

How To Make Up To \$750 Next Weekend

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How To Make Up To \$750 Next Weekend

Do you have a garage filled with unused furniture, household goods, broken appliances or outgrown toys and clothes? Maybe your neighbor does, or you relatives do.

The return to recycling old and used objects is more popular than ever. There are swap meets and flea markets all over the country where people buy and sell objects--AT A GREAT PROFIT.

May be you know ho to repair simple motor driven tools, or can refurbish battered furniture. You can turn that skill into money.

Are you clever and somewhat artistic? The market for handmade crafts is higher than it ever was. Maybe you'd like to make quilts, or candles or decoupage plaques become hard cash.

Rummage sales are great ways to change unused items into money. And it's easy. You need no overhead, very little time and effort, and make pure profit.

Perhaps you have a church bazaars, school fairs, or craft shows that occur seasonally in your area. Fall and spring festivals are great places to sell everything from handmade dolls to recycled lawn mowers.

Are you ready to turn stored potential into real money? Just review some of these tips and you'll find you can make more money than you could ever imagine from seemingly worthless objects,]Starting right now, you could gather and produce enough to sell nest weekend to make over \$750.00. And who couldn't use that?

WHAT WILL SELL

ANYTHING WILL SELL. You can acquire furniture and fixtures from basements and garages;; you can scout for throwaway, or you can offer to take away what people don't need.

Household goods, appliances, cameras, bicycles, tools, baked goods--you can sell any useful object. You can sell surplus goods, irregulars, or nostalgia items.. Antiques, of course, are always marketable.

Homemade woodcrafts, leather goods, photographs, postcards, stamps, and coins all sell quickly and at a good profit. Think about what you have around the house. You probably have a whole truckload of things you'd like to get rid of. Why throw them away? Turn them into cash for the things you'd really like.

What can you make? If you think about it, you know how to create things that can sell. What about making jewelry, wooden boxes, or working with shells. Walk through a crafts fair and see what's selling.. And those prices have built in profit.. With a little ingenuity, you can make anything to sell.

GET INVOLVED

Selling used goods and handmade objects can be a great family business. Swap meets and craft shows are friendly, communal

efforts, where everybody is making profit from leisure.

Younger and older members of the family can help refurbish, clean up or fix objects to increase their value. And, almost anyone can run a small stall.. What better way to make money than out in the fresh air and sunshine?

Generally, rummage or garage sales are not long-term endeavors.. They're for getting rid of unused, stored, or old items not of value to the owners.. But they have great value to other people--you'd be surprised.

Swap meets or flea markets usually are long-running enterprises, often only on weekends. They are on special empty lots, parking lots, or in stadiums. They are professionally organized and supervised by a small group of individual, and require a fee to participate. But they are excellent places to sell high quality art and crafts at good prices.. And don't forget the fast-selling items for a couple of dollars.

AT A SWAP MEET

Start with going to a swap meet, finding out what sells and at what prices.. You can find them advertised in the newspapers. Check the yellow pages or ask at a local store that sells used goods.

If you're going to buy something in particular be sure to bring a tape measure or rope if you need to tie something on top of your car. Check retail prices for what you're looking for so you'll have an idea of what the objects are worth. And never give the price asked. Always offer less.

Take a look at the type of people that are at the meet. Talk to booth sellers and find out how much they sell. If others make a profit, you can too. What things are best to sell?

THE ART OF BUYING

The most important aspect of buying and selling anything is price. **KNOW YOUR PRICES.** You might start with a certain type of goods such as furniture or used appliances. Check with other stands to see how much things sell for.

Look in the newspapers to see how the new items are priced. You can respond to ads in the newspapers to see how much private parties sell used objects for... Even pawn shops will give you a good estimate on the selling value of things.

The best time to shop at a swap meet is early just as it opens..

If you're the first sale of the day, you'll get a better deal.

Or, just as the meet is closing is equally good.. People are reloading items to take back home; often any reasonable offer might be accepted, especially if it's for a group of things.

Depending on what you want to buy, you have to know good craftsmanship or whether or not something can be fixed. The key to buying and selling is to buy cheap,, and sell at a profit. So you need to know what can be turned around into profit.

A genuine antique must be at least one hundred years old. But period pieces can be very valuable if you know how to recognize them. Get to know what things are worth. You have to be able to tell the difference between value and junk.

Sometimes appliances such as vacuum cleaners, toasters, or small hand tools can be easily fixed, cleaned up and resold at a profit to you. But you have to know if you can fix it.

Always bid low. Often you can pick up something for fifty cents, a dollar, or two dollars, that you can turn around and sell for ten. You should be able to judge the seller.. Has the person been a long-time regular at the swap meet? Then you may not get far.. usually, new people who are just unloading old things will be happy to make a few dollars and get rid of those things.

If the seller won't accept your low bid and you're not willing to pay more, go ahead and leave your name and phone number. You'd be surprised how many will call back because they couldn't get the price they wanted.

Go to your local manufacturers. They always have scraps, leftovers, and close-outs that you can pick up for a good price, or even for free. You may be able to recycle scraps into something else. For example, fabric scraps can be made into quilts or pillows. Leather scraps can be made into quilts or pillows. Leather scraps can be made into clothing bags and belts. Sometimes a manufacturer may have produced a bad run of some item that can be sold to you at rock-bottom prices. Irregulars are easy to pick up and sell at a profit.

You may be able to pick up unclaimed items from cleaners. Government surplus, police auctions and liquidations companies are great places to get good items at low prices.

Perhaps you can tap into the rental companies that sell after the items are no longer rentable.. Or check with contractors who demolish buildings. You may be able to take out light fixtures or things left behind.

And never forget the TREASURE OF TRASH. Start with high-class neighborhoods. Often suburban towns may have a clean-up week in the spring and fall. Or check with the local sanitation department and look at things placed at the curb the night before pick-up.

Then again, there's always the junk yards. A few hours in a good yard will produce lots of fascinating objects that can be put to good use elsewhere.

RECYCLING

Buying something old or used, fixing it, and selling it is the heart of recycling. Making something useful from a broken discarded object is not only profitable, but it is extremely worthwhile thing to do.

There are dozens of things that have a high resale value and are the major recycles. Sewing machines, typewriters, cameras, televisions,, bicycles and tools are great things to recycle.

You may be able to pick up broken objects at a rummage sale, in a

neighbor's attic, or in your own garage. You could even pay a low price for the object at a swap meet. With the right know-how,, you can turn that item into profit.

Anything with a simple motor or electric mechanism can be easily repaired if you know a bit about appliances and electric objects.

Often only a simple part is broken or missing.. You can find replacement parts by getting touch with the manufacturer or local hardware stores.

Some people choose one type of item, such as cameras or sewing machines and deal only in that item.. Young people are interested in repairing bicycles, wagons, or toys.

Hand and power tools are great objects to recycle.. There always needed and are easy to fix and repair. Perhaps something needs a new handle, or prongs need to be bent back.. May be you can find a replacement head or spring. You may need to take off rust, oil the gears, or polish the surface.

What's the best way to make a broken or old object look new? Be sure to clean it up first, and paint it only in conservative colors. Bright objects have a limited demand.

Know what the objects are worth. Buy them for a little money, fix them for a few cents, a replacement part, or a coat of paint, and sell them for less than they cost new.. You've made a good profit and you're on your way to making a steady income.

REFINISHING

ONE of the most popular items sold at swap meets is furniture. Chairs, desks, dressers, TV stands--all have a selling value. But many need to be fixed up to get a good price.. The upholstery may be torn, or a coffee table surface may have burns.. End tables and desks often get water marks and spots.

Take a look at the furniture you have. Determine what it's made of and how it was finished. Sometimes it may not be worth the time and expense to refinish, but often you can turn a used piece into a showroom ideal.

Remove dirt and wax by cleaning. Wipe the surface with turpentine, mineral spirits or wax remover.. This will show you where the real problems lie.

May be a chair needs to be recaned, or a child's dresser could use some bright decals----there are many ways to fix up old furniture with little effort.

Sometimes you can make patches, bleach out stains, re-glue loose joints or cracks.. New handles or drawer pulls will spruce up a useful piece of furniture.

If the piece is already painted, you might scratch a spot from the underneath to determine if it's hardwood... If you know furniture and are good at restoring, you may remove the paint and refinish. If you're not so versatile with wood, you can re-paint. But don't repaint a piece of wood furniture that has never been painted. You could ruin it. You'll be better off refinishing it to increase its value.. You can determine if the surface was

finished with shellac, lacquer or varnish, and you can do spot touch-ups and repairs. if you refinish, you may need to strip the surface of the coatings already on, sand, and restain and varnish the piece.

I'LL TAKE IT AWAY

Did you ever hear somebody say "I'll pay them to take it away"? Perhaps a member of your family who's tired of the piles in the garage or shed wants to clean up.. Or maybe a family is moving and doesn't want to haul everything cross country. You can cash in on others' castoffs. A good way to let them know you're there is by placing ads in a local newspaper or recycle magazine. It can be a blanket statement like "I'll haul your junk" or "I buy used household goods." Or, you may deal in only one particular item, such as "I buy used cameras." Leave yourself plenty of room to refuse to take things of little value, or be prepared to quote a hauling and dumping fee. Set up a time to inspect the goods being offered and don't commit yourself until you are sure of their true value. You may need a pick up or a van to transport large objects. With every load of goods, you'll have some treasures and some worthless stuff. Although almost anything will sell,, you can have an agreement with a dump or recycling plant to take what can't be salvaged and profited by.

CREATIVE CRAFTS

One of the most rewarding and profitable ways to make money in your spare time is with crafts. You can often get materials at cut-rate prices and use them to create beautiful handmade objects that everybody wants to buy. Start with the easiest, inexpensive items first. Take a look at decorating magazines and handicraft books for ideas and find the simple,, low-cost instructions that require no expertise and little equipment.

If you have many sources for castoff items, you will want to consider re-cycling and making new from old.. You can cut old bottles to make vases or glasses. Or, you can make lamps from bottles or any object that will fit the electrical switch and cord.

Rug hooking and braiding are good ways use up lots of fabric scraps and discards. They're something you can do in your sparetime--even in front of the television. For those who are good with woodworking: wooden boxes, cutting boards, stationery racks and spice holders sell fast at the craft shows--they're wonderful presents. You might be interested in needlework, Crocheted aprons, appliqued dolls, needlepoint pillows are always good items... You can make a high profit from handmade quilts or afghans. What about plants? House plants in unusual planters are clever

items and go quickly if they're reasonably priced.. Dried flower arrangements draw attention if they're well done and in nice-looking holders.

And don't forget ceramics. They're ever-popular at crafts shows and can be put into practical use. Not only can you sell cups and saucers, but vases, pitchers and bowls go quickly too.

You can make clocks out any object. Clock kits are not expensive and can be mounted on stone, wood, plastic or fabric. Think what will sell. Watch the craft fairs and check prices. How can you make a profit?

There are thousands of objects that you can make at home with very little effort. And these produce a high profit. You can make jewelry, handbags, bookcases or candles. At craft fairs, even paintings, photographs and original design stationery are popular.

What are you good at doing? Are there crafts you always wanted to get into? Maybe you constantly make small items that you give away at Christmas, like potholder, or birdhouses, or macrame hangers. And everyone you know has one.. Why not take them to market?

Be careful about pricing... Often crafts in the shows are of excellent quality, but they demand equally high price.. If you need to price your items high, carefully consider the wealth of the buyers.

A good way to make money fast is to create dozens of small two or three dollar items.. You can set them up on a simple folding card table with the price.. Sometimes people will buy a small item on impulse because everything else is too expensive.

Consider the difference between the practical and the pretty..

Crafts sell because they can be used, rather than hung on a wall or stored on a shelf. Practical items are easier to sell.

Craft fairs are not the only places to display and show your goods. You can set up and sell them at swap meets, church bazaars, or even on street corners.

Go ahead-try it. Make some homemade toys or Christmas stockings or leather bags. You'll find it enjoyable as well as profitable.

LETTING PEOPLE KNOW

Advertising can be inexpensive way to sell the objects you've recycled.. You might use a leader ad,, which is a short line about an object for sale. For example, "Typewriter, \$750.00, private party, (phone number)." If you buy and sell typewriters, this "lead" will produce a call, then you can find out what the person is looking for. In fact, this ad will bring in many calls, and you can sell several typewriters.

A single headline is better to use than plural. If, for example, you used the word "Typewriters," it gives the impression that you're in business and wouldn't offer a bargain price.

You can photocopy flyers to post on bulletin boards in colleges, churches and factories.. Perhaps there is a local organization of camera enthusiasts, for example. You might find out who's the

group leader and send that person a list of what you have to sell.

An economical way to advertise a rummage sale is by having the local newspaper deliveries place a flyer with the papers.. This will bring neighborhood responses. And you can always put small ads in shop windows, at supermarkets, or even tied to telephone poles.

Consider what you are selling and how you can reach those people who might buy.. You may even be able to use a small display space in a store appropriate to your items. Anything sold would be at a profit to the storekeeper and to you.

HOLDING A RUMMAGE SALE

You've already cleaned out the attic, the basement,, the garage and the shed.. You've done the same for all the relatives. And, you asked your friendly neighbors for their things, or if they'd like to participate. Now what?

Choose a good time to hold the sale, and an alternate date in case it rains... Usually, you'll only need to advertise by placing a few signs on telephone poles in the neighborhood with arrows and the address.

Even if you think you have a lot to sell, use only one date. If you don't sell it all,, you can change your signs and have the sale continue the next day, or a day on the following weekend. Consider the value of the things you have to sell,, and how important it is to get rid of them.. Sometimes people who want to more or less liquidate their property will sell at almost any price. Here's a good time to buy. But if you can't get the price you feel the object is worth, don't sell it. You may get the higher price later, or save it for next years sale.

Although you should always ask a very low price when you are buying used goods, ask a fair price for selling.. But be prepared to lower it.

If you have the sale on your front lawn, create perimeters so people don't wander into your home. Be sure someone is always available to take care of anyone looking at the objects displayed.

There is an excellent market for everything, but few people will pay for worthless things.. Sometimes an old vase may get a couple of dollars, but often it may be worth only a token quarter. Don't expect to collect much from old memorabilia unless you know it has a good value.

RESELLING

You're ready to give swap meets a try; you have some items of value to sell. You'll need to find out who is running the meet you want to join, register, and pay a fee to be part of the market.

Get there early, before it opens, to set up at a good spot..

Regulars move up to prime locations. Take a look at the spots available. Where are the good places?

Keep in mind that you want buyers. Sometimes a front door center stop brings the largest number of lookers, but be sure the aisle is wide enough for people to stop and talk with about what you're selling.

You might want to do something to attract attention. Balloons or crazy hats are noticeable. Performing a crafts demonstration will also draw people towards your space.

Once people are looking don't let them walk by. See if you can help them find something, or at least pay attention so they know you're interested in them. Try a casual approach by mentioning some good points about the objects displayed.

If you know the full value of your objects, don't sell it for less. As you build up your knowledge of handling used goods, you'll know that people will pay a fair amount for what they want.

As a novice, don't get taken by the regulars. They'll try to hit you up as soon as you unload your items.. If you're unsure, don't take low offers, wait until you get better bids later in the day.

Depending on what you're selling, you can have anything from a folding card table to a mobile truck. You may need to just stake an area with poles and ropes.. Perhaps you want to raise a canopy to keep the sun out.. More professional swap meet dealers have portable booths to display their wares.

What image do you want? if you're selling jewelry, you'd like a stand with a black velvet covering, something a little classy to show the value of your items.. If you're selling clothes, you may invest in some racks to make it easy for potential buyers to look through the goods.

The real tips in buying and selling used goods at swap meets are learned by attending them.. You may be able to make friends with some people who sell what you'd like to learn about. Perhaps you might volunteer to work a few weekends so you can learn more about the business.

SELLING FROM HOME

As a crafts person, you may carry on a continual business, selling at fairs and on weekends. You can also sell objects out of the home.

Any ads you place in the newspaper should look like you're an amateur, or just trying to get rid of a few objects. Bargain hunters shy away from on-going businesses.

However, you might run a small show out of your garage or off back enclosed porch. Some people have kilns and offer ceramics classes from the barn in the backyard. Potential buyers will like the homey atmosphere and will think they're getting a good price because it comes from the source.

Or, you may do woodcrafting from a basement shop,, creating beautifully carved or handwrought items. Seeing a show might bring more of an impulse to buy. What better feeling is it than

to get something from the person who made it?
However, other things may be best kept in the back, under wraps..

For example, maybe you purchased a lot of five dozen lamps, irregulars from the factory. You were able to fix whatever was wrong and made them of no commercial value.. If a customer saw the whole stock, dozens of identical lamps, that person would think it was such a bargain.

Selling from your home can be a solid business as if you rented a storefront.. You'll want to build up steady clientele, and have referrals. If someone wants several items, give that personal special price. Anyone returning time and again should get a discount.. Good business builds better business.

Use your discretion if you have a repair shop such as typewriters or sewing machines. Sometimes it is better to display the many choices available; sometimes it's better to just have a few and then pull out more from the back.

depending on the person, you might find that being reluctant to sell such wonderful object will push for a sale. Other people need to be convinced about a good deal. Again, if you know comparative prices for the same items new,, You'll have better selling points.

It's good business to offer a limited guarantee with mechanical or electrical objects. A thirty-day free repair warranty will often clinch a sale.. And if you've already fixed the appliance or hand tool, you would know that it would work.

WHAT'S LEGAL

You are required by law to report all income.. But in the business of buying and selling, you have so many deductions you can legally take, that most of your earnings are profit.

If you keep all the receipts from the objects you bought, and all the receipts for the items you needed to fix up or repair these objects, you can keep a fair and accurate account of your activities. A professional accountant at years end will be worthwhile.

If you become a regular at the swap meets and craft fairs, you'll need to get a vendors permit and report the state sales tax.. You can check with the directories of the meets to find out the requirements for your enterprise.

WHAT'S THE PROFIT

If you've given it try, you'll see that you can make a sizeable profit with selling used goods. If you just run a rummage sale, you don't need to keep accurate records.. But if you continue the business of buying and selling you'll need to keep track so you can tell what you're making.

Keep a record book or sheet that has five columns. In the first column,. write down the name of the object. The second column should be the date you bought the item; the third lists the price

you paid. The fourth column is the date you sold it; the fifth column is the price.

The comparative dates will show you how quickly your items are selling. This is helpful to determine which objects sell best.

The difference in the prices will give you the amount of profit..

if you figure in the cost of transportation, and the cost of fixing the items, you'll get the amount of clear profit you've made. Not bad.

How much time are you spending? Keep track of the time you've spent in acquiring this profit.. Divide these hours into the amount of profit. That's your hourly rate.. How can you increase your hourly rate? The more work you accomplish, the more you'll make. The more you accomplish, the more you'll make.. But look for ways to do several things at once to increase your profit.

While you're at a swap meet or crafts fair, you can work on your crafts or be fixing and repairing as you mind the stall.

Especially with handmade items, think of ways you can profitably mass produce, making large quantities simultaneously rather than one at a time..

The goal of these enterprise is to make money from the time and energy you put in.. And if you plan well, YOU CAN PROFIT.

MAKE MONEY NOW

THE quickest way to get instant cash is to hold a garage sale and unload all the unused, stored or broken objects in the house. You can hold it next weekend, and, if you're like every other household in America, you can make hundreds of dollars just from castoffs.

Swap meets are the best ways to continue buying and selling items at a good profit. To create a good situation for yourself, get to know what happens at the swap meets, or in the neighboring states.. Which ones sell high quality merchandise?

Talk to people who sell at those meets. How long have they been in business? What kind of profits do they make?

It is essential to know prices and the true value of used and refinished objects. How much do new ones cost? What is the market price? The most important knowledge you'll need is how much things are worth.. See at the highest price the market will hold..

You'd be surprised how little people know about how much things cost. Sometimes they buy things at a swap meet, think they got a bargain, only to later read an advertisement to buy a similar item for less. Don't get taken yourself.

Crete your own territory. Make contacts for picking things up and selling them.. You might have a relation ship with stores selling used items. Although you will never get as high price as you would at a meet, you'd be sure to unload hard to sell items.

At some point you may even consider a retail outlet. Dozens of used furniture stores also work at the swap meets on weekends...

And these meets are a good place to find things to stock these

stores.

Develop a good attitude towards selling. Think of it as a game..

You may need to hold your cards and not let someone know you'll sell for less. Or you may need to be more direct, telling a potential buyer how you replaced the parts and guarantee the items will work.

Learn to fix and recycle objects. You may have a working relationship with others who know how to repair. Perhaps you can drop things off, or offer a percentage of the profit.

Why not make spare time cash? Creating handicrafts is an easy, at-home business. You need very little investment, and the money is great.

What's the best way for you to turn old things to new money?

Whether you just want to sell some unused items, or need to create a full-time income, give it a try... You have everything to gain.

If you need specialized LEGAL advice or assistance on this subject, the services of a professional person is recommended.

ACCOMPLISH WHAT YOU WANT IN LIFE

Take a look at yourself--inside and out.. Where do you live, what job do you have, how do you relate to your friends and family? What interests do you pursue what adventures do you have?

What do you truly want from life? Do you want wealth and success, happiness and peace of mind? Do you want a family and a yard, a yacht or a sports car? Where are you going? Do you have a particular goal or are you just wandering through life?

You can accomplish anything you want in life--that's true. Once you have a particular goal, you can fulfill that desire by straightforward commitment and total conviction.

But what if you don't know what you want? Maybe your goals are small ones, like losing some weight or buying a new car. Maybe getting a promotion or finding a mate.

Whether you want a bigger apartment or what to be a corporation president,, any avenue of prosperity and achievement is open to you if it is truly what you want.

No goal is too small, no dream is too big. And even if you aren't clear on your desires, you can tap into your subconscious mind to get the answers and to find the paths to success.

Can you change your life? Do you want to? Can you picture yourself as your most perfect image of accomplishment? How does it feel? If you have the desire to attain goals, the commitment to follow through and the ability to creatively imagine yourself in the position you dream of,, you are more than halfway there.

The most successful leaders and artists throughout history have

followed specific paths and attained their heart's desires. Keep an open mind and a hopeful outlook--then change your thinking. Put on the clothes of success. Act as though you already have accomplished your desires. Then let the reality catch up.

WHAT DO YOU WANT?

Take a choice: money, health, physical energy, beauty, creativity, recognition, power, adventure, contentment, achievement, self-expression, authority, love, peace of mind, enlightenment. If you are like most people today, you probably want all of these.

But if you search your true desires, you might find that there are a few things you want more than others. And, if you keep going in your search, you'll find one desire that has been with you your whole lifetime and is the one path you need to follow.

Although money is the obvious desire, it is usually not the final goal.. Indeed, money can and does buy happiness--up to a point... Once you have enough money to be financially secure or to purchase the material objects you want, the true desire might be something else.

Love is the goal of every person's heart. Whether it is love of a mate, or a family, or respect and recognition from peers and fellow workers, love is the ageless pursuit. The mystics say that love is the sole purpose of life--to give love and to find it.

But love comes in many forms. Not only is there the overt display of affection or true inner feelings, but there is the self-respect and inner contentment that goes with accomplishment.

For some people, true peace of mind will never be attained until they complete some creative tasks or achieve certain heights in business.

Many people seek the authority that comes with a good position in a job.. Along with that can come recognition and fame.. Although you may want the money that is associated with high management levels,, many people simply seek the satisfaction of working from the inner circles.

The goal of every person regardless of background and material desires is health. A sound body is the gift that will get you to the other goals.. Even a new diet and exercise plan can give you more energy--the energy you'll need to accomplish success.

Adventure and travel is a driving force for many people. they may seek jobs that involve travel,, or they may be looking forward to taking time off to visit the exotic ports and see the other side of the world. If you don't want a long journey, perhaps you'd

just like a few weeks in a sunny resort, or the luxury of a summer and winter vacation each year.

And then there is creativity and self-expression. What about the book you're going to write or the watercolor class you'd like to take? Creative expression is a wonderful inner release that boosts confidence and gives you something to accomplish.

Finally, regardless of wealth and health, expression and love, everyone is looking for peace of mind.

That's not to say emptiness of mind, but being rid of petty worries and confusion, finished with fears and living in total awareness. It surely is the ultimate lifetime goal.

CATCH UP WITH YOURSELF

Now's the time to evaluate your life and your desires. Go ahead and test yourself--nobody's looking. Try to find out what your inner desires really are. Once you know, you can formulate a plan of action, and then achieve your goals.

Right now, write down three things you want.. Don't spend time thinking about them, just write them down.. You may be surprised at what you want.. Can you see any relation to the types of desires most sought for?

What accomplishment are you most proud of? What makes you happy--happy enough to be content, to feel totally relaxed, and to slide back with a smile on your face?

Without dwelling of failures, mistakes, or past ill feelings, quickly list the most important accomplishments of your life. Think about the places you went to, the relationships you encountered, the education you received. Consider your job changes and positions, and the achievements related to work..

Put a star next to the most important accomplishments of your life. Is there any correlation with the list of the three things you want most?

MAKE PLANS

Before you go any further with your life, make a list for your future. Write it down--don't just think it. What would you like to accomplish in the next ten years? A new house, a high-paying position, a home in a new city, a trip around the world?

Break that list down into those things you'd like to accomplish in the next five years. Then make one further division into the next six months. What can you do in the next few months to further you towards your long-term goals?

GOAL SHEET

My most important desires

are _____

In my lifetime, the most important things I've accomplished

are: _____

If I looked back on my lifetime in 20 years, I'd like to have

accomplished: _____

Within 10 years, I'd like to

achieve: _____

Within 5 years, I'd like to

achieve _____

In the next 6 months to a year, these are the things I'm going to do to work towards my goals: _____

Regardless of your family commitments or your personal relationships, regardless of your business enterprises or any false sense of achievement, what do you really want?

Give yourself credit for your past accomplishments, and give yourself credit for your future achievements. You can and will attain all your goals, both long-term and short-term if you approach them in a step-by-step fashion and if you believe that they are worthwhile for you.

YOU ARE THE MOST IMPORTANT PERSON IN YOUR LIFE. Although you can be considerate of your environment and all the people in it,, first consider yourself. Your well-being, your happiness, your success. Make a pact with yourself right now that you will achieve your goals.. And make them realistic to reach. Then one by one, make your own life the success it deserves.

BEFORE THE RACE--RELAX

An important step in achieving goals is to be able to relax. You'll get nowhere if your body and mind are nervous and flitty, jumping from one place or idea to another. In order to focus on your goal, you must center your being.

Relaxation is the balance of the mental, spiritual and physical aspects of yourself. Set aside time each day for deep relaxation--not sleep, but relaxation. The state of deep relaxation is a state of meditation. There are no thoughts in your mind. There are no physical ills or discomforts. You breathe

in deeply, allowing the lungs to fill with fresh air, and you exhale all used and stale air. The blood circulates amply throughout every part of your body.. You drift through space, ever towards your true destiny.

Exercise or sports is a good way to get into relaxation. The body needs physical stimulation to pump blood into all extremities, and to give the heart a good workout. Exercise is a wonderful way to let the mind relax, as you place your thoughts on the way your body moves.. For many people, sports and exercise are enjoyable ways to feel alive, youthful, and fulfilled.

Then take the time to relax. Lie down on your back with your arms out, palms up... Your feet should be about two feet apart. You might clench your muscles first, then relax them. Allow your thoughts to drift, but don't get caught in them. Watch them go by, as if they belong to somebody else.

if you have a special problem, tuck that in the back of your mind--don't dwell on it up front.. Let yourself and your emotions go.. Breathe out the negative feelings and emotions; breathe in positive, life-giving air.. Float freely. Relax.

ASSUME THE BEST

Expect to achieve; expect to accomplish your desires; expect to win. Accept less, but push on to attain more.. The higher your goals, the further you'll go.

The moon is no problem, nor are the neighboring planets. Soon humans beings will see close-ups of other stars and galaxies. Don't go for less than your full potential. Shoot for the universe. You owe yourself nothing less.

And aside from the universe, keep yourself on earth, in your office or studio,, working closer to those goals you want to attain.

You have a right to be happy. You have the means to be successful. You can succeed in what you desire.

Always keep in mind the fact that you are in transit, attaining your goals, moving through life as though you are an actor, and the setting is a stage.

Keep your thoughts firmly planted on prosperity, good fortune and lucky breaks. Assume that you will -- in fact, nearly have--accomplish your goals, it is with that attitude that successful people achieve,

DO YOU HAVE THE POTENTIAL?

Within you is the power to accomplish anything you want. But it will not happen if you are not tuned into your true desires. Don't fool yourself into compromising for less than a complete goal. If you want to be an artists, you may not be the world's

most famous artist, but if you have that inclination, you will be an artist. If you want to succeed in business, you may not be another financier/ mega-millionaire, but you will succeed in your endeavors.

Most people need accomplishment feedback. After all, what's so great about achieving something if nobody cares? And it's important to receive that recognition and feel that love.

Set goals that you can achieve. Divide them into little tidbits that you can accomplish every day, every month, every year. Set your goals for success. Then reap the rewards constantly--each step of the way. Pat yourself on the back for a job well done, and move on.

Start immediately to accomplish the goals you have set. In fact, give yourself a task that you can finish by tomorrow. Think of yourself as a success in your endeavors. Dwell on the idea that you are compelled to accomplish your goals, and live and breathe them until you have them.

Can you see yourself a year from now, having achieved a few goals? Can you make the decision and commitment to become successful in your desires? Then you have the potential to accomplish anything you want.

THE POWER OF SELF-IMAGE

visualizing yourself as a success in your field of endeavor is the inside trip in accomplishing anything you want.. If you can specifically imagine being the person you want to become, you will attain that reality.

Forgive yourself. Just as you would another person,, tell yourself that it's okay for all those mistakes, or the should-have that keep popping up in your mind. Don't dwell on the past and get blocked by events from long ago.

Let go of fears and anxieties. Although it certainly is easier said than done., learn to change negative thoughts into positive action. Are you afraid of poverty--that you'll never make ends meet, or never buy that house, or be destitute once you stop working? Then turn that into positive goal of financial security.

Do people make you anxious. Maybe you feel inferior, not as good as others. Everybody has feelings of inadequacy. Just turn them around into positive goals. You may be paralyzed by the thoughts that you are unattractive. It is your thoughts that make it a reality. Change your modes of behavior and you will make friends.

In most cases, it is your own negative thoughts that cause you to stay stuck in whatever place you're in. Keep moving. Take the

risks. You may need to change your job, or move to another city..

You might take up a sport or hobby. Become active in your life; participate, and you will grow into the image you see for yourself.

SUCCESS IN BUSINESS

Perhaps the most sought-after goal in our present society is success in business. Whether you want to be promoted into high-paying management positions, or wish to start your own independent enterprise, knowledge of the business world is important.

As you plan a course of action towards accomplishing your goal, keep in mind the small goals that put you closer to the end. And be prepared to change often. You may need to change companies, or to take opportunities in other departments as those positions open.

Create an aura of success around you.. People who are successful dress that way. Even if you're not in a high-income bracket, act as though you have already achieved--without being egotistical or overspending.

Develop an enterprise in an area. Don't keep special information to yourself, but be quick to learn all there is about your position and the tasks surrounding getting that job done.. Capitalize on your strengths and let others help you develop your weakness into assets.

Get to know the people in the company and the people in the industry. Read all the trade journals and magazines relating to your company. Make appointments with people who are successful in your field and learn from them.

You need to have a total commitment to succeed in business. Most people who make it to the executive boardroom put in long hours, often at the sacrifice of everything else. Regardless of the physical effort involved, you must mentally be engrossed in your business and the company enterprises.

In order to help yourself develop fully, you might seek a mentor, someone who will offer you time and teach you the ropes.. This person is someone who believes in your ability, someone who you can develop a mutually beneficial business relationship with.

Some people become friendly with all their co-workers and find that is a way to advance. But don't try to be extroverted if it's not real to you. Most people who successfully run their own business are individuals who like to work alone.

As you increase your activities and accomplishments, you increase your potential to reach higher. The more you achieve, the more confidence you develop to achieve more.

You don't have to be the same as everyone else and fit like a vegetable in a patch. Be unique, different. Capitalize on your own self-image... Don't fall victim to self-consciousness. And trust your intuition. Hunches and inner feelings usually are the best route to travel, regardless of what seems to be the logical choice.

Make decisions quickly and with firmness. A true leader will handle these responsibilities efficiently. That's what makes you different and why you'll rise to the top.

Be persistent in attaining your goals,, but be open and sincere. Many people choose not to increase their own accomplishments and will give you the right-of-way to be successful.

if you are having personal difficulties with any co-workers, try to know more about these people from a personal angle... Be interested in them and their accomplishments and goals. You might be able to turn opposition into friendship.

Above all, use your integrity. If the goal is not worthy of your inner desires, it will be hard to attain.. If you methods are not sincere, you will receive opposition. If you actions are not honest you will suffer the consequences, Turn all negative qualities into positive aspects, then watch yourself achieve.

TIPS ON ATTAINING WEALTH

Many people want money as a primary goal. And there certainly is nothing wrong with desiring money. Butt first, be sure that your true goal is money. Can you live, breathe, eat, and sleep money? Do you dream about money, and what it more than anything?

For true money-seekers, you must be your own boss.. The great money-makers all started and ran their own businesses, And, even though it seems as though all the good ideas have already been take,, there are plenty out there.

The secret of the wealthiest people is to find a special need and fill it.. Like quick-food chains; like supermarkets, like electronic games. Whether you invent a new toy or gadget, or see a spot to market special items in a new way, the world is open to true entrepreneurs. And they do make it.

LEARN YOUR TRADE

Almost any goal you choose--whether riches and material abundance or spiritual attainment--requires more? How much education do you

have? Do you want more? Perhaps your goal is to get another degree or to secure a special license.

There are countless opportunities to learn more about your own industry or to learn about a new skill. Not only do you have the colleges and universities, but there are many trade school, correspondence schools, and special groups that teach skills at very reasonable prices.

Keep the end in mind.. What do you need to know to get to where you want to be? You may not need a degree, but the actual experience. So you'd need to change jobs or accept a part-time job at night to develop your skills.

More than ever, people are leaving their present occupations to learn a new trade and then starting at the bottom again to be happy in their work. Maybe you'll need to put in extra hours at work now so you can save money to take the time off next year.

Even though most entry-level positions are offered to the younger people, you can find many companies willing to give you a chance to change your occupation. Many times you might find an older master willing to apprentice you to learn the skill or trade.

Once you're enrolled to learn new skills, put everything towards learning.. Apply yourself one hundred percent.. Take advantage of asking questions and getting criticism from teachers and fellow students. Read everything you can and study well. It is your developing expertise that will get you ahead and closer to your goal.

It's always a good time to learn more. Even if you're happy in your job, expanding yourself through education is a very rewarding activity. Take dancing or tennis, gourmet cooking or sculpture. Any activity is taught and shared by many enthusiasts.

STOP WASTING TIME

Consider the most important things you need to accomplish. These are high priorities. Then think about those things that seem to take up a lot of time and get nowhere. Those are low priorities.

Understand what's important to achieve and do those things first. Let go of all the busywork or paperwork that piles up.. It's better for you to stack those low priorities somewhere else and finish the important material than to spend time clearing your desk to get down to the essential things.

You'll be noticed more quickly for the big things you achieve than for keeping paper flowing.. Don't let co-workers waste your time with chit-chat if you've got things to accomplish. Save that for lunch hours or for after work social activities.

Handle paper once; decide the action and finish with it.. Keep interruptions to a minimum and delegate responsibilities. Although you'd like to believe you're indispensable to the job and you are the only one to take care of many things, you can teach someone else and move on to your own goal achievements.

Don't procrastinate. What are you waiting for? Few opportunities are thrown at you; you have to create the right positions and situations to move up. Make lists of things you want to accomplish and do them.

If you're busy in an office situation.. Make daily lists and reward yourself with praise upon completion. Catch yourself achieving.

Concentrate on what you're doing and do one thing at a time. But do it quickly and handle the next thing... Be efficient in telephone calls, maybe taking them at appointed times or calling back at your convenience.

Don't generate copies or correspondence that make you look like you are doing things. Your superiors will know what you accomplish. Be busy doing important things rather than writing about what you've done.

And take the time for physical exercise. It will energize you--not take away from your effectiveness. It relaxes your mind and stimulates your capacity to achieve.

LOOK WITHIN

An inner core of all accomplishment is the positive energy from your subconscious. If your subconscious mind is tapped into your goal and believes it is good for you, your energies will direct themselves towards that goal.

You can consciously create circumstances and conditions of environment and physical presence. But it is that level behind the outwardly physical that directs your true being.. When the subconscious mind accepts an idea, the inner power will complete it.

That's why you can accomplish anything you want--by creating all outward manifestations to trigger your subconscious into action..

As you decide on your goals and write them down, repeat them twice a day out loud.. This is essence brings it to your inner level.

When you think about your goals and desires, the subconscious hears it. So direct your energies, both outer and inner, to your

goal with one-pointed devotion.. In that way, you can control your destiny.

In order to connect to your inner self, relax--let your thoughts go. Feel that part within you that actually ,makes the decisions: the reflexes, the instincts, the intuition and hunches. Let your mind be quiet from its usual chatter.

Some people present problems to their inner consciousness by asking themselves a question before they fall asleep.. Often the answer is in their minds when they wake up.

Clarity rids confusion. If you find you're filled with worries and anxieties, spend the time to think them through.. Approach them logically, considering the consequences of all possible actions. When you've made a decision, follow through and don't agonize over what-ifs.

Everybody has creative potential. And you don't have to be an artist to be creative. Each moment of the day is creating your own self,, becoming your true inner person.

Let yourself look within. Release the handicaps of fear and anxiety, even for a moment. You'll be relaxed and refreshed.

USE AFFIRMATION

The same technique has been used by great inventors, financiers, business people, political figures and enlightened beings: constant repetition of the goal and the belief that you can attain it.

Never dwell on self-criticism of what you think are your inadequacies. Instead, repeat your goals and the qualities that will make you successfully.

Write out your outstanding goal. In a few words, describe what you want to attain. Then write what you will do to achieve that. What energies and efforts will you trade for that success?

Give yourself a specific date to accomplish this goal, and specific times to carry out the interim steps.. Put this paper or note card in a visible place,, such as taped to the mirror, so you can review it and repeat it at least twice a day.

It is those people who convince themselves that they are failures who become failures. And successful people who believe that they will rise to the top and will achieve their goals.. Believe in yourself. You are everything worth believing in.

CREATIVE VISUALIZATION.

Form the habit of accomplishment. With every step you take and every decision you make., bring yourself closer to your goals. Walk through your life with this sense of direction and they will come to you.

Develop self-confidence and esteem. Assert yourself and acquire all the excellent qualities and traits you admire most.

What is your ultimate goal? How do you see yourself? Be specific. Precisely specific.. Visualize the place you live in-- the rooms, the paintings on the walls, the furniture and swimming pool. Consider the family situation and financial stability. Think about the place you'll be living in.

Then look at yourself. What clothes are you wearing and what do you look like? Consider your physique, your hair, the condition of your body.

Then think about the things you do.. What sports do you play, what groups do you belong to?

As if you've already accomplished your desires, look back and see what you did to get to where you are. Think about the classes you took, the jobs you worked,at, and the places you moved to.. Think about the places you've traveled to and the friends you've made.

Be comfortable with your self-image. Put it on for size and change your fantasy to adjust perfectly to you. Why don't you live as though you're already there? What' stopping you from becoming the person you are totally capable of becoming?

BECOME YOUR FULL POTENTIAL

Keep your goals and ambitious to yourself; don't share them with anyone, not yet. Write them down and refer to them. Look back at what you wrote in a month,, then in a few months. Work on them constantly and don't be afraid to revise and rewrite; Goals are always changing.

think in possibilities. What is possible for you to achieve in the next six months? And go for it.. Don't play it safe with what you'll probably achieve anyway. Push yourself to go further. The rewards are greater.

Feel the winning feeling.. Feel successful already. Try on the clothes of total accomplishment and peace of mind. Live each day as though you have already reached your goals. There are always new ones to place in front of yourself.

Don't announce your goals. This will set you up for failure. Even if you make a pact with yourself to attain a specific goal, don't chastise yourself if you don't make it. It may have been

unrealistic or you may not have tried hard enough.

Do it yourself. There is nobody better to help you achieve your desires than you. Tap into the power of the subconscious and practice being your own fantasy.

Then go ahead. Act on your convictions. Follow them through with devotion and then reap the rewards. You CAN accomplish anything you want in life.