

Ways To Make Money In Mail Order

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Ways To Make Money In Mail Order

RICHES FROM YOUR RUBBER STAMP

A good income can be a reality for anyone owning a rubber stamp. The only additional items needed are envelopes, postage stamps, and a few commission circulars. The rubber stamp is the only one of the above items you need to pay for. The envelopes, postage stamps, and circulars can be obtained FREE. Many small operators are earning a comfortable living as commission mailers. The "tricks of the trade" are rather involved, but I'll give you all the basic information you'll need to start a profitable business. Hundreds of supply houses are constantly looking for people to mail their circulars for them. In most cases, these people will send you all the circulars you need for FREE. However, they need to know that you are in business or they cannot send circulars to you. Start your commission mailing business by running this short, classified ad in as many adsheets and magazines as your investment will allow:

"Commission circulars mailed free. Must pay me 50% or more. Send postage paid: (your name and address).

The above ad will bring plenty of free imprint circulars to you. As they come in, insert one of the circulars from each batch into a notebook and list the source of the item and the address-to avoid confusion when filling any future orders. While waiting for your first package of circulars to arrive, place the following small ad in as many adsheets as you can afford, offering a big mail for free:

Free Big Mail! Return this ad with a self-addressed, stamped envelope. (Your name and address).

The above ad will bring free stamps and envelopes to you. The people who answer this type of ad are interested in seeing what you have to offer and are usually excellent prospects.

In the beginning you will probably mail no more than 100 envelopes per month. As your income grows, you can expand your monthly mailings. Some commission mailers mail thousands of pieces per month.

HOW TO CO-PUBLISH FOR MAXIMUM PROFITS

There are many fine trade magazines and ad-sheets that you may co-publish in the mail-order business. These trade publications are "in-print" quickly - no long waiting for your ad to appear. They reach an amazing number of small homeworkers and opportunity seekers. If your product or service appeals to

these readers - the rates are right. The prime reasons for using these magazines are:

You get a 50% discount on you advertising after the first time in exchange for mailing a few copies

You earn a 50% commission on all new co-publishers and advertisers that you get for the publisher. Of course we hope to do some business from your own advertising also.

How does the system work? After you place your advertising at the first time rate, you will receive a discount on all future advertising as long as you continue to co-publish that magazine. That discount on your ads and a commission on the others is usually 50%. In return for the discount, you are expected to mail a few copies - honestly. Include the copies in orders that you fill, big mails, or advertise them free for the postage. Using these methods your postage cost to mail your copies is zero.

Another reason for co-publishing various magazines is that many of them do not require camera-ready copy. Some do an excellent job of typesetting and it's free. Items selling in these publications usually sell for \$3.00 or less - with \$1.00 being a heavy seller. Remember, it doesn't cost you advertise, it PAYS.

HOW TO MAKE MONEY EVEN WHEN YOUR ADS DON'T PULL

Step One: Advertise in a mail order magazine that you can co-publish. The price will be the same as the Ad the first time alone - usually a 50% discount thereafter.

Step Two: With the copies you receive as co-publisher, you can make money because you receive 50% commission on ads, subscriptions, etc., that are placed through you. We co-publish magazines which we make a profit on even when our ads don't pull. You can too. It's a great way test new ads and eliminate those that don't pull;

Step Three: Distribute your magazine to people who are likely to place ads, etc. Check for firms who advertise in one co-publisher magazine and not in another. Send them a copy of the magazine that they are not currently co-publishing or advertising. Since the publisher's name is not printed on the magazines, readers will have to order through you. When they do, you make 50% (and more, sometimes).

HOW TO GET YOUR CIRCULARS MAILED FREE

Yes, there IS a way to get your circulars mailed free. As soon as you can afford it, become a supplier of commission circulars. The easiest way to do this is to take "All-Profit" offers and

have circulars printed on two sides. On one side have your own name and address printed. On the other side leave space for a rubber stamp imprint. Offer these circulars to circular mailers on a commission basis. They keep a commission - 50% to 100% on the one side, and you make your profit on the other. Use this same method for any offers that you develop for yourself.

You can reach these mailers by advertising in, or subscribing in several mail order trade magazines and ad sheets. Another way to locate mailers for your literature is to notice the ads by mailers; usually at the bottom of their ad they state, "Commission circulars mailed free" which means that they get one side - and you get the other, as above.

If you really want to get rolling using this method, take two "All-Profit" offers and give the mailer 100% on one side. You still make yours on the other offer. Also, if you interested in obtaining additional commission circulars for yourself include the above statement as part of you own ad.

Still another way to get your literature mailed free is to include this little note in all of your advertising - at the end of the copy, "Stamp appreciated". It only costs you two words, but it could save you bunches of bucks in postage.

If you are advertising in trade publications or ad-sheets, use "SASE" which means Self-addressed-stamped envelope. The savings for envelopes, addressing labor, and postage can amount to lots of money.

Many small dealers use this method exclusively - even in the large circulation magazines. They've been using it for years so it must work!