

## BEHIND THE SCENES

# CREATE YOUR OWN JOB IT PAYS BETTER

Anyone can have the job they want  
by simply deciding what they want  
and what's more it will pay you all you want



If you can tell me what you want ...  
Then I can tell you how to get it, and that's a promise

First published in the early months of 1992, selling almost a thousand copies before it came off the press. This now the ninth of its acclaimed series became the last title of my popular Mr Salesmanship renderings. As readers of the special eBook "[The Magic Circles](#)" will already be aware.

Many of my by this time several thousand mailing list students of the period. Who it was, that made such a volume of early sales figures possible, did however make the comment that for them at least it was my best work to date. The flood of correspondence in my in tray, of thank you letters was of course most gratifying at the time.

For my part though, this not being a story of a personal run business operation as all previous titles, in fact had been. I did not see it as such, not so important at least, for all I had done to write it was to take thirty four job advertisements out of only two copies of my local paper, to explain in some detail how each one, if read my way, proved to be a self-employed opportunity right on my own doorstep. This text then was written in such a manner as to show the reader themselves how to make the same assessment possible with job ads in any other local paper, most specifically their own for their area, the adverts then becoming local Bis-Op's.

Today almost all of my work takes a similar stance to this title, that being on this self help training of others towards their own personal success, and yes indeed also the individuals own wealth. Also, as I have more time to do so, my many new titles can further move forward in line with the revolution of technology. Something which creates even more opportunities once a person becomes truly awake to them, not merely simply aware of the same, as indeed so very many appear to be, not taking fully the opportunity that presents itself, in so very many cases.

This together with the fact I am now semi-retired, allows me far more time to devote to others, both new students and old. More time for writing, filming, recording also in short more time for you, so that I can assist you from where you are now to where you would like to be. Always of course this depending upon if you have goals, dreams or desires to ascend to whom or indeed to that you could in fact become, when knowing how to do so, as with anything else in this life.

Allow me to give you an example. You naturally expect and in fact understand that a top professional golfer, or even snooker pro, plays for work – plays for practice and plays for relaxation – in short he lives for the game. I am

no different, excepting that my game is the earning or you may say the making of money. That I find as easy to do as any other ranking professional. Similar to them I now teach what I specialise in to those who would take up the game.

**See my eBook**

**[“Do You Believe in Santa Claus”](#)**



Few people actually take on the job responsibility for their own lives, instead depending far too much upon others to find them a job. So very often we are told to find a 'proper job' it even becomes a social barrier if a person does not have what this title is seen to represent. In my writing of this original title, I further showed how each of the opportunities outlined could be done, first of all part time and then built upon to become a full time business. That itself could well be developed to even come to employ others and create a sizeable concern over a period of time. As indeed someone had done before them resulting in the original advertisement.



Although on the face of it both before this rewrite, even now there are various government schemes in place. Supposedly to support self-employment, I have personally been round a number of these as an invited visitor, and find that on the whole the only jobs these create is for those within them, who don't do very much at all themselves let alone find jobs for others. When, as I have spoken to many of them about introducing top quality motivational lessons into their curriculum, the response is quite simply they not only do not want to know but also cannot be bothered to consider doing so. Worse still is they won't even put the suggestion forward for

consideration to those above them. To do so might rock the boat and jeopardise their soft cushy job.

This of course fits in with those so called job hunters, people who go along and say “I will do anything” which they never mean or even understand what it is they are saying. Were they to take the time, they may even come to realise, that the job, which indeed is all they want. They could so very easily created by themselves, self-employed with far more scope plus even more opportunity for advancement, that in all probability they would never achieve in any other way. Merit for work well done propelling forward the self-employed constantly but rarely the plain job holder, only their company or superiors take this credit. Then claim such to be their own idea to those further above them.

Since the beginning of the nineteenth century, the workforce of not only Great Britain but also that the western world has been fed the concept that security is the number one priority. This even more enforced by a wide range of pension schemes, the main purpose of which is to hold this veil of security over a companies employees, keeping them invisibly bound to the job, whatever it may be. It is this ill conceived restriction that

stands so firmly in the path of so very many who could become great, were they to instead look for success as opposed to that which appears to be an easy ride towards retirement, with not so very much to show for a lifetime spent toeing the line.



For most people then, the words security and success are intermingled to become the same word – how wrong they are – for it is security that prevents a person from finding that which could be their true fortune by offering them a poor substitute, under the guise of security instead to bind them to domesticity, selling their life for mere wages. That for most will add up to debits and over spending on credit, in return for the most active years of their life.

See my article: "[Security Vs Success](#)"

## *Time to Think*

Right now you ... before you do anything else should think really long and hard about these two words and what they mean to you – security versus success - what are you looking for, which do you want. Never mind others around you friends or neighbours, it will only be possible to go forward when you come to realise that success brings with it it's own security, whilst by itself security is the shackles that hold the masses in to the life they so proudly call average, or even below that sham line but never above. In short it is the land of the uninspired and unawake.

Try if you will to find an employer who wants you to be as bright and awake as they themselves are. You, who accept a few pounds per hour for your time, time that in later life you cannot buy back at any price. No one I know has ever made clear to you what 'average' actually is ... when as on many occasions I ask a full class room “who here see themselves as average” then literally every hand in the room goes up, most with a smile on their face.

So you tell me how people came to see themselves as that low status. Because, when I follow the question immediately with the most factual statement I know, which



is, that to make an above average income you have got to become an above average person, then all nod in agreement wishing they had not made claim to be such, also of course all the smiles have subsided.



It scares me to death that a person can be born average, and then live a whole life of average only to die average, at the end of it. To have achieved the goal of total nothing, except perhaps writing a will. When, years earlier to write a plan for living would have served them so very much better. This then at least allowing them to pass away with the smile back on their face rather than a host of regrets.

## *Time Out*

Look around you, our schools work hard to turn out average kids and students. Who search for average jobs of work, they dream of an average home and look to drive an average car. They earn average incomes, take average holidays, and then send there kids to average schools to teach them the same. Don't you think that's exciting, some indeed must, otherwise why do they do it.

Think hard on this ... average is when the best of the worst meets the worst of the best ... there are no prizes given for this category in any games or sports. If there were chances are no one would turn up to collect them, being only average they would be too idle to do so.

In short until you think of yourself as above average, who else is going to? There is no legal limit on how much money you can earn. So then why do you behave as though there is, or in fact go so far as too set one upon yourself?

## *Becoming Bolder*

If during your childhood or adolescence you had been taught things you were not, then presumably you would know them now. Examples here could be other languages or musical instruments, just simply other skills, more than or perhaps only a little different to those that were taught to you. What then do those who earn far more than you have, on the bottom line as you may say. The only possible answer to this being they know how to do this, they have the knowledge with which to achieve this. Now taking this a step further and realising that just the same as you they were born helpless, then where did the difference you see today come from. Quite obviously they must have learnt something you did not, so what would you call that difference between you today, if not education. The question this must propose is – would you like to become the possessor of such knowledge yourself, or would you be afraid to do so.

The problem that should stand out so very clearly to you now, being of course that ‘average’ people cannot and will not be bothered to put themselves into a situation to learn any more than what they already know. They in fact want to be simply that, vast numbers of them even proud to be

so, therefore will remain on the road leading to ‘nowhere’ – the capitol city of Averageville. This incidentally, for those of us who know better, we should not complain too much about, for it is these people who for us will become our customers, for the goods and services, which promote our businesses. We should also note that their numbers are countless, as potential future punters of ours.



## *Create Your Own Job*

The title of this writing was chosen with care both for the original of the series and now. This altruism will always stand the test of time, it in fact always has. Most especially when the words *'it pays better'* are added to it.

Think, if you will for a moment, of a stage or screen magician – how do they do what it is that they do ... the answer is always that they know how, when you don't then it becomes their magic. You know this; you also know that if you knew how, then you also could do the same. Just the knowing how and being prepared to do it is quite simply all it takes. Becoming a high income earner is no different; the knowing 'how' is the magic for you exactly as it is for the stage or screen performer that I asked you to think about at the beginning of this paragraph.

## ***Your Magic***

**Allow me at this point to digress a little, I feel that it is of the utmost importance that you should be fully aware that every single business plan that write about or speak of, can be taken up as a part time or extra money making proposition. This being so because my own personal history is exactly such. I too once worked for wages, yet had ambitions for more. Although I had been earning my own pocket money since the age of ten, it was not until I began to sell my spare time to earn a little more, did things start to become obvious to me. By this time I was twenty years old, married with a child, mortgage, and hire purchase re-payments and as so many more, with debts piling up. I therefore had to find other work, to survive, then as now the best way to do this is by part time self-employment. This for anyone well motivated being far more rewarding as opposed to a second job, and can lead to so very much more. At this time of writing there are almost eight million people in the British Isles, who are proving exactly this, so it cannot possibly be termed a secret, just maybe something you have not yet carefully looked into or even thought of up to now, yourself perhaps.**

The money I earned for my extra time self created work I kept in biscuit box under the passenger seat of my car, this was my till, or working capital, if you prefer. With this as it grew I did other things, buying and selling items and more, always returning the money plus the profits made to the tin. Until one day I came to realise that my spare time was worth far more than I was selling my full time for, to an employer. Just two years later it became obvious to me that I could not afford to sell my time any more so cheaply. Therefore I made the break and moved in to full time working for myself. This as I said, took less than two years, since putting the first pennies in to the biscuit tin. If I knew then what I know now it would not have even taken so long but I did not have the advice that you can have now. Let me say once again ... all my recommended business plans, ideas and if you like the word, schemes, are built on low capitol or small investment and high returns. This being something I regard as paramount to the individual or operator, not often possible for large companies, yet almost always achievable to an educated pupil of mine. Perhaps it may be worth consideration, that in my first year of self-employment I actually earned more than I did in full total since leaving school seven years earlier, to

**work for others in what is commonly called a “proper” job. This working out to become a seven fold rise in salary, at that point in time, having now considerably risen further since then.**

See my e-Book: [“The 21 Steps”](#) - (The Biscuit Tin)





## *The Goldmine*

Self-employment can be compared to a goldmine, in every strike of what was referred to as the 'colour' in history, that being the term for gold, in the business. There were many of those who went along with the 'rush' to pick up the easy pieces, those who dug a little or played about in the streams – then a gifted few, more motivated, goal driven, that sunk a shaft, to make it big. Even then such people were said to have struck it lucky, by those not prepared to put in a similar effort but yet envious of their success. Think about that, and while you are doing so, let me tell you a little story –

- During the very first week that I became self-employed, aged twenty two, I meet a man of a similar age to myself, called Mitchell. Whom of course with such a name, everybody simply referred to as "Mitch" he was at that time on state benefits. Plus at the same time bumming around earning a few pennies with an old kippered van, waiting for his father who in fact was extremely rich at the time, to die. This story he made no secret of, just the very opposite was the case, all who knew him had heard it from his own lips many times. Unknown to him at that time however, he would himself be sixty two years old when his father

eventually died. Not only that but further, also had been specifically written out of the will, many years earlier as it turned out when it was finally read out. This then is a story of a lifetime spent waiting for something that never happened ... don't let similar befall yourself. Give serious thought to helping you, you're probably your own best hope, when you think about it in the long term. Plus your worse personal enemy actually holding you back if you do not. At the very least examine the possibility, of doing something about it yourself.

Remember and remember well, nothing comes about without desire, without dreams or ambition. My part time job only grew into full time reality because of my personal goals. This is true just the same for you and in fact every one else, without the impetuous, to do something, you are on that road leading to 'Nowhere'

**See my eBook:**

**[\\*To Dream\\*](#)**  
**[The Impossible Dream](#)**



You have heard it said “from little acorns mighty oaks grow” sure it takes time but what else have you got. One step leads to the next, for all of us, this could so easily include you, but only if you are prepared to make the trip. This then poses the question... how far would you go to look in depth at what could be your turning point in life.

**See my special four disk CD set**

**[“1001 Business Opportunities”](#)**



This title, you are currently reading is no longer a book, with lists of explained job advertisements; rather it is a chance or an opportunity, close to having your fortune told as it were ... this title is the last in the ‘Behind the Scenes’ series, although a further eleven titles were in manuscript form in the mid nineteen nineties. Rather than continue them today I conduct lectures and private classes.

Not only should you be totally clear that I do this because I love it and that Knoll House Interforum is my brainchild. More you should perhaps take in to consideration, that I was born during World War II and as such like so very

much more, in life today, you could leave the matter until it is too late, most 'average' types do just that, this they then refer to as bad luck.

To close not only this title but also the series for which it completes the set ... allow me to publish an open letter, written at the same time as this eBook and sent to a wide variety of media and notaries, much in the public eye at the time.

### *OPEN LETTER*

Ambition is a far rarer human quality than you may at first think; consider that it is not encouraged to any extent of meaning in any school, not only throughout Great Britain but anywhere at all in the English speaking world. The proof of this of course being, if it were then you would already have some of it, so would everyone else who had received the same education as yourself. Discouragement towards personal achievement, I find to be common place in comparison, this dating right back to my school days, continuing up to this present day. In this at least, I share the company of some very famous names of the past.

All people everywhere become what they spend the most time and effort thinking about. This fact is so well known that it features in every religion ever conceived by man to this day. You could be forgiven for thinking, as such its basis would be expounded upon and encompassed in our schools who teach religious education by law ... however on the contrary it is totally ignored, or even rejected by so very many in various high places of office, who should support its concept. Many of who give a form of lip service in public, yet in reality through fear, instead they put it down or go to various lengths to repudiate the fact. That attitude in itself I believe, when looked upon carefully can be seen on many social, religious and even political fronts. Once again as with the condition loosely called 'ambition' you yourself are the proof.

“No one becomes perfect, but some become great”

Write a brief essay upon your life, who and what you are at present. More important by far, you could write one upon the subject of that you want to become or to do next, a 'plan for living' might we say. Strangely few do this, the closest they actually come to something similar, being to write a will ... more commonly known as a plan for dying.

***Final thought***

*I have one of the  
most extraordinary  
talents in the world*

*and that is*

*I can show quite  
average and normal  
people how to become*

*rich and successful  
people*

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