winners.

1. Start with a sample only. Order just one, make your Ebay ad and test it out. If it does well you can order more.

2. Ask your sales rep! Yes, they know what the hot new items are and they want to keep you happy so they are glad to point you in the proper direction. Just ask.

Besides, the cool part is if you ever buy a "clunker" you can always sell it at cost and use it to get traffic to your other sales or your website! (more on that later).

So, now that you know the basics of ordering the merchandise you need to get the business setup. Get a resale license!!! It's easy & you will need one to buy wholesale. Call your local board of equalization and get the forms. Here's what I did. When I applied I said I was just going to sell about \$2,000 a year in goods via Ebay. That way the board didn't require me to post a deposit.

If you say you expect to be selling lots of \$\$\$ in goods a

year they're going to make you post a deposit so that you don't skip out on paying your sales tax. So just say this is a new venture & you hope to grow it over the next couple of years.

The other thing I did was I hired a cartoonist & made an online persona for my Halloween sales. Yup, I'm Yur ol pal...

ZOMBO!



Zombo!

Image Copyright 2008 ds Goodman all rights reserved. Steal it and I'll sue your ass off!

I place this guy in all my Ebay ads. You may have even bought some Halloween stuff from me. If you did, I guarantee you recognize me now. Hard to forget ol Zombo. That takes us to another aspect of selling Halloween goods on Ebay... Make your Ebay ads look good!!!

I also used video in all my eBay ads and I dressed up like a cheezy, sleezy old zombie character (Zombo) and I would demonstrate the goods in a funny way. Needless to say, people loved ol Zombo and they would buy from me just because of the Zombo factor.

I also always included a little freebie bonus for all buyers. There are TONS of simple little \$1 or \$2 goods you can buy and include as a free bonus in your auctions (or sales).

Next, be sure to use great images and descriptions!!! Most suppliers will give you a CD of images of the goods but I like to make my own images. This sets you apart from all the other sellers on Ebay. Sometimes you will need to use the stock images but you can still use Photoshop to make the pics look good.

For example the coffin prop I sold this year didn't have any stock image other than a simple line drawing. So I took a picture of the coffin with my crappy little digital camera....



Then in Photoshop I removed the background and placed my own background in. This is the final product shot I got...



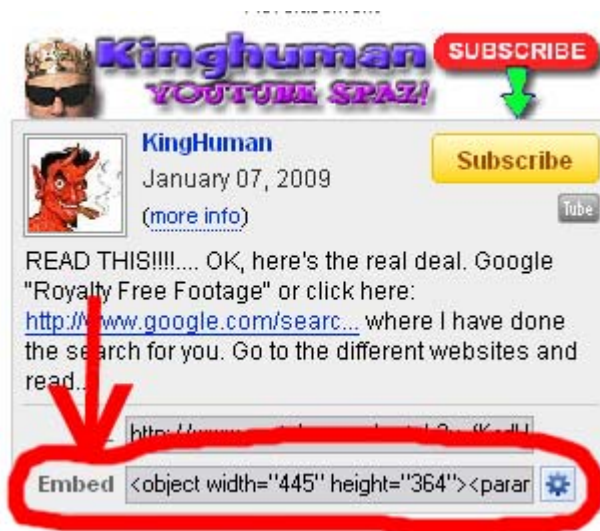
The lesson is, use good product shots!!!
I can't teach you Photoshop here but there are many free
online tutorials & resources if you don't have
Photoshop skills.

**[CLICK HERE FOR YOUTUBE TUTORIALS ON
PHOTOSHOP!](#)**

Also, you can Google it. If you don't want to learn Photoshop then I am available to help you with your graphics for a modest fee.

OK... You've got the products & images, next make your Ebay ads look great with an HTML editor. Ebay has one you can use for free but I bought one that lets me do a bit more, like Highlight Text. It's called Sellercore and you can get a **FREE TRIAL VERSION HERE!**

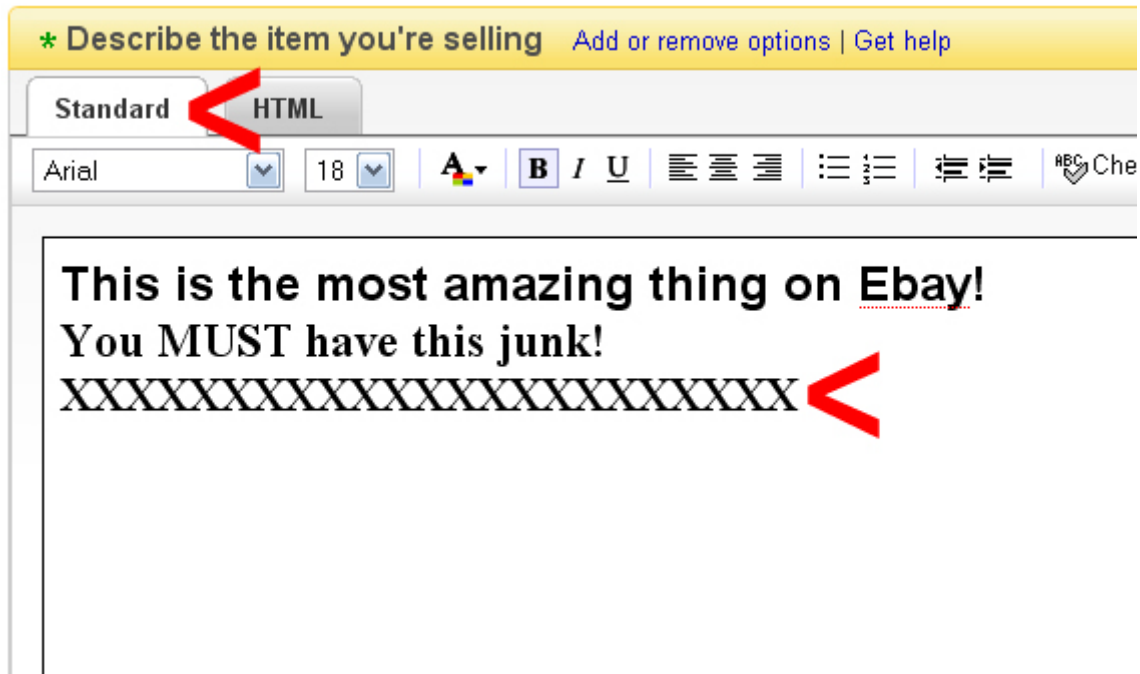
I also go that extra mile and put videos in my Ebay ads. It's kinda complicated but worth it. Just shoot some video or make a slideshow with still pictures using a simple video editing program. Then upload it to Youtube. Grab the "Imbed Code"...



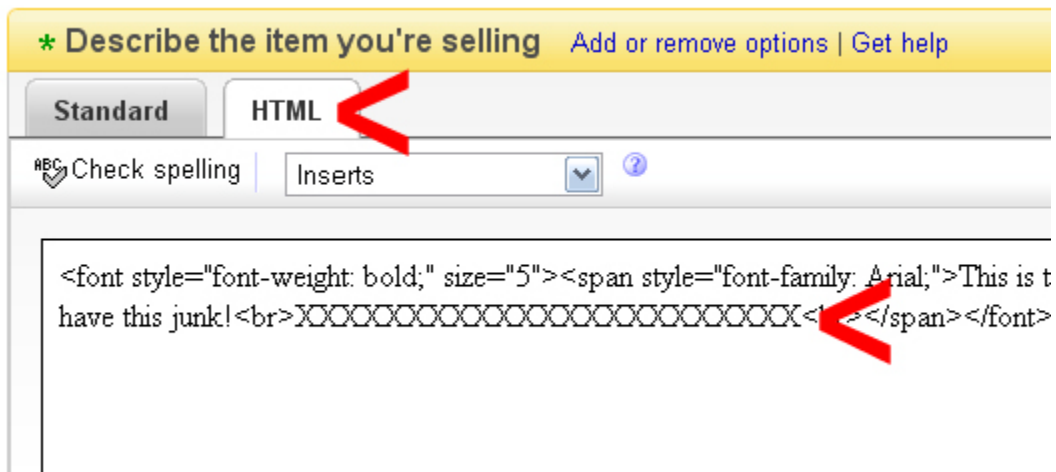
Then simply insert the code into your listing using Ebay's listing tool. Make sure you're in HTML mode.

Here's what I do, I create my listing in "Standard" mode

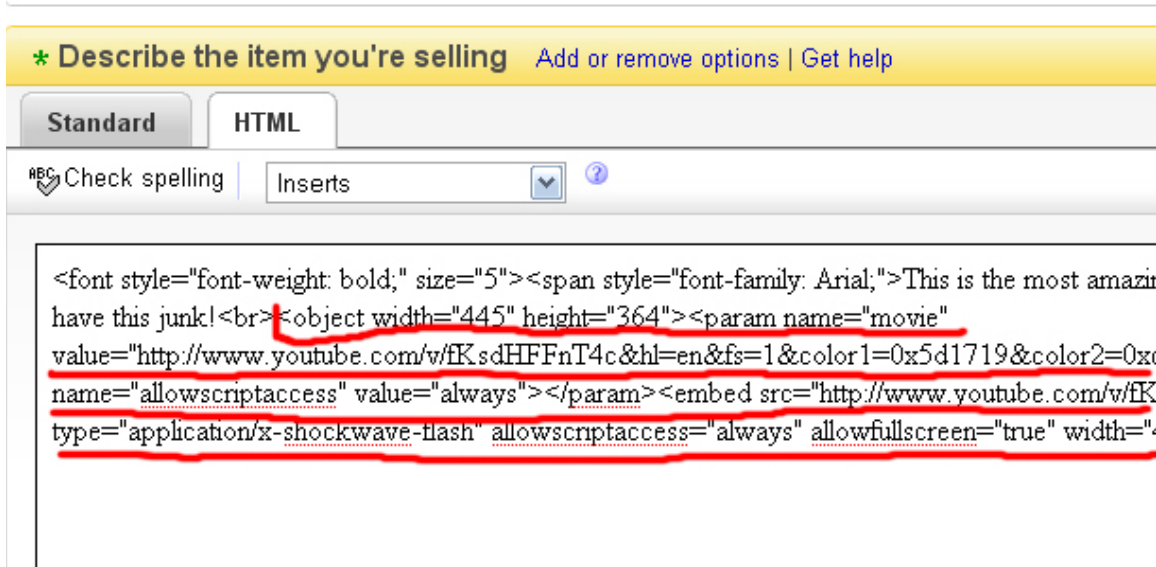
and I insert a line of XXXXXXXX where I want the video to be in my ad...



Then I switch to HTML mode,



backspace out all the XXXX and PASTE the IMBED CODE of my Youtube video...



That's all there is to it. This is EZ!!! REALLY!!!

ALSO! Remember, Ebay is great but that's just ONE way to sell this stuff. I also do my local flea market and I make a **KILLING** with it! If you grow your business and get really big, you can rent an empty space in your local mall and you will do a crazy amount of sales! Make sure there won't be any other Halloween specialty stores there doing the same thing. I mean, Spencers Gift will always have Halloween goods in their shops for Halloween, but if they have one of their "Spirit" stores come in for the season... forget it! They are too tough to fight! Spirit stores (owned by Spencers) have a virtual lock on the mall sales so don't try to compete with them on the same battleground. Find another arena and be the only person in that mall or place and you WILL get rich!

There are several places to buy Halloween goods wholesale. Some are good and others are a total pain in the ass! Here are the best ones:

1. Morris Costumes

3108 Monroe Rd.

Charlotte, NC 28205

Tel: 704.332.3304

URL: www.MorrisCostumes.com

Morris is great for your main contact because they allow you to order as much or as little as you need. Most other suppliers have minimum orders. Many are \$500 or more. Morris will be your first & best resource starting out. Morris has a main catalog that's HUGE!!!! And every year they send supplements to the catalog with the new items for the year. Morris is a distributor that carries the products of just about every smaller mfg. company. Morris charges the same price as the direct mfg. so it's a great place for one stop shopping. This will save you lots of time chasing down all those little Halloween mfg. companies. Morris carries the best selling stuff so you can't go too wrong with Morris!

2. Rubies Costume

One Rubie Plaza

Richmond Hill, NY 11418

Tel: 516.326.1500

Rubies is another HUGE catalog. Actually they send out 2 huge catalogs. Rubies has a minimum order so call them for PO info.

3. Sunstar Industries
360 W. 132nd St.
Los Angeles, CA 90061
Tel: 310.366.7578

Sunstar is a great supplier but they sell seasonally so you have to place your order in about April to get merchandise for Halloween. That's the way most Halloween suppliers are. You really have to plan your sales well if you wander away from Morris.

4. Specter Studios
1600 S. Canal St.
Pittsburg, PA 15215
Tel: 412.782.5433
URL: www.Specter-Studios.com

Specter is another good little studio that makes all their own stuff in house. As opposed to most other mfgs. that have their goods made in China. That makes their stuff a bit higher priced (perhaps) but there is still some good stuff here that has potential to sell well. Check them out.

5. Zagone Studios
<http://www.Zagonestudios.com>

Zagone studios has made me LOTS of money over the years. They have a GREAT line of masks and costumes that sells quite well year after year. In fact, Zagone makes a gorilla costume that is one of those great items that sells year round. I used to easily sell about 4 or 5 gorilla costumes a week just via eBay.

Well, the above should give you a great start. Just Morris and Rubies will give you thousands & thousands of pages of goods to pick from but look into all the resources for your best chance at finding some great goods to sell.

Assignment: Immediately contact each of the above and get their catalogs sent to you! Have your resale number ready! I suggest in setting up your accounts with any of the above that you NOT open a credit account. Start with a pre-paid account. This means you will pay as you buy and not ask for 30 days to pay. This is a much easier account to get when you're just starting out. Later, if you wish you can change your account status to a credit account. All of the above will take your credit card and you can use the 30 day "float" of your credit card if you wish. That's a much easier solution to getting the 30 day float before you have to shell out the cash. That float will let you sell most of your purchase before the bill comes due. Cool huh?

So, if after you have gotten the Morris & Rubies catalogs you want more suppliers just do a simple Google search

under wholesale Halloween supplies. I just don't want to swamp you with suppliers in this book as you will find them redundant to the Morris catalog.

Tradeshows:

The industry tradeshow is the **Transworld** Halloween show in **Las Vegas**. Oh yeah, you get to go **FREE** as a business expense write off. (Again, check with your tax attorney & or CPA on this.) WooHoo! This business is exciting & fun!!!



This show is really cool and you'll see lots of great vendors wholesaling their goods. There are tons of opportunities to make a great income here.

Remember, just one great selling item can easily make you \$10,000 a year! Multiply that by just 20 items and you have just made \$200,000!!!



Here is the web link to the show:

<http://www.hauntshow.com/>

Go there and sign up to attend the next show! This will really make you money!



So, your next assignment is to go to Ebay and check out the Halloween section to see what sold well this last year. You

can find it as follows: Main Menu> Collectibles> Holiday Seasonal> Halloween.

See what's selling now and see what sold in the past. Do a search under sold items to see the hottest sellers & the duds. Ebay is a great place to sell Halloween props but again, don't forget there are plenty of other ways to sell.

Personally, I have a huge Halloween garage sale every year and it makes me a ton of money!!!! Just run a simple classified ad in your local paper (just before Halloween) and you'll be totally swamped with buyers!!!

And again, don't forget your local flea market. This venue can easily add another \$18,000 - \$20,000 a year!

So, there you have it. You now know where to get the goods, where to sell the goods & how to start out in the business. That's much more than I had when I started out.

You now have a great business that makes real cash! If you have any questions, I'm here to help you. But please don't email me to tell me that this won't work. I know better! It's working for me now and has done so for me for about the past 10 years or so!

I just know you're going to be a success so please email me with your success stories & keep me informed. In return I will let you in on further industry secrets & special

situations that will make you tons of extra sales every year.

Cheerz!



Zombo!

Image copyright ds goodman all rights reserved. Steal it and I'll sue you're ass off!

All the best!

Kinghuman

I hope you enjoyed this FREE ebook. If so, please consider making a donation to St. Judes Research Hospital for kids. Your donation of any amount will be much appreciated and help a sick kid.

Support My Sponsors:

Killer Underground Program Taps Into...
\$100 Trillion Dollar Buying Spree
And Even Beginners Are Making
Huge Cash Windfalls Like
\$39,859 a Month
on Complete Autopilot!

...And You Can Achieve That in Only
45- 60 Minutes of Easy Work A Day!

CLICK HERE!

Secret Software **CRACKS** Open A
\$2.3 Billion Dollar Vault And Makes Up To

\$283,191 Per Month
By Legally Exploiting
"The System"

Here's Exactly How It Works

- So You (Yes, YOU), Can Get Started

In 2 Minutes From Now...

Here's Undeniable Proof!

CLICK HERE!

FREE BONUS REPORT!!!

MAKE AN EXTRA \$400 AN HOUR WITH THIS BUSINESS!!!

**This is exactly what I do to make a HUGE extra income
with what I've learned about making websites**

[CLICK HERE](#)

**DO THIS!!! Click the link and signup for a website
with them. It's very easy to make a website using their
FREE templates & tools! If you can type on a
computer, you can make a great looking website.**

**Well, the first thing you need to do is to make a website
for your Halloween line of goods. Then every time you
sell an item on Ebay, refer buyers to your website.**

**I do this with a simple "Thank You" form letter I send
to all my Ebay buyers. Usually, I will list popular items
on Ebay at a discount price. Then I refer those buyers
to my website and they ALWAYS buy more there.**

But that's not the secret to making a HUGE extra

income. Here it is...

Now that you have made your own Halloween website **HERE**, you know how easy it is to make websites.

WHY NOT MAKE WEBSITES & SELL THEM ON EBAY???

Here is a true story of how I found this... I made my Halloween website **HERE** and I was amazed at how easy it was. So I got an idea. Why not make an extra Halloween website and sell it on Ebay?

I thought it was worth a shot, so I sat down and made another site using products from my Halloween wholesale suppliers (the contact list is in the other report above).

The site took me 2 hours to make (that was because I was still a bit new at it. Now I can crank out a great site in just one hour!) **I sold the site for \$800 on Ebay!!!** That's \$400 an hour no matter how you look at it!!! And that was my **FIRST** time making and selling a website! **WOW!** I just found a way to make more money than the attorney that lives next door.

I now make an avg. \$800 an hour making and selling websites. The thing is, this is soooooo easy **ANYONE** can do it!

Again, all you need to do is go **HERE**, make a website and list it for sale on Ebay.

Now there are some tricks to it. Don't just make Halloween sites! They will compete against you in your Halloween business. But there are MILLIONS of sites you can make and sell.

What I do is, I go to TRADESHOWS! I go to every wholesale tradeshow I can. I look for unusual and popular items. When I find them, I grab the catalog of their product line and I use it to make a website of their product line.

SIDEBAR:

I attend tradeshow all over the world. Vegas, Hawaii, etc. Because this is for my business, my travel expense is all FREE! It's a tax write off for me. It will be for you too! CONSULT WITH YOUR PROFESSIONAL TAX & LEGAL ADVISORS

For example, at one tradeshow I found a company selling Hawaiian and island goods wholesale. I grabbed their catalog, scanned all their images and uploaded

them onto a website I made. I priced the goods on the site at retail and picked a great domain name for the site.

I listed the site for sale on Ebay and it sold for BIG BUCKS!!! The great thing about this is, I can sell that site again and again. All I need to do is make a new domain name (company name) for each different site.

Think of this, if you had 20 or 30 different companies like this you could easily make 5 to 10 websites a week and sell them on Ebay for about \$800 each!

Now, my Hawaiian site sold really well because I had an added value bonus I touted. In my Ebay ad I said the buyer of the site got **FREE TRIPS TO HAWAII!!!!**

This was due to the tax laws and being able to write off the travel expense of going to Hawaii on buying trips. (Naturally, I said they need to consult with their tax & legal professionals on this)

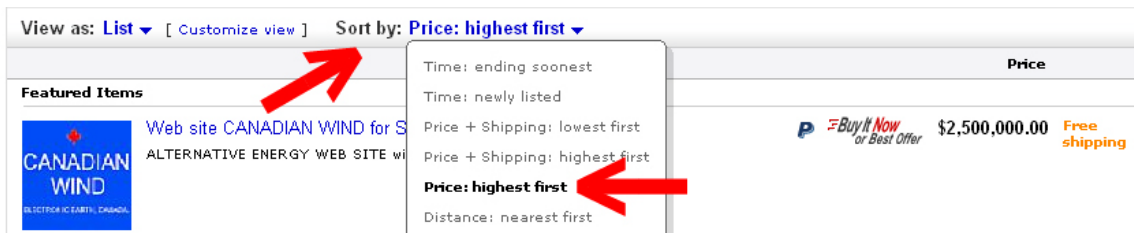
Heck, lots of people bought the sites just to get the free travel. They sold like hotcakes! Why not use that angle to make websites that have a base in Vegas or Tahiti? Whatever. You get the idea. Make sites that have added value, like free travel perks.

Also, an important factor will be your Ebay ad. I

suggest simply looking on Ebay at the people selling websites now. You will see tons of websites for sale.

Most of them are not selling or selling for \$20. DON'T WORRY!!!! Those are just the people that don't know what they're doing. That isn't YOU!

You will be able to sell your sites for top dollar every time. OK, when you get to the Sites For Sale section, search by HIGHEST PRICE FIRST...



Then scan for any of the highest priced sites that ACTUALLY HAVE BIDS on them. Don't forget to look at the SOLD sites by searching past auctions.

Then just STUDY the listings. This will become YOUR template for YOUR Ebay listings. DO NOT COPY the listings! But use them as OUTLINES for your listings.

You're just doing what is proven to work.

Well, there you go. You are now armed with two great new businesses that can make you TONS of money. I know because I have done both and I have made so much money I can't even tell you.

You now have two great ways to change your life. The rest is totally up to YOU! There is one thing I can guarantee you... if you do nothing, nothing will happen! Your life will continue just as it has.

HOWEVER,

With just a small effort, you can change your life and have all the wonderful things that you want. Success, security, toys, travel... whatever it is you want, YOU CAN HAVE IT!!!

But you have to become the kind of person that doesn't just read these books. You have to become the kind of person that TAKES ACTION!

Hey guys, I wish you every success in life. Please email me with your success stories. You may win some cool freebies for your efforts.

Cheers!

Kinghuman

