

27 Ways To Get Sellable Goods Without Buying Them

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Introduction

You've heard that selling "stuff" on eBay®, Craigslist, flea markets, yard sales and other locations is a great way to make money. But maybe you don't have anything to sell. And perhaps you don't even have enough money to purchase something that you can sell on the auction site.

Does that mean you need to give up your idea of making money on eBay®? Are you out of luck?

Not at all!

You see, that's why I created this report. **Over the next several pages you'll find 27 ways to get your hands on plenty of free stuff, from toys to clothing to expensive travel vouchers.** (Some of these ideas will even put cash in your hands so that you CAN buy products to put on auction!)

Best of all, these are ideas that are available to almost everyone. You see:

- ✓ Many of these ideas work no matter where you live in the world.
- ✓ These ideas work without regard to ability (or disability).
- ✓ You don't need any special knowledge or connections.

In short: No matter what your situation, there are plenty of ideas in this report that you can put to use immediately to get products you can sell online.

So without further introduction, let's jump into the meat of this report...

1. Sign Up for Credit Cards That Offer Free Incentives

What do San Antonio Spurs bleacher cushions, sunglasses, t-shirts and travel vouchers have in common?

These are all items you can get for free when you sign up for a new credit card. Now, you should NOT sign up for a bunch of credit cards just to grab a freebie, because everything you do affects your credit score.

However, if you're shopping around for a credit card anyway, then choose one that gives you all the features you want PLUS a free gift just for filling out the application. And make sure your card gives you "points" that you can use to purchase travel, hotel, gift certificates and other gifts.

Tip: If your goal is to get hotel or airfare vouchers, make sure they're transferable (otherwise you won't be able to sell them on eBay®).

Where do you get these offers? Here:

- 1) Check your mailbox.** Chances are, you're already receiving enticing offers in the mail.
- 2) Search online.** You can search for credit card offers online by using terms like "credit card specials" or "credit card incentives." You can also go directly to trusted sites like www.creditcards.com/specials.php.
- 3) Go on campus.** If you're a student, check out your student union / commons area frequently. Sometimes you'll find people offering freebies for filling out applications.

2. Participate in a Timeshare Presentation

Definition: A timeshare is a property owned by multiple people, where each owner has the right to use the property during specific times of the year. Typically people purchase a timeshare as a vacation property.

If you don't mind sitting through a few hours of hard-selling, then this is the idea for you. All you have to do is listen to one or more sales people give a timeshare presentation and you can get free gifts such as restaurant gift certificates, travel vouchers and more.

Tip: Use this presentation as a learning experience. Instead of viewing it through the eyes of a potential consumer, instead you can view it through the eyes of a student marketer. What sort of

persuasion tactics does the sales person use? How do they attempt to "close" you? In addition to using reciprocity (the free gift), what other sales triggers - especially scarcity and urgency tactics - so they use?

In other words, the other freebie you get when you sit through one of these presentations is a free marketing lesson!

A word of warning, however: Make sure that you're receiving the gift at the end of the presentation OR that the gift is being shipped to you free. That's because some timeshare companies offer to send you a gift, but the shipping and handling is so expensive that the gift is hardly worth it. Generally, however, the well-known timeshare companies offer good (and truly free) gifts.

So, how do you get in on one of these timeshare presentations?

If you live in a resort area or popular tourist area - or if you plan on visiting one -- then you'll hardly be able to avoid the ads for the presentations. You'll see people handing out flyers in front of popular tourist destinations, flyers hanging up in hotels and restaurants and ads in all the local newspapers - especially those papers for tourists.

Tip: Alternatively, run a search in Google for the location alongside the word "timeshare." For example, "Miami timeshare" or "Honolulu timeshare." Then just get in contact with the company and they'll let you know how to attend a presentation.

3. Register for Giveaways and Raffles

You can win products and services from local radio stations, local businesses and even your city if you participate in their giveaways and raffles.

Most often you'll see businesses offering prizes during holidays such as Thanksgiving or the Fourth of July. If the city is having a celebration, you'll also see businesses taking advantage of the extra visitors in town by offering contests and giveaways.

Your city or even local groups may hold annual celebrations where you can enter contests and giveaways.

Example: I've seen small-town celebrations such as "Maple Syrup Days," while other cities hold events like turtle races. These sorts of events usually include giveaways.

Finally, many radio stations run monthly if not weekly contests, giveaways and raffles for free CDs, t-shirts, concert tickets and similar. Sometimes you can enter online for a random drawing. Sometimes it's a contest. And sometimes you need to call into the radio station fast (e.g., "The seventh caller wins free tickets!")

Tip: Keep an eye on your local newspaper for news about raffles and giveaways. Join your local radio stations' email lists, as doing so will help you keep up to date on their ongoing contests and giveaways.

4. Take Freebies from Nice Resorts and Hotels

Instead of cracking open the nice shampoos, soaps and lotions you get at nice hotels and resorts, bring your own toiletries to use. That way you can sell these untouched freebies.

Some hotels also offer freebies such as toothpaste, toothbrushes, combs, razors, sewing kits and a wide range of toiletry products.

Example: The Grand Floridian Resort and Spa at Disney put out new shampoos, soaps and other freebies every day during our stay at the resort. We saved these items, created little gift baskets out of them and sold them!

You can do the same. You can create:

- Gift baskets out of the nicest toiletries.

Example: You can create a "beauty kit" from the nicest lotions, bath foams and makeup removers.

- "Travel kits" out of the regular toiletries. Here you'd include soap, shampoo, combs, razors, toothpaste and toothbrush.
- "Emergency kits" where you'd include the sewing freebies.

Bonus Tip: In-room freebies aren't the only way to get your hands on some free stuff. Most hotels offer loyalty programs, where you accumulate "points" for every night you spend at the hotel or resort.

Mostly you'll see people using these points for free hotel nights, but these aren't usually transferable. That's why you should look for hotel and resort loyalty programs that allow you to accumulate points for gifts, such as restaurant gift cards. The Holiday Inn "Priority Club" is an example of one such program where you can use your points to purchase other gifts.

5. Attend Events Where the First Ones in the Gate Get Freebies

Sporting events are known for having "freebie nights," where the first couple hundred people who arrive get a gift such as a bobble head, baseball, seat cushion, baseball cap or similar.

Good deal! If you're going to go to a Yankees game anyway, you might as well get there early and claim one of the free Derek Jeter bobblehead dolls!

And that's NOT all.

Many sports clubs also offer "kids' nights" where the kids get a freebie. Sometimes all the kids who attend get the freebie. Other times it's only those who get in line early (e.g., the first 250 kids to attend). Either way, it's worth it.

Tip: You can make the freebie even more valuable by getting a player to autograph it! At a minimum, see if you can get a player to autograph your game program. If you have a child with you, have the child hand the program or freebie to the player, as many players are more likely to give autographs to a child.

If you take part in the kids' night giveaways, then obviously the freebie belongs to your child.

In other words, I don't suggest you swipe the freebie and sell it yourself. 😊

However, with your child's permission, you can sell the item together and let your child pocket the profits. What a great marketing and business lesson for your child!

6. Visit Yard Sales – Late!

Most people who have yard sales just want to get rid of their “junk” while making a few dollars. So at the end of the day when the sale is over, they don't want to be faced with the task of hauling all their items back into their house and/or trying to figure out what to do with them.

That's where you come in. If you visit a yard sale in its final hour or so, you can make the sellers an offer they can't refuse.

Typically, this means that you offer a small price for all the remaining merchandise. You can also buy one of the bigger items and ask the seller to throw in other items for free.

Tip: Depending on what the seller has left – and their reasons for selling --you may even offer to “clean up” their sale in exchange for the merchandise. In other words, they're basically paying you for cleaning up their yard or garage by giving you the remaining items for “free.”

This works best if the seller is having a moving sale. That's because the seller likely doesn't want to pack the remaining items. And since he's moving, he's not just going to put them back in his house. That means he'll likely give them to charity or even throw them out. As such, you're in a good position to negotiate.

If the seller has a lot of good items and he doesn't want to just give these items to you, then you can do one of two things. First, you can offer a small amount for the items. Or secondly, you can barter for the items. For example, you can offer to help him do a little moving, packing or cleaning in exchange for the items.

One final note...

You don't have to wait until the last minutes of a garage sale in order to get free stuff. Indeed, you can approach sellers at the beginning of the garage sale to pitch your offer to them. Here are a few tips:

- ➔ **Don't arrive early.** If the garage sale starts at 8:00am, don't arrive at 7:30am. And don't arrive the day before. You want to leave a good impression with the person holding the sale, so wait until the sale starts... and then wait until a quiet moment before approaching the seller.
- ➔ **Leave a flyer.** The seller is going to meet a lot of people over the course of the day. Possibly, she might even meet other people who'll want to pick up her remaining items at the end of the day. That's why you should give her a flyer that keeps your offer in front of her all day... and reminds her why she should take you up on the offer. (By the end of the day she'll likely be happy to know you're willing to help her clean up at the end of the sale.)
- ➔ **Let them know you'll follow up.** Finally, tell the seller you'll follow up with her at the end of the day. If you're in the neighborhood, you can come back with a pickup (which shows you're ready to haul the items immediately). Otherwise, you can follow up with a phone call if you're visiting other sales in the area or if you don't live in the immediate neighborhood.

7. Ask for Free Stuff When You Spend Money

If you buy one item at regular price at a flea market, craft mall or collectible show, don't be afraid to ask for a freebie.

The worst thing that could happen is the person says "no." But you'll be pleasantly surprised when you find out how many individual sellers happily throw in freebies to create satisfied customers!

Examples:

- You're at a flea market looking at a vendor's antique and collectible toys. Ask him if he'll throw in a free Lex Luther action figure if you buy Batman and Robin. (Then you can sell the Lex Luther freebie!)
- You're buying an old Yugoslavian rifle from a military antiques dealer. Ask him to throw in the bayonet and/or the gun sling for free.

- You're purchasing a \$50 ancient coin from a coin dealer. Ask him to throw in a bag of uncleaned Roman coins for free. Then you can sell these freebies as-is, or clean them and sell them for a little more.

8. Buy Kids Meals for the Free Toy

Most fast food restaurants (like McDonald's, Burger King, Taco Bell and similar) tend to offer kids' meals that include a free toy. And because of cross promotions with other companies, often these free toys are valuable, which means you can sell them on eBay®.

Examples:

- McDonalds has offered Teenie Beanie Babies three times (1997 to 2000, 2004 and 2009). When the toys were first introduced, they were so popular that fights broke out at McDonald's restaurants and sometimes the police were even called in. As you can imagine, the high demand for these items created high aftermarket prices!
- Taco Bell and Burger King often do co-promotions with movie studios, meaning you can collect figurines and other toys from popular movies. While these can be sold separately, you'll do better if you sell them as a set. And even better, you can offer them alongside other related merchandise.

Here's a bonus idea: In addition to nabbing the free toys, you should keep an eye out for the giveaways and contests that are nearly always going on at a fast food restaurant near you. The top prizes are enticing, such as cars, bikes and cash. But even if you don't win those (admittedly the chance is small), you have a VERY good chance of winning one of the smaller prizes, such as a coupon for a free meal.

9. Create “Collections” From Free Stuff Offered at Restaurants and Other Businesses

It's not just kids' toys that are collectible, in-demand and profitable. You can also collect free products from other businesses in your area and sell these products as a collection.

Examples:

- Ink pen collection.
- Fridge magnet collection.
- Calendar collection.
- Pen light or flashlight collection.
- Notepad collection.
- Mousepad collection.
- Mug collection.
- T-shirt collection.

And so on.

Another way to do it is to create a set by putting similar items together. For example, you can create an “office collection” by putting pens, notepads, calendars and mousepads into one set. Or you can create a “car collection” by putting together a flashlight, key chain, and tire pressure gauge.

So, how do you get your hands on these goodies?

- **First off, check your mail.** Many businesses send out freebies in the mail to both new and longtime customers.
- **Secondly, stop by the place of business.** Often they'll have freebies sitting on the counter (and/or they offer them in the bag when you buy something). If you see freebies and no one offers one to you, ask!

If you're like me, you like to do a lot of business online. But I've seen people get freebies just for doing business in person.

Example: Someone I know who recently switched auto insurance companies stopped in at a local office and was rewarded with a brand-new road atlas. Nice! And what a great items to sell.

10. Look for Promotional Packaging on DVDs

Because DVDs cost very little in terms of actual manufacturing costs, you'll often see that DVD sellers will toss in freebies with your regular DVD.

Examples:

- If you buy one Disney movie DVD, they might include another DVD movie for free!
- If you buy a DVD, you might find freebie or a coupon inside for another freebie, such as a TY Beanie Baby doll.

Another common promotion is to include a deep discount on multi-DVD gift sets.

Example: Let's say you want to order a couple seasons of Seinfeld on DVD to complete your Seinfeld collection. Instead of ordering a single DVD, look for the boxed sets since you'll essentially get some of the seasons for free. Since you'll then have duplicates in your collection, you can sell the freebies!

11. Shop Around for Deals on eBay®

If you're going to buy a product on eBay®, don't just grab the first one you see. Instead, shop around and look for freebie offers from merchants.

This is especially true of popular, in-demand items. Because there is so much competition, sellers will often offer some sort of bonus freebie to get you to buy from them rather than the competitor. If you're going to buy a product anyway, might as well purchase the one that gives you the freebie!

Example: I've seen sellers offer free Xbox games or extra controllers with the purchase of the gaming console. You can buy the console and sell the games and accessories!

Note: Some of these deals are offered to the highest bidder or buyer no matter what the final purchase price. Please note, however, that some of these deals can only be secured if the bidding reaches a certain amount.

Other examples include:

- Free cleaner brush with purchase of ancient coins.
- Free camera case and/or rechargeable batteries with purchase of digital camera.
- Free batteries with purchase of battery recharger.

Bonus idea: The freebies are a great incentive to purchase from a particular seller since you can turn a profit on those freebies when you sell them. However, you can make the purchase even sweeter by following these tips:

- If you're buying multiple products or related products, see if you can buy them from one seller. That's because most sellers will combine shipping costs to save you money.
- If you're purchasing an item on auction (rather than from a "buy it now" price of seller's store), look for auctions that have the item misspelled, have poor descriptions or poor pictures, or are mis-categorized. These items tend to get fewer bids, meaning you can secure a bargain for yourself.
- Ask for a freebie! Just as you might ask a seller at a flea market to toss in a freebie if you purchase one item at regular price, you can request that an online seller do the same thing.

12. Interview an Expert to Create a Product

Here's a way to get a valuable product in exchange for just a little bit of your time: Interview an expert and sell the text, audio or video product! Or better yet, you can create a series of interviews with experts that you can sell as a home study course (therefore commanding anywhere from \$50 to \$500 for the finished product).

Tip: You can do this with online experts, offline experts... or both!

If you're interviewing someone locally, just get yourself a digital voice recorder and meet the person for about an hour. If you're doing it with someone who doesn't live near you, you can record your telephone conversation using recording equipment you pick up at an electronics store. Otherwise, use a service like e-teleconferencing.com, which records the calls and sends you a downloadable MP3 file.

If you have a voice recording, you can edit it using [Audacity](#), which is a free audio-editing software. Ideally, you should also hire a transcriptionist (try [elance.com](#)) to turn your audio interview into a text product. That way you can offer the audio product, the transcripts or both to your customers.

Let me give you a few examples of experts you can interview and the types of products you can create:

- Interview your local veterinarian about how to keep your dog healthy and happy, including basic “maintenance” such as cleaning the ears, trimming the toe nails and inspecting the dog for fleas, ticks or other harmful pests.
- Interview a home improvement expert on video – and include demonstrations – to show how to do simple projects like retiling a floor.
- Interview a car dealer (or former car dealer) to reveal “secrets your car dealer doesn’t want you to know.” This interview would teach listeners how to save money on their next car deal by avoiding unnecessary fees and negotiating with the dealer.

As mentioned, you can also interview a series of experts to create a larger product (with a higher perceived value). There are two ways to do this:

1. Ask experts with different areas of expertise to do an interview (or write an article) on that specific area of expertise.

Example #1: Let’s say you’re creating an online marketing product about traffic-generation. You could interview one person about pay per click marketing, interview another person about attracting affiliates and joint venture partners, interview still another person about search engine optimization... and so on.

Example #21: Let’s say you’re creating a product about training a dog. You could interview one dog expert on how to teach a dog to sit, ask another expert about teaching a dog not to jump on people and ask still another expert how to reduce separation anxiety.

Example #3: You’re creating a product about how to save for retirement. You could interview one expert about creating a budget, interview another expert about reducing debt and interview still another expert about how to invest money.

Bottom line: When you're finished with your interviews, you'll have a complete course with different "chapters" on related topics.

2. The second way to create a product with multiple experts is to choose experts who have slightly different viewpoints and ask them the SAME question.

Example #1: Let's suppose you're creating a weight-loss product. You could ask ONE question, such as, "What's the quickest yet safest way to lose ten pounds?" Then you could recruit a variety of experts to answer the question, such as a bodybuilder, a low-carb expert, a nutritionist, an herbalist and so on.

Example #2: Another example: You're creating a product about online marketing. You could ask a dozen or so online marketers the best way for a beginning marketer to get started online with a \$100 budget.

Example #3: Final example: You're creating a product about easing back pain. You could ask a series of experts the best way to take care of a sore back. Your experts might include a chiropractor, an acupuncturist, a doctor, a physical therapist and similar professionals.

Here are a few tips to help you land these interviews:

- ➔ **Keep it short and easy.** Most experts will happily agree to the interview, provided you don't take too much of their time. As such, make sure that your interview lasts from 30 to 45 minutes, one hour tops.
- ➔ **Answer "WIIFM."** Most people you talk to will be flattered by your request for an interview. Nonetheless, you need to answer the question, "what's in it for me?" In most cases, you're offering your interviewee exposure and publicity. That means you should let your guest expert pitch his or her products and services at the end of the interview.
- ➔ **Prepare your guest.** If you're doing an audio interview, you should give your guest some indication of what types of questions you'll ask. You don't want to create a "scripted" interview (as that will sound unnatural). However, your guest will be more relaxed if he at least knows the general topics you might cover.
- ➔ **Double dip.** Finally, the point of doing these interviews is to create a product you can sell. However, if you're doing an audio interview, then keep

in mind that many people in your niche would be happy to pay for live access to a teleseminar. And that means you can sell the live call as well as the recordings!

If interviewing experts doesn't sound like something you want to do, read on for another way to get an "almost free" information product...

13. Hire a Ghostwriter to Create an Information Product

I can just hear you saying, "But Jimmy, *hiring* a ghostwriter means I have to put some money down. That's not free!"

And you're right.

You got me on a technicality. But this is such a great idea that I just had to include it, even if do you have to make a small investment.

Here's the thing...

It does cost money up front, yes. But after you've sold a few products and recouped your initial investment, the product is essentially free after that. You can sell copies over and over again without incurring any more expenses!

Example: Let's say a ghostwriter creates a product for you for \$500. And let's say you intend to sell this product for \$50. By the time you've sold your 11th copy, you're already pocketing a profit! And it's completely "free" to sell your ebook or other information product from that point on!

Here are the "**4 P's**" of putting together a product with the help of a ghostwriter...

- 1) PLAN your product.** If you want to almost guarantee yourself a successful product, then choose a product that's already selling well in your niche. Since you plan to sell it on eBay®, run a search on the auction site to see what other information products are currently selling well (check the past auctions).

Tip: You can also search other marketplaces like Clickbank.com to see what types of ebooks and reports are currently selling well. If they are selling well across the Internet, they'll probably sell well on eBay® too.

2) PUT together a list of possible freelancers. Once you know your topic, then it's time to look for ghostwriters. You can search the following places:

- Popular freelancing boards, such as www.getafreelancer.com, www.guru.com and www.elance.com.
- Marketing and business forums where freelancer writers tend to congregate, such as www.warriorforum.com and the www.wahm.com forum.
- Ask your colleagues, especially on business and marketing forums.
- Search Google for "ghostwriters" and "freelance writers."
- Look offline, especially on college campuses where you can find good writers (English majors) willing to work at a reasonable rate. (Tip: Place flyers on English department bulletin boards or place an ad in the university newspaper.)

3) PERFORM a background check. Once you've put together a potential list of freelancers, you need to pare your list down to the best choice.

You do this by:

- Checking the freelancer's references.
- Reviewing the writer's portfolios and samples. If you don't see a sample piece of writing on a related topic, ask for one. Ideally you'd like to work with someone who's already familiar with the topic.
- Search Google for the writer's name, email address, website and other known information to ensure this person has a good reputation online. Be wary if you see complaints from former clients.

4) PICK your freelancer and get started!

The previous step should narrow your list, at which point you can choose the freelancer who's style, professionalism and price you like best. Ideally, you

should sign an agreement that spells out the scope of the project, delivery deadlines and payment terms. After that, the two of you can get to work!

Tip: eBay® used to allow sellers to sell downloadable information products. That's not true any more. As such, you'll need to burn your product onto a CD and ship the product to your buyer.

If you charge enough shipping and handling to cover both the cost of the postage as well as the cost of the CD, then whatever amount you sell the product for is pure profit!

In addition to making money selling the actual product, there are a couple other ways you can make money with your product on eBay®,:

- a) **Make money on the backend.** If you put affiliate links in your information product, then you'll make money whenever one of your customers buys anything by clicking on the links in the product.
- b) **Sell resell rights to the product.** Another way you can make money is by selling the rights to other marketers on eBay®, meaning they get to sell the product and keep the profits. This idea lets you make money up front from people buying licenses, but you also make money on the backend from your affiliate links!

14. Visit Trade Shows for Free Samples

Trade shows and expos are full of vendors sitting at booths selling products. But because these vendors are also looking to build mailing lists and entice first-time customers, these are also great places to pick up freebies. Indeed, a recent running expo I attended was full of vendors giving away a variety of products!

Note: Many of these trade shows are free. Some of them have a small admission at the gate. If you are going to attend the show anyway, then the admission really isn't a concern.

To find trade shows and expos in your area, just scan the local paper on a weekly basis.

You'll find some shows that are held annually, such as boat shows, horse shows, hunting and gun shows, computer and technology shows, home improvement expos and similar.

If you live in a “convention city” such as Las Vegas, then you can probably find a trade show or expo to attend on a near-weekly basis.

15. Buy Group Quantities to Get Freebies

This tip applies to a wide range of products, services and events... and it includes buying group quantities up front as well as multiple products over time.

Examples:

- Many businesses have “punch cards” to promote customer loyalty, where you purchase X number of products and then you get one free. For example, a pet supply store might offer a free bag of dog food for every 10 bags purchased. You can sell the freebie!
- Event organizers and travel groups often give free tickets if you buy in bulk. For example, a youth pastor I know recently purchased group tickets to an event and got two tickets free. These free tickets can be sold for a profit!
- Some service businesses also offer a buy X, get one free deal. For example, an automotive oil and lube place might offer a “buy three, get one free” deal on oil changes. Once you’ve purchased your third oil change, you’ll get a gift certificate for a free fourth oil change. You can sell the certificate!

16. Join a Book, Music or Movie Club

You’ve seen the deals: If you join a book, music or movie club, you get to pick out 12 products for just one penny (plus shipping and handling). You can join these clubs and then sell your one dozen freebies.

Tip: The “catch” is that you must agree to purchase a half a dozen products or so at the regular club prices (plus shipping and handling). Be sure to read the fine print thoroughly so that you know your purchase obligations.

However, if you buy these products anyway, why not get them through the club to get the freebies? What's more, these clubs often run specials, meaning you can satisfy your purchase obligations by getting the products up to half price!

Here are some of the most well-known clubs that offer freebies:

- www.columbiahouse.com – most known for it's music club, but Columbia House offers a movie club as well.
- www.doubledaybookclub.com – well known book publisher has its own book club.
- www.bomc2.com – book-of-the-month club.

Please note that these clubs don't always have the special running. Keep checking their websites or join their newsletter lists if you don't see the "X products for a penny" deal. Also, keep an eye on popular publications such as Reader's Digest, as you'll see these clubs' ads in the magazine.

17. Haul Away Other People's "Junk"

Earlier I suggested that you could visit yard sales and offer to haul away the rest of their merchandise for free (or you can offer a small amount for the whole lot). However, some people have a lot of junk... but they have neither the time nor the inclination to clean it out of their garages, sheds and basements.

That's where you come in. You can offer to clean out other people's sheds, yards, basements and garages for free (but you get to keep the stuff). This is particularly attractive offer for elderly people, busy people, those who aren't able-bodied, and those that don't have a pickup to haul things away.

In order to get your phone ringing, you'll need to create a few advertisements. You can place classified ads in your local paper as well as on Craigslist.org. You can also hang flyers in your neighborhood (with permission) in well-traveled places like the grocery store, bus stop, laundromat and similar places.

Tip: Once you start getting "clients," leave flyers or business cards with them and ask them to tell their friends about your service.

Instead of cleaning up the sheds, garages and basements yourself, you can offer to haul away one pickup load for free. You simply park your pickup for a few hours at the person's house, they fill it with stuff they don't want, and you haul it away.

Alternatively, you may charge a small fee for this service. At a minimum you can charge the fee that the local landfill or dump charges to accept a pick up load of "junk." You can also charge a fee for your gas and time.

If you choose to go this route, then give estimates based on what type of "junk" people want hauled away. If they want you to haul away things that are truly worthless – stuff that you don't want either – then you can charge enough to fully cover your time and gas.

On the other hand, if the home owners are asking you to haul away things you can resell (like furniture, scrap metal and the like), then you can offer your services for free or for a very small fee.

Below are a few example ads you can modify and use. Be sure to test multiple ads to see which ones give you the best response.

Sample Ad #1 (free)

Free junk removal and hauling! I'll haul away your scrap metal, old TVs, appliances and other items for free. Call [name] now at [phone number].

Sample Ad #2 (free)

Free appliance, scrap metal and furniture removal! Why pay to have someone to do it when I'll do it for FREE! Call [name] now at [phone number] to set up an appointment.

Sample Ad #3 (small fee for hauling)

Do you have heavy items you need to get rid of, such as appliances, furniture and scrap metal? Let me do the heavy lifting and hauling away for an almost unbelievable low rate – call [name] now at [phone number]!

Please note that you'll probably get some heavy and big items, such as appliances, scrap metal, old TVs and similar. Obviously, it's difficult to sell these items on eBay®, unless you're selling locally (using "pick up only" instructions).

If that doesn't work, then you can sell the big and heavy items locally, perhaps through [Craigslist.org](https://www.craigslist.org) or by hauling the items directly to a scrap metal dealer. Then you can use the cash to purchase items to sell on eBay®.

Bonus Tip: You already know that people who run yard sales will often give away the leftovers for free. But did you know that thrift stores do the same thing? Most of these shops have a "free box" (which usually includes mainly books). You should visit these stores regularly and develop relationships with those that work there. That way, they'll call you when there's something good in the "free" box!

18. Use Your Skills to Get "Free" Products

If you have more time than money, then one of the best ways to get sellable products for "free" is to trade your skills and time for these products.

Let me give you a few scenarios:

Scenario #1: Do you have graphics, web design or copywriting skills? Businesses in your neighborhood need these services. Instead of offering these services for cash, you can offer them for products instead.

Example: You can score "free" gift certificates from restaurants, free hair-care products from a beauty salon, free antiques from an antique dealer and free auto products from a auto parts and supplies store by trading your services for their products. You can then take these "free" products and sell them on eBay®!

Scenario #2: Take pictures and sell the "stock photos" online. You don't even need an artist's eye in order to make money with your photos. That's because bloggers and marketers all over the 'Net need simple pictures of everyday items to help make their sites more attractive.

Example: A fitness blogger might need a simple picture of a dumbbell or a weight bench. A travel blogger might need pictures of mountains, beaches and well-known landmarks and tourist attractions (like the Statue of Liberty, the Grand Canyon or Mt. Rushmore). A business might need pictures of office items such as computers, printers and conference rooms.

Since many website owners have recurring needs, you can put together photo collections or “themes” such as churches, landscapes or dogs.

You can take these simple photo collections and sell them as “stock photos” on eBay®!

Tip: Alternatively – or in addition to eBay® -- you can load your photos onto www.bigstockphoto.com or www.istockphoto.com and get paid any time someone purchases them. Then you can use the cash to purchase other items you can sell on the auction site!

Scenario #3: You can sell other people’s stuff on eBay for a cut of the profits (e.g., you’re selling their items on consignment). It’s like getting products for free, because it doesn’t cost you anything up front. At the end of the sale, you get to pocket anywhere from 10% to 25% of the final price!

To get clients, all you have to do is hang flyers around town and place ads in your local paper (as well as on Craigslist.org). While you can sell most anything, you’ll probably do best if you just sell products that you know the most about (such as certain antiques, books clothes, etc).

Here’s a sample short ad (that doesn’t mention eBay® specifically, but you’ll fill people in on the details when they call you):

Get top dollar for your old books! Call [your name] now at [phone number] to find out how to turn your books into money in the bank!

Here’s another example ad (this one mentions eBay®):

Would you like to turn your old clocks into cash on eBay®, but you’re not sure how? Let me do all the work for you! It’s easy, fast and profitable! Call [your name] now at [phone number] for the details.

19. Attend Grand Openings and Other Promotions

Check your local newspaper regularly to look for business grand openings, grand re-openings and celebrations such as summer “tent sales.” Businesses tend to hand out freebies, samples and “advertising specialties” at these events (i.e., merchandise that’s stamped with their advertising, such as a yard stick, a fly swatter, mouse pad, or a fridge magnet).

Also, you’ll note that certain types of businesses in your neighborhood tend to hand out free merchandise regularly.

Example: A music store might hand out promotional merchandise – such as caps, t-shirts, CDs and posters – to help advertise an upcoming concert for a local rock band.

Tip: Local radio stations and music stores may give away a couple CDs during contests for large, well-known bands. However, small bands may give away dozens or even hundreds of CDs to radio stations and music stores in hopes of getting new fans to fill the concert seats. As such, you stand a great chance of getting your hands on a free CD from a local band.

Now, a CD from a relatively unknown band might only be worth a few dollars on eBay. But here’s an idea: Get the band to sign the CD and hang onto it for a few years. If the band “makes it big,” you’ll have hit the jackpot!

20. Sell Mother Nature’s Products

Whether you go on hikes in the woods or just take the dog out for a walk around town, your path is very likely littered with free stuff from Mother Nature that you can sell on eBay®!

It’s quite possible that you’ve never even noticed the potential for profit that you step over every day. And that’s because you’re so used to it! For example, someone who lives on the beach can pick up driftwood and shells any day of the week. Meanwhile, someone sitting in Tucson, Arizona would be happy to pay for those same items!

Here are some items you may consider picking up on your next walk:

- **Interesting rocks**, such as agates, fossils, arrowheads and other in-demand rocks. Even small, colorful rocks can be sold to fish enthusiasts for their fish tanks.
- **Diamonds and minerals.** If you're lucky enough to live near a mine that's open to the public (like Arkansas' "Crater of Diamonds" park), you can pay the small admission to go dig for diamonds. You can keep everything you find and sell it on eBay®. While most diamonds will be small, it seems every few years someone pulls up a diamond worth big bucks!
- **"Buried treasure."** If you have a metal detector, search your land and ask for permission to search other people's lands. If you live in certain areas – such as where major Civil War battles took place – you can unearth many highly sellable items such as belt buckles, buttons, and bayonets.
- **Pine needles and pinecones** (buyers tend to prefer either very large or very small cones for their craft projects).
- **Shells, driftwood and other beach finds.** People who own fish love to drop these sorts of items at the bottoms of their fish tank, while crafters and artists can use them to create works of art.

Bonus Idea: If you're a crafter or artist, you can turn all these items into artwork first and then sell the finished piece on eBay®!

21. Open a Bank Account for the Free Gifts

So far you've learned 20 proven ways to get free stuff to sell on eBay®. If you put those tips into action, you'll be pulling in a profit almost immediately. Sounds like a great time to open a new bank account to store all that cash! And best of all, if you shop around you can find a bank who'll give you a freebie for opening a new account!

Check your local banks first. Some offer products like coolers, steak knife sets, restaurant gift certificates and even small appliances like microwaves. Online you can most commonly find cash-back bonuses, such as ING's \$25 cash-back offer as well as items like gift certificates and hotel stays.

Tip: If your friends are going to open a bank account too, ask about referral bonuses! Some banks are known for giving referral bonuses and gifts, such as ING which offers \$25 to you when you

refer a friend. In other cases, if you're a long-standing customer of a local bank, ask if you can get the "new customer" freebie if you refer a friend. Many banks will be happy to accommodate you.

22. Unearth Freebies in Google

Here's an easy way to score freebies: Just go to Google, type in "free" and see what sorts of products come up. You can also run searches for "free samples," "freebies," and "free products." Just now when I did a few similar searches, I found free sunglasses and free skin care products.

If you have a particular product or sample in mind, run a search for "free [type of product]" (such as "free sunglasses").

Tip: If you run a general search (as opposed to searching for a particular product), you'll notice that many of the top search results are for sites whose purpose is to list these freebies. You'll learn more about these sites in Tip #27!

23. Register for Free (But Popular) Ticketed Events – and Sell Your Ticket

There are certain events that require a ticket due to limited seating, but the event itself is free. And if the event is really popular so that all the tickets get snapped up, you'll soon see ads popping up on eBay® selling these tickets (sometimes for hundreds of dollars). If you can score one of these free tickets, that's easy money for you!

Let me give you a couple real examples from the past:

- When singer Michael Jackson died, over one million people tried to claim a pair of free tickets to the funeral. Those who were lucky enough to get a ticket started selling the second ticket for hundreds of dollars.
- Sometimes popular political rallies and debates can put a profit in your pocket. For example, the historic debate in 2008 between presidential candidates Hillary Clinton and Barack Obama was

free, but only to those who had tickets. Naturally, the tickets sold for big bucks online.

So how do you get your hands on these tickets?

Most of the time, organizers use “lotteries” to award tickets to popular events. That is, everyone who participates has an equal chance of winning a ticket.

In other cases, it’s first come, first served. Bring a book or some work and stand in line for a few hours – it’s worth it if it’s a high-demand event!

Tip: If it’s a REALLY popular event, then you’ll probably see people camping out to get tickets. Maybe it’s worth it if you can sell the tickets for hundreds of dollars. But if camping out doesn’t sound like a good time to you, no problem! You can hire a local high school or college student to camp out for you!

24. Cruise the Neighborhood on “Clean Up” Days

Some neighborhoods have annual spring “clean up” days where residents are instructed to leave their large “junk” items at the curb so that the city can pick them up for disposal.

You’ll see people throwing away furniture, TVs, computers, appliances and similar items. Since these items are destined for the trash, they’re free for the taking if you get there before the trash collector does!

If you live in a “college town,” consider yourself lucky. That’s because the last day of school becomes a paradise for those looking for curbside “treasures.” Since many students leave the city for the summer – and all they have is a car – they can only take whatever they can carry. As such, they end up leaving many large and valuable items at the curb such as tables, chairs, living room furniture, appliances, rolls of carpet and even bed frames, mattresses and futons!

As usual, if you can beat the trash collector to the curb, these items are yours... free!

Tip: This spring event tends to last for nearly a week – from a few days before school ends to a few days after the last day of classes. Generally, the two most popular days are the final days of classes and the day after. Just cruise through the housing that surrounds the campus and you’ll see plenty of stuff at the curb.

Also, check the college calendar to find out when dorm residents need to be out of the dorms. On the last day you'll likely find the most "treasure."

25. Look in Your Own Garbage Can

Some people get so excited about finding curbside treasures that they forget to look in their own garbage cans (as well as the neighborhood dumpster). Indeed, most people throw away things that others are willing to pay for (one person's trash truly is another's treasure).

Let me give you a few examples:

- Beverage cans. You can sell aluminum cans to scrap metal dealers. And if your household drinks a lot of soda or beer, all you have to do is crush the cans and put them in a separate bag. That's easy money (which, as usual, you can use to buy products to sell auction off).
- Bottles. Check your glass and plastic bottles, as some states pay a small amount for each bottle you bring to a designated recycling center.
- Other glass jars and bottles. This includes everything from beverage bottles to Mason jars to baby food jars. Simply take the labels off and sell them on eBay®. They can be sold as storage items, collectibles, craft items and even vases.
- Magazines. If you have old magazines - especially a collection, or single issues from important dates - sell them!

If you have a new magazine that could become a collector's issue (i.e., it includes a big, historic headline), save it in an airtight bag and keep it in a cool, dark and dry place. This could be worth money some day.

Finally, if you just have regular (recent) magazines where you don't think it's worth selling the issue, then go through and cut out the pictures. You can then sell these pictures as "collage sets" for crafters and scrapbookers.

Example: You can create a "vacation set" by cutting out pictures of beaches, mountains and other vacation spots. Or you can create a

"celebrity set" by compiling various pictures of a single celebrity and selling it as a set.

- Old buttons. No, you won't make a fortune selling just one button (unless it's something special, like a jeweled button or a button from a Civil War uniform). However, you can gather up a collection of your old buttons and sell them to crafters.
- Old or broken jewelry. You've probably seen the "cash for gold" ads on TV and elsewhere. But even plain jewelry (like sterling silver) can bring money from crafters and artists who are interested in restoring and selling old pieces.
- Tins, cigarette boxes, etc. Some of these items are collectibles (especially if they're old enough to be antiques). But even new tins - like those you get with Altoid mints - are sellable. That's because crafters like to buy these sorts of items.
- Junk mail. Some of your junk mail may include coupons and certificates, which other people will buy on eBay®.

However, here's another idea: Create a "swipe" file for marketers and copywriters. A swipe file is a collection of whole ads and sales letters or just parts of sales letters (such as headlines or guarantees). Marketers looking for inspiration often turn to swipe files and "model" the best parts of an ad.

Naturally, it's time-consuming to create such a file. What's more, even those who create a file won't have access to all the ads that land in your mailbox. And that means you can sell the original collection of direct mail letters or, where permissible, sell the scanned versions on a CD.

Tip: Ask your friends to give you their junk mail as well. In addition, you can get on mailing lists by requesting catalogs. If you actually buy something from a catalog, it won't take long for your name to get sold... and you'll get even more junk mail.

When in doubt, run a "closed auction" search on eBay® to see if similar items sell at auction!

26. Find Free PLR and Resell Rights Products to Sell

Naturally, you can write your own information product, burn it onto a CD and sell it on eBay®. But if you're not a good writer, if you don't want to hire a ghostwriter, or if you think that sort of project would be too time-consuming, there's an alternative. Namely, you can find free PLR (private label rights) or resell rights content and sell these products instead.

Tip: Resell rights content is content you sell as-is to a customer (but you can't pass on the rights to others). Master resell rights content is when you have the right to sell both the product as well as the rights. Private label means you have the right to edit the content as you see fit and then sell it.

Just run a search for "free PLR," "free content," "free private label rights content" and "free resell rights products" to find content writers offering free content. Usually you just need to provide an email address in exchange for the content.

However, be sure to read the TOS (terms or service) to make sure that the content truly is PLR or resell rights content. In other words, check carefully to ensure you have the rights to sell the product. And if you intend to modify it, be sure you have the private label rights. When in doubt, contact the product creator to be sure.

Tip: If you do get your hands on free PLR content, then it's worth the small amount of time it takes to modify it to make it unique. That's because most people will use the content as-is, so the market will likely be saturated. But just spend an hour or so adding examples, rewriting the introduction and conclusion and tweaking it to make it unrecognizable from the original, and you'll have a unique product with NO competition!

27. Visit Freebie Sites Online

Earlier I mentioned that a search for "freebies" or "free products" will result in you unearthing sites that cater to those looking for free stuff. Below you'll find a short list of some of the best (and most reputable) of these types of sites.

Some of these sites are focused on listing the top freebies available all over the 'Net (and offline too). For example, if you find that a company is offering free samples of diapers or laundry detergent, you can post about it on their forums.

You'll also find sites below that allow people to list their free stuff (such as appliances, furniture, toys, electronics – you name it). In most cases, people just leave the stuff in a designated area, such as at their back gate, on their steps or next to their garage. It's free to the first person who picks it up (or the first person who calls to claim it).

Here then are the best sites:

- www.craigslist.org – This is a classified ad site where anyone can place an ad. check the “free” and “barter” sections in your city for ads from people who are giving stuff away.
- www.freecycle.com – This site is also organized by community, and it's a place for people to give away stuff they no longer want. Note that you'll also see related, more specific sites listed on the home page, such as www.babyfreebies.org.
- www.totallyfreestuff.com – This site focuses mainly on freebies and samples from companies, such as free shampoo, free gift cards, free magazine subscriptions, etc.
- www.freestuff.com – Another site that focuses on company freebies, such as free bags of cat food, grocery gift cards and similar.
- www.freegrabber.com – Here's another site that lists the best freebies and trials from companies.

Bonus Tip #28: Get Autographs from Famous People

If you live in a city that's crawling with celebrities (like Paris, New York or Los Angeles), then you can stake out the celebrity “hot spots” and see if you can snag yourself an autographed poster, picture, CD or book.

But even if you don't live where there are a lot of celebrities, you can still get these autographs. For example, just attend concerts, book signings, celebrity golf tournaments and other events where you're likely to come in close contact with celebrities.

Tip: Take a picture of the person signing the item as proof that the signature is authentic.

The price you'll get for the autograph depends on the current market value. You can check the closed auctions to see which celebrities command the highest prices.

In general, however, you'll get the highest prices from celebrities who are:

- Currently extremely popular.
- Dead (especially recently deceased, as there will be a surge in demand).
- Getting a lot of press, perhaps due to a scandal.
- Or a live celebrity who's known for giving out very few autographs (i.e., it's hard to get a signature).

Conclusion

There you have it – 27 proven ways to get free products, collectibles, antiques and other “stuff” that you can sell on eBay®, Craigslist, flea markets, yards sales or other locations for a tidy profit!

Let's quickly recap just a few of these methods:

- **Free merchandise:** If you're going to a ball game, go on the night where they're giving out free seat cushions, clothes, flying disks or other products! Or head to a grand opening celebration to nab all the free merchandise the new business is giving away!
- **Trash to treasure:** You can haul stuff out of people's basements and away from their yard sales for free... and in exchange you get to keep the “stuff!”
- **Mother Nature's freebies:** You discovered how others are willing to pay for the stuff you step over every day outdoors, such as pinecones, sea shells and driftwood!

And much, much more. Indeed, if you started today and just put a few hours in, by the end of the day you could have dozens of freebies either in your hands or coming in the mail.

And that's why I suggest you get started immediately while your enthusiasm is still high. The worst thing you could do right now is close this book and tell yourself you'll do it "tomorrow." You know what happens next ... you forget about it. And these strategies won't make you a dime if you never take action. So go ahead and take action right now.

If you don't know where to start, then let me make a suggestion: Go to [freecycle.com](https://www.freecycle.com) and [Craigslist.org](https://www.craigslist.org) today to find freebies in your own neighborhood. By the time you go to bed tonight, you could not only have your first freebies in hand, you could already have them up on auction! !