

## The Handy Bookmark Newsletter

### The wheel came off my trolley... quite literally!

Why bother to mention such an insignificant event, I hear you ask, well bear with me - it is relevant to the start of this brand new year... bye the way, A Very Happy New Year to you!

This time last year was not a good time for me...and it really doesn't seem that long ago. A few months earlier I had lost a huge part of my regular income, when a long term Consultancy Agreement' came to an end. I suppose I was expecting it, but there is never a good time to suddenly lose 50% of your salary!

So I started to look around to replace the income with a similar agreement with another company. And guess what...that's right - No luck! I soon came to the conclusion that Consultancy is a one-way street. If you are offering it to the world, they don't want to know...or they treat it as 'part-time' work and offer poor wages. If a company approaches you, then that really *is* Consultancy, and then you can name your terms.

The months were ticking by, and whilst I looked for new forms of income, I decided to join a company selling everyday products, via it's door-to-door reps. The company had a reasonable name (it was 'clean' and 'easy' to deal with), but I was beginning to doubt that this was really my thing. Load brochures into a trolley, trundle around the streets, pushing them through letter boxes, only to return later on to collect the brochures again, hopefully some orders, but often indifference or even abuse!

I stuck at it for a couple of months...earned very little, and generally didn't feel good about myself. On one of these low days, I was pushing the heavily laden trolley along the pavement, when it lurched and I realised one of the wheels had come off. I stooped down to sort it out, when I realised that, to add to my misery, the two front wheels had were covered in dog poo, which I started to scrape off with a stick. I was sitting on the ground scraping dog poo when the heavens opened and I was soaked within minutes!

It was at that moment that I realised that enough was enough! There just had to be a better way to earn a crust. I went straight home via the local tip, where I took great pleasure in dumping the brochures, and the smelly trolley.

I switched on the computer, I saw a small headline that read '*New Year Resolutions - Top of the list these days is the desire to start your own little online business*'. Now this sounded more my thing!

A few months earlier, I had brought a very inexpensive 'business blueprint' from a lady called [Sharon Fussell, called 'Sold, Dispatch Now'](#) which explained, in easy language, how a good 2nd Income can be made by selling books through Amazon. I had forgotten about this purchase and had put the blueprint to one side, but now the need was there, I dug it out and started straight away (end of Jan. 2007).

Within a couple of days, sales started to flood in and by July (6 months later) I had made up the lost half of my income. All I can say is that this little business was a lifesaver for me! If you are looking for a 2nd Income, working from home, this might interest you too - [Click this here for More Details.](#)

I would add a couple of qualifications; it certainly helps if you like books and nothing is for nothing, and you have to really work at it and stick with it. Beyond that, all I can say is that the more you put into it, the more you get out of it (income)...in my experience, I don't think you can ask much more than that from a business.

I now have what I set out to achieve...a good 2nd income, buying and selling new & secondhand books working from home, with no extra overheads to speak of.

Here we are, one year on and a strange thing has happened. Having managed to replace the lost half of my income with this great little online business, guess what...Yes, I have been approached with another good Consultancy...just what I was looking for this time last year. I suppose that's just life having a laugh!

Until next week, may I wish you the very best for 2008 and may you find (or be offered) what your heart desires!

Best Wishes

Richard

PS. Remember to visit my website: [www.handybookmark.com](http://www.handybookmark.com) for tips and hints on investing and caring for your books.