

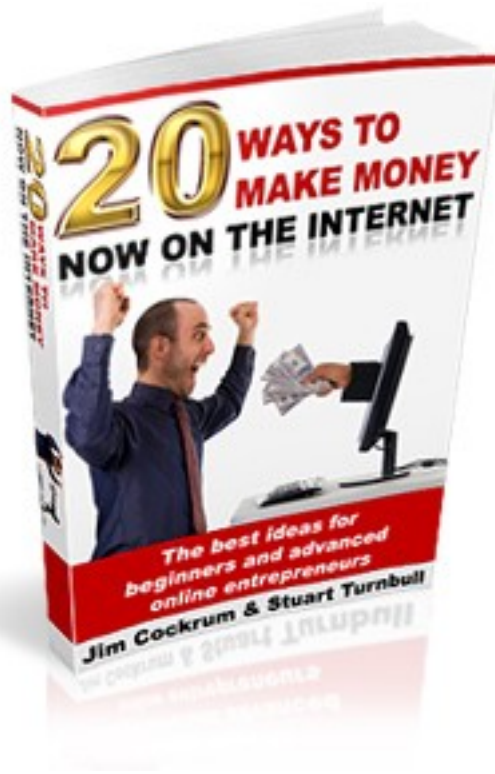
20 Ways To Make Money Now On the Internet

The BEST ideas for beginner and advanced online entrepreneurs

**This document contains five sample chapters only.
To get the full book visit:**

www.Best20Ways.com

by Jim Cockrum & Stuart Turnbull



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Finally, use your head. Nothing in this Guide is intended to replace common sense.

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Introduction

You probably only have one question right now:

How will this book help ME make more money starting NOW?

That's a fair question.

I want you to read this book with confidence, so first I'll tell you about the authors and why you should be reading this book!

My name is Jim Cockrum. I live in Indianapolis, IN with my wife and five kids.

Since 2002, I've made a full-time living from the Internet while establishing multiple income streams – all web based.

I've even been able to sustain, as well as grow, my online business, often while traveling globally with my entire family. Most recently, we visited Central America where we were able to complete the adoption process on our fifth child; simultaneously, we continued to home-school our children and I worked only the hours I wanted to work for the entire 100+ day stay. My income also frees up my wife's time and allows her to be a full-time mom that does not have to work outside the home.

All I need is occasional Internet access to make all this happen.

Since 2002, I've come to be respected and trusted by thousands of other online entrepreneurs. I've sold millions of dollars of products and services online and have taught others how to create successful online businesses as well. I was even voted as THE most trusted Internet entrepreneur online by a trusted third-party watchdog site



My Three oldest boys experiencing the local culture.



While in Guatemala for 100 days for our most recent adoption, I had a great time teaching English to this class. My interpreter is just behind me (in white). It was hard to leave these new friends.

IMReportCard.com – a site that boasts thousands of members ranking thousands of experts and products.

This online following of “fans” has led to the establishment of a multi-thousand member strong membership website at MySilentTeam.com; this is where some of the most creative, talented and resourceful online entrepreneurs hang out and share ideas. There are literally dozens of strategies for online success taught to our members on that site and this book will not attempt to share them all. Instead what we've done is hand-picked a few that we consider to be the “low-hanging fruit” for “newbies”.

What makes a “low-hanging fruit” concept stand out?

- The idea WORKS consistently when tried.
- The idea can be automated as part of a multiple income stream strategy. In other words, “set it and forget it” is possible so that you can go on to establish additional income streams.
- The idea is not complex to learn.
- The idea can be implemented quickly.
- Very little, if any, investment is required to get started with the concept.

Of course there are varying degrees to which those statements are true for each business concept we'll show you. To help you browse the book quickly for an ideal opportunity, we've assigned a rating score (explained in the next section) to each business idea.



Each of the ideas we'll be introducing have entire books and courses dedicated to the finer points of running the business; this book is a brainstorm tool to help you quickly see a list of great ideas.



The goal of this book is to boost your confidence that there are ways to make money online quickly and legitimately as so many others already are doing. After that, you can pick an idea and run with it based on your time, skills and resources.

One of the common requests I get is “How can I get started?”, or “How else can I earn money online besides what I'm already doing?” or “What are some simple ideas I can use NOW to get some money coming in?”.

This book, as well as the subsequent emails you'll be getting from my co-

author Stuart Turnbull, will serve as a creative platform for you regardless of your income goals. These are proven ideas that are among the best and most creative that I've been exposed to.

But this book is just the tip of the iceberg. It's a launching point. Be inspired and TAKE ACTION.

About my co-author:

Stuart began his online business in 2005 as a part-time eBay seller. He now works full-time online using his wide experience of eBay and online marketing to provide personal, one-to-one coaching. He also shares his methods in a popular subscriber newsletter. His success and the success of countless others that share that "itch to make it on their own" inspires me to keep finding the great ideas and keep sharing them with others. Stuart shares my passion and made a great co-author for this book, you can catch up with Stuart at; www.stuart-turnbull.com



A recent shot of Stuart and his beautiful children.

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Let's Find The Perfect Idea for YOU!

The Scale

At the top of each chapter is a scale which can be used to help identify the types of skills and amount of financial investment required for each business model in this book. Each item in the scale is numbered from 1 to 5, with 1 indicating "simpler, cheaper, faster etc.", and 5 indicating "more involved, more expensive, longer learning curve for the average guy" etc.



None of the ideas are expensive or complicated, but this scale will help you see how each idea compares to the other ideas in the book.

Difficulty	1=Simple 5=More Difficult To Establish
Set-Up Expense	1=Cheap 5=More Expensive
Set-Up Time	1=Quick And Easy 5=More Time Required
Skill Level Required	1=Little Skill Needed 5=More Skills Required
Can It Be Automated?	1=Easily Automated 5=Requires Steady Attention (Keep in mind ANYTHING can be outsourced or hired out!)
Time Before Earning/ Time to Payback	1=Start Earning Very Quickly 5=Takes Some Time To Establish
Interpersonal Skills Required	1=Can Be Done almost Anonymously 5=Requires a lot of interacting With People

Chapter 1

Prints Make Profits: Turning Ratty Old Books Into Money! – Stuart Turnbull

Scale:

Difficulty	1
Set-Up Expense	2
Set-Up Time	2
Skill Level	1
Can Be Automated	4
Time to Payback	2
Interpersonal Skills	1



Model:

Stuart's business is based on **arbitrage** which simply means exploiting the price differences of identical items in different markets.

Stuart researches eBay for completed auctions of vintage prints where there is a demonstrable demand. He then locates similar items for sale elsewhere on the internet, buys them and prepares them for resale. Finally, he lists them for maximum exposure on eBay and sells them at a profit.

How does this work?

Imagine you are a talented but hungry artist in the late nineteenth century, you need to sell as much of your work as possible to make a living and one of the best ways you can do this is by allowing your art work to be reproduced and published in books.

Now fast forward to today and a century or so later those very same books are available to a whole new audience because of the magic of the internet.

Today's book collector can search the inventory lists of thousands of individual book sellers from all over the world to find books to add to their collections.

Book collectors are very particular when it comes to the condition of the books they purchase and because of this the values of vintage books can vary widely. Books with broken, stained or damaged covers and bindings can often be obtained for a fraction of the prices commanded by copies in fine and good condition.

More often than not the contents of these damaged bindings are in good, clean condition which means that if you know where to look you can buy these broken old books containing many beautiful and sought after prints very cheaply.

All you have to do then is remove the plates (prints) from the old books and list them for sale on eBay.

eBay is THE place online where millions of collectors gather, hoping to find rare and unusual items to add to their collections.

To see Stuart's money making methods in action click [here](#) to watch a short video demonstration

Having built a list of sought-after artists in this way, the next step is to find out-of-print books containing the work of these artists available cheaply online, and this is where Stuart's online resources come in.

Stuart's easy-to-follow, step-by-step guide first shows you exactly how to set up his advanced searches, and what to look for on eBay to identify popular, sought-after prints. It then steps you through the process of finding similar items that can be bought cheaply to satisfy eBay's hungry collectors. It is vital that you do your research before sourcing prints. You must establish that a healthy market exists before buying any items for resale.

The second part of Stuart's guide focuses on adding value to these prints and listing them for maximum profit. Stuart has researched and tested the vintage prints market extensively on eBay. He provides a step by step guide to matting your prints for maximum returns plus guidance on choosing the right category, writing an attention-grabbing title, how to optimize images, writing a description that demands action, pricing and postage policies, and how to write a strong satisfaction guarantee (after the title, this is the most important part of the auction description).

This business is so simple to set up that anyone, anywhere can do it.

Stuart's step by step guide is free to all members of [MySilentTeam.com](#) in the bonus pool of the site, or you can buy it here [PrintsMakeProfits.com](#).

Stuart has also created a multi-media course to provide a unique insight into his thought process when researching which old books to buy, visit [PrintSorcery.com](#) for more information and to watch two free demo videos.

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Chapter 2

Selling Books, DVDs & Movies on Half.com and Amazon.com – Marijo Jilek and Ben Maninno

Scale:

Difficulty	1
Set-Up Expense	2
Set-Up Time	1
Skill Level	1
Can Be Automated	2
Time to Payback	2
Interpersonal Skills	2



Model:

Marijo made \$4,000 her first month selling used books on Half.com. This isn't a hard business to run and can be done on a very flexible schedule. Used books are everywhere and it's not uncommon for an older book to bring in amazingly high profits. One book that Marijo uses as an example was a cookbook from 1955 that was sitting on her mom's shelf. It brought in \$79 on Half.com. Some old books will bring in hundreds, and collectors are constantly scouring the site for the titles they are so desperately trying to acquire.

The old dusty \$1 book that someone picks up from a yard sale could be worth hundreds to a collector, but even newer books sell well at a nice profit!

Why is Half.com better than eBay for books? Because with Half.com there are no listing fees and you can get your listing up and running in a few seconds once you are good at it. Getting set up with Half.com isn't difficult. Once you have your seller's account, most titles can be sold by just entering the ISBN number of the book and the quality level of the book you are selling; Half.com does the rest. Marijo listed 100 books in two hours when she first started...and 27 of them sold very quickly! That's how easy this business can be!

There are only fees when a book sells. The best books to start with in Marijo's opinion are travel books and cookbooks. These typically do very well.

Where can you find books to resell? Here's a list from Marijo's book of places

to look:

- ask relatives
- someone's workplace
- library old-book sales/giveaways
- bookstores always have sales
- Goodwill-type thrift stores
- estate sales (these can be great!)
- dollar stores
- moving sales

If you advertise in a local classifieds try this approach, "We will haul away old books." You'll have people calling you saying, "Please, come get all the old books out of my attic."

For Marijo's step by step guide visit; [Selling On Half.com](http://SellingOnHalf.com)
Or check out the bonus pool at [My Silent Team](http://MySilentTeam.com).

A great way to automate this business is by using a software tool created by Ben Mannino. His Scan Lister tool simplifies the entire process of listing these books on Half.com, and reduces the entire process down to the swipe of the barcode on the book.

Here's a link to get a copy of Ben's software: [Scan Lister](http://ScanLister.com)

Another option for moving inventory is to use Amazon.com's FBA program. FBA stands for Fulfillment By Amazon. It's a simple concept really. You can actually box up dozens or hundreds of books at one time and send them to Amazon. They will sell and ship them for you and pay you for doing so! This completely eliminates the hassle of shipping them one at a time to customers, and it greatly increases the potential profit of each book because Amazon.com gets far better shipping discounts than you or I ever could.

For all the help and advice you need to get started with Amazon's FBA program (which isn't just for used books by the way) check out the [Proven Amazon Course](http://ProvenAmazonCourse.com) which has been compiled by some of the foremost Amazon experts on the internet including Jim Cockrum, Skip McGrath and Steve Lindhorst.

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Chapter 3

Sell on Amazon – Steve Lindhorst

Scale:

Difficulty	1
Set-Up Expense	3
Set-Up Time	2
Skill Level	2
Can Be Automated	4
Time to Payback	2
Interpersonal Skills	2

Model:

This might come as a surprise to some eBayers, but they can sell a lot of their items on Amazon too. Amazon is not just about books anymore. Steve Lindhorst has written a great, informative book about Amazon, called [Selling on the River](#). It has over 60 pages packed with useful, Amazon-specific information designed for eBay users, and [MySilentTeam](#) members get a huge discount. As Steve mentions in the book, if someone isn't happy with eBay, they probably won't be happy with Amazon. These are both very large corporations and each person is a relatively small seller.

One of the first questions that you might have about Amazon is, "How will I know what people want to buy?" Luckily, Amazon has a "bestsellers" area to tell individuals about that. Another question that you might have is this: "How do I set my prices?" You need to be very careful about this. You don't want to compete on pricing alone, because it can only go down once that game starts.

One of the biggest benefits to selling on Amazon, along with selling on eBay, is that all of your eggs aren't in one basket. If eBay chooses to shut down your account (it happens rarely, but still, it does happen), then you will still have an established way to move inventory.

Selling on only one website adds stress to your life. What if the listing fees go up? What if you get too many negative feedbacks? Having multiple income streams helps you to view eBay or Amazon as a tool instead of the only option. When they compare eBay and Amazon, most sellers believe that the Amazon buyer is more affluent, thus the average selling price is higher on Amazon. eBay is more about the seller first and then the product, while

Amazon is solely about the product; the seller is invisible.

Depending on what you are selling on Amazon, you might need two separate accounts. If you are selling books, CDs, and DVDs, you will need an Amazon Marketplace account. If you are selling items that aren't media items, you need a Seller Central account. The next set of choices involves what kind of account level you'll need. You can choose a basic account, called an Individual Seller account, or a Pro Merchant account. With the Pro Merchant account, you don't have to pay the \$.99 selling fee for each item, but you do have to pay \$39.99 per month.

With eBay, you can perform searches for completed items, but Amazon doesn't have this capability. Amazon has a Buyer's Waiting List that is basically a pre-order list; eBay doesn't have this type of list. "If you're an Amazon Pro Merchant, you can create a brand-new product detail page," according to Steve. This isn't Amazon's version of an eBay sales page; this is a generic page for anyone selling that item to use. You can start personalizing when you enter the condition in the "Condition Note Attribute" area. This is the area where you can stand out from the crowd with a message that differentiates you from the competition. Being different from the competition doesn't mean breaking Amazon's policies.

Steve talks about the differences between eBay pricing and Amazon pricing. It's a common mistake for eBay sellers to try to be the lowest on price. That strategy doesn't work on Amazon for several reasons. On Amazon, it's better to use the sales rank to determine how aggressively you should price your item. The higher the demand, the higher the price you can charge. You determine a fair, reasonable price for your item, list it, and then be patient. The shipping price on Amazon is set by Amazon, not by you. This is one of those facts of doing business on Amazon, and you have to accept it or not sell there.

The number one mistake that eBay sellers make on Amazon is listing a product that is not an exact match to the product detail page. You can list inventory on eBay and Amazon at the same time if you have an inventory management system that alerts you. If you would like to spend more time selling and less time shipping, Amazon has the 'Fulfillment by Amazon' program. To use FBA, you simply send your items to Amazon and they store it, pack it and ship it when it sells. Amazon offers other programs for sellers as well, like vacation settings that temporarily remove your listings. Amazon takes care of the payment process as well, so no hunting non-paying buyers. You just get an email when an item sells AND the money is collected.

For all the help and advice you need to get started with Amazon's FBA

program check out the [Proven Amazon Course](#) which has been compiled by some of the foremost FBA experts on the internet including Jim Cockrum, Skip McGrath and Steve Lindhorst.

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Chapter 4

Consignment Selling on eBay the Right Way – Jim Cockrum

Scale:

Difficulty	3
Set-Up Expense	3
Set-Up Time	3
Skill Level	3
Can Be Automated	2
Time to Payback	2
Interpersonal Skills	4

Model:

Consignment selling, put simply, is selling other people's stuff for them and keeping a percentage. This is an easy model to explain and it holds HUGE potential. This is a business that allows you to operate virtually risk-free, without inventory worries. If an item doesn't sell, it's not your problem.

This business can be put on autopilot because you can easily outsource all of the "dirty" work to a trusted \$12/hour employee.

There is no cost to acquire inventory, and you owe no fees to eBay, PayPal, or for shipping...because your customer pays for all of that.

There are no geographical limitations because you don't have to be the one that ships the item if you make the proper arrangements with the product holder (your customer)!

There is more business out there than you can handle. The entire business can be run from home, and it has the potential to grow as fast or as slow as an individual wants it to.

This business model could easily be five figures per month within a month; and it is actually enhanced by the slow economy, but will work ANY time. It allows for completely flexible work hours, and can be operated without any technical skills.

MySilentTeam.com expert contributor Ben Mannino had a unique success story with consignment selling as well. He wrote this to Jim recently: "A

partner and I ran a unique twist on this consignment model for a year and a half. It was a great part-time income with little to no overhead. We partnered with a local "Pack and Mail" store in our area in upstate New York. This was a mom-and-pop chain with three busy locations within a 30-mile radius. All we did was put up posters in the three stores, and three-panel brochures at the desks saying "Sell Your Stuff on eBay." People coming in for their packaging needs saw the advertisements and picked up a brochure. They would call or email us, and we would then pre-screen their items for sale. If the item looked like a winner, we would give them an approval code and they would drop off their item with the brochure already filled out. The store would inventory the items for free, provided they would collect the packaging fees. I would go and take pictures on Saturday, list them on Sunday and if they sold, I would notify the store that they were okay to ship. I would then mail the customers a check for their proceeds, minus my 30% commission. It took some time to tweak the model, but in the end it was a nice three-way win! I had to wrap it up once I moved from New York to Georgia, but I still think it's a great way to do eBay consignment sales."

Recently Jim partnered with eBay consignment legend Steve Maxey (who has probably sold more total dollar volume on consignment on eBay than ANYONE EVER). Steve and I partnered together to do a coaching course on consignment selling on eBay. We charged just under \$1,000 and had over 30 students take this course.

Is Steve qualified?

Steve has sold more than 3,000 vehicles that he never owned on eBay. He sold many other things as well (not just cars), but never took possession of these items...it was all sold on consignment. He sold tens of thousands of items on eBay with sales volumes reaching \$500,000 monthly. In total (up until the time of the coaching class) he had received over 12,000 unique positive feedbacks on eBay, with two User IDs with a positive score above 99.7%.

As a purchaser of this book, you get discounted access to this exact coaching. It was all recorded and is available for far less than the \$1,000 that the dozens of original students each paid.

["eBay Consignment Selling Made Simple"](#)

Consignment selling is a fantastic business model if you don't mind spending a little time dealing with people on your way to online success. There's really only one way to mess it up...

Here's how you can TOTALLY SCREW UP the consignment business model:

Open up a storefront consignment business and talk to random people about their junk all day.

This is a HUGE waste of your time and very few of these types of businesses are doing well long-term. People will come in and waste your time if you let them. They will bring their junk to you and you'll be finding ways to politely let them down for a living (and it's not a good living).

This is so important that I must repeat the lesson:

DO NOT open up a storefront business selling people's stuff on eBay. This is the HARD way to approach the consignment business and it DOES FAIL 95% of the time unless the store owner has several other related income streams rolling. Instead, use the advice and ideas in this section to establish a smooth-running operation that runs on as near-autopilot as possible.

Success with the consignment model starts with having a focused niche and then having a plan to find steady inventory. Do consider the course mentioned earlier in this section it will give you all the details you need to do consignment selling correctly.

["eBay Consignment Selling Made Simple"](#)

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Chapter 5

Offline Biz: Introducing Local Businesses to Internet Marketing – Jim Cockrum and Andrew Cavanagh

Scale:

Difficulty	2
Set-Up Expense	1
Set-Up Time	1
Skill Level	3
Can Be Automated	3
Time to Payback	1
Interpersonal Skills	4



Model:

This concept is based on the fact that traditional small- and medium-sized businesses, the kind of businesses you'll find on any street in any town, are NOT using the Internet correctly to enhance their marketing.

With a few basic Internet marketing skills, you can approach these offline businesses, show them how to connect with more of their target market, and build stronger, more profitable relationships with their customers.

This idea is brought by Jim Cockrum and Andrew Cavanagh, the founders of OfflineBiz.com, a rapidly-growing community of people who are building for themselves profitable, sustainable businesses and sharing their successes on the OfflineBiz forums.

It is possible for anybody with basic Internet skills (for example, anyone that has sold a few items on eBay or they understand how an autoresponder works, or maybe they enjoy uploading videos to YouTube) to learn enough from the forums and material on OfflineBiz.com to have the skills and confidence to offer practical, online marketing advice and guidance to local business owners, and be paid handsomely for doing so.

Local business owners are tired of spending thousands of dollars on traditional advertising methods like newspaper, radio ads, and Yellow Pages listings, only to find that these methods are becoming less and less effective, year after year.

OfflineBiz.com will inspire and guide you to help these businesses move their marketing efforts online, and these businesses will love the results you deliver by using simple online techniques like email marketing, eBay classified ads, local SEO, and so on.

"Please don't think that this is about a hard sales pitch. On the contrary, this business is all about building relationships in a completely non-salesy way, and OfflineBiz will teach you exactly how to do this, right down to providing detailed advice on how to approach clients, and even what to say to show them you are a helpful friend with their best interests at heart, and not just another sales rep."

The real "home run" with this business is that a lot of the work involved can be outsourced to others, while the your time is freed up to meet new clients. Again, OfflineBiz will take you step by step through this process.

This concept is the perfect home-based business, because you really can go from zero to a five-figure monthly income very rapidly, without the need for startup capital or specialist skills.

Here's just one step-by-step example of how simple this business can be:

1. Open a local phone or business directory and start going through the listings, checking off the locally-owned businesses.
2. Next, go to the Internet and start looking up the businesses that are checked. For this task, you will want to identify the businesses that ALREADY HAVE a website.
3. When you visit the websites, take note of the businesses that don't have an email collection box (also called an opt-in form) on their site. After finding 20 locally-owned businesses that have a website but lack an "opt-in" form for email, the task is almost complete.
4. The final step is to send the list of qualified business owners a simple letter telling them that there is an inexpensive and proven idea that you'd like to share with them. Include your phone number and email address in the letter.

As business owners make contact, explain to them the power, simplicity, and cost-effectiveness of email marketing. You can tell the business owners that you'd like to help them manage their email marketing campaign.

You can learn everything you need to know about email marketing from one of the foremost email marketing experts on the planet at; '[List Building Class](#)'

The only tool you will need is [AWeber.com](#). If you aren't technically savvy enough to make the slight modifications to your client's website, you'll need a partner that has basic web design skills.

Using this idea alone, you could have dozens of clients within a short period of time, and many of them will be willing to pay monthly to have someone manage their email marketing campaigns. This is just one of the simple strategies that are proven to work, and are discussed daily at [Offlinebiz.com](#).

The free forums of [Offlinebiz.com](#) are a great place to discuss these ideas with other "offline" marketers who are already doing this business. There are over 5,000 members at [Offlinebiz.com](#) at the time this book is being written and there's very good company available to you if you are interested in this business model.

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Chapter 6

Bonus Chapter!

eBay and the public domain – a beautiful partnership made in heaven!

Scale:

Difficulty	1
Set-Up Expense	1
Set-Up Time	1
Skill Level	1
Can Be Automated	1
Time to Payback	1
Interpersonal Skills	1

You will know all about eBay, the world's biggest market place and a place where ordinary people can set up a business for next to nothing and be making real cash profits within a week!

But What is the "public domain"?

Here is the Wikipedia definition:

"The public domain is a range of abstract materials commonly referred to as intellectual property which are not owned or controlled by anyone. The term indicates that these materials are therefore "public property", and available for anyone to use for any purpose."

And....

"A creative work is said to be in the public domain if there are no laws which restrict its use by the public at large. For instance, a work may be in the public domain if no laws establish proprietary rights over the work, or if the work or its subject matter are specifically excluded from existing laws."

So material is in the Public domain if;

- Its copyright has expired
- Its copyright wasn't properly renewed
- It has been released into the public domain by its creator

what kind of 'material' are we talking about?

Books
Works of Art
Illustrations
Music
Magazines
Videos
Government publications (in the USA)

How can we tell what is in the public domain?

A very important point to bear in mind here is that different countries have different rules for what constitutes public domain material.

In the USA the following applies;

Published Before 1923 IN THE PUBLIC DOMAIN
Published 1923 – 1963 copyright not renewed IN THE PUBLIC DOMAIN
Published by the US Government, regardless of date IN THE PUBLIC DOMAIN
Published after 1963 NOT PUBLIC DOMAIN

In the UK (and many European countries), copyright expires on the 70th anniversary of the end of the year that the creator died. (for example; if the creator died on 27th March 1910, copyright expires on the 31st December 1980)

(Material published by the UK government is not in the public domain.)

Confused?

Don't worry, public domain expert Debra Conrad has written an easy to follow guide that answers your public domain questions, click [here](#) for your free copy

So now you understand a little about how the public domain works but how are you going to profit from this?

There are millions (literally) of books, artworks, musical works, videos and other publications (some created by the greatest thinkers and historical figures the world has seen) freely available for you to do whatever you want with including SELL them.

And this is where eBay comes into the equation.

Because eBay has such a huge, global audience running into hundreds of millions of people it is a relatively simple task to research popular niches (eBay provide the free tools) where people are spending money and then find public domain material to repackage into products to sell to them.

It is not difficult with a little determination and work to fully stock your own eBay store with products created from public domain material. The simplest and cheapest way to package these products is on CD and DVD (easy and cheap to post) so your costs are a few cents per disc plus your eBay/PayPal fees.

With one product you'd be making maybe \$5 profit per sale, nothing to get too excited about but consider if you had 50 products each selling one copy per day (remember this is a 365 day a year business) you'd be making close to six figures per year!!

Are you now beginning to see the power of the public domain when coupled with eBay?

If you'd like to explore this business idea further I have a great FREE report for you. This report is written by an eBayer who achieved PowerSeller status by selling products created from public domain material and is packed with real life, up to date screen shot examples to bring this whole concept to life for you. Click the link for your own FREE copy of "[Public Domain Profits](#)"

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