

83 Ways to Make Money Writing

by

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Published 2002 ©

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"In 83 Ways to Make Money Writing, Beth Fowler reveals how to make a few bucks or lots of bucks." Dan Case, editor *Writing for DOLLARS!*

The ideas and links in **83 Ways to Make Money Writing** will jumpstart new writers and recharge experienced writers. Professional paid writers use the same methods you'll find in this ebook. How many bucks you make is up to you!

This free copy of **83 Ways to Make Money Writing** is my way of thanking you for subscribing to *Writing for DOLLARS!*

Let me recommend two valuable resources that will increase your chances of success even more:

1. Writing magazine articles is the easiest way I know to get published *and* get paid for it. Find out how you can get started.
<http://www.writingfordollars.com/adtrack.cfm?b=3>
2. Copywriting is a skill every writer should learn. (That's copy writing, not copyrighting.) Some copywriters are among the highest paid writers in the world. For info on copywriting:
<http://www.WritingForDollars.com/AdTrack.cfm?b=7>

Enjoy the book.

Dan Case

Introduction

If you like making money writing, and you believe payment is acknowledgment for writing well, then this is the ebooklet for you. Newcomer or pro, you'll find insider tips, fresh ideas, web links, handy information, new markets, and inspiration here.

In America 50,000 publishers, 1,600 daily newspapers, 9,300 radio stations, 900 commercial TV stations, 300 educational stations, a multitude of theaters, a squidzillion individuals, a bazillion periodicals, and a gazillion businesses, schools, government units, and non-profit orgs pay authors to write. Combined, the total markets eager to compensate wordsmiths resemble a telephone number. Long distance. Add on international markets and you can see there's a world of opportunities for writers to make money.

Does that fire up your hard drive? Then read on.

This book is brought to you by *Writing for DOLLARS!* – the award-winning, **FREE** email newsletter for writers who want to make money... or **MORE** money from their writing. To subscribe, send a blank email to subscribe@writingfordollars.com or go to our web site <http://www.WritingforDollars.com>.

83 Ways to Make Money Writing

1

Bring home the bacon writing for home businesses. Someone starts a new home business every 11 seconds. Home business owners need letters, press releases, marketing brochures, website verbiage, ad copy and more. While you are making money doing that...

2

Write practical articles about owning and operating home-based businesses (of which freelance writing is one). Visit <http://www.homebusinessmag.com/> to begin studying the market.

3

Hawk fiction and poetry at arts and crafts festivals. Embellish your words with calligraphy, marbled paper, pressed flowers, stenciling, and handmade paper. Sign up for craft guild mailing lists to receive show schedules.

4

There once was a scribe from Nantucket, who wrote limericks to fill up her pocket...Submit verses and prose to greeting card companies found at <http://www.writerswrite.com/greetingcards/publish.htm>

5

Write book reviews. Nonfiction book reviews state the book's objective, summarize the main concepts, include the author's credentials, cite a sample sentence or passage, and suggest what readers can expect. Reviews of novels, somewhat similar, delve into character development and other fiction techniques. Send two or three samples to an editor who's likely to request, "More, please!"

6

Earn dough rolling out booklets of unique recipes: vegetarian, Turkish, Kosher, low-salt. Adhere to copyright laws. List ingredients in order, use std. abbrev., test recipes.

7

Concoct food and cookery articles. After a few have been published, scour bookstores to see what's missing cookbook-wise and whisk up a proposal for a cookbook to fill the niche. Bone up on food facts at <http://eat.epicurious.com/>

8

Draft company style manuals to, as James Rada, Jr. of Maryland says, "...Make sure everybody is writing things the same way." Style manuals include preferred salutations, abbreviations, company personnel titles, industry-specific terms and product names. Have samples so you can make slick presentations to CEOs.

9

Tighten up tech drivels. Technical writer Joan Viener says that an English/Journalism/Writing type degree commands money from technical weenies and enginerds. Experience with MS office, Adobe Framemaker/Adobe Pagemaster, or RoboHelp and the like for supporting writing-phobes who don't know nothin' 'bout writin' is an advantage. Apply at contract employment agencies or set up your own tech writing service.

10

Fatten your wallet as writer-in-residence. Read how writers and schools team up in Daniel Grant's *The Writer's Resource Handbook* available at <http://www.allworth.com/Catalog/WR087.htm>.

11

Work on plays incorporating local history and personalities, or whatever marketable topic excites you. Unlike stories to be read to oneself, scripts shouldn't describe what audiences see on stage. Write within the constraints of budgets and stage sets. Enter center stage at <http://www.writersdigest.com> for *Formatting & Submitting Your Manuscript* and stacks of other books. Or download script-formatting software. Join the theater group to learn the ins and outs of stage plays. Make a cameo appearance at <http://www.stagenscreen.com/> for books on screenwriting and playwriting. Check if the market accepts scripts or prefers a résumé, query, synopsis and sample. Submit to community and little theaters, regional theaters, theater workshops, contests, and alternative theaters. Playwright Max Pearson says, "Manuscripts should be bound and accompanied by SASE. Include brief, well-written cover letters addressed to the artistic director. Tell a little about yourself and why you think the play suits a particular theater."

12

Catalog "What I Like About Librarians" for a library journal. Substitute different professions and details for different trade magazines. Ask friends for copies of trade mags they subscribe to. Scope out doctor, insurance agent, naturopath and other offices for periodicals not displayed at newsstands. Professionals of every stripe read trade magazines to learn ways to work faster and smarter while delighting customers and containing costs.

13

Ghostwrite articles and books for people with something to say, but who lack writerly skills or time. Candidates to ghost for include psychologists for self-help books, entrepreneurs for business books, and disaster survivors for human-interest stories. Negotiate for "as told to Your Name" or "Jane Doe with Your Name" in preference to receiving no credit. "Ghost" has creepy connotations, so offer "professional editing assistance." Haunt <http://www.elance.com/> to bid on ghostwriting and myriad other writing jobs.

14

Sling ink freelancing for newspapers. Sniff out educational, governmental and business news. Extract facts from cagey sources and your byline will land on page one. Journalists use the "inverted pyramid" structure, strong leads, accurate quotations and facts, keep themselves out of the story and provide high-impact photos. Build a reputation for accuracy, honesty and integrity and the editor might offer a regular slot. Or...

15

Propose to a newspaper a children's, natural health, home décor, antiques and collectibles, or travel section — whatever's missing that's your specialty and would attract eyeballs.

16

Dash off travel articles about your town for regional and foreign publications. Think like an out-of-towner: Miles or kilometers? Dollars or pesos? Do you tip waiters? When's the jazz fest? Is falafel food or drink? Read *Travel Writing Without the Travel* at <http://www.authorsden.com/bethfowler>. Journey to <http://main.travelwriters.com/> for rates, guidelines and contact information for hundreds of travel publications. Build a portfolio of travel tearsheets, and hotels and resorts might sponsor a free junket!

17

Keep up with the Joneses and the Jablonskis. Start a neighborhood gazette. Solicit advertising fees from local businesses. Karen Redding's neighborhood newsletter *New Views* grew into a glossy magazine for which a publisher offered to purchase the rights. Karen sold.

18

Trumpet your talents at business fairs. Set up an eye-catching display with giveaways, info packets, price lists, business booklets and articles for sale, coupons, prize drawings, and testimonials from clients thrilled with results ("Telephone enquiries rose 70% after I used Write Way's direct-mail package!").

19

Critique manuscripts by providing 20-30 pages on how the writer can improve readability, plot, conflict, transitions, characterization and so on. Your sales tool includes sample excerpts of writers' works and your responses, pricing structure, testimonials, your publishing history, credentials, and estimated time to critique a 200-250-page ms. If that goes well...

20

Recommend R_x for mss. Authors pay book doctors to diagnose patients, in this case, ailing manuscripts. The Dr. reads manuscripts line for line and scrawls notations about misspellings, incorrect grammar, writing style, internal inconsistency, overuse of clichés and coincidence, gaps, overwriting and more. The Dr. also provides an overall reaction, a separate written report with suggestions and, if appropriate, a prognosis of salability.

21

Profile a personality. After interviewing the celebrity.... Uh oh. Don't know any celebrities? No matter. Interview ordinary people with extraordinary stories. After interviewing the person and collecting researched information, begin the article with a succinct hook capturing the person's attitude, explain who the person is, quantify his or her efforts ("painted four portraits for the Bill Gates family"), include feelings, gestures and props. Obey fiction writers' watchwords: Show, don't tell. Appeal to the senses. Convey motion and emotion. Alternate more narration with lively quotes. End on an upbeat note. Enclose a separate page with names, street addresses, email addresses and phone numbers of interviewees, and sources of quoted facts. Sell the profile and photos to features editors of papers and mags. Compose a stack of profiles and you've got a book!

22

Snatch funny money sketching original cartoons or write cartoon captions only. Have more jokes up your pen? Write one-liners, gags and routines for comedians. Write funny material for established humor writers. Buy *Comedy Writing Secrets* and *Artist's and Graphic Designer's Markets* (Writer's Digest Books), and chuckle on over to <http://www.comedyinstitute.com/>

23

Write about your neighbors who recently moved in from overseas. Send the article and quality photos to their former hometown paper. Re-slant the piece for the local paper and expatriate magazines. Avoid "golly gee" writing. Focus on challenges overcome, opportunities lost, expectations versus reality, hopes and fears.

24

Write about the eco-friendly laundry mat on the corner. Sell different versions of the article to trade magazines, environmental magazines, the local paper and the laundry mat owner as part of his PR kit. Slant each version to be original, topical and entertaining. Provide photos of people doing something, not imitating statues.

25

Put pen to paper for the elderly, sick, disabled, injured, illiterate. People needing letters written for them are found by contacting agencies and institutions: nursing homes, hospitals, literacy councils, United Way, Salvation Army, senior citizens centers, and so on.

26

Carp for cash. Effective complaint letters are addressed to a specific person. Include names, dates, locations, prices, model numbers, what went wrong, a proposed remedy, the next step the complainant will take if no reasonable remedy occurs within a stated time. You might find yourself wearing complainant's shoes when a publisher or client neglects to pay for what you wrote. If all attempts fail, turn to a writers' organization to step in as advocate. Visit American Society of Journalists and Authors at <http://www.asja.org/> or look in the associations and organizations sections of writers' resource books. (Writers' books are shelved in your library's 800 section.)

27

"It's all Greek to me" translates into drachma for you. If you're proficient in another language, translate foreign-language documents. Notify business associations, universities, language schools, international companies, intercultural clubs and friendship societies of your multi-lingual ability.

28

"When in Rome" translate your own articles to sell to foreign-language press and mags. Also write how-to articles about the fine points of accurate translating.

29

Ask and you will receive \$. Ask people for their tips on reducing grocery bills. Then write "101 Ways to Cut Your Grocery Bill." Collect other money-saving, timesaving, water-saving, energy-saving, soul-saving, earth-saving tips and sell, sell, sell. Flesh out skeletal tips into a book.

30

Make a list; make a sale. Fillers, published in newspapers and magazines, cover basic yet vital information. Shirley Redmond sold "Beat the Blues" and "Is Your Home Safe for the Holidays?" to high-paying women's magazines. Pare down articles in your clip file to bullet lists to sell as fillers. Some ideas: Preventing Food Poisoning, Snapping Great Family Photos, Breaking Fido's Embarrassing Habit, Parallel Parking is a Cinch!

31

Profit from wise words. Write an advice column. Folks always want advice about parenting, love, home repairs, career strategies, money. Advice columnists, who produce helpful information on a deadline, are sympathetic and humorous subject-matter experts. Send a handful of sample columns with cover letters to publications likely to be receptive. When you've built a portfolio, be the next Dr. Laura. Syndicate!

32

Write winners. Contests are announced in writers' newsletters, magazines, writers' resource books, the library and posters around town. Businesses and governments sponsor contests. Follow the rules. Write. Enter. If you don't win and, depending on contest rules, even if you do, sell the piece elsewhere.

33

Rake in entry fees for writing competitions. Collaborate with a newspaper, radio station, magazine or moneyed group. (Persuade the horticultural club to spend some lettuce on a garden-related writing contest.) Specify word count, genre, topic, terms and conditions. Enlist respected, unbiased judges. Ensure entrants' anonymity during judging. Publish or air winning entries.

34

Accept commissions to write company histories. Pitch your service to CEOs, public relations officers, business owners and associations, i.e. Chambers of Commerce. After adequate research, begin the document with a surprising fact, include provocative quotes, explain historical context and corporate milestones. Spice up dull history with lively writing. End with a sentence tying the past to the present. ("When Dr. Pemberton of Atlanta, Georgia sold Coca-Cola for five cents a glass in 1886, did he imagine the business would grow into a global enterprise with nearly \$19 billion in annual revenues?") Once your quill is in the corporate door, announce that you also write annual reports, business plans, catalogs, corporate profiles, product film scripts, and industrial training video scripts.

35

Shutterbugs and scribes unite. Organize a joint exhibit with the photography club. Display photos with related creative writing or evocative captions. Charge entrants and visitors a fee. Send press releases, invite reporters, prepare "spontaneous" quotes. Invite visitors to write their own captions for untitled photos. Declare a winning caption. Sell or auction the exhibited works.

36

Conduct writing seminars at libraries, YMCAs, and adult education venues as author Nancy Springer does. The sponsoring organization handles advertising and administration. Seminar leaders tolerate semi-talented wannabes, believe writers can improve, know that writing is therapeutic but therapy is verboten, give constructive critiques, and share enthusiasm for the craft. Use catchy titles: "Make Money with Your Memories," "The ABCs of Writing for Children."

37

Move ahead on a retreat. Conduct writers' retreats in idyllic sites as British writer Crysse Morrison did in Turkey. You don't have to go abroad, though. Your area is exotic to people from other locales. Negotiate group discounts for lodging, meeting rooms and meals. Focus on one aspect and expected results, as in "Write the First Chapter of Your Novel in the Catskills." Schedule activities to beckon the creative muse, and squeeze in recreational activities for writers with their trailing spouses and partners. Make sure every writer departs with new material.

38

Read 'n' write. Mail letters to periodicals that pay for the star letter of the month. Pick a concern relevant to the season, topical events or previous articles. Open with a little-known fact then alternate facts and figures with opinion. Finish with an invitation to be convinced otherwise.

39

Sell slogans. Winning slogans (like poems) contain double meanings, strong verbs, cleverly fractured grammar, rhythm and rhyme. Some memorable slogans: "Where writers become authors." (Xlibris Corp.) "Nationwide is on your side." (Insurance.) Slogans appear on buttons, products, advertisements, campaign media and bumper stickers. One company charges \$600 per slogan. You can undercut them and still make decent bucks.

40

Rewrite a little. Resell a lot. One author changed the word *parent* to *manager* and sold two articles with first rights based on the same theory and research. This is called parallel submission. To resell hard copy articles to webzines, write tighter, cut long 'graphs in half, use subheads, include links and images. Selling work with, say, FNASR (First North American Serial Rights) allows authors to offer first rights to the same work in other countries. I sold "Communicating Across Cultures" to an inflight magazine, a travel magazine and a communicators' mag.

41

Drop names; pick up checks. Update introductory paragraphs to articles languishing in your reject file. Namedropping isn't selling-out. It's selling. Sift through your oeuvres while scanning the sports pages, flipping through *People* magazine and listening to CNN. An incident, metaphor or example from the media is bound to fit with something, somewhere in your file. I sold an oldie but a goodie because I referred to Senator Clinton in the first sentence.

42

Build your retirement fund conducting writing workshops for residents in retirement homes. Senior citizens can write memoirs for posterity ("We Eloped on \$29"), accounts of remarkable accomplishments ("I was a WWII Bomber Pilot"), and explain nearly forgotten skills ("Jugs of Homemade Ginger Ale"). Teach writers how and where to submit polished works. Resident Frances Orr is grateful for the coaching she received from an author who visited a California nursing home. Now both women are published authors.

43

Lead creative workshops at abused women's shelters, juvenile offenders' centers and other places where writing can heal and illuminate. Select projects that build on strengths, encourage freedom of expression, stimulate lateral thinking and evoke honesty and humor. Workshop leaders help participants express previously inexpressible thoughts and feelings.

44

Train employees who are employed by employers to write better during employment. A third of the executives from America's 1,000 largest companies told Office Team surveyors that the scarcest skill among job applicants is writing. And almost 80% of companies surveyed by Dartnel's "Management Focus" said they would like to see employee writing skills improved. Salary-people bury messages in mammoth paragraphs, shroud ideas in prepositional phrases, and dig up dinosaurs like *heretofore*. Emphasize timesaving, cost-saving, image-enhancing, productivity-boosting benefits of clear communications in promotional material and during training. Give the program a face-saving, head-turning title like "Write to the Top."

45

Anthologize (and capitalize) on your pen-wielding group's best works. Run the process professionally: Select a marketable topic or theme, corral an editor (preferably a non-member), create a budget, solicit bids for printing, market the product, and submit free review copies to appropriate publications. If your group is small, hook up with neighboring groups.

46

Earn legal tender writing about how to transact business on your patch of the planet for business, inflight, and travel magazines. Office protocol, business ethics, and dress codes vary from Maine to Spain. Pick businesspeople's brains, search the 'net, and dip into classics like Lonely Planet's culture shock series. After frightening the pinstripes off readers with real-life flub ups, offer hope. "When all else fails," you might conclude, "a smile is a smile the world over." Do/Don't lists are fantastic sidebars.

47

Keep the pot boiling by modifying chapters from your potboiler-in-progress to sell as short stories. Eliminate secondary characters and subplots not critical to the excerpt. Scale down descriptions. Punch up conflict. Does the excerpt stand alone? Check for a hook, protagonist's desire, obstacles, protag's response, bigger obstacle and bigger, riskier response, the result and a ringing exit line. Locate short story markets in *Writer's Market*, *Novel and Short Story Writer's Market*, *Literary Marketplace* (<http://www.literarymarketplace.com/>) *Gila Queen Guide to Markets* (<http://www.gilaqueen.com/>) and the markets section of *Writing for DOLLARS!* (<http://www.writingfordollars.com/guidelines.cfm>) and moose around <http://www.canauthors.org/links.html> for Canadian markets. (If your work-in-progress is nonfiction, selling an excerpt might require less modification.)

48

Earn smackeroos selling nonfiction articles to children's magazines. Remember what it was like to be a child? You can write fun, entertaining, fresh material that's not cutesy-wootsie or blatantly moralizing. Times have changed, though, since you and I read *Highlights for Children* (<http://www.highlights.com/>). Nowadays young readers wrestle with tough issues: divorce, step-siblings, pollution, drug abuse and violence, but they still want to read cool stuff about earthworms and why stars twinkle. Find editors looking for writers in *Children's Writer's & Illustrator's Market* and hop to <http://www.write4kids.com>.

49

Rebut for remuneration. Obtain controversial quotes and facts casting a topic in a light different than the herd's perspective. Acknowledge conventional wisdom then blow it away. Simulate a dialogue in the article by quoting reputable sources from both sides of the fence. Summarize the strongest contrarian argument and conclude so readers must use horse sense to decide for themselves. Don't preach. Don't patronize. How about "Global Warming: Artificial Crisis," "Fat is Healthy," "Men are Discriminated Against."

50

Earn income on events. Peruse *Chase's Calendar of Events*, a list of American festivals, anniversaries, food celebrations, astronomical facts, facts about states and how government proclamations are made. Britain publishes similar books: *Dates and Meanings of Religious and Other Festivals*, *Dictionary of Days*, and *Yearbook of English Holidays*, to name a few. I sold "A World of Thanks" to tie in with National Courtesy Month (September) to a religious publication.

51

Earn currency on the past. Trawl thrift shops, granny's attic, secondhand bookstores in person and online (<http://www.alibris.com>) for old books and magazines with glimpses of the good ol' days. Excavate the public domain goldmine; that is, material never copyrighted or the copyright expired. (Seek counsel at <http://freeadvice.com> for more on copyright laws.) Possible ol' time topics: "Recipes Immigrants Imported," "Home Remedies Grandpa Survived," "Technology J. Edgar Hoover Used," "Valentine's Day the 1920s Way," "Old-time Holiday Traditions," and "What Does cc: in Email Templates Stand For?" One writer sold "Games B.C. (Before Computers)" based on children's games in a book copyrighted 1924.

52

Tap out press releases for the dance school, animal shelter, the mayor and anyone with newsworthy information that is imminent and topical. Visit <http://www.press-release-writing.com/> for the inside scoop on writing hot press releases.

53

Copyedit for cash. Marking mss. for facts, grammar, punctuation and house style before typesetting is tedious for some, a joy for others...possibly you! Copyeditors' red pens transform books, manuals, short stories, reports, business correspondence, technical papers, website content, screenplays and documentary scripts into publishable works.

54

Grab grant money. *Writer's Market* lists grants under "Contests and Awards." Check out American Library Association (<http://www.ala.org/alsc/awards.html>) and browse National Endowment for the Humanities (<http://www.neh.fed.us/>.) British grants are compiled in Britain's *Writers' and Artists' Yearbook* (<http://www.train4publishing.co.uk/bookhouse/bookshop/frame.htm>) and Down Under's in *The Australian Writer's Marketplace* (<http://www.dymocks.com.au>)

55

Earn money penning grants for others who deserve a chunk of the millions of dollars that aren't allocated because submitted grants don't meet specs. The Association of Fundraising Professionals posts grant-writing jobs at (http://www.nsfre.org/v_jobcontrolcenter.cfm.)

56

Click through the guidelines at *Writing for DOLLARS!* for paying markets. Order sample copies. Submit well-written, well-targeted mss. When you score, develop a relationship with the person who okayed the "buy" on your byline. Do so by submitting another manuscript right after the editor accepted one. This way, the editor might remember your name and view you as a steady source of articles. Specialize. Meet the editor face-to-face. View the world through editors' bifocals: Would you rather work with professionals who write brief query letters, follow guidelines to a T, and meet every need, or with amateurs too lax to follow simple instructions? Make editors' jobs easier, not harder.

57

Publicize for pay. Publicist Barbara Hauck, who writes press releases, articles, speeches, radio and TV scripts, brochure and ad copy for money, says, "The most important part of a publicist's job is building relationships with media people. Don't inundate them with trivia. Know deadlines for various submissions. Also your client has to like what you write. Very important!"

58

Proofread for pay. Proofreaders read "proofs" word by word against original mss. and mark corrections using symbols and abbreviations found at

<http://www.m-w.com/mw/table/proofrea.htm> and in writers' resource books. *Mark My Words: Instruction and Practice in Proofreading* by Peggy Smith is sold at <http://www.eeicommunications.com/press/mmw/>. Another pro proofreader says, "Unless our client specifies otherwise, we use *Chicago Manual of Style*. Fees are negotiated separately for each project. We review an excerpt from the work in question before quoting a fee. Proofreading costs generally start at \$3- 4 per page, depending on the level of correction needed." Medical and science proofreaders can charge more.

59

Land a job writing résumés (CVs for *curriculum vitae* in the UK). Applicants new to job hunting, re-entering the market after a hiatus, or switching jobs for the first time in the 21st century need writers to fluently distill their skills, abilities, knowledge, education, job experience, and track record. Prepare electronic as well as paper and ink résumés. Post your ads at career centers, employment agencies, college job placement offices, outplacement consultancies, copy shops, and job training institutions.

60

Orate your way to the bank. Speak about writerly topics at writers' meetings and conferences. Hone speaking skills at a speechmakers' group, Toastmasters International for instance (<http://www.toastmasters.org>). Submit applications to speakers' bureaus. Branch out and speak at all sorts of clubs and associations. After all, your byline appeared above an article about raising a deaf child, so you're an expert possessing information people pay for. Don't stop there! Write speeches for executives, government officials, political candidates and big cheeses of every flavor.

61

Churn out your autobiography. You don't have to be famous or dead...just imaginative. Write yourself as character. What was your flaw, your desire, your conflict, your secret, your last resort, your "ah ha" moment? *Homesteading: A Montana Family Album* by Percy Wollaston, a reg'lar Joe, was successful. The key? Compressed time, structure (beginning, middle, end), universality, specificity and uniqueness. Publicity in prominent newspapers helped sales, too.

62

Stage an open mike night at cafés or pubs. Keith Rowan charges performers and audience members a nominal fee to read and listen to rousing works. Invite amateur thespians to read writers' pieces: it's good practice and exposure for them as well.

63

Join the circus. Katie Hickman netted a book advance and traveled in Mexico with a circus for one year. Her book, *A Trip to the Light Fantastic: Travels with a Mexican Circus*, chronicles her adventures pirouetting on elephants. Adept storytellers favor nouns over pronouns, action over adjectives, strong verbs over being verbs. They convey irrepressible motives, sharp conflicts, vivid settings and subtle themes.

64

Negotiate. When publishers send you contracts, strive to keep as many subsidiary rights (movie, television, audio, electronic, foreign, translation, anthology) as you can to sell separately. Visit National Writers' Union (<http://www.nwu.org/>) for first-rate advice available to non-members as well as members.

65

Make hay with how-to articles, pamphlets and books. Recall talents friends and co-workers complimented you on, and that's your subject! "How to Hire Super Employees" perhaps, or "Packing Light for Long Trips."

- Write an intro paragraph describing the objective or result.
- List supplies and resources needed.
- Start each step with an action word.
- Bullet or number the steps in chronological order.
- Use parallel construction (subject + verb + object).
- Provide examples, diagrams and photos.
- Mention costs, suppliers, and addresses for further info.

66

Turn your clip file into cash. Offer reprint or second rights to previously published articles. Selling up to larger magazines from small 'zines is easier than vice versa. Two digests that purchase already-published material are *Readers' Digest* (<http://www.rd.com/splash.jhtml>) and *Utne Reader* (<http://www.utne.com>).

67

Clean up with dirty linen. Exaggerate events, rev up emotions, fictionalize Uncle Mort, and answer your "alter ego's murmur of 'what if?' " as renowned author Paul Theroux put it. Morph a sliver of your life into any number of fiction genres: detective, erotica, fantasy, ghost, horror, mystery, police procedural, romance, sci-fi, slipstream, speculative, suspense, twist in the tale...

68

Compose obituaries. A music magazine bought Barby Holder's obituary relating her memories of the deceased proprietor of a musical instrument store.

69

Offer eulogy-writing services. Go to <http://www.funerals-online.com/eulogy1.htm> for the book *How to Write a Eulogy*.

70

Sell reviews of performances, shows, movies, exhibits and other leisure amusements before or as soon as they hit town. Newspaper entertainment sections and Sunday supplements, magazines, local and community radio, newsletters and free sheets purchase reviews.

71

Interview somebody with an unusual talent, hobby or occupation. Write to entertain and inform. Ask open-ended questions. ("What difficulties do falconers overcome?" not "Is falconry difficult?") Intersperse quotes, paraphrasing and researched material with imagery. A retirement magazine published my article about a fifty-something falconer in its hobby section.

72

Sell "how to write" articles to writers' magazines. Re-slant and resell the article to publications targeted at home business owners, retirees, stay-at-home spouses, and professional communicators. Hook readers with irresistible titles like "Secrets of Successful Freelance Writing," and "Write Winning Sales Proposals." Include examples to emulate, resources, related books and websites.

73

Mail humorous articles to hobby and special interest publications. George Cordes sold the witty "Change a Flat Tire in 52 Easy Steps (Honest!)" to a bicyclists' mag. A home brewers' magazine published my jokey "Beer Brewing for Mesopotamians." Both articles, written seemingly by fumbling novices, actually provided fundamentals, which attracted new readers and gave regular readers a chance to laugh at the pitfalls rife in otherwise sober subjects.

74

Apply for tutor positions at correspondence schools offering writing courses. First write a killer résumé. Find Independent Homeworkers Association (<http://www.homeworkers.org>) and other correspondence schools in phone books, library reference sections, the 'net, and writers' mags.

75

Split proceeds from the sale of your self-published book with charity. Write a book suitable as presents so people feel good twice: once for contributing to a worthy cause and again for giving a gift. Tie the book's topic to the charity's mission — Rescue stories for Red Cross, that sort of thing. Marjory Topham of England discovered that people gladly bought her collection of children's rhymes because the money was going to a "good cause."

76

Crack the egghead market! You've got sheepskins, a knack for writing and you can write within a prescribed format. So, help academicians write research papers, reports, monographs and theses.

77

Hire on with book producers (book packagers). Book producers hire writers, illustrators, copyeditors, indexers and others to produce books for publishers who don't have time or resources to publish certain books. Book producers are listed in writers' resources or contact American Book Producers Association, representing US and Canadian packagers. (<http://www.loc.gov/loc/cfbook/coborg/abp.html>)

78

Scribble instant poetry at your Bard's Booth at the carnival. Author Natalie Goldberg did. To avoid drying up, link dissimilar things (IBM-compatible eyes), condense process (love becomes cheese sandwiches), juxtapose opposites (top priority is the bottom line), toss in Jabberwocky talky. Explore alliteration, assonance, imagery, metaphor, meter, onomatopoeia, phrasing, repetition, repetition, rhyme, rhythm, salami and simile.

79

Peddle poetry door to door as Londoner Peter Cadle does.

80

Discover tons of markets in *Poet's Market*. Scan *Poets & Writers* (<http://www.pw.org>) for tips, trends, reports and mo' markets.

81

Earn do-re-mi selling poetry to publishers who buy lyrics to set to music.

82

Assemble stationery with photos or sketches on the front and poems, haiku perhaps, inside. Haiku, seventeen syllables divided into five-seven-five phrases, capture an ephemeral instant in nature. Use standard size stationery. Don Decker learned that residents and out-of-towners alike buy his cards depicting local landmarks.

83

Make moolah writing brochures for institutions and agencies. Attention-grabbing brochures (and other documents) appeal to fear ("Myths about Automobile Air Bags") and desire ("Are You Destined for Inner Peace?") An outsider, you ensure the writing is tight yet informative. A writer, you ensure the brochure is persuasive and reflects your client's image.

Finally

Words are published in articles, brochures, novels, flyers, textbooks, sales letters, newsletters, advertorials, greeting cards. Words are printed on posters, T-shirts, book jackets, signs, the 'net. Words are read by speechifiers, film narrators, radioheads, stage, screen and TV actors.

Someone made money writing those words. That someone can be you!



Half Baked in Taiwan, by Beth Fowler, is available globally at <http://www.xlibris.com>. Paperbacks in U.S. bookstores. Booksellers, inquire about discounts at orders@xlibris.com. (168 pp. ISBN# 0-7388-2575-1)

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