Mom Comes Home

By Robin J. Elliott

How to Create Financial Independence, Working From Your Home, with Little Time, No Cost and No Risk

for your children’s sakes

www.MomComesHome.com

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This book is dedicated to my amazing daughter, Sacha

Sacha and Joseph

Disclaimer

The advice contained in this material might not be suitable for everyone. The author designed the information to present his opinion about the subject matter. The reader must carefully investigate all aspects of any business decision before committing him - or herself. The author obtained the information contained herein from his own personal experience, but he neither implies nor intends any guarantee of accuracy in every application. The author is not in the business of giving legal, accounting or any other type of professional advice. Should the reader need such advice, he or she must seek the services of a professional. The author particularly disclaims any liability, loss or risk taken by individuals who directly or indirectly act on the information contained herein. The author believes the advice presented here is sound, but readers cannot hold him responsible for either the actions they take or the result of those actions.
Testimonials

It is with pleasure that I provide this reference commendation of Mr. Robin Elliott. I do this without any hesitation or equivocation. Mr. Robin Elliott is honest, a man of integrity and an advisor “par excellence.” He is a superb man of integrity and a most innovative entrepreneur. I have spoken with others about Mr. Elliott and they share this assessment of Mr. Elliott. If you wish to contact me for further information, please do so. - **Dr. Sam Sussman, Ph.D., Fellow Royal Academy of Medicine in Ireland Assistant Professor of Psychiatry, The University of Western Ontario, World Association of Medical Editors (WAME), President and CEO Physicians Canada**

“If I use and apply the information from this Bootcamp, I conservatively expect to make $100,000 more per year. What an exciting introduction to Joint Ventures!” - **Faye R. Davis, PhD. Defense Logistics Agency Chair, Professor of Logistics: National Defense University, Industrial College of the Armed Forces, Fort McNair, DC**

One of the best seminars I have ever attended! Robin bypasses all of the "fluff" and provides realistic steps to achieving financial success! A very inspiring day! **Ken Uzoaba - Ottawa, ON**

Wow! If you think the Joint Ventures Bootcamp is the same old sales pitch type seminar, you're wrong! Robin J. Elliott is a refreshing educator full of magic tricks to open your mind to the amazing possibilities of joint venturing. The only thing you need then is to take ACTION to create whatever you can DREAM. **Judy Whitelock - DoorKnobAds - Ottawa, ON**

I found that what I did not know is costing me money! It can and will be the reverse - I will be making money helping others have customers, have solutions and have opportunities which is in line with my life values. WIN-WIN-WIN-WIN and spreading abundance to everybody involved in our joint ventures. It was a very comprehensive presentation and I got a lot of value from it and the people I met there. Thank you and I will be back! **Diane Desjardins - Solution Dig Inc. - Montreal, QC**

This is by far THE BEST seminar I've been to in a long, long time. Rarely do I leave an event with my mind overflowing with ideas on how to make money and increase my business. My brain felt about 100 times bigger at the end of the day! The best part about Robin's ideas is that once you set them up, they just keep on paying you... creating PASSIVE income streams. HIGHLY recommended! - **Paul Blacquiere - Spirepoint Properties - Ottawa, Ontario**

“Excellent. This has not only radically altered my expectations of my own business but also how I define exactly what my business is and what my earnings opportunities truly are. Worth $100,000 plus.” ~ **Michael Dunn, Owner, Esprit Communications. New Westminster, BC.**
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“The starting point of all achievement is desire. Keep this constantly in mind. Weak desires bring weak results, just as a small amount of fire makes a small amount of heat.” ~ Napoleon Hill
**Whom is This Book For?**

The DollarMakers Mom Comes Home Campaign was designed for any Mom who wants to work from home and raise her children herself, any Mom who wants to have the time and money to contribute to the support, education and caring of her children at home. This is applicable to any woman who wants to work from home to raise children, even if those children are not her own. Moms who are currently working in conventional jobs can use this information to segue from their jobs into full time self-employment from home as well.

There are three definite requirements here. First, it’s no good working from home but not earning enough money. Joint Ventures allow Moms to earn an unlimited amount of money. Second, it’s no good having tons of money but no time for the children. Joint Ventures take very little time and you can have maximum flexibility. Third, risk, overhead expenses and the necessity to sell stuff is not part of the deal here. As a Joint Venture Broker, any Mom can work from home without inventory, selling, downline, overhead, leases, risk, cost, a boss, employees, licenses and leases, franchise fees or any other fixed expenses.

Our goal is to help stay at home Moms to accomplish financial independence and freedom, while having enough time with the children they love. If you’re a grandmother raising children, a stepmother, a single parent, or an older child raising younger siblings, this book can change your life. But you have to apply the principles and put some work into it so that you can learn the process, especially in the beginning – this is a new skill and, like learning to ride a bicycle, you have to persist and put some time into it until it becomes second nature. We have provided you all the information you need in this book and shown you how to get even more information.

Finally, we realize how important it is to have the support you need, so that you don’t feel like you’re all alone at home with nobody to help you. So we have that taken care of as well through our DollarMakers Joint Venture Forum Membership option.

I have been a single parent, I married a single parent, we have raised a stepfamily, we have grandchildren, and we have done Joint Ventures and taught them internationally for twenty years. We have done what we teach, and we understand where you are coming from. (When I say, “We”, I speak of myself and my amazing wife, Rika Elliott, who was a school teacher for seventeen years, lectured at Teachers Training College and specialized in Minimal Brain Dysfunction, until we stated doing Joint Ventures.)

A year ago, my wonderful daughter, Sacha, to whom this book is dedicated, gave birth to a baby with Downs Syndrome. That is what inspired me to start this Campaign. Rest assured we care about your success and we want you to be able to choose when you spend time with your children, what kind of education and lifestyle they will have, how they will be raised and what quality of life your family will enjoy. All this costs money, and Joint Ventures is your vehicle for making all the money you want.
The Concept

This e-book is designed to help Moms to stay at home with their children while they earn an income. Whether you have a job or a business or not, whether you’re an unemployed person, the CEO of a large company, a salesperson or cleaning lady, a cop, an entrepreneur, a waitress, a retired person, a teacher or a taxi driver, I will show you how you can make a great living, working from home, with very little time and no cost or risk.

Here’s the best part: You can do this faster than you might think. And you can do it regardless of your age, background, circumstances, education, experience or financial situation. There is no excuse or reason why you can’t use the amazing power of Joint Ventures to accomplish financial independence and the freedom to enjoy the dignity, self-respect, quality of life and peace of mind that comes with having enough money.

I have been doing Joint Ventures internationally for twenty years and I have worked with every kind of business and with people from every walk of life, in Africa, Canada and the United States. I know what you need to know in order to reach your financial goals through the use of Joint Ventures. I have all you need to succeed. You don’t need money, a database, connections, a reputation or qualifications to make good money from Joint Ventures. What you do need is to understand how this JV mindset works. You need to understand the concept of money and value and you need to take action. And because there’s no risk, no cost and no selling involved, it doesn’t matter when it doesn’t work.

Many women are working too hard, too long, for too little, and they feel they are missing out on time with their children. They’re right. They are selling their time like slaves to employers, or they’re in their own businesses, still selling their time. Their time should be with their children. Doing things that are important. Cleaning, cooking, having business meetings, filing, driving and waiting tables is less important than spending time with your children. You can have all the flexibility, time and money you need through Joint Ventures.

Everything you need to do JV’s is already available to you through someone else – time, money, credit, access, resources, vehicles, inventory, equipment, skills, education, distribution – everything. You don’t have to buy it, lease it, borrow it or beg for it – it’s already available to you. You can make money from any business, anywhere in the world – there are no limitations on how much you can make or how fast you can make it. You live in a world of abundance. This is not some network marketing proposal or some kind of pyramid scheme – it’s a legitimate business and big business has used Joint Ventures ever since business began. It’s not new – it’s just new to you.

We don’t have money problems – we have THINKING problems. When you change the way you think about business, you will make different choices, take different action, and get different results. You have been programmed to sell your time and create linear income. You have learnt that you have to work hard, long hours, and take risks to make money. That belongs to the Agricultural and Industrial Ages. We are now in the Information Age, so time is no longer an issue. You can take advantage of the
opportunities all around you. And you don’t have to be a techie – you can work at any level with any business, be it high tech, low tech, slow tech or no tech. I will show exactly how to do JV’s in this book. Please note that no book can take the place of a Mom Comes Home Workshop which you physically attend for a whole day.

**What is a Joint Venture Broker?**
A JV Broker is a dealmaker. They are not salespeople. They make money by solving problems and connecting supply with demand. They build a bridge between the buyer and the seller and they earn a commission on all the ongoing, resulting business, like a Toll Booth on that bridge. Every time a car goes over (a transaction takes place), they make money.

Think of yourself as a physician. When you visit the doctor, she doesn’t start telling you all about herself and her qualifications, her kids, her problems and her latest boyfriend, does she? No – she asks you about your pain, your concerns, your problems and your goals, and then she prescribes a solution, doesn’t she? And that’s how she makes her money – by listening carefully to what you want and then directing you to the solution. That’s why JV Brokers are not salespeople – we’re problem solvers. We get paid in direct proportion to the amount of problems we solve and people we help.

Zig Ziglar said, “You can get anything you want out of life, if you’re prepared to help enough other people to get what they want. The more people you help, the more money you make. And you’re using EXISTING resources, so you don’t need to take risks, carry inventory, understand the details or accounting or anything like that – you just link people with solutions, and the person providing the solution pays you.

In this way, you create multiple sources of passive (recurring, repeat) income. That gives you security and builds wealth for you. You don’t have to quit your job or give up your business. If you have a business, JV’s can help you build your business very fast. If you
have a job, keep your job and start learning to do JV’s, build up your JV income until you’re ready to quit your job. JV’s don’t take time – they just take practice and understanding. As in the learning of any skill, it takes some work, practice, and mistakes in the beginning to get used to this powerful moneymaking system, so you have to take action and try until you get it right. But when you do get to understand this, you will never need a job or want a job again, and you will never do business again in the same way. Remember, I don’t care if you’re fresh out of prison, laid off from your job, a rehabilitated drug addict, an unemployed ballet dancer, a frustrated company director or simple a bored Senior – this stuff WORKS.

Money and Value

In a Capitalist Society, we get paid for the value we create. Here’s a good example. If you meet a man dying of thirst in the blazing hot desert, and you offer him water, he’ll pay a lot of money for it, and he doesn’t care about who you are, what your qualifications are or how old you are. He will pay you for the water to quench his thirst. He will probably NOT pay you for a new fireplace or a new necktie. You get paid for solving his problem. If you helped a thousand thirsty people get the water they wanted, and you got paid fifty cents per bottle of water by the company that supplied the water, you would make some money. Bill Gates got rich by helping many people to use computers. If he only helped twelve people, he wouldn’t be so rich, right?

What does every business want? SALES. That’s right. They want to sell their products and services. How do they get those sales? They pay for advertising, which is very risky. If it works, they make some money. If it doesn’t, they lose money. They pay salespeople. If the salespeople don’t sell, they still get a salary. They try expensive consultants and coaches and they attend seminars. They lower their prices. They already pay for sales and customers. Why not have them pay YOU for bringing them sales and customers? Instead of risking their money on the promises of advertising salespeople, coaches and the like, they will be happy to pay you a commission on all the sales you generate. And you don’t have to actually SELL anything. If Molly tells you she wants to buy a house and you introduce her to Sandy, who sells houses, Sandy can pay you a portion of her commission if Molly buys a house from her.

You don’t have to be a realtor to sell that house – you just introduced Molly to Sandy, which took you five minutes, and you do that anyway, you just don’t usually get paid for it. You’re helping Molly to solve her problem, which is finding a house, and Sandy is simply sharing her commission with you. Without you, she would never have made that sale. You spent five minutes to make a thousand dollars. How hard do most people have to work to earn a thousand dollars? You created value for Sandy and Molly and you got paid for it. That is Capitalism. And it’s really that easy. I will show you how to create ongoing value for thousands of people, with no cost or risk to you. You can’t lose. We want to help many people to solve their problems, make their dreams come true and enjoy their lives, and in doing so we become wealthy. That’s what JV Brokers do and that’s what you will do, too: help people and get paid. You will see many examples in this book. You don’t need to use all of them – any one of them can make you rich.
Your “Check-up from the Neck Up

It is essential to read this instruction manual with an open, optimistic, and positive mind. We’ve all been conditioned with a lot of negative information about money and business and many of us have had negative experiences with money and business. It is very important that we take off the judge’s robes and open up to this powerful, life-changing information.

Many of us believe that we have to work long hours and work hard to make money. We say things like, “It’s too good to be true” and “What’s the catch?” because we’re negative and afraid. We believe that we have to risk a lot to earn a lot. That was true in the Industrial Age, but now we’re in the Information Age, so things have changed. Everything I teach in this instruction manual works. I have done everything I teach. These are proven systems. They don’t work in every instance, but they do work. I have made millions of dollars for people over the years, using this information. It is quite possible to make thousands of dollars from one, simple phone call. People do it all the time. Don’t focus on what YOU DON’T HAVE – Focus on what OTHERS ALREADY HAVE that you can use! There is no shortage, only abundance.

So, when you hear you little inner voice saying negative things, like, “Yes, BUT…” or “I can’t do that…” or “IF” (Instant Failure) or “I’LL TRY “ (TRY = To Relive Yesterday’s Failures), turn that negative, pessimistic voice off and think positively. Be optimistic. Believe and achieve. You CAN do this and if you are positive, persistent, motivated and optimistic, you WILL make it. You have to DECODE that you will become a successful Joint Venture Broker, whatever it takes.

Talk with yourself in a positive way. Tell yourself, every day:

I am a lean and mean money machine.

I am a nuclear powered money magnet – I attract wealth.

I can do anything I set my mind to. I am unstoppable, I am bulletproof, I don’t quit!

I am happy, healthy, and successful.

Every day, in every way, I’m getting richer and richer.

These are some of my personal affirmations. I have my goals posted in my bathroom and above my desk and I read them aloud, enthusiastically, twice a day. I am programmed for success. This Manual can change your life, but you have to apply these principles and you need a positive, enthusiastic attitude to make it work. Take responsibility. No excuses. I know that you can do this, no matter what your past, because:

THE PAST IS NOT EQUAL TO THE FUTURE.
Now let’s start learning. The more you learn, the more you will earn.

**Using Existing Resources**

In the example of the realtor, you used her skills and access, license and office. She did the work, spent her time, showed the houses and made the sale, while you watched television and played with your children. You leveraged existing resources. You didn’t go an qualify as a realtor. You simply linked supply with demand and got paid when Molly bought a house from Sandy. If she didn’t buy, you wouldn’t get paid, but that’s no problem, because you only spent five minutes making that introduction!

In the simple comic strip example above, John simply leverage databases and a seminar. He doesn’t present the seminar. How did he promote that seminar? He approached Billy, who has a large database of people whom she knows and trusts. John approached Billy thus: “Hi Billy. Would you like to offer all your customers a great seminar at a 30% discount, and share my commissions with me? All you have to do is send this e-mail out to all your people, and when I get paid, I will split my commission with you.” If Billy agrees, she will send out the e-mail that John got from the seminar presenter, to all her people. When they respond and buy tickets to the seminar, she gets paid and John gets paid. If nobody responds, no problem – nobody lost any money, and it only took a few minutes.

**Remember:** EVERYTHING you need is already available to you. You live in the midst of abundance – there are underutilized resources and Hidden Assets all around you. There is no lack, no shortage, no struggle.

Paul J. Meyer said, “Whatever you vividly imagine, ardently desire, sincerely believe and enthusiastically ACT upon, must inevitably come to pass.” Believe it and you will achieve it!
Your Goal as a Joint Venture Broker

You don’t need millions of dollars in the bank to retire. You simply need more passive, regular income from Joint Ventures than you need to live on, and Voila! You have retired! Your goal as a JV Broker is to create multiple, increasing streams of passive income that become rivers of money, flowing into your life, from different sources. That gives you stability, security, peace of mind, wealth, and freedom.

You don’t want all your eggs in one basket – that is risky. You don’t want seasonal ups and downs in your income. You don’t want to spend too much time making money. You DO want your income to increase all the time. So you want to create these Money Machines and just keep on feeding them. That means that you can take a vacation and your income keeps on coming in. You don’t want to be selling your time like a salesperson, because that way you will never own your life. You want other people doing all the work.

Your goal is therefore to establish these income sources and then feed them. As you study this instruction manual, you will learn how to find and create these income streams, with no cost or risk to you, and how to feed them so that they provide you the income you want and so richly deserve. For example, if you have ten income streams that bring you an income of $5,000 per month in total, you only need to add new income streams and add to the income from your existing sources, to get rich.

Why Business Owners Love Joint Venture Brokers Like You

Every business wants more sales and more customers, and that is exactly what you are offering, at no risk to them. They only pay you for results. You don’t use their time or money, but you create massive additional value for them, and EVERY business owner wants that. When you approach a business owner and say to her, “If I could bring you more sales, more customers, at no risk or cost to you, taking up none of your time, would you pay me an ongoing commission on that new business that you would not otherwise have had?” You’re like an angel from heaven. You’re an answer to prayer. You’re every entrepreneur’s dream come true! You will learn how to do this. You get paid to help others.

Though no one can go back and make a brand new start, anyone can start from now and make a brand new ending.
Do You Need A Contract?

Do you need a contract between you and the business that will be paying you commissions? Only if you want one. If you set the deal up without cost or risk to either party, you’re very safe. We suggest you create a simple written agreement, called a Memorandum of Understanding, between you. Something similar to this:

Larry Bond of Bond Computer Training agrees to pay Sally Smith 20% of the retail price paid on all, ongoing training purchased by people who have been referred to Bond Computer Training by Sally Smith. These payments will be made at the end of every month by check in favor of Sally Smith, attached to a detailed Statement, which outlines exactly how the payment is made up. Signed and dated by both parties.

Keep It Simple

I love simple, easy, straightforward JV’s. I hate risk and paperwork. By keeping the Joint Venture clean and uncomplicated, you will sleep well at night and make money.

Be very specific in all your dealings with your JV partners. You need to know EXACTLY how they will track the sales and how much they will pay you, when they will pay you and how much they will pay you. Will they pay you in cash or by check? When EXACTLY will they mail you the check? Be precise. If someone uses words like “About”, “More or Less”, “Depending on my Costs”, etc., walk away. Get it in writing before you make any introductions or do any work at all. If people tell you, “We don’t pay commissions”, don’t deal with them. You’re in business to make money. You should treat your JV partners are equals. You are not an employee or their salesperson. Demand respect and be businesslike. They need you more than you need them. You have many choices and options, but there are very few JV Brokers out there, believe me. Be proud of what you do, and set and maintain high standards.
You’re Not Selling Anything

As a Joint Venture Broker, you’re not a salesperson. You are a facilitator. You’re a catalyst. You link people with solutions. When you hear of a need, you simply link that person up with the business that provides the product or service and the business pays you a commission, on an on-going basis. You’re also not an employee, you don’t work FOR anyone – you work for yourself. YOU decide what you will do, when you will do it, and how you will do it. YOU determine your work schedule and your priorities. You’re your own boss. You’re a businesswoman and proud of it.

How to Make Money By Giving Stuff Away

Imagine the following scenario with me. You approach a spa owner and you say, “If you provide me with Gift Certificates for a complimentary pedicure, facial, haircut, or massage, I will distribute them to the kind of women that you would love to have as clients. If any of those people using the Gift Certificates that I distribute, become paying clients of your business, I would expect you to pay me an ongoing twenty percent of the bill. What do you say?”

If the spa owner agrees to your Joint Venture proposal and prints a hundred high quality Gift Certificates for you to distribute, each Gift Certificate bearing a code that has been assigned to you, so that the spa knows that you are the person who gave out the Gift Certificates, you are now armed with hundreds of dollars worth of high quality Gift Certificates that cost you nothing.

Get it in writing: “I, Dawn Davids of Dawn’s Hair Salon, agree to pay Molly Brown 20% of all business resulting from the distribution of our Gift Certificates by Molly Brown. We will pay her by check at the end of every month with a Statement attached to explain exactly how the check is made up.” Both parties date and sign.
You can repeat this exercise with dog trainers who offer a free training session, Yoga teachers who offer a Gift Certificate for a free lesson, Health Clubs that offer two weeks free membership, accountants, consultants, coaches and lawyers whose Gift Certificates offer a free consultation, and any other business you care to think of. Any resulting business earns you ongoing commissions. You can offer Gift Certificates for free seminars, TeleClasses, Reports, CD’s, Books, classes, carpet cleaning, evaluations, lessons, inspections, analyses... there is no limit to the variety and amount of Gift Certificates you can get, all at absolutely no cost to you! All you have to do is ask.

Your next question to me will be, “How do I distribute all these Gift Certificates? Who do I give them to?” Easy. First, think where you will find prospective clients for each of the Gift Certificate providers. The Spa, for example, wants high class ladies, so you could approach a local up market restaurant in the following manner: “Mr. Restaurant Owner (Note, you always talk with business owners, not employees), would you like the opportunity to create massive, extra value for your guests, at absolutely no cost or risk to you? For example, imagine if your restaurant manager were to approach a couple at the end of their meal and say to the woman, ‘Madame, thank you so much for dining with us and honoring us with your presence. As a Thank You gesture from the management, I would like to present you with this Gift Certificate for the Ultimate Ladies Spa, for a free facial worth $60.’ Imagine what that would do for your restaurant’s reputation! You could even advertise that every woman dining in your restaurant next Thursday night will receive this free facial!” Naturally, any intelligent restaurant owner would jump at this opportunity. The only cost top him for fifty of these gift certificates is to offer you and your spouse or partner a free meal. He now distributes the Gift Certificates for you. Dry cleaners, movie houses, any retail outlet, service providers, salespeople and professionals, can all be distributors of Gift Certificates for you.

So you now know how to acquire an unlimited amount of Gift Certificates and you know how to distribute them. You can literally distribute thousands of Gift Certificates and get paid on all the resulting business.

Here’s your next question to me: “What if they don’t pay me my commissions, or if they stop paying me?” If they don’t pay you or stop paying you, simply walk away. You have lost nothing. You have unlimited other opportunities. If you want to make sure you get paid, you can join our DollarMakers Joint Venture Forum. We have hundreds of Members worldwide who all understand these principles and who have agreed to abide by our strict Code of Ethics. If they don’t abide by our Code of Ethics, they get fired. We have fired a number of Members, turned down many applications for Membership and not renewed certain Memberships. We will not abide dishonesty. For more information on this marvelous Membership, visit www.MomComesHome.com now.

You could approach someone who offers free seminars to sell her sales training program. Ask her, “Gail, if I send people to your introductory seminar and they buy your sales training program, will you pay me 20% of the fee they pay you?” If she agrees, your job is now to get people into her seminar. You find someone who has a large database of people with whom she regularly communicates via newsletter, e-newsletter, website,
Conference Calls, or in person. You ask her, “Brenda, you have a lot of people in your database. If you agree to offer them this free seminar, I will pay you ten percent of the fee if any of them buys the sales course.” If Brenda says, “No”, simply find someone else. If she agrees, however, you’re sitting pretty. Brenda promotes Gail’s free seminar to her people, and when anyone buys the training you and Brenda each gets 10%! Very little time, no cost or risk. You can repeat this many times.

Get Other People to Work For You While You Watch TV

Look at the comic above. Mary gets musicians to agree to pay her 20% of their fee if she finds them work. She starts a Musician’s Agency. She can have twenty, thirty, or fifty musicians on her books. She auditions them and checks their references to make sure they’re honest, reliable, professional and skilled.

Now she prints business cards and approaches wedding planners, restaurants, hotels, clubs, anyone who might conceivably need a musician at any time. And, of course, they will refer her to others whom they know, who also use musicians. She tells all of them, “If you’re ever looking for honest, reliable, professional, and skilled musicians, call my agency. Here’s my card. I’ll call you once a month to check on your needs and requirements.”

When a business calls her for a musician, she calls the musicians, lines one up for work, and sends them over. She collects payment from the business, deducts her 20% commission, and then pays the musician. She remains in control. While the musicians work, she watches TV. She leverages other peoples’ time and energy. If she has five musicians out working in an evening, she is earning 100% of a full time income, without leaving her home. (5 X 20% = 100%) Don’t work so hard – THINK. Solve other people’s problems (in this case, one was looking for work and one was looking for a worker) and get PAID.
Own Twenty Businesses Without Paying a Cent!

Look at the comic above. I chuckled when I wrote this one, because I have done this JV many times. Judy connects a buyer of a car with a seller of a car and makes money. The car sells for $10,000 and Judy gets $1,000 commission. No cost, no risk, very little time, no selling, no pressure. Judy might as well own a car dealership, because she can now sell cars!

She can “own” a realty office, without ever becoming a realtor or paying one cent. What I mean by this is that Judy can introduce a house buyer to a realtor and make money. What she earns is 100% profit to her with no time or risk, while the poor realtor has to study, pay, spend hours in the rain showing houses... while Judy sits at home watching the History Channel, because hard work is history for Joint Venture Brokers. You can work in any business without qualifications, investment, an office, or overhead. The more JV partners you have (in this case, the car salesperson is Judy’s JV partner), the more people you can help, therefore the more money you can make.

Recently, a friend of mine talked with a fellow who was doing paving. He asked the paver if he wanted more business, and if he would be prepared to pay a 20% commission on any business that my friend sent to him. He agreed. A few weeks later, my friend’s Strata Council decided to do some paving. He introduced them to the paving man (his JV partner) and earned $1,600. Easy. So he now “owns” a paving company! Isn’t this a wonderful way to get rich? Note that my friend didn’t go out knocking on doors, looking for anyone who wanted paving – that’s what salespeople do. He just put the information and the written agreement with the paving man on file and kept on meeting people and asking them how he can help them. Sooner or later, he found a need and linked then up with the paving man and made money. No sweat, no selling, no problem. Could the paving guy distribute Gift Certificates for my friend? Of course he could!
How do you Introduce Yourself?

When someone asks you what you do, you can say, “I’m a Joint Venture Broker – I help people to reach their goals with no cost or risk. I link people up. I’m a Middle Man, a Broker of Deals.”

You could also tell business owners, “I help business owners to increase their bottom line profits fast with no cost or risk – you only pay for results, not empty promises.”

How do you do that? “We leverage exiting resources.”

If you really want to package yourself in a very professional way, with business cards, a website, logos, credibility, piggybacking on our strong DollarMakers branding and international image, you can do that by joining the DollarMakers Joint Venture Forum. This gives you an instant back-up team of hundreds of JV Members around the world – a powerful resource and support system. For more information, visit www.MomComesHome.com. Attend our one-day Workshop as soon as you can!
The More you Learn, the More you will Earn!

**Here’s some free stuff for you:**

That’s right – the better you understand JV’s, the more money you will make. Visit our Blog now for hundreds of illuminating articles on JV’s: [www.RobinJElliott.com](http://www.RobinJElliott.com)

Visit [www.MomComesHome.com](http://www.MomComesHome.com) to listen to interviews and podcasts and read articles, watch videos and learn, all at no cost to you.

Visit [www.JVWisdom.com](http://www.JVWisdom.com) to watch Video Blogs (Vlogs) and other videos on JV’s.

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**The Internet is an Untapped JV Goldmine for You**

With the new technology now available, anyone can run and manage a website. It’s easy to do and anyone can do it. You can now get a full, professional, e-commerce ready website that you can manage yourself, for only $799 and $49 per month, with full support. (I can put you directly in touch with this vendor if you wish).

And you can get a self-managed, professional e newsletter for $30 per month, plus FREE articles from DollarMakers!

A huge percentage of existing, successful businesses have no websites or databases and if they do, most have no e commerce facility, which means they can’t sell stuff over the internet. Their database of customers is their biggest asset, yet they don’t even have one! AND they don’t have one of the most effective communication and sales tools available, which is a weekly ezine (e Newsletter.) This situation is a huge JV opportunity for you.

Here’s what you can do:

(Note: Cold calling on unknown people is not the ideal way to find JV partners. Start with your NEER group – Naturally Existing Economic Relationships – successful people who know you and whom you know, trust, and respect. Or get referred to good people, and better still work with Members of the DollarMakers Joint Venture Forum.)

1. Approach a successful, established retail / sales business that gets access to at least 30 new customers per day in the following manner:

   “Sandra, you have a flourishing business here and you told me that you don’t have a database, and e zine or an e commerce website. (Note: you can offer any one of the three or all three of these services) If I could show you a way to have an up to date database to mine, a great, weekly ezine that will make you lots of money, and a professional, up-to-date, e-commerce website, that will make you even more money,
all at no cost or risk or time investment by yourself, that is no downside, and the worst thing that can happen is that your business will make you more money and look even better, what would you say?"

2. If Sandra enthusiastically agrees to want to know more, proceed thus:

“I can create your database, keep it up to date, create and send out a weekly ezine for you, based on a proven method that has garnered hundreds of thousands of dollars by those who use it, and set up a full e-commerce website for you. The entire process will be geared to make online sales and add additional income from other sources, all at no risk. And all I ask is for 50% of profit generated from the income off these systems. We would agree to everything in advance, of course. I would also own the URL (website name) and all monies would flow through me.”

3. If she still agrees, you have the following options: Buy the website and the ezine service and then get Sponsors to cover all your costs by selling banner adverts or links to the site, or setting up JV’s with them to market their services / products from the site. Or, just pay for the site and ezine service and get to work. To do it with no money and no risk, sell banner adverts to cover your costs before you even begin.

Who will buy banner adverts on the site? Any business that wants to access that database / customer base.

4. Now you show the client how to gather the information of their customers for the database, by offering customers Gift Certificates worth hundreds of dollars in return for their subscription to the database. Place forms at all the retail outlets, cash registers and pints of sale and have every manager and sales rep motivated to gather info in return for Gift Certificates. You can use the articles on the DollarMakers Blog at no charge, as long as you list my name and website below – Robin J. Elliott www.DollarMakers.com . We can show you how to construct the ezines. They should go out every week and the articles should precede the adverts.

You can use the website to sell the products and services of the company, as well as arrange meetings, set up orders, announce news and special deals. On every transaction, you earn 50% of the profit. You get paid, deduct your money, and then pay the company. You can also sell other, related, complimentary, and non-competing products and services from other businesses on this site, as that income is 100% profit, of which you receive 50%. You can add affiliate programs and sell banners. This is a money machine for you. You can set up multiple websites like this for many businesses and link them all up, thereby adding even more money for everyone concerned in your JV’s – everyone wins.
Create a Speakers Bureau

As a Speaker who presents seminars, key-note speeches and talks, I know that most so-called “Public Speakers” and “Trainers” make very little money. They might tell you that they charge ten thousand dollars a day, but what they don’t tell you is that they seldom have any work. Believe me. Most Speakers need work badly. And they are ALL looking for people to promote them as Speakers. This is a great opportunity for you.

Create a Speakers Bureau. People pay to join. They get to use and advertise the fact that they are now Members of a Speakers Bureau, and use your logo. All you need is business cards, a letterhead and a logo, to start. I strongly recommend The Logo Company www.thelogocompany.net – they create my logos. You can advertise them to businesses and organizations all over the world and take up to 30% of their earnings. The client pays you and after deducting your fee, you pay the Speaker.

You can have regular meetings of your Members where you have one do a guest speaker talk and everyone gets to share war stories and meet and socialize and network. Charge a fee to attend the monthly Membership meeting to cover your costs and make a profit.

“Whatever the mind can believe and conceive, it can achieve”

– Napoleon Hill, Think and Grow Rich.
**Working with Charities to Make Money**

Charities, clubs, service clubs, schools, hospitals, and food banks all want more money. You can JV with them and everyone can make money. A good example is when I was approached by a charity for disabled people to raise money. I agreed to present my $500 per person JV Broker Bootcamp for them for only $100 per person. They sold the tickets to the public via their donors, volunteers, staff and the media (they got media advertising at no cost as they are a charity), using our proven marketing material. They got sponsors to cover their costs (venue, workbooks, transport, accommodation) so they had no cost or risk, and the Charity kept ALL the money. I got great advertising and sold Memberships. They got $100 per Delegate. I used my time and they accessed their own resources and everyone won.

You can make a lot of money by working with Charities and leveraging their resources and access. There are a lot of speakers and business out there who will give you time, equipment, resources, advertising, money, products, services, goods for silent auctions and the use of their employees, venues and salespeople. The media will provide free advertising. You can take a portion of the income or sell a product or service. You will be amazed what you can get if you only ASK. When you don’t know what to do next, ASK the right person, don’t roll up in a ball and hide in bed, feeling sad – ask – be proactive, take action, make it happen. One step at a time.

Always remember that EVERYONE is always asking, “What’s in it for me?” What does the business get for giving you money or access to resources? A plaque that they can attach to the wall of their offices? Advertising at your events or on the charity’s website? What do they want? You have to give in order to get. Don’t be a beggar. Too many charities are socialists and they ant everything handed to them without offering anything in return. This is pure Altruism. Think like a Capitalist and you will make money like a Capitalist. Everyone has to win. There has to be a return on investment for all the parties, including the volunteers, the donors and the charity, and most important of all, YOU. You have to get a return on your investment of initiating and driving the JV.

Your starting point in any JV is always the same – find out what people want and figure out how you can help them get it. Robin offers JV Broker Bootcamps. WHY is he offering them? What does he want? How do you find this out? By asking Robin. “Robin, what do you want? Why do you offer these JV Bootcamps all over the country? What are your goals? What could I do for you that would make you very grateful? If I got that for you, what would I get from you in return?”

Once you know what people want, find solutions for them. Link supply and demand. Who can work together? Who has what the other person wants? It’s like a jigsaw puzzle – getting the right fit. Robin wants more Members in his Forum and what is he prepared to offer in return? A bootcamp? Great. What does the Charity want? Money and Donors? Excellent. What do we need now? Sponsors top cover costs. What do the Sponsors want? Advertising and exposure? How can we get that for them through the Bootcamp? Can we advertise them on the Workbook covers, in the back of the seminar room? Can they speak
to the Delegates for six minutes? Can we advertise them on our websites and in our magazine? How will we advertise the event? Who has a large database that they can advertise our event to? What do they want in return?

This is the approach used by successful Joint Venture Brokers – always looking for links and value and return on investment. Become a catalyst for the success of other people and make sure you’re in the loop. It’s easier than you think. By helping others to achieve their goals, you become a Money Magnet:

A Great Approach to Use

Ask a successful person, “If a Genie had to jump out of a lamp and offer you three wishes for your life and business, what would they be?”

The usual answer is “Happiness, Wealth, and Health.” You have to find out what they mean by that and get specific details. Ask, “When you say, ‘Happiness’, what do you mean? What has to happen, specifically, for you to feel happy? How will you know when you are happy? What could I deliver to you, today, to make you happy? What has to change in order for you to become happy? How do you measure happiness? When you say, ‘Wealth’, how much? By when? WHY do you want this money? What will you do with it? Why will you do that? What do you mean, exactly, by ‘Health’? Could you please elaborate on that? I don’t understand. Why do you want to be healthy?”

This kind of approach will make you very popular with people because very few people ever take enough time and show enough interest to ask them these penetrating questions, and most people don’t care anyway. People love to talk about themselves. If they ask you, “Why all the questions?” You could answer, “I’m a Joint Venture Broker. I make my money by solving other peoples’ problems and linking them up with solutions.”
Every Salesperson You Meet is a Source of Income For You

99% of small business owners are really just self-employed salespeople, flogging their products and services. They have tried everything to increase their sales, including coaching, “consultants”, advertising, cold calling, business networking meetings, employing salespeople and asking for referrals. 99% of them do not understand Joint Ventures. But you DO understand JV’s and so you can help them to get what they want, as long as you get paid for bringing them business. But you have to insist on being paid. This may be uncomfortable at first, but they are making money they would never have had because of you, and they would normally waste that money of ineffective advertising, so it’s a normal cost to them. You DESERVE to be paid a commission; you have a RIGHT to be paid. You don’t work for nothing. INSIST on being paid for what you do – for the sake of your children.

I feel so strongly about this that if someone refuses to pay me a commission, I will not send them business. I am not a socialist or a collectivist – I am a capitalist. If you want to make money, you had better become a capitalist as well. I know you have referred people business in the past and not been paid for it, but that is the past. JV Brokers insist on getting paid. We are professional business people. Do you pay your dentist? Do you pay for the clothes you buy in the store? Do you pay a plumber? Of course. This is your business. You MUST get paid.

Imagine a carpet cleaner knocks on your door and tries to sell you carpet cleaning. You say, “If I bring you business, will you pay me a commission on that carpet cleaning business?” If they say, “No”, throw them out of your house. You do not want to work with leeches.

If they agree to pay a commission, you get it in writing, right there. “I, Joseph Portland, owner of Careful Carpet Cleaning, agree to pay Gayle Grant, Joint Venture Broker, twenty percent (20%) of the retail price of any carpet cleaning business she brings me, within five (5) days of my being paid for my carpet cleaning service. I will make the check out to Gayle Grant and mail it to her at number 333, Belle Avenue, Portland, Oregon, 545668. I further agree to pay Gayle Grant an ongoing 20% on all continuing business with any customers she sends me, on an ongoing basis, indefinitely.”

Both date and sign this agreement.

Now you have a new income source. Now you ask Joseph, “Joseph, what sales and marketing material and aids do you have that I can use to sell your services? Will you provide me with gift certificates for a free quotation, or a free carpet cleaning of a certain
limited area of carpet, or one room, for example, or an analysis? What can I use to sell your services? A free report on how to clean carpets or remove stains?”

Now you find someone who has access to a lot of people through their retail outlets, store, car dealership, sales team or database, e newsletter or club or church, and you get them to distribute this sales material, gift certificates or whatever else you received from Joseph the Carpet Cleaner. You agree to compensate them out of your commission for any resulting business. You will share the love with them if and when you get sales for the Carpet Cleaner.

Let’s take this to the next level now. Ready? OK. Let’s imagine that you have Gift Certificates from a Carpet Cleaner, a Plumber, an Electrician, an Interior Designer and a House Painter. You approach each one to freely distribute the advertising and Gift Certificates of all the others!

So now you have the Carpet Cleaner, Joseph, approaching his prospects in this way: “Mr. Smith, if you hire me to clean your carpets, I will give you gift certificates for samples and assessments and reports from six other vendors, valued at $500, at no charge to you. This will increase Joseph’s sales tremendously at no cost to him, and he will probably be so grateful for these valuable gift certificates for all these other suppliers that he won’t expect to share any commissions you get for them!

As a JV Broker, you don’t become a carpet cleaning salesperson working for Joseph. You simply listen carefully to needs, and when anyone says, “I bought a new apartment”, or “My carpets are filthy”, you simply step up and say, “Here’s a Gift Certificate for you for a free carpet cleaning sample, Joan.” Or, if she bought a new apartment, say, “Here’s a Gift Certificate for a free Interior Design Evaluation and Report, Joan.” See how easy this is? You’re not selling anything – you’re providing solutions and at no cost or risk to you. You help Joan, you help Joseph, and you help yourself. Everyone makes money. Everyone wins. You become a DollarMaker.

Each of your JV Partners is a money machine for you, a source of continuing income. If Joan uses Joseph’s services, you get 20% every time she does so. This is residual, or passive income. A check arrives in the mail for the Carpet Cleaner today, another check tomorrow from the interior designer, and so on. These small amounts eventually add up to a substantial income. Some of the amounts will be large amounts. You just keep on sowing, helping, connecting, linking, solving problems and helping people, and before you know it, you have more passive income coming in than you need to live on and at that point you have retired: pension with no more tension.

You should create a list of all your Joint Venture Partners and how much you will get from each of them, as an ongoing commission. You should have a file on each JV partner. You goal should be twenty JV partners. Build solid relationships with these people. See each one as a long-term relationship. Communicate regularly with them and make them your friends. DollarMakers would like to be one of your JV partners.
Have you heard of “Projection”? That means that we tend to think that everyone wants what we want. For example, if money is an important issue for us and we need more money, we think everyone needs money. That fact is that it’s not about money, but about FEELINGS. It’s what the money can buy. What you may really want ids a feeling of security, or acceptance, or control, or being loved, or pride, or adventure, growth or accomplishment. And many people don’t need more money! So let us not project what we feel onto others, but carefully find out what they really, really ant. That is their Hot Button.

Someone’s Hot Button may be their child or their dog or golf or learning to play the sax. Perhaps they want to receive an award or earn a degree or go yachting. Smart JV Brokers know that when you push the Hot Button, you can achieve mighty things! If someone doesn’t need money, but they love their child very much, they want what the child wants. So you will achieve more by giving their child what it wants than offering them money. Perhaps the child wants a trip to a real working farm, and you can arrange that for $100 – whereas you were going to offer the parent a thousand dollars in commissions – you just saved $900 by listening for the Hot Button. Find the Hot Button and push it!

I’m from South Africa, where many people speak Afrikaans. There’s a saying in Afrikaans: “Waar die hart van vol is, loop die mond van oor.” That means that we will talk about that which is dearest to our heart. If you listen long enough, people will talk about their true loves, their passions, their deepest needs. That’s why I will always end up talking about my wonderful wife, Rika, my family, my business, and about my highest values: Freedom and Responsibility. Now you know all about me. Next thing is to drill down deep and find out EXACTLY what that Hot Button is – what does someone want, right now, more than anything else, and how can you deliver that? See how different a JV Broker is from a typical salesperson? We really do care about other people and we really understand that we only achieve our goals by first helping others to achieve their goals.

The more people you help, the more value you provide them, the more problems you solve for others, the wealthier you will get. I had some very wealthy clients who later became my friends, They had everything they needed, and ther Hot Button was their dog, Findlay, a lovely black lab. Instead of buying expensive gifts for Sherry and Kevin, I would buy a nice plastic dog toy for five dollars and wrap it up nicely for Findlay and they would go nuts with joy. I simply pushed their Hot Button. Having said that, understand that I dearly love Findlay and that I genuinely care about her.
Value can take many forms, not just money. For example, if you were to send a buying prospect to a realtor and she made $8,000 in commission, isn’t that better than sending her a commission check for $200? Be very clear about what problem you’re solving and don’t jump to the CONFUSION that money is always the solution for everyone.

You Are Surrounded by Moneymaking Opportunities!

Would you agree that every business needs more customers and more sales? Would you agree that every person needs and wants certain things? If your answer to both these questions was “Yes”, then as a Broker, you have unlimited income opportunities. A good example is at a Vancouver Members Meeting for the DollarMakers Joint Venture Forum. On one side of the room was Tas, who was looking for more investments in his company. On the other side of the room was Lawrence, who is well connected to investors. I simply said to Tas, “You should talk to Lawrence about finding investors” – 8 words – and Lawrence found $500,000 for Tas, and got paid $42,000 in commissions. And I received 25,000 shares in the company, all for eight words. One introduction of a few words, “You should talk to…”, one phone call, can literally make you thousands of dollars.

Everywhere is a need. DollarMakers has over 500 Members around the world, all looking to send you money; all have needs. And they all understand the concept of paying for business! All you have to do is take action. Be selective – you only need ten percent of our Members – 50 people – to get stinking rich. Members call me to check on other Members before they even go ahead, just to make sure it’s a good fit and that they’re on track. Be careful, be selective, and you can’t go wrong.

At one of our Bootcamps in Toronto, one of the Delegates walked over to a restaurant during our morning coffee break. He arranged with the restaurant owner to pay him a commission on any people he brought into the restaurant at lunchtime, then came back to the Bootcamp and handed out menus for the restaurant. 20 people went and had lunch at the restaurant and he earned 20% of the total bill. Easy!
At a Franchise Show where we had a booth, a woman approached us with a digital camera. She asked if we would like her to take photos of us at our booth for ten dollars. We agreed and she e-mailed us the photos. There were hundreds of booths. If she only sold twenty, she would make $200, but more importantly she now had our contact information and she had built a relationship with us for further business.

The question to ask is, “If I don’t have it, who has it?” Everything you need is readily available through someone else.

**A Walk Along the River**

This morning I took a walk along the Coquitlam River. After the wild storms last night, a lot of trees were blown down and the river level was higher than usual, with ice and snow patches all over – a beautiful scene. As I wandered through the beautiful forest, squirrels rushed about and the odd dog smiled and greeted me as he led his worker past me.

Watching the rushing river, I realized that when one chooses a Joint Venture Partner, you want to choose fast flowing rivers, so that you don’t get stuck in the eddies and rocks along the way. Strong, successful partners are like deeper, strong rivers that push any debris out of the way and move you quickly along the JV process. They don’t get distracted and they’re focused, unlike the wide, shallow rivers that are sluggish. When you jump into a strong water current, it carries you along with – minimum effort. You don’t have to encourage, motivate and remind the river to move ahead.

A listless river is like a JV partner who is financially tight – a dangerous alliance. Look for clues – they ask if a call is long distance, they count every penny, avoid travel, and steer clear of anything that costs anything. Look for generous, free, successful partners – they’re the fast flowing rivers that will make cash flow into your bank account.

When I walked along the paths that had snow and ice patches, I simply walked in the footsteps of previous hikers as it’s less likely that one will slip and easier to navigate. Find successful JV mentors to model – if you do what they do, you’ll get what they get. Walk in the footsteps of successful entrepreneurs – don’t second-guess them and try in your ignorance to reinvent the wheel.

**However, the most valuable insight I had this morning was on the way to the river.** I walked past a house where the only tree in the yard had been blown down in last night’s storm, and it had a child’s swing attached to it. The distraught family was hovering
aimlessly around their only tree. Twenty meters away were thousands of enormous trees – this is, after all, Beautiful British Columbia, a rain forest with the most beautiful forests and nature I have ever seen. But the family only had one, and it had been blown down.

Many people who are new to Joint Ventures look into the barrel of their own private resources – their time, contact, money, credit, associates, products, services, experience and skills, and see very little. They say, “I don’t have time, money, connections, experience – how could I possibly do JV’s?” What they are saying is that they haven’t understood the principles of JV’s and that is that you don’t need any resources in your barrel. You don’t have to scrape the bottom of the proverbial barrel. Everything you need is already out there. Like the family whose only tree fell down – there are millions of trees out there, but while they focus on what they don’t have in their own back yard, they miss out on the fact that they live right next door to a forest! You can go hitch your little swing to any one of a hundred trees and have much more fun.

Entrepreneurs who are selfishly focused on their own businesses, their own limited resources and their own ego, are dismally out of step with the Joint Venture world of abundant wealth. You make MUCH more money (try 100% profit) when you help OTHER people and forget about your own products, services and business. JV Brokers link supply and demand – not their own supply – someone else’s. Try this little exercise – pretend you’re in prison with access to a phone and the internet. The only way you can make money is by linking people up OUTSIDE of the correction center fences. Pretend you’re not a coach or saleswoman, just a smart prisoner, using Joint Ventures to get rich. That way, you can turn streams of passive income in multiple rushing torrents of wealth.

**A Great JV You Can Do Right Away**

There are many, many people and businesses out there that have inventory that they can’t sell, taking up valuable space on their shelves or in their warehouses or in their garages or basements. Some people got involved in some Network Marketing company and got onto autoship and they have tons of products they can’t sell. Or a business bought products that don’t sell. Or someone wrote a book she can’t sell. You can make money from this situation by helping them sell their stuff!

Simply ask them, “Do you have inventory that you can’t move? If I sell it, what percentage will I get as a commission? I will take it all on consignment and try to sell it. If I can’t, I will simply return it. So there’s no risk or cost to you – OK?”
Wonderful – now you have thousands of dollars worth of inventory on hand that you didn’t even pay for. What do you need to do to turn it into hard cash? Right – sell it! But you’re not a salesperson, remember? You’re a professional JV Broker. So you get someone else to sell it. How do you do that? Find someone who has a sales team or a retail outlet or a store. All they have to do is add your inventory to their distribution. Or they can sell it off their websites or via their club or church as a fund raiser. No cost or risk to them. If it sells, you share your commission with them. If it doesn’t sell, you simply return it to the owner! Easy!

So you approach the retail store owner or the woman who has a sales team in this way: “I can show you how to make some good money with no cost or risk to you. I can offer you all this inventory to sell through your usual channels, at a great price, on consignment, and when it sells, you get ten/twenty percent of the retail price. If it doesn’t sell, I’ll take it back. OK?”

If they agree, get it in WRITING and then get the inventory, again with your agreement in WRITING, and you’re off to the races. Sell Pam’s stuff through Lucy. While they’re working, you’re playing with your kids and collecting the money.

**How to Get Others to Help You Achieve your Joint Venture Goals**

One of the most wonderful aspects of Joint Ventures is that you actually get others to work hard on helping you achieve your JV goals. The process is simple, yet profound.

First, let’s remember the power of one’s Reticular Activating System (RAC). This subconscious, automatic, goal-seeking mental system works all the time. For example, if you’re looking for a new pair of shoes, you will notice every shoe shop along the way, without even trying. You won’t notice restaurants or car dealerships. Buy a new car, and you will instantly start noticing all the other cars like yours on the road. Suddenly, it seems like everyone bought the same car! Look around the room for the color red. Now look for green. See how effective this is? Once you focus your mind on any specific, measurable goal and energize that focus with emotion and belief, your subconscious mind is duty bound to find a way to reach that goal. That’s why we say, “Whatever you focus on will grow.”

Second, every JV goal you have involves someone else, and both of you will benefit from reaching the goals of that JV. Both of you have different resources, access, skill sets, insights, frames of reference and ideas. It’s a win/win process. You both win when you succeed. And if more than two people are involved, even better.

And here’s how it works. Share your goals with your JV partners and ask them to make suggestions as to how you can achieve your common goals faster. This creates a
Mastermind, and it also activates the other person’s RAC! You get at least double the energy and resources by sharing the load. Instead of individuals ploughing along, working hard with limited resources, you double and quadruple your power through Joint Ventures.

Let me give you a simple example. If I have a JV partner by the name of Gus paying me two thousand dollars a month on a JV I have with him, I could approach him in the following manner: “Gus, I have to increase the value I create for you so much that you start paying me an additional thousand dollars per month, which will naturally earn you even more than that. What suggestions can you make that will help me to bring you more business? What connections do you have? What has changed? What new sales and marketing materials and tools can you offer me? Do you have any specific ideas I can use? How can we accomplish this?” I am focusing his RAC on a new goal – MY goal, but in his own interest. I am accessing his power, energy and resources. And the more often I enthusiastically bring this goal to his attention, the faster he is likely to reveal some new ideas that I can use.

**Don’t Quit**

*When things go wrong as they sometimes will.*

*When the road you’re trudging seems all up hill.*

*When funds are low and the debts are high.*

*And you want to smile, but you have to sigh.*

*When care is pressing you down a bit.*

*Rest, if you must, but don’t you quit.*

*Life is queer with its twists and turns.*

*As everyone of us sometimes learns.*

*And many a failure turns about.*

*When he might have won had he stuck it out.*

*Don’t give up though the pace seems slow –*  

*You may succeed with another blow.*

*Success is failure turned inside out –*  

*The silver tint of the clouds of doubt*  

*And you never can tell how close you are.*

*It may be near when it seems so far:*

*So stick to the fight when you’re hardest hit –*  

*It’s when things seem worst that you must not quit.*
You Can Do This JV Today!

Rika and I saw this in a coffee shop. It’s a great idea. The fellow that set it up gets five dollars per business, per month, to put their cards in the box. 12 spaces $5 = $60 per month per coffee shop X 20 coffee shops = $1,200 per month in his pocket.

How does the business owner benefit? He gets his business cards displayed in the coffee shop. How does the coffee shop owner benefit? The business owners have to go in to the coffee shops to replenish their cards, and they often stop for a coffee and perhaps something to eat = more sales for the coffee shop.

You could set this up easily. All you need is the boxes, and you could allow someone to put his business cards in all the boxes at no charge if he supplies the boxes. Where do you find the business owners? There are thousands of businesses to approach, and everyone can afford $5 or even $10 per month. Plus, business owners in the coffee shops will see the boxes and ask to be included. Simply provide your contact details in the lid of the box – “To Buy this Service, Call Patricia at 609.777.8888”

Another JV for You!

You can also persuade restaurants to allow you to sell advertising in their menus, a wonderful place for local businesses to advertise as people have time to read the menu while waiting for their food to be served – simply share the income from advertising 50/50 with the restaurants, and advertise the advertising service in the menus, too!

PS – how about selling advertising on the vacuum cleaners at gas stations? Advertise the opportunity to advertise on the vacuum cleaners right on the vacuum cleaners, and people will call you to pay – no selling necessary. No money, no risk.
Robin says, **HEY, MOM! Come on HOME!**

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For your children’s sakes.

Member Testimonial:

“I’ve had a very good experience as a member of the JV Forum. When a business partner suggested I attend a meeting in New Westminster last year I did so without much expectation. I was pleasantly surprised. First and foremost from the 40-50 members that I’ve met I have made a half-dozen good friends. That’s very important to me. Thirty years in business have taught me to only do business with people that I like. Within this circle I have given liberally of my time where I could help and have enjoyed great reward. Since handing over my $200 membership last year to Robin I have seen $470,000 in cash coming to my company, $100,000 in new business flowing to another member company and an additional $85,000 in contracts issued by my company to members.

Joint venturing works. I’ve found that being interested in people rather then trying to be interesting myself opens doors to business and opportunity that otherwise wouldn’t be there. I’ve had fun with Robin Elliott and made money – lot’s of it. He has demonstrated time and time again the ability to make something out of nothing – and that is the definition of Create!” (March 15th 2006)

*Tas Morfopoulos Vancouver BC*
How to Find Joint Venture Opportunities Around Every Corner

Most business owners are so busy trying to keep up with things, trying to make payroll, trying to stay ahead of their competition and trying to stay in business, that they don’t take the time to stand back and take a good, hard look at their business. 99% of them don’t understand or use Joint Ventures. They have a lot of pressure on them and they’re too busy to do what they SHOULD be doing – THINKING.

You, however, as a JV Broker, can objectively, rationally and unemotionally look at their business and find multiple opportunities. If you see underutilized equipment, you might ask, “Who could benefit by having access to / the use of that equipment? If you see inventory that isn’t moving, you could ask, “Who can help us sell that product?” and when you see them mailing out statements and invoices, you might ask how you can add someone else’s flyers to that mailing. You look for opportunities to share resources.

Rika and I went on a whale-watching trip on northern Vancouver Island – we saw hundreds of amazing sights – orca, humpbacks, porpoises, dolphins, and eagles. And I also saw lots of JV opportunities. All the while we were in the boat, along with wealthy tourists from New York City, Germany, England and across Canada, they didn’t try to sell us anything – no new trips, no hotel accommodation, no houses, no T-shirts or even photo ops – we were a captive audience. At the hotel, we experienced the same thing – the hotel could have sold us tours, houses, businesses, clothing, restaurants. Opportunities everywhere! Would the tour company pay commissions for extra business? Could I advertise them in the hotel and take a cut of the commissions? Of course I could.

You can also TRADE stuff – for example, what does it cost me to put an extra person into my $400 Mom Comes Home Workshop, or my $500 JV Broker Bootcamp? Nothing! Could you trade seminar seats for tours? Could you trade products at retail value? Could you trade advertising for meals in a restaurant or the use of timeshare for printing? Of course you could. You do not have to pay for anything – trade it. Remember that a restaurant has a food cost percentage of about 32% - that means that the actual cost of the food is 32 cents on the dollar. Focus on the real COST to the business and you will get a realistic picture of all the opportunities out there. What does it cost to put an extra person into the whale watching boat if they’re not full? What does the average hotel room cost the hotel? About $18!

What does it cost an advertiser to advertise a product or service on the radio or TV or in a newspaper or magazine? Very little, unless their quota is full, which it very seldom is. I always use Contingency Advertising – that means that I get the advertiser to place the advertisement at his expense and risk, and I pay him a commission on the resulting sales. If there are no sales, I don’t lose anything. If there are sales, I happily pay very generous commissions on them. You don’t have to take risks – you just have to WORK until you understand JV’s and get the mindset, so that you automatically think in terms of leverage and duplication.

Become a problem solver and you will become a DollarMaker.
If I had to hire salespeople, I could only afford a few, and they may sell and they may not sell. So I don’t hire anybody, but I do pay very high commissions. As a result, I have hundreds of people selling my products and services, at no risk to me. I have an unlimited marketing budget because I can pay out any amount of commission up to 90%. I have no overhead, no risk, no employees, no office, no inventory – I am a JV Broker. I can work from my phone and my laptop from anywhere in the world, and so can you. When Rika and I go to Hawaii, we work from the hotel room, or on the beach, or in a restaurant.

Look behind the curtain, look at the real cost of products and services, find out what people need and want, and ASK. If you don’t ask, you won’t get! “What do you want? If I can get that for you, what will you give me?” Be straightforward and bold. If you don’t know how to do something, ASK! You’ll be amazed at what people will give you and do for you, if you just have the guts to ASK them. Look at a beggar in the street – he asks EVERYONE for money, and most people ignore him, some swear at him, and yet a few give him money. He doesn’t focus on the “NO’s”, only on the “YES’s”, and he makes money. If you get stuck, ASK. Persist, don’t quit, be determined to succeed as a JV Broker and you will change your life.

One of our Members, Michal Jaster, our Area Coordinator for the Greater Toronto Area, heard that I pay up to 50% commissions on my in-house seminars and keynote addresses (speeches). I charge around $10,000 per day. Michal hooked me up with a marketing company that will market my services. If I get a speaking engagement and the fee is $10,000, Michal will get $2,500 and the marketing company will get $2,500 and I will get $5,000 – everyone wins. It took Michal one hour to set that up, and I helped him, and now he will earn $2,500 every time that marketing company successfully sells me. No risk, no cost, very little time, lots of income opportunity for Michal. Isn’t he a smart man? Yes, he is. You could do the same thing. Michal asked, “What does Robin want? Speaking engagements. What does the marketing company want? Good speakers to sell. What do I want? A nice commission on all, on-going sales.” Then he made a phone call – he took action. If that company doesn’t sell me, can he approach other companies? Of course he can. Michal is no quitter.

We have Members arranging talks for me on radio and television – no cost to them and they get paid commissions on all resulting sales. When you read my book, Joint Adventures, which you can download at no charge at www.MomComesHome.com, you will find 29 systems you can start using to make money. There are opportunities all around you, as soon as you forget about what you want and start looking for value for others. What have they got? What do they want? What can they offer? Who can you link them up with? What’s in it for you? Take MASSIVE ACTION and you will be amazed at your results. You know that many of the JV’s you try won’t work out, but that’s fine because they take very little time and they don’t cost you any money. But those that DO work out can make you rich. Work with credible, reliable people. I ONLY work with Members of the DollarMakers Joint Venture Forum.

Seek, and you will find! Ask, and you will find out! Sow, and you will reap!
It’s Not About YOU

This is a very important statement and it will help you a lot in your profession as a Joint Venture Broker, whoever you are.
When you connect a high-powered electricity line to the ground, the electricity flows through the conduit to the ground. That is a LAW, like gravity. That conduit can be a steel pole, water, wire, metal or a person. The electricity does not care what the conduit is – it just has to flow to the ground. Electricity is like money – it flows to value. Nobody cares about who you are or what your background is as a Broker – they just want the value.

As a Broker, you are the conduit, or the catalyst, or the facilitator. It doesn’t matter what your experience or age is – no matter what your background or education is, nobody cares – they just want what they want, and they will pay you for it. I hear people say, “I can’t do that – I’m not a business person – I’m guilty about my past – what if people find out I was in jail?” Nobody cares, as long as they get what they want, believe me. Always remember the analogy of the electricity – twenty thousand volts will go through you or a steel pipe or water or any other person to the ground – it doesn’t care whether you’re the President of the country, a CEO of a Fortune 500 company, a bum, a drug addict, a prisoner, a clerk, a mailman or a child. Money is energy like electricity – it flows to value – you are simply the LINK. Forget about yourself and focus on linking the value, and you’ll do great!

**Good JV Questions to Ask:**

“What do I have to get for you in order to receive a regular, monthly check from you for $1,000 per month?”

“What is it that you want or need really badly?”

“WHY?”

“What problems and challenges are you currently experiencing in your life and business?”

“What excess inventory, employees, time, credit, equipment, space, or other resources do you have that I can turn into hard cash for you?”

“What has to happen in order for you to give me…?” (whatever it is that they have, that you want.)

“What will it take for you to do…?”

“If a Genie jumped out of that bottle and gave you three wishes for your life and business, what would those wishes be?”

“What do you have to offer?”

“What will I get if I do that for you?”

“What has to happen for you to write me a check for two thousand dollars by the end of this month?”

The more information you have, the more effectively you can solve problems and link people up and make money. Always establish that people are actually motivated to solve these problems – don’t waste your time coming up with a JV solution when they don’t really care enough to take action. Ask: “How badly do you want this?”
The Mental Foundation of Successful Joint Ventures

The foundation of a successful Joint Venture Broker is mental and attitudinal. Without the right psychological set, and sans the beliefs and outlook required, don’t be surprised if your JV’s mysteriously crash like clockwork. With the wrong mindset, your Joint Ventures will fail furiously. By adjusting your mental attitude and belief system, however, you can become the Joint Venture Money Magnet you want to be.

I am constantly being approached by self development “experts” who want to teach the Members of the Joint Venture Forum how to adjust their beliefs so that their joint ventures will flourish. Only problem is that these particular self-styled gurus have no idea what a JV is. They prove that to me by the way in which they approach me. You can’t teach something that you don’t understand, Willa Sue. You can’t use mayonnaise to lubricate your tractor.

The Joint Venture mindset can only be understood by someone who actually does JV’s. We will be creating some products to help people develop this mental alignment, but meanwhile, let’s cover a few aspects of it right here.

First, remember that your belief system controls what you accomplish. You have developed your belief system about what is right, what is wrong, what is possible and what is not possible, plus what will or won’t work, and why, by gathering evidence. What you believe about yourself and your potential, about other people and money, controls your life. The evidence you have gathered will, in turn, filter any new evidence you are exposed to, because we seek evidence that will support our dominant beliefs. That means we block out anything that doesn’t fit our existing beliefs, which is pretty scary, when you come to think of it. Experts in brainwashing specialize in changing those beliefs.

Your religious beliefs, values and expectations are strongly imbedded and set, and it takes more that one quick fix seminar to change them. It takes more than reading a book or attending a TeleClass. It takes a little effort and persistence in order to turn around an attitude that has become very comfortable and entrenched over the years, in spite of the fact that your beliefs may be hindering and sabotaging your success in a big way. People reject and avoid change, yet we need to change what we think if we want to change our circumstances. You have to change what you believe in order to change what you accomplish. In order to change your beliefs, you should remember that it took years to selectively accumulate evidence and build your current belief system, and it will take some effort and time to change that.

That’s the reason why people give up so quickly when their first JV attempts don’t succeed. Deep down inside, their subconscious tells them, “See, I TOLD you it would never work. It doesn’t fit with what we believe! We believe that we have to work hard for many years, sacrifice our personal time and values and limit our income, and we have gathered lots of evidence to prove that. Now we have even more proof that we were right, and that it is impossible to make money by brokering JV’s with no risk or cost and very little time.” They actually failed on purpose, unknowingly, in order to prove that JV’s
don’t work, in spite of the fact that they paid good money to learn how to broker JV’s, by
giving up too soon! They are secretly, unknowingly, seeking evidence to prove
themselves right and to remain in their present situation. Their dominant belief was,
“This won’t work. I can’t become rich. I don’t deserve it. This doesn’t fit with what I
believe.” So they quit and failed as soon as possible, to prove themselves right! As I said,
scary. But true, nevertheless.

Second, remember that all our limitations are internal, governed by our own expectations
and self esteem. Two people with the same background, IQ, education, opportunities and
marketplace, will accomplish vastly different results, based purely on their mental
attitudes. You have created your own circumstances and you will continue to determine
your own success or failure in life. I often hear from people, “This
society/town/environment/group is the problem.” No. YOU are the problem, the catalyst,
and the solution. Once we realize that we are responsible, we can make the changes
necessary.

Thirdly, accept and understand that you CAN change and that you can change
dramatically. But in order to change, you have to be highly motivated and prepared to
pay the price of change. There is a way to change your beliefs, expectations, mental
attitude and self-image, and it is more simple than most people believe – see, there’s that
old conditioning again – “You can’t teach old dogs new tricks”, and “If it was so easy,
everybody would be doing it”…

So here is the simplistic, basic, easy-to-understand solution. If you want to change your
beliefs and accomplish new goals, change your life and create financial freedom by
brokering Joint Ventures, you must do what I had to do when I first got into business at
the ripe old age of 32. I had some really ridiculous beliefs about business and money and
myself. But I was highly motivated and seriously committed to change. I was prepared to
pay any price. Do what I did and you’ll get the results you want:

1. Immerse yourself in Joint Venture information – there are over 380 articles on my
2. Read my book, Joint Adventures: download it at no cost in English, Spanish or French
at www.MomComesHome.com
3. Read and listen to everything on www.dollarmakers.com
4. Attend the Mom Comes Home Workshop until you get results. Get the downloads, the
Home Study Course, everything we offer.
5. Join the DollarMakers Joint Venture Forum so that you can surround yourself with
other Members who believe in and understand and do JV’s. There is a powerful support
system and unlimited opportunities for Members who really want to accomplish things.
The world is our oyster and it makes sense to work together, because that way, we all
accomplish more as individuals. That’s the basis of JV’s, anyway, right? Mix only with
successful people.
6. Cut yourself off from negative people, losers, naysayers, negative information,
socialistic and limiting viewpoints and all forms of collectivism. Do not allow
information that will sabotage and undermine your new growth.
7. Manage your self talk, your input and your geographical surroundings. In a nutshell, if you tell yourself, “This won’t work” while you read collectivist literature and spend a lot of time in fast food joints, success will elude you.

8. Finally, WORK. DO. TAKE ACTION. Consistent, passionate, action. You learn by DOING, correcting, and trying again, just like that little engine that could. Work is a dirty word to a lot of people, I know, but the serious ones are prepared to work. The harder you work to change your mind, the less you will have to work as time goes by.

*It worked for me and it will work for you.* It takes a bit of time, but what you sow, you will reap. You will reap in direct proportion to the amount you sow and the intensity with which you sow, your level of commitment and the amount of enthusiasm and passion you bring to the table. We at the Forum are ready, willing and able to work with you. We have the tools available.

**You can use Joint Ventures to accomplish all of your goals.**

**Think Big**

It’s just as hard to make $1,000 as it is to make $10,000. The bigger you think, the more you will accomplish. Why organize a seminar in a tiny village in the back of beyond, when you can do it in New York City, where people are more likely to attend, anyway? Think big. Reach for the stars.

When I played squash, I always looked for an opponent that was much more skilled than I was. I sought opponents that would knock my socks off, so my game constantly got better. In business, I have found it useful to seek out people who are richer, smarter and more motivated than I am – that way, I grow. When you select your Joint Venture partners, look for people with a strong track record, ambitious goals and the skills and resources to back them up. For example, DollarMakers has all the marketing material, credibility, expertise, tracking systems, products, services, and tools you need to promote us and JV with us anywhere in the world we agree to go. And we have the support, testimonials and motivation along with it.

Think big – the more people you can help, the more money you will make. Ride on the back of successful people – don’t try to change losers into winners. Reach for the stars. If you leave a meeting with a prospective JV partners and you’re not excited, motivated, enthused and positive, don’t go back! Our only limits are self-imposed. Mix with strong, successful people and you will be inspired and challenged to get out of your comfort zone. “Birds of the feather flock together.” Whom are you flocking with, and where is your flock headed for?

Read the DollarMakers Vision Statement and you’ll see where we’re heading – jump on board for the ride of your life!

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Your Solid Gold Action Plan

Step One:
Get my popular book, JOINT ADVENTURES – download it now, free of charge, in English, French or Spanish from www.MomComesHome.com and READ it. (Soon available in Chinese, too.) Send it to your friends and family. Thousands of people have read it and it has changed many lives. It was my seventh book. It will give you tons more insight, information and value than you received in this book! This is my gift to you. Read it and apply it.

Step Two:
Join the DollarMakers Joint Venture Forum for access to hundreds of savvy JV Brokers around the world, access to me and my Team (We only work with Members of the Forum), Member Meetings, Conventions, Conference Calls, support and access to our logos, Replicator Websites, Posting Board, Database, Information and JV opportunities. **This is the best investment you will ever make in business.** It was designed to make you successful and it contains all you need to succeed. Sign up now at www.MomComesHome.com and attend our one day Workshop as soon as you can.

Step Three:
Once you are a Member you can contact us via e-mail for assistance, advice, guidance and direction. If you get stuck, ASK. We genuinely care about our Members.

Step Four:
Take ACTION. Once you have set your income goals, take massive, enthusiastic, CONSISTENT ACTION to make your dreams come true. Practice, make mistakes, bounce back. This is the path to wealth.

Step Five:
Share the love. Teach others to use JV’s so that you can share the wealth. You get back what you put in. Help us grow the Forum – we pay our Members huge commissions on all sales and introductions. We are looking for Members to hold meetings and we are looking for Area Coordinators. We need good people all over the world to help us achieve our goals. Join DollarMakers in creating wealth. **We want to do a Workshop in your area!**
Ask our Mom Comes Home Marketing Director, Michelle Bacani-Lim, about opportunities to join her dynamic Sales Team. We are looking for growth worldwide and you can be part of it! Full training and support provided. michelle@momcomeshome.com
**Recommended Books:**

- Atlas Shrugged by Ayn Rand
- The Fountainhead by Ayn Rand
- For the New Intellectual by Ayn Rand
- Think and Grow Rich by Napoleon Hill
- The E Myth by Michael Gerber
- Rich Dad Poor Dad by Robert Kiyosaki
- The Tipping Point by Malcolm Gladwell

**About Robin J. Elliott**

Robin J. Elliott has worked with literally thousands of businesses, in Africa, Canada and the United States since 1987 and has trained and spoken to thousands in his seminars. He has appeared on national television and radio and in national newspapers and conducts his business on an international level.

His passion and specialty is helping people to start and grow their own businesses using Joint Ventures. His mission is to share the magic and power of Joint Ventures with entrepreneurs worldwide and to facilitate meetings between like-minded businesspeople through his international DollarMakers Joint Venture Forum which has hundreds of Members.

Robin J. Elliott has been officially accepted as an Honored Member of America's Who's Who of Outstanding Professionals 2006 and included in the International Who's Who of Entrepreneurs 2002. He has won international sales awards and was a Finalist in the Ernst and Young "Against All Odds National Entrepreneur Competition." Robin was an Executive Director of the South African Sales Association (STASA) and has been a Rotary International Director.

Robin's articles are published in national magazines and his regular, weekly e newsletter articles reach over 23,000 people per week. He has written seven books and has made fourteen videos and dozens of audiotapes and CD's. He is a sought-after speaker.

His training and qualifications include Hotel management, On-The-Job-Training for Holiday Inns International, Transactional Analysis, Organization and Methods (Work Study), Sales, Marketing, and Management, Personality Styles, Psychology, Theology and Public Speaking.

Robin has been married for 20 years to Frederika Elliott. Frederika (Rika) Elliott has degrees in education, Minimal Brain Dysfunction and more. She lectured at a Teachers Training College, taught school and has worked alongside Robin in their business since 1987. Rika owned and ran Success Consultants and has an intimate understanding of Joint Ventures. She is the backbone of the DollarMakers Joint Venture Forum, which is growing daily, internationally.

Robin and Rika live in beautiful Vancouver in British Columbia, Canada. They enjoy business, swimming, kayaking, hiking, reading, and traveling.
Contact Robin J. Elliott for Keynote Speeches, Seminars, Bootcamps, Book Distribution Opportunities and Joint Ventures.
(We only JV with Members of the DollarMakers Joint Venture Forum.)

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Together, we can do amazing things.

Robin J. Elliott.
Founder, DollarMakers.com

P.S.: Maybe you’ve got somebody in your life that you can picture right now that thinks you’re a “dreamer” for wanting to better your financial situation. I guess if you don’t take action NOW, they’ve been right all along – you are just a “dreamer”. Is that right? I don’t think so… not if you’ve read this far… I think perhaps there’s more to you than that, and you just need the right help and guidance. If so, take action on this information that WILL help you get back and take control of your financial dignity – for your children’s sakes.

Then you can turn round to those who’ve put you down… and tell them that… whatever else they do in their life… they should never, **EVER** doubt you!
And if you are already successful, now is the time to put your financial life on steroids!

Get Started On The Rest Of Your Life.... **Today.**