

# **The Cash Collector**

**Two Simple Things No One Will Explain To You  
...Until Now**

**Learn What They Are, Learn How To Use Them And  
Never Be Broke Again**

**By Allen Farlow**

## The Cash Collector

Thanks for downloading this free report. I'm glad you did because it just may help you get where you want to go.

But let me ask you...

How are you doing?

Are you doing okay in life? Do you have plenty of money, are you able to kick back all week and do what you want while the money rolls in?

That pretty much describes me, but what about *you*? How are *you* doing?

In this free report I am going to explain a couple simple things, things that most people will never learn, things that the wealthy will NEVER tell you, things that are so drop-dead simple you may ask yourself "Is that all there is?"

These two things may be simple, but let me assure you, when you understand them and put them to use in your life, they have the power to literally

**Change Your Entire Life!**

I've been using these two simple things for almost twenty years and my life has changed for the better in more ways than I can count, and I know it can happen for you, too.

Nobody explained anything to me. I had to figure this out on my own. Like I said, these are two things the wealthy will NEVER clue you in on.

**But it's what makes them wealthy and it can make you wealthy, too!**

## The Cash Collector

I am 53 years old right now. I don't work for a paycheck.

I don't punch a time clock, I don't have to be anywhere at any particular time and I don't have a boss to explain anything to. I work for myself.

And I make more money than I ever could working for anyone else. You couldn't pay me enough to work for a paycheck. Truly, life is good.

But it wasn't always like this...

What did you learn in high school?

I'm a high school graduate, but honestly, I haven't made a dime with what I learned about the Magna Carta, the Gettysburg Address, the War of 1812 or Christopher Columbus discovering America because:

**High school didn't teach me a one thing about making MONEY!**

The hours I spent in metal shop making wrought iron plant hangers were a waste of my precious time.

The is one thing I learned in high school that helped me make money...that was Driver's Ed. I learned how to drive a car, which enabled me to get a (gasp!) j.o.b.!

In case you don't know, j.o.b. is short for Just Over Broke...

Jobs must be great because it seems people are always looking for them. But I don't see anything great about a job.

## The Cash Collector

**“Accepting a job and what they pay per hour means you are allowing someone else to determine how much you are worth.”**

Did you ever think about that?!

A job pays just enough to keep you coming back on Monday. After paying a few bills, you are almost broke until the next payday. You HAVE to come back to work on Monday! (And they know that!)

Still, before I figured a couple things out, I was one of the poor working class. You may have passed me in rush hour traffic, I don't know. (I was the guy screaming at the windshield, late again...)

I was not a happy camper, not by a long shot. My stress level was through the roof every single day, even Saturday and Sunday, because I worked a second job on weekends. Yes, I was working seven days a week just to keep my head above water.

I can't even remember how many times I've been evicted from apartments for not being able to pay the rent on time. That's what happens when you work for minimum wage. After paying the utility bills, putting food on the table and buying enough gas to get through the week, there wasn't much left.

I didn't come from a rich family. My father was a painter. You know, buildings and bridges, that kind of stuff. It was an honest living, he put seven kids through school, but what does he have to show for it besides seven ungrateful kids? Now he's old and has trouble breathing because of all the spray paint he breathed into his lungs over the years.

## The Cash Collector

I looked at him and knew I didn't want to be like him when I get old.

**I knew there had to be a better way.**

Have you ever heard the expression 'Put your money to work for you'? I heard that rich people don't work for their money, they put their money to work for them.

I didn't give it a lot of thought when I heard that. But it was one of those things that stuck in the back of my mind and began to irritate the hell out of me. What do you mean they don't work for their money? Everyone has to work for their money, don't they?!

I tried to figure it out and finally gave up. I didn't know it, but it would be a few more years before I was blessed with another piece of the puzzle.

### Sick And Tired

I woke up one morning feeling under the weather. Between my weekday job and my weekend job, I had no time for myself and now I was getting sick. Great.

I dragged my tired carcass out of bed and got dressed. Had a glass of water for breakfast (didn't really feel like eating more than that) and headed for the car...and threw up in the parking lot.

I turned around and called in sick to work whether they liked it or not.

I swallowed several Excederin and took the day off.

## The Cash Collector

After lying on my ratty old couch watching tv for several hours, I realized it was Saturday. The flea market was open.

Most weekends I had to work, but not today. I was feeling better so I put my shoes on and headed for the car.

You can never tell one week from the next what you will find at a flea market. But I knew I could always find a bargain and save some money on things I really needed if I found someone selling them.

I walked around for a bit and came across an older man selling nothing but brand new socks, any color or style, men's, women's, children's, he had them. And for less than you'd pay at K-mart, too. I needed some socks so I stopped and bought some from him. We talked for a while and I learned his name.

He was Bill, from Oregon.

I asked him how he does selling socks. Bill said he does pretty well. People always need new socks.

He buys them from the woolen mills at wholesale prices and marks them up a bit to make a profit when he sells a package of them.

I asked him how much he made on the package I bought from him and he was hesitant to say. He said something about how I could work for the I.R.S. or something. I assured him I didn't and asked him again and he told me.

Bill more than doubled his money. He said he pays \$1.10 for the package that he sold to me for \$3.50. He made \$2.40.

I wasn't upset about paying \$3.50. It was less than the \$5 plus tax I would've paid at K-Mart. I was happy. But I couldn't see how he was making any money. It's hard to live on two dollars and forty cents.

## **The Cash Collector**

### **That's when I discovered another piece of the puzzle.**

Bill explained that, no, he couldn't live on two dollars and forty cents, and he said there was something I hadn't thought about.

He asked me, "How much do you think I'll have at the end of the day after I sell a hundred pairs of these?"

I was never good at math, got F's in junior high, so I had to stop and think about that for a minute. Bill looked at me and made it easy.

He said, "That comes to two hundred and forty dollars. In one day."

I was shocked. It took me an entire week to make that much!

### **Putting Two And Two Together**

We chatted a bit more and then I thanked Bill for the socks and headed home.

On the way back home I thought about that. Two hundred and forty dollars in only one day! Wow! I'd never known anyone who could make so much money. He was a cash collector! I knew I would remember Bill, and I did.

I also remembered hearing that rich people don't work for their money, they put their money to work for them.

Now I'm not the sharpest knife in the drawer, okay, but I can figure things out if I think about it long enough. But I still couldn't figure out how rich people put their money to work for them.

## The Cash Collector

Have you ever had one of those days that you just can't forget because of some minor thing that happened that day?

That happened to me about three months after I met Bill.

I was at work and I poured too much ink out and had to put some of it back into the bottle. No problem. I picked up a funnel, set it in the top of the bottle and poured some of the ink back in until I was satisfied. It worked like a charm.

My coworkers didn't think anything of it, they had done the same thing themselves, I'm sure. But it got my attention. I stopped and stared at the funnel sitting in the top of the bottle.

I had long thought about this: what if I could get 100,000 people to each give me one dollar. It's only a dollar, right? Who will miss a dollar?

But when all of those dollars from so many different people are collected in one place, such as my pocket, I'd have

**\$100,000.00!**

I really liked that idea.

I looked at the funnel and thought about people putting money into it and it all going to one place... me.

Then I thought about Bill from Oregon. That was basically what he was doing. He was collecting a small amount of money from a lot of different people, adding up to a lot of money in his pocket at the end of the day.

## The Cash Collector

Is that what it means to put your money to work for you?

Bill buys socks at wholesale prices and sells them for more than his cost. He spends his money to buy socks, gets his money back when he sells them and makes even more money. He spends \$1.10 and makes \$2.40 in profit.

## Finally Making The Connection

Not knowing what else to do to earn a living, I kept slaving away at my jobs and moving to a new apartment every few months, while keeping that little hope alive in the back of my head that there was a better way.

There had to be, right?

Have you ever looked at those ads in the back of Popular Mechanics magazine? You know the ones, the ads that nobody ever looks at...

I was sitting at my little brother's house, reading his latest issue. I finished reading all the good stuff and, not having anything else to do, I began thumbing through those ads.

One of them caught my eye:

**"Flea Market Goldmine!"**

I remembered Bill from Oregon and stopped in my tracks and read the entire ad. It said to mail \$3 for complete information and a free sample. I figured, if not now, when? So that's exactly what I did.

## The Cash Collector

In about a week I received an envelope from a man in Mesa, Arizona, Bob Downs. The information explained how I could buy brand new, fast-selling items from him and sell them at flea markets and make even more money, just like Bill from Oregon does.

The free sample was a small pair of scissors, quite sharp.

Bob had several starter packages available which would let me get started immediately so I ordered one of them for \$200.

In about two weeks a UPS truck stopped by and dropped a large box off at my brother's house. It had my name on it.

I opened it and inspected the merchandise. It really was brand new and stuff that I knew would be fast sellers.

I called in sick at my weekend job and took the box to the flea market the very next weekend and made \$50 in just a few hours. (Not bad considering I didn't know what I was doing!)

Now one box is not a lot of merchandise. I had enough to fill a card table and that was it, but I was thrilled. I was making money and not working nearly as hard as I did during the week.

Knowing what I knew, that rich people put their money to work for them, that Bill from Oregon can make \$240 in one day, it didn't take long for me to see the light.

Instead of blowing that \$50, I used it to buy more merchandise so I would have even more to sell the following weekend. I made more money. I bought more merchandise and made even more money. In less than six months I had my first \$800 day. The rest is history.

And this, my friend, is what I have figured out:

## The Cash Collector

#1. You must know the difference between spending and investing.

**Money is nothing but a tool.** That's all it is. It's a tool that allows us to do things, just as a wrench helps you remove a nut from a bolt. Money helps you get ahead in life, allows you to afford what you need to live, to prosper, to lead a better and easier life.

That's it. That's all it is. Money is just a tool and it can be a very effective tool once you know the difference between spending and investing.

#2. Learn how to put your money to work for you.

**Stop working for your money and start putting your money to work for you.**

How many millionaires have you seen unloading trucks or working behind the counter at McDonalds? Not very many. *Millionaires don't work for their money, they put their money to work for them.*

There you have it, those are the two things that will change your life once you understand them.

Now let's look at this a bit closer so you can put it to use in your own life.

Lets say for example you and I are walking down the street, window shopping. We each have \$130 in cash. (Play along with me for a second.)

We come upon a fabulous leather coat displayed in a shop window. The tag is marked \$125.

## The Cash Collector

You decide that you want it and you want it right now. So we go into the shop and you spend \$125 and buy it.

And what a coat it is! Warm and soft on the inside and sturdy leather on the outside, a coat that will last you for years and years, I'm sure.

But now you only have five dollars left.

Me? Even though I wanted one I didn't buy it. I decided to hang onto my \$125. Why? Because I know something you don't. I know the difference between spending and investing.

Your \$125 is spent. It is gone and will never come back to you. It will never be able to help you. You traded it for a coat.

Remember, **money is just a tool**. You traded your tools for a new leather jacket, while I am going to use my tools (invest my money) to make even more money, and once I have enough then I'll buy one of those leather jackets for myself.

And that's what I did. I invested my money. I sent that \$125 out into the world, put it to work for me, with the calculated risks being in my favor to ensure that I succeeded, and it returned and brought me an additional \$125. I used my money as a tool and earned \$125.

So in just a few days I actually doubled my money and now have \$250. I go back to the store, buy that wonderful leather jacket for \$125 and we both look and feel great!

**But while you are broke I still have \$125 in my pocket...not just five.**

See the difference? You *spent* your money while I *invested* the very same amount and came out ahead.

## The Cash Collector

I have the same leather jacket plus I still have \$125, and do you know what I'm going to do with that money? I'm not going to spend it, that's for sure! I'm going to put it to work and make even more money!

There are different ways you can do that, but it always involves buying something to sell later for a higher price than what you paid. Buy low, sell high. Used car dealers do that, realtors do it, even Donald Trump does it.

You'll find what works for you. Here's what works for me.

Selling at flea markets and swap meets.

Why flea markets? Well, there are several reasons but the biggest is that *flea markets and swap meets are central gathering locations for many individually-owned and operated small businesses*. There's always a huge variety of items available and that's what draws the buyers.

A regular business in a strip mall depends upon people finding it. They must advertise. I don't need to advertise. People flock to flea markets without my needing to do anything for them to find me.

I invest my money by purchasing brand new items from wholesale companies (brand new items outsell used items two to one).

I sell them at flea markets and swap meets every weekend for more than what they cost me and I double and triple my money.

There's really no selling to it when you offer the right type of merchandise. I get my original investment back plus a very good profit every time I sell something.

And I do it hundreds of times per day.

## The Cash Collector

I have found something that works and I do it over and over and over again. It's just that simple.

Another name for it is the cookie cutter method.

Imagine how long it would take a baker to cut Christmas Tree cookies one by one using a paring knife. But if he grabbed a cookie cutter, he can quickly stamp the rolled out cookie dough and mass-produce the cookies in a matter of minutes!

Find something that works and just do it  
over and over and over.

I invest my money in new merchandise, sell it at flea markets on weekends and double my money in days, not years. And I just do it over and over. That's all I do. It's not rocket science.

"Oh," people say, "but you need a lot of money up front to buy merchandise before you can make any money, don't you?"

No, not really. It'll make it easier, but you don't have to start with thousands of dollars. I started with only two hundred dollars and made money the very first day. I built my business by putting all of the profit back into it by buying even more merchandise each week.

Other than the original \$200, my business actually built itself  
without another dime out of my pocket.

And once I took my original \$200 investment out of it, I basically had a business that cost me nothing yet continues to pump thousands of dollars in cash into my pockets every month.

And it has been doing that for years.

## The Cash Collector

No matter how much money you have, you must know what you want to do with it.

Will you spend it or will you invest it?

I sincerely hope that you understand the difference between spending and investing. That alone has the power to set your life on track to financial independence and prosperity.

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As I write this, the world economy is in turmoil. Companies are going out of business and millions are losing their jobs. Most don't know what they will do but know they must do something, and not later, but right now.

These are the people who have placed their lives in the hands of their employers, thinking the good times would continue to roll and they'd always get that paycheck at the end of the week.

Now they know better. (Or at least they should.)

But when you don't know what to do, how can you do anything right now?

Well, if you sold at flea markets, you would have positioned yourself to

**Prosper in a bad economy, as well as a good one.**

## The Cash Collector

You'd own your own business, you'd be the boss and make the decisions and you would not be leaving your fate in the hands of anyone else. You would never need to worry about losing your job because you wouldn't have a job to lose. You would be self-employed.

In a bad economy more people begin actively searching for bargains and they find them at flea markets and swap meets. My number of daily customers has actually grown greatly because of the weak economy.

In a good economy people will shop for the fun of finding something they weren't looking for but must have. They have money to spend and they spend it. Millions of people shop at flea markets and swap meets.

Remember also that people need and can afford what I sell. I don't go crazy with my prices.

Buying at wholesale means I can price my goods quite a bit below retail and save my customers money while still making an exceptional profit.

How?

One of my items sells for \$11.50. The very same item would sell in a retail store for \$18.99. My customers save money while I make a good profit. What does that item cost me? Two dollars. (Yes, \$2.)

I have found something that works and I do it over and over and over, and I can do it several hundred times a day.

Let's look at it another way.

## The Cash Collector

If you buy an item for \$1 and sell it for \$3 you get your original dollar back plus make another \$2, right? You now have \$3 when you used to have only \$1.

You can spend that \$3 on candy or buy a little gasoline for your car, but if you do that your \$3 would be gone, it would never come back and you could never use that tool again. (Remember, money is a tool.)

But what if you bought (invested in) three more of those items instead?

They only cost you a dollar each and you can sell them for \$3 each, right?

After selling them you would now have \$9 instead of \$3. So now you can buy nine more of them to sell.

That would turn \$9 into \$27. Buy 27 more and sell them for \$3 each and you'd have \$81.

Can you buy another 81 of those items and sell them for \$3 each? Yes!

And that brings you up to \$243.

Buy 243 of them, sell them for \$3 each and you now have \$729.

Buy 729 of them and sell them for \$3 each and you'll be sitting on a nice chunk of change...\$2,187...

See how it is compounding? And it all began with one dollar.

Of course, you will sell many items for more than \$3 each, so it can build even faster...

## The Cash Collector

This is what selling at flea markets and swap meets can do for you.

### **Selling at flea markets is one of the easiest businesses to start and operate.**

Seriously. I've been doing it for years.

Buy brand new merchandise at low wholesale prices, rent a space at the flea market on Saturday and Sunday for \$10 - \$20 per day and sell your items for more than they cost you.

And do it over and over and over again.

A brick and mortar type store requires literally many thousands of dollars in investment before they can even open the doors and make their first dollar. And the Small Business Administration still estimates that 95% of all new businesses go under within the first year.

Just the lease on a location in a new strip mall will set you back \$2,500 or more...each month! YIKES!

**Keep your business expenses low and your profits high and there's no reason for you to fail.**

Millions of people own and operate their own very successful flea market and swap meet business. They wouldn't continue doing it if they weren't making money, would they? Yet they are there each and every weekend.

I personally earn several thousand dollars every month just working a few hours on weekends, and I also know of people who earn more than a thousand dollars per day just selling at flea markets.

## The Cash Collector

Selling at flea markets is just stupid easy, but there are certain things you need to know to make the 'big' money like the pros do.

Sure, you can set up and try to make money, and you'll probably make a few dollars and be disappointed and think I misled you. I see it all the time.

Wouldn't it be better to learn how to do it first, how to do it the right way?

Wouldn't it be better to learn how to avoid making the costly mistakes everyone makes when they first begin?

Wouldn't it be better to learn the insider tips, tricks and techniques we 'pros' use to make the 'big' money, so you can make the big money, too?

Most definitely.

So click on the link below and we'll look into this in greater, more exact detail.

It's okay, click on it:

[Click Right Here.](#)

I'll see you at the flea market!