

Contents

THE SMALL BUSINESS HANDBOOK (A 1)

BUSINESS DEVELOPMENT TOOLKIT

1 Business Opportunities

- 1.1 36 Ways To Make Money With A Telephone (B 30).
- 1.2 How To Start Your Own Telephone Canvassing Service (B 32).
- 1.3 99 Ways For A Photographer To Make Money (D 53).
- 1.4 99 Businesses For New Americans (C 3).
- 1.5 99 Businesses For Retirees (C 4).
- 1.6 99 Part-time Businesses For Students (C 5).
- 1.7 71 Ways For A Writer To Make Money with Handicrafts (D 9).
- 1.8 49 Ways For A Handy Person To Make Money (D 47).

2 How To Make Money With Your Hobby

- 2.1 How To Make Money With Your Hobby (D 57).
- 2.2 Make Your Hobby Pay (D 59).
- 2.3 Starting A Printing Business From Your Garage (D 1).
- 2.4 Starting A Silk Screening Business Inexpensively (D 2).
- 2.5 Starting Your Own Glass Etching Business (D 3).
- 2.6 Temple Rubbings The Unusual Opportunity (D 4).
- 2.7 The Art Of Success: Stained Glass (D 5).
- 2.8 The Business Of Candle (And Soap) Making (D 6).
- 2.9 Writing For Dollars — A Freelancers Guide (7 D).
- 2.10 How To Break Into Freelance Writing (D 8).
- 2.11 Mirrors – Silvering And Re-silvering (D 10).
- 2.12 How To Make Big Dollars With Bumper Stickers (D 11).
- 2.13 Turning Your Sewing Into Marketable Merchandise (D 12).
- 2.14 A Business In Stitches (D 13).
- 2.15 How To Make Money With A Sewing Machine (D 14).
- 2.16 Profits From Toys And Wooden Novelties In Your Shop (D 15).
- 2.17 Smart Stamp And Coin Investment (D 16).
- 2.18 A Furniture Refinishing Business In Your Home (D 17).
- 2.19 Jewellery From “Ordinary” Treasures (D 18).
- 2.20 How To Manufacture And Sell Embossing Kits! (D 19).
- 2.21 Operating A Cosmetics Business From Home (D 20).
- 2.22 Beginner's Guide To The Herb And Spice Business (D 22).
- 2.23 Six Simple Plastics Formulas (D 25).
- 2.24 Moneymaking Formulas Of Chemical Magic (D 21).
- 2.25 Making Your Own Plastic Moulded Objects (D 23).
- 2.26 Our Multi Page Plastics Report (D 24).
- 2.27 Big Profits In The Sign Fabrication Business (D 26).
- 2.28 How To Start Your Own Sign Distribution Business (D 28).
- 2.29 Building An Animal Registration Business (D 29).
- 2.30 Building Scientific Bird Houses For Fun And Profit (D 30).
- 2.31 Raising And Marketing Exotic Animals For Profit (D 31).
- 2.32 Start A Pet-Sitting Service — Turn Your Love Of Animals Into A Profitable New Venture (D 32).
- 2.33 Use Your Talent In Your Own Calligraphy Business (D 33).
- 2.34 How to Start A Picture Framing Business (D 34).
- 2.35 Desktop Publisher (D 35).
- 2.36 Flexible Mould Compound (D 36).
- 2.37 Getting In On The Lucrative Coupon Business (D 37).
- 2.38 Getting Into The Light Hauling Business - Fast! (D 38).
- 2.39 Getting Started In The Business Of Organic Gardening (D 39).
- 2.40 Setting Up A Word Processing Business In Your Home (D 40).

- 2.41 House Numbers - The "Instant Profits" Business (D 41).
- 2.42 How To Start A Profitable House Painting Business (D 42).
- 2.43 How To Cash In With Simple Formulas (D 43).
- 2.44 Five Formulas You Can Make (D 44).
- 2.45 How You Can Bronze Baby Shoes (D 45).
- 2.46 Woodworking Profits! (D 46).
- 2.47 Making Money And Friends In The Handyman Business (D 48).
- 2.48 How To Make Money In The Clock Mounting Business (D 49).
- 2.49 How To Make Money In The Kitchen Products Business (D 50).
- 2.50 Starting A Driving Service For Pleasure And Profit (D 51).
- 2.51 How To Make Up To \$1,000 Every Week With Your Camera! (D 52).
- 2.52 How You Can Preserve Cut Flowers (D 54).
- 2.53 Building Doll Houses And Doll Furniture (D 55).
- 2.54 Sell Hobby Items By Mail (D 56).
- 2.55 How To Successfully Market Your Hobby Products (D 58).
- 2.56 Setting Up Your Own Craft Consignment Shop (D 60).

3 Business Plans

- 3.1 How To Make Money With Your Answering Machine (B 33).
- 3.2 How To Operate A Successful Home-Based Typing Service (B 34).
- 3.3 How To Start Your Own Home-Based Secretarial Service B 35.
- 3.4 How To Start Your Own Highly Profitable Resume Writing Service (B 36).
- 3.5 Word Processing (B 37).
- 3.6 Party Plan Sales (B 42).
- 3.7 Party Planner (B 43).
- 3.8 How You Can Start A Bookkeeping Business At Home (B 44).
- 3.9 How To Become A Millionaire With Your Own Home-Based Import/Export Service (B 46).
- 3.10 How To Start And Operate Your Own Profitable Import/Export Business At Home (B 470).
- 3.11 How To Start And Operate Your Own Video Taping Service 9B 48).
- 3.12 How To Make Money Providing "Inventory Video Taping" Service (B 49).
- 3.13 How To Make Money Videotaping Weddings (B 50).
- 3.14 How To Set Up And Operate Your Own Videotape Rental Store (B 51).
- 3.15 How To Make Really Big Profits With A Correspondence Club (B 52).
- 3.16 How To Start & Successfully Operate A Correspondence Club (B 53).
- 3.17 How To Start And Operate Your Own Bartering Club (C 18).
- 3.18 How To Start Your Own Auto Tune-Up Shop (C 19).
- 3.19 How To Start Your Own Credit And Debt Counselling Service (C 200).
- 3.20 How To Start Your Own Day Care Centre 9C 21).
- 3.21 How To Start Your Own Highly Profitable Catering Service (C 22).
- 3.22 How To Start Your Own Carpet Cleaning Business (C 23).
- 3.23 How To Start Your Own House And Apartment Cleaning Service (C 24).
- 3.24 Household Management Service (C 25).
- 3.25 How To Start Your Own Million Dollar Temporary Help Service (C 26).
- 3.26 How To Start Your Own Mobile Locksmith Service (C 27).
- 3.27 How To Start Your Own Paper Recycling Business (C 28).
- 3.28 A New Type Of Gift Basket Guaranteed To Bring Impressive Profits! (C 6).
- 3.29 How To Make Money With Gourmet Gift Baskets (C 7).
- 3.30 Bed And Breakfast The Easiest Home-Based Business (C 8).
- 3.31 Garage Sales, Swap Meets Flea Market (C 9).
- 3.32 How To Develop Moneymaking Ideas! (C 10).
- 3.33 How To Make \$20.00 For Every \$1.00 Invested (C 11).
- 3.34 How To Make It Big With A Used Book Store (C 12).
- 3.35 How To Make Money Buying & Selling Used Cars & Trucks (C 13).
- 3.36 How To Make Money Producing Discount Cards (C 14).
- 3.37 How To Make Money With Your Own Referral Service Business (C 15).

- 3.38 How To Make Your Fortune With Self-Improvement Seminars (C 16).
- 3.39 Moving People For Profit (C 30).
- 3.40 Polish Up For Higher Profits (C 31).
- 3.41 How To Start Your Own Successful Window Washing Service (C 32).
- 3.42 Your Own Home Shopping Show (C 33).
- 3.43 Grocery Shoppers (C 34).
- 3.44 How To Make Money Selling Scrap (C 35).
- 3.45 Utility Auditing Business (C 36).
- 3.46 Making Money With Give-Aways (C 37).
- 3.47 Computer Consultant (C 38).
- 3.48 Opportunities In Wagon Jobbing And Rack Merchandising (C 39).
- 3.49 How To Make Money Without Leaving Your House! (C 40).
- 3.50 How To Give Away Cards And Make Easy Money! (C 42).
- 3.51 How To Make Big Money With Your Own Newspaper Clipping Service (C 43).
- 3.52 All About Getting Into Rubber Stamp Business (C 44).
- 3.53 Hot Profits From Your Own Hot Stamping Business (C 45).
- 3.54 How To Turn The Hobby Of Photography Into Thousands Of Extra Dollars (C 46).
- 3.55 How To Make Extra Money With A Delivery Service (C 47).
- 3.56 How To Start A Roommate Finding Service (C 48).
- 3.57 How To Start Your Own Janitorial Business (C 49).
- 3.58 Making Big Money With A Small Surplus Sales Business (C 50).
- 3.59 Your Own Recession-Proof Collection Service (C 51).
- 3.60 How To Become A Printing Broker (C 52).
- 3.61 How To Start A Typesetting Business (A 41).
- 3.62 Publish A Home Business Index For Fast Profits (B 25).
- 3.63 How To Start An Advertising Speciality Business (B 26).
- 3.64 How To Start Your Own Bulletin Board Advertising Service (B 27).
- 3.65 How To Start Your Own Highly Profitable Shopping Center Papers (B 28).
- 3.66 How To Start A Telephone Answering Service (B 29).
- 3.67 Dial 1- 900 For-Profits (B 31).

4 How To Start A Business

- 4.1 Secrets To Successfully Starting Your Own Business (A 14).
- 4.2 Overcoming Start-Up Blues (H 28).
- 4.3 How To Start A Profitable Home-Based Business (A 13).
- 4.4 Selecting The Right Business Name (H 31).
- 4.5 How To Accommodate A Home-Based Business (A 80).
- 4.6 Checklist Of Questions To Answer Before You Buy A Franchise (A 6).

5 Financing

- 5.1 How And Where To Get Money For A Franchise Idea (A 7).
- 5.2 Guerrilla Tactics That Will Give You A Good Credit Rating (I 4).
- 5.3 Understanding And Improving Your Credit Rating (I 30).
- 5.4 How To Erase "Bad Credit" (I 8).
- 5.5 How To Get A Visa / Mastercard With No Credit Check (I 9).
- 5.6 The Secret Of Getting Credit And Credit Cards (I 28).
- 5.7 Establish AAA Credit In 30 Days (H 11).
- 5.8 Improving Your Credit By Paying Bills Later, Rather Than Sooner! (I 13).
- 5.9 How To Obtain A Merchant's Credit Card Account (A 29).

6 Marketing

- 6.1 How To Obtain Free Business Publicity (A 11).
- 6.2 Secrets Of Free Publicity For Your Business (H 1).
- 6.3 How To Get Free Radio Advertising (A 19).



- 6.4 How To Get Free Radio Advertising (H 22).
- 6.5 How To Get Free Publicity For Your Business (H 21).
- 6.6 16 Ideas For Low-Cost Promotion (H 2).
- 6.7 Make Your Fortune With Effective Radio Commercials (A 20).
- 6.8 How To Write A Press Release (A 35).
- 6.9 How To Achieve Excellence in Sales (A 24).
- 6.10 How To Write An Irresistible Ad Copy (A 37).
- 6.11 100 Words That Have Sales Appeal (A 38).
- 6.12 Do's And Don'ts When Writing Classified Ads (A 43).
- 6.13 How "Info-Loading" Can Increase Your Ad's Pulling Power (H 13).
- 6.14 Advertising Mistakes: How To Avoid Them (A 40).
- 6.15 Producing Powerful Ad Layouts (H 29).
- 6.16 How To Write A Power Packed Sales Letter (A 33).
- 6.17 Marketing Your Own Products And Ideas (H 27).
- 6.18 How To Set Up Your Own In-House Advertising Agency ... And Save Up To 17% Of Advertising Costs (H 24).
- 6.19 How To Master The Art Of Super Salesmanship (J 23).

7 Managing Your Business

- 7.1 Avoiding Patent, Trademark And Copyright Problems (H 4).
- 7.2 A Dozen And One Ways To Reduce Postage (A 30).
- 7.3 A Bookkeeping System That Will Save You Money (H 3).
- 7.4 How To Set Up A Tax-Saving Bookkeeping System (B 45).
- 7.5 Choosing A Bank That Is Right For You (H 7).
- 7.6 An Excellent Customer Service Tip (A 3).
- 7.7 Secrets Of Economising In Inflationary Times (I 20).
- 7.8 Consumer Handbook On Adjustable Rate Mortgages (H 8).
- 7.9 Legal Ways To Get The Bill Collectors Off Your Back (I 15).
- 7.10 Outwitting Bad-Cheque Passers (I 18).
- 7.11 If Somebody Owes You Money (H 25).
- 7.12 How To Collect Debts Other People Owe You (A 9).
- 7.13 Successful Collection Of Old Debts (I 26).
- 7.14 What You Should Know About Buying Life Insurance (I 31).
- 7.15 How To Be Audit-Proof (I 7).

8 Overcome Stress And Reach Your Dreams

- 8.1 Solving Your Problems Can Be Challenging & Fun (J 34).
- 8.2 How To Command, Influence And Control People (J 18).
- 8.3 How To Develop A Winning Attitude (J 19).
- 8.4 How To Get Everything You Want Out Of Life (J 20).
- 8.5 How To Influence People And Win Them Over (J 21).
- 8.6 Understanding And Dealing With Everyday Stress (J 33).
- 8.7 How To Beat Depression (J 17).
- 8.8 How To Win Over Your Fears (J 25).
- 8.9 Nervous Habit - You Can Break It In A Few Days (J 29).
- 8.10 Success On The Job (J 31).
- 8.11 Live A Longer And Healthier Life (J 27).
- 8.12 Managing Your Time Between Work & Home (J 28).
- 8.13 Riches Through Creative Thinking! (J 30).

www.myebroker.info
 Phone: 087 808 4461
info@myebroker.za

