

How To Start and Operate a Finding Service: Earn Your Fortune In Finder's Fees



[Make Your Fortune as a Professional Finder](#)

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Chapter 1

Make Your Fortune as a Professional Finder



By J. Stephen Pope

Have you considered the lucrative opportunity in finder's fees? You could become a professional finder and earn a fortune from this alone. Alternatively, you could supplement

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your present income with finder's fees.

A finder is someone who finds something for a person or business. The amount paid for this service is called a finder's fee.

What is the difference between a finder and a broker or commissioned salesperson?

A broker or commissioned salesperson gets paid a percentage of the sale made. Usually, such person acts as an agent for the owner of the goods or services sold. He becomes actively engaged with the sales process, supplying information to facilitate the sale, negotiates the contract, arranges financing, and completes paper work.

On the other hand, a finder simply introduces a buyer to a seller for a fee. He does not become involved in the sales process and is not an agent acting on behalf of the seller.

The best areas to earn finder's fees are those in which you already have expertise and interest. For example, if you are an expert on airplanes and have connections in the aviation industry, you could earn finder's fees finding suitable planes for those needing them.

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You can earn finder's fees in many areas including equipment (used or new), equipment leasing, finding locations for franchises or vending, scarce materials, commodities, financing, et cetera.

Connections are the inventory of a finder. You are being paid to find something of value by someone who doesn't know where (or doesn't have the time) to find it. Your knowledge of where and who to get something from is invaluable information that people are willing to pay for.

Protect yourself with written contracts. Also, document all efforts you have made to earn your finder's fee.

Before you introduce a buyer to a seller, have the seller acknowledge in writing that they have agreed to pay you a finder's fee of so much upon successful completion of a sale.

After obtaining a properly executed written contract (which may be a simple one page letter agreement), inform the person by written correspondence (sent by registered mail) about the buyer. Keep all copies of correspondence and other written documentation in case it becomes necessary to enforce your rights later. Proper documentation should help

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you to avoid any misunderstandings.

Just as the business that sells something pays its sales staff, likewise the seller generally pays the finder's fee. The seller is the one that makes a profit from the sale and so usually is the one that pays commissions or finder's fees.

However, if a buyer is particularly anxious to buy something, he might offer a finder's fee. Therefore, it is possible to collect such fees from either the seller or the buyer.

It is possible to find finder's fees opportunities offered in magazines, newspapers, and newsletters. You can find additional opportunities by doing your own research. Use your contacts, reference and phone books at the library, the Internet, persons you know (or don't know) who might have the information you need, as well as other sources to find what is needed.

For example, if someone tells you they can't find a pilot with an airplane outfitted with geophysical survey equipment, have you considered talking to airport employees, pilots, business acquaintances, exploration companies and manufacturers?

Make sure that all your communications and dealings

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(telephone, correspondence, letterheads, contracts, et cetera) reflect the professional nature of your business.

You must be willing to do the necessary legwork and research required to earn your finder's fee. As well, you must project a business-like, professional image and protect yourself with written contracts and other documentation. Above all, you must follow through and diligently apply what you have learned. In that way, you, too, will become a highly paid professional finder.

This is chapter 1 of *How To Make A Fortune In Finder's Fees* by J. Stephen Pope. Other chapters discuss How To Make a Fortune in Finder's Fees in Regulated Fields, as a Consultant, and on the Internet.

To read the rest of this Special Report, visit [Finders Fee Fortune](#).

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Chapter 2

Earn Your Fortune In Finder's Fees: The Easiest Money You'll Ever Make!



by J.F. (Jim) Straw

Would you like to earn \$75,000 per month for 5 years?

One Finder did. He saw an item in a newsletter offering 10,000 barrels of Crude Oil per day for 5 years. Putting that seller together with a buyer at a small refinery, he earned a fee of only 25¢ per barrel, and collected his fee of \$75,000 every month for 5 years.

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How about trading less than \$1 in postage and a couple hours easy work for \$100?

Not a big fee but it was so easy another Finder couldn't pass it up. Reading a "collectors" magazine, he came across an ad seeking some college memorabilia from a college near his home. He made some local telephone calls, located the items wanted, wrote a letter, and earned an easy \$100.

Do Fast-Food Franchises interest you?

More than one Finder makes staggering fees each year by just finding "locations" for fast-food franchises. Others earn smaller, but consistent fees, finding locations for Vending Machines and Coin Operated Games. It takes some research, time, and an eye for consumer buying habits, but some of the fees would boggle your mind.

Two Finders – Two Fees!

One Finder had a "seller" offering a warehouse full of closeout & surplus inventory. The other Finder had a "buyer" looking for closeout & surplus inventory. They saw each other's listings in the same newsletter. After a few telephone

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calls and letters, they earned over \$25,000 each.

Did you know there are firms in this country who “manage” hotels, mobile home parks, apartment buildings, etc., for the absentee owners?

Those firms often pay substantial Finder’s Fees if you can find properties for them to manage.

Would you believe over \$50,000 per year by just matching Newspaper Classified Ads with the Telephone Book Yellow Pages?

One Finder makes that much and more each year by just matching-up the wants & availables in Newspaper Classified Ads from neighboring areas with the Yellow Pages in his town and other Classified Ads from other newspapers.

If you can think creatively, you might be able to pull-off one like this!

A company had been trying to dump a huge volume of lead weights for ages. They couldn’t find a buyer. Then a creative Finder figured out that those weights could be used in the

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commercial fishing industry. His creative thinking was rewarded with a substantial Finder's Fee.

Television Advertising pays big bucks to Finders, too!

NO! You don't have to run any TV advertising. Just find people who need TV advertising and connect them with TV stations who will run their ads. Of course, first you have to strike a deal for "dead" air time.

It would take a couple hundred pages to tell you about all of the Finder's Fees earned in machinery & equipment deals.

As you probably know, there are literally hundreds of thousands (if not millions) of pieces of machinery & equipment setting around, in almost any industry you can name. Find a buyer. Earn a fee.

If a product or service can be sold or bought, there is a potential Finder's Fee just waiting for a Finder with the "know-how" to earn it. There are Finder's Fees to be earned in every small town or big city, in every state and country. All you need to do is match-up the buyers and sellers, put them together, sit-back and collect your fees.

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And...you can start your own Finder's Fee business for less than it would cost you for a good meal at a fine restaurant. — All you really need is a typewriter, business letterhead, and a telephone to get started.

“Why would any company pay a Finder's Fee?”

There are over 240,000,000 people in this country — and millions of businesses (small, medium & large). Can any business know of ALL of the sources of supply, potential buyers, or providers of necessary services? — Not on your life!

Why should a company spend thousands of dollars, and tie up essential employees to do nothing but research the existence of these suppliers, buyers, and providers — when they can easily let a Finder go to the trouble of locating the contacts they need. And, those fees are considerably less than what they would have spent if they had done the research themselves.

Finders EARN their fees by weeding-through the unqualified leads and flakes; by following all of the dead-end paths; and eventually putting their hands on a real, honest-to-goodness source, buyer, or whatever. — THAT is what a Finder gets

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paid for doing.

A company, or individual, who pays a Finder's Fee, pays it so they won't have to chase down all of those unqualified leads, blind alleys, and dead-ends.

It is really far easier than you might imagine...but... if you don't know how to do it (and do it right), you may chase down all the blind alleys without ever finding a profitable match. – That's what happens to most amateur finders – a lot of blind alleys but NO Fees!!

I've spent over 30 years of my life as a finder – gathering facts and doing the things that you need to do to be a professional finder. Starting with a \$42 unemployment check, I became a multi-millionaire.

During those 30-plus years, I made every mistake ever made by amateur finders – until I learned how to do it right. — I have earned Finder's Fees for locating everything from a World War II bayonet (for a collector) to buyers for Oil Field Equipment.

Over the past 10 years, I have watched as literally thousands of men, and women, have tried to become Finders. – Most of

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them don't even know, for sure, what a Finder's Fee is, or how a Finder earns those fees.

The real tragedy of this situation is that there are literally millions, upon millions, of dollars out there just waiting to be claimed by someone who can "find" the buyer, or seller, needed to complete the transaction.

What Is A FINDER?

Unfortunately, most people...even many of those who call themselves "finders".....don't really know "what" a finder is, or how to start earning Finder's Fees.

In order to define what a Finder "is," let's first point out what a Finder "is not."

A FINDER is NOT a PRE-SELLER — Pre-sellers accept a selling price from a product source, add-on what they feel to be a fair margin of profit, and sell the item. After they make a sale, they then buy the product and ship it to the buyer.

A FINDER is NOT a DEALER — Dealers take-on a product, or service, for continuing promotion and sales. They are

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responsible for the distribution of a product, or service, from the prime source to the end user.

A FINDER is NOT a REPRESENTATIVE or AGENT for either the buyer or seller. — Representatives & Agents are empowered by their clients to negotiate the purchase, or sale, of specific products or services. They can legally sign documents obligating their clients.

Too many “supposed” Finders are not really Finders at all — they are Salesmen, Agents, Representatives, and/or Pre-sellers.

A Finder is nothing more than a “match-maker” for a fee. The professional Finder simply matches QUALIFIED buyers with QUALIFIED sellers, or vice versa – “FOR A FEE!”

Finders DO NOT sell anything; except their knowledge.

Finders DO NOT negotiate anything; except their own fees.

Finders DO NOT add-on their profits.

“Contacts Are A Finder’s Stock in Trade”

“Contacts” are the bread and butter of the professional finder.

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All he is really selling is names & addresses of QUALIFIED contacts.

The following are the most important points to remember:

(1) Be a FINDER; not an Agent, Representative, Salesman, or Pre-seller. DO NOT try to sell anything; simply offer QUALIFIED contacts to your clients who offer a Finder's Fee. Nothing more.

(2) As a FINDER, let your contact and your client negotiate their own deal; once you have brought them together.

(3) Use the finest materials (letterheads & envelopes) available, and maintain the most professional business approach in all of your dealings.

(4) Furnish only QUALIFIED contacts to your client. UNqualified contacts only come from UNqualified "amateur" finders.

(5) NEVER give your client the name & address of another Finder. When you do, you start a Daisy Chain, and are not entitled to any form of Finder's Fees.

(6) READ...READ...READ...ever increasing the number and quality of your contacts.

(7) Keep chronological and complete files of all of your correspondence (even telephone calls) with both your contacts and your clients.

(8) Always FIND IT FIRST, before contacting a potential

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client. This one action, alone, will save you a lot of money in paper that doesn't go into the waste basket.

(9) If you don't get a response from the potential client, DO NOT do what childish amateurs do DO NOT blame the advertiser; blame yourself. You probably didn't offer the potential client what he wanted; so, try again, or give up, on that particular finding opportunity.

NOTE: If one advertiser doesn't respond to your contact offer, you should keep your eyes open for a similar Finder's Fee opportunity; to which you can make the same offer. – BE SURE to re-confirm your contact.

(10)The “key” word in being a successful finder is PATIENCE. The reason most amateur finders never earn their first fee is because they push for a fast close. They try to negotiate the deal for the principals. DO NOT do it!! Let your principals close their own deal, in their own time. A “right” deal will close itself. A “wrong” deal will never close; no matter how hard you push and shove.

As a finder, you can work anywhere you want, at any time you want – just by keeping your eyes & ears open. Even an offhand comment overheard on the street can lead to a finder's fee.

Whether you live in Podunk, or Metropolitan New York City, you can earn constant, and sizable, Finder's Fees all year,

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every year.

Your family, friends, business associates, and local merchants (as well as people all over the nation, and around the world) can make you a fortune — if you know who will pay you a Finder's Fee for information you hear and see every day.

Using the information in this report, you can be well on your way to earning your fortune in Finder's Fees.

Author Bio

Having spent over 50 years in business, doing business successfully, J.F. (Jim) Straw now shares “Practical Instruction in the Arts & Sciences of Making Money” at the Business Lyceum – <http://www.businesslyceum.com>

This report was excerpted from the complete, master course, *Finder's Fees – The Easiest Money You'll Ever Make!* by J.F. (Jim) Straw; the only professional finder to ever write on the subject. The complete, master course has been the bible of professional finders since 1978.

[FINDERS WANTED – Earn Exceptional Finder's Fees.](#)

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Chapter 3

Earn Big Money from Home as a Finder



by Tyler G. Hicks

What's One of the Easiest Home Businesses to Start?

Today the answer is: Become a Finder for Business and Personal Needs. As a Finder you:

- Look for, and find, items companies and individuals seek.

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You are paid a fee for finding what's wanted.

- Tell your client where he/she can obtain the item or items needed; you also give your client the price of the item.
- Arrange for getting the item to your client, if he/she wants this kind of service; not all clients ask for this help.

How Can You Get Started as a Finder?

The answer is easy. You just take these quick steps:

1. Decide what types of items you'd like to find. At the start it is best to specialize. Thus, you might become a finder of: Money, Oil, Farm Products, Executives, Old Cars, Special Vessels (Yachts, Freighters), Factories, etc.
2. Start your business in your name. When you do this you do not, in general, have to register your name with any local authority. Only assumed or fictitious names normally need to be registered with your county.
3. Print your own letterhead. Use a computer or go to your local quick-print shop and have 100 sheets printed. That's all you need to get started. Also have 100 #10 (business size) envelopes printed. Total cost=\$50.
4. Send letters to local companies telling them you will find the items they need for a fee. Focus on firms that might need what you've decided to find. Thus, if you want to find oil, write to oil-needing companies.
5. Look in the Wanted columns of large-city Sunday newspapers for items people want that you might get for them. Contact your potential clients by phone, fax or

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- mail, depending on what their ad says.
6. Go to your local public library; look for any newspapers or magazines serving the field in which you want to find items. Check their Wanted columns for needs you might fill for them by finding what they need for business.
 7. Charge a 10% finder's fee for your work, if that amount is enough to pay you for the time and cost of finding what's wanted by your client. When you find money, the typical fee is 5% of the first million dollars, 4% of the second million, etc. Just be sure you're paid enough for each job!
 8. Advertise your services using small classified ads in the publications serving the field you want to specialize in. You'll find the publications listed in "Standard Rate and Data", available in any large public library near your home.

Being a Finder Can Bring You a Large Income at Home.

But you must work at finding what your clients seek. Find what a few clients want and you'll soon be given more finding jobs. Satisfied customers will come back –again and again. Why? Because your finding activity saves them time and energy; they're glad to pay you!

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Author Bio

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Tyler G. Hicks, the president of International Wealth Success Inc., is the author of many wealth building publications, including the [Finder's World Business Kit](#) and the [Financial Broker/ Finder/ Business Broker/ Business Consultant Kit](#).

Chapter 4

Make \$100,000 Per Year as a Finder

Millions of people dream about being self employed with a business they create and own for themselves.

The desire to be your own boss and to have the blissful freedom to set your own hours is a powerful force for just about anyone.

But what most often bursts the bubble of those who dream of self-determined financial independence are the immediate road blocks that present themselves. The most common barriers are:

- The need for large amounts of start-up money.
- The need for a special skill or educational level.
- The need to find a business that can support you as well

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or better as your current job.

- The need to find a business in a field that is not already crowded with competition.
- The need for a business that does not require special and expensive equipment.
- The need to find a business that can be done anywhere in the country, namely, where you live.

Most often one or a combination of the above keep people where they are – in the rut of their current dreary, low-paying job, or unemployed.

That's why we went searching for a kind of business that leapfrogs all of the above, and which just about anyone can start right away with little or no star-up cash, and do it no matter where they live or what their level of skill or education.

A job that fits the bill is to become a Finder.

What is a Finder?

It was the brilliant scientist Albert Einstein who once said: “It takes a genius to see the obvious.”

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That axiom is true for the job of being a Finder. This is a concept for making big self-employment money which is incredibly simple and lucrative, but perhaps so simple that most have overlooked it because it is so obvious.

Ask any marketing expert about the best way to make money in America, and he or she will tell you to isolate a problem or need, and then find a way to solve that problem or fulfill that need.

A problem and need which millions of people have is that they need to find something. Millions of people need to find the perfect apartment. Millions are looking for the perfect spouse or mate. Millions of people are looking for a roommate. Millions of people are looking for more clients to build their businesses. Millions of people are looking for special items, like rare books, antiques, classic automobiles, baseball cards, famous signatures, the best trout streams in America, the best restaurants in New York – the list is absolutely without limit.

The bottom line is this: You can help people find what they need, and they will pay you for it. You can start your own business as a professional finder, and never be without clients, cash flow or financial security ever again.

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Read the rest of this Special Report at [Finders Fee Fortune](#).

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