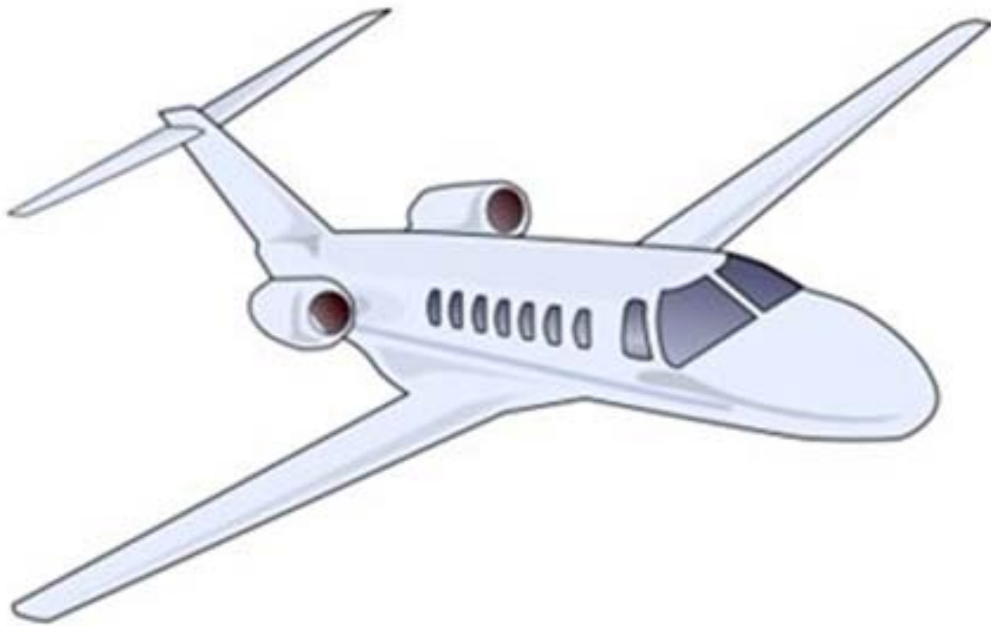


BEHIND THE SCENES

**EARN YOUR FORTUNE
SELLING THE
GOODS OF OTHERS**



*Faint heart it is said never wins fair lady
It also can be said*

*To start a journey without a destination in mind
Is fool hardy*

Although this member of the “Behind the Scenes” series of my 1980’s titles can now be looked at several decades later, unlike others of them requiring a little updating, some almost a full rewrite, this story, this opportunity requires none of those things ... nor it as to be said can I see the possibility that it ever will.

For those of you my readers who followed the details, the history, of this original set of titles in the complimentary fifty four page eBook “[The Magic Circles](#)” then what my first publisher of magazine articles said in reference to this book, printed as number four in the self help library was absolutely accurate.

This then as you may remember was Donald Moore from Alston in Cumbria, the editor publisher who first published my business plans. His opinion was that it was way too advanced, not only for his readership but also for mine. He was undoubtedly correct. Advertised as the nearest I ever came to having a licence to print money, for the vast majority of Bis-Op’s seekers the work involved in this title was by far too much.

To be absolutely fair though, to all concerned, it said exactly that in all the publicity brochures written for it.

From word one, I stressed repeatedly that it was the most work and the most money of all my business plans. It was never offered as a do nothing get rich quick silly scheme.

Brilliantly written even if I do say so myself; it was the story of how I mounted the rostrum just days away from my twenty fifth birthday, to become an auctioneer conducting catalogued sales which would become known, over almost eight years worldwide.

Reading the book to enable me to review it now, the amount of information it contains crammed into so few pages astounds me! ... and I wrote it.

Let me say this is nothing to do with what has come along later in the form of internet auctions; this is still far in advance of that concept. My Behind the Scenes series titles "[Armchair Wheeler Dealer](#)" together with its running mate also a title in this series "[The High Powered Wheeler Dealer](#)" both these, business opportunities titles now revised; include this the age of the computer operated update all can share. It too is done far better by some players than others. Yet another aspect of personal training that the correct type of education can address to

vastly improve the individuals performance or market share.

The skill of a live rostrum working auctioneer, make no mistake this is a skill that can make anyone man or woman very wealthy indeed. Like so many more things people do, there's good ones, poor ones, bad ones and also the indifferent ones. There are those who "sell" every single lot, others who pass declaring items unsold almost every other lot.

There are one's who are too slow and put you to sleep, ones who gabble go too fast, so you don't know what their saying or shouting. Always I am amazed by the ones who are so bad they don't realise just how bad they actually are, when they themselves see a really good auctioneer at work, doing the job so very much better.

Often I have heard it said that the road to nowhere is paved with good intentions. This certainly is true of all those people, whoever and wherever they are that even so much as glanced at a business opportunity. The difference with the proposition of this, as Donald Moore observed it is only for the rare few, who sincerely want to become rich by genuine effort on their part. Not actually

being as difficult as many think ... yet as true to this day as it was when he said it.

Having said that “Earn Your Fortune Selling the Goods of Others” is still to this day a fantastic project in the world of true and dedicated fortune hunters, if it was not so then how come the famous names, known worldwide as ‘the London rooms’ still almost three hundred years after their conception, rule this special, very up market world of selling goods for others. As indeed this title specifically states, this opportunity to be.

The update of this original title therefore is no longer a book, hardcopy or visual, but instead a personal class. The importance of which is contained in this special edition of “Behind the Scenes” for those then who would be prepared to learn the nearest thing in the world of business to a licence for printing your own money. You rare few may be happy to know that for a limited period special classes are possible.

There in fact is not, nor has there ever been a school teaching a person how to become an auctioneer. All the leading sale rooms operate a system they refer to as ‘an in house’ training programme. Only for their people who

will become such, all others are quite simply self-taught. All of this then becoming so dreadfully obvious when you observe them 'work' or rather make a joke of the whole concept, which if they learnt properly would reward them so very many times more in earnings or stature.

The difference then between an amateur, or indeed that of a professional, similarly to anything else you may care to sight or name, also carrying this same distinction. Quite simply is the correct education, by the best for the best.

The only thing so far ever coming close to resembling a form of lesson in the skill of the auctioneer, being a famed number one hit song for the country and western singer, LeRoy Van Dyke entitled "The Auctioneer" in 1956. This 45rpm vinyl record - commonly referred to as a 'single' - sold in excess of two and a half million copies worldwide and as a result catapulted this singer to international "Stardom".

There are should you care to look into the history of the most successful of auctioneers, many more recorded facts of very successful careers built upon this quite unique, even showmanship like learnt skill. True as Donald Moore

said it is not for all, this still however possess the question, could it be for you.



The idea ... the business opportunity you now have firmly in your grasp, from the previous pages. As to how serious you are in its regard, will in all instances be dictated by your needs, dreams and of course your goals. Those registered on the website, which have viewed the details of the three hour afternoon personal class, can elect this

programme, or indeed any other of my listed - one on one, tuition titles as their special course. Let me say that I believe all people are aware they can train for a new job, or a different line of work ... yet few appreciate that the creation of personal wealth comes under exactly that same heading. Best or most easily termed as ... education.

“No one becomes perfect, but some become great”

This being simply where schooling let so many down by not illustrating what by instruction a person can become or achieve for themselves as a result of being shown “how” most especially by someone who has done so themselves.

This the “Behind the Scenes” series continues
with the book my publisher required
listed number five in “Magic Circles”
the long awaited

ARMCHAIR WHEELER DEALER

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