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HOW TO MAKE A LIVING
**OUTSIDE
THE SYSTEM**

A PRACTICAL GUIDE TO STARTING
A BLACK MARKET BUSINESS

This is Tarrin Lupo – thank you for purchasing my e-book.

This is “How to Make a Living Outside the System – a Practical Guide to Starting a Black Market Business”. First of all, I’d like to dedicate this book to all the liberty activists, who instead of trying to work inside of the system to change it, (which amounts to beating your head against the wall – ineffective and painful) have decided *instead* to simply step out of the system, and create a better model with a counter-economy.

Thank you for all you’re doing.

There are other books out there covering black market businesses, but they are very different. Other books typically focus on how to stay invisible and under the radar. We will discuss a little bit of that strategy, but there is a new and better way to do it.

I like to look to nature for answers and there is a great example of this strategy I would like to share. A new form of activism that is also a way to run a black market business is on the rise and having great success.

My advice, “Become a poisonous frog” with your activism. Everyone has seen pictures those bright yellow and neon green frogs that live in the rain forest. They don’t even bother with trying to hide in the backgrounds or with camouflaging themselves. Why aren’t these amphibians hunted into extinction? The frogs are poisonous and advertise that fact to the world with their bright colors.

This is the strategy I promote in this book. I will teach you how to advertise yourself as being to poisonous for the authorities to mess with. These are *non violent ways* to convince the local gang of thugs that your business is not worth the time, money and embarrassment you will cause their department if they choose to mess with your way of making a living.

Now the question is, why start a business in the first place? When you’re young, the idea is simple: you can step out, for example, and create a lemonade stand. You can step outside the system without having to do much at all. You buy the materials. Maybe it costs ten dollars to acquire those materials. You sell cups of lemonade. All you have to do is figure out the math! And hopefully you can make a twenty dollar profit. And you set up the stand, and you use your sales skills to try to bring in people to buy stuff. And that’s all there is to running that business.

I wonder what your experience would be like as a child, if you had set up the lemonade stand and a jealous competitor ratted you out to the officials, or the people in your development got mad because of zoning laws. Bureaucrats then sent men with guns, who call themselves police, to shut you down. I wonder what kind of taste for owning your own business that would put in your mouth after that experience. This is what happens when you try to run a business in the “legitimate” world. And I hate using that word, “legitimate”, but that’s kind of what it means, though: the legal world where people are normally doing business.



You have to look at the fundamental reason, first of all, why people participate in this...and the reason why they run businesses in a “legitimate” world is to cap competition. Here is what I’ve personally observed after living in an area without any zoning for a long time. The successful businesses will get a leg up, and develop their businesses, and get them going really well; then they start influencing local politics, and city councils, etc., run for mayor, basically do all they can to use the power of politics and the force behind government to lock out their competitors.

They’ll put all these regulations in place so that if you want to start the same type of business that they’re running, you’ll have to pay these licensing fees and inspection fees. You’ll also have to beg permission for approval of your sign; you’ll have to pay sign fees, advertising fees, B & O Taxes, and all this other stuff that the first businesses didn’t have to pay because they were “Grandfathered” in. They don’t have to do all this; it is actually just a protection racket to keep new businesses from starting up that don’t have much money – and can’t afford to compete against established businesses that don’t face the same costs.

At first, when people start a business, they just want to have fun or, maybe, they’re broke and they have to make some money. Or, if you are like me, you simply can’t work for someone else and you have been fired from every job you ever had. That’s the type of people who will usually start their own businesses. What will happen is they’ll go in with a great idea and then get bogged down with bureaucracy. Just try to open a business and you too will see that you can’t just open your doors. You have to do two to three months of begging, paperwork, zoning, waiting for meetings, bribing the right officials, correcting some arbitrary code violations... you can’t just open up and have a business flowing.

This makes for a tremendous amount of strain, and only someone with a lot of money and patience can afford to not be producing revenue for that long. You also spend all that money on fines and extortion fees they call permits and licenses. So we have to look at this system as a protection racket – for that’s what it really is. If you understand that, you’ll see the reason that a lot of people and communities simply ignore all those rules, and take a risk and step outside the system. I will not sugar coat it, there is risk, but you can minimize the risk considerably.

This book, as opposed to other books out there about underground economies, strives to address the issues from a liberty perspective. I don’t think that your friends, neighbors, politicians or anyone have any right to tell you how to make a living to feed your family. Nobody does -- PERIOD! If you’re not stealing or being violent, then you should be able to contract with whomever you want, in any kind of agreement you so mutually desire, no matter what some community or politician says.

So to you activists and entrepreneurs who take the risks, I dedicate this book, and it is you whom I want to encourage and embolden to start businesses and enterprises. My goal is to share my experiences so that you can avoid some of the big, expensive mistakes I’ve made and start your own businesses at a near-immediate profit. I would love to see businesses start up in such a number that the state simply can’t control them. In great enough number, small, and especially mobile businesses, can’t be pinned down or tracked by the police. To do this would be to put into practice a better system that would remove the shackles of government and regulations.

Sean Smith ~ Independent Team Beachbody Coach ~

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It's better for you, as a business person, but it's also better for your customer! You can operate so much more cheaply if you remove the government middle-men sticking their fingers in your business. It's good for both parties, it's good for the economy, and it's good for everyone except the bureaucrats that make a living off interfering with you.

So where do we start? The traditional and old way of doing a black market business was to stay invisible. This is not the approach I really recommend but I will say a few words about it. First we have to talk about privacy. There's lots of different ways to do this. There's a book by J. J. Luna called [How to Be Invisible](#) – that will teach you how to “disappear”. It's a great book. When I was reading it, I was struck by how many things I was already doing, instinctively, not knowing there was already a guide to living and doing business that way! I used to spend a great deal of study on how to become invisible, or “disappear”, until I found a better way. These days my goal as a liberty activist is to simply live in the open as a free man.

I don't want to have to live in fear; I also don't want to make myself an easy target so that I can be easily shut down, either. So there's a balancing act. That's something that you're going to have to personally decide – where you're going to come down on this. Are you going to come down where you're completely open, as I am? I don't care if people know that I am running this kind of business. I'm proud to be an Agorist. [[Click here for more info on Agorism and to go to http://agorism.info](http://agorism.info)] Agorist is a fancy word for a person who believes that you should be able to have a free market without government interference. Will you, like me, be a proud Agorist and “wear it on your sleeve”, or will you stay in the shadows praying you never get caught? My mission in life right now is to encourage this system to grow, so I'm open about it and want to show others it can be done.

The alternative representing the other end of the spectrum would be people who are the complete opposite. You'd never know who they are. They could be a friend, family member or neighbor and you would never have a clue. Many folks like this run a business completely anonymously. You can even run a business *overseas* anonymously, and if you run your business correctly, nobody will ever know *who* is making *what income*, including the state.

I'd like to give you a few tips from the book, but in the end, it's not what I'm trying to focus on. It's more practical to focus on how to do this without sneaking around. It's a process. Many people will become interested in escaping the system while they still have a regular job, with paychecks subject to taxes, workers' compensation insurance and the like.

How *do* you transition? How do you go from a life where you're still really tied into the system, everything documented, to one in which you are completely off the books, outside the system, and you're not asking permission to make contracts with other people?

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Initially, you can do some things to make it harder for the system to track you and also make it easier for you to “disappear”. One small step is to get a private mail delivery box, such as a UPS box – don’t get a government Post Office box. The beauty of private mail delivery boxes is that they have **real addresses**. This will assist you, at least at a superficial level, in appearing as if your mail deliveries go to a real residential address. Most people on the planet have no idea where I live; they just know my P.O. Box. This is the way I prefer it, for simple privacy reasons and not just for privacy from the government. There are crazies out there, people who stalk, etc., and you don’t want to make it easy for them to harass you.

You can develop this tactic further; you can use another name to further draw the shades against prying eyes. There are a myriad of ways to get around of barriers to privacy. You can bribe your way in if you have to. You can also purchase defunct or abandoned companies. There **are** people who will sell you crashed companies, L.L.Cs (Limited Liability Companies). All you need is the paperwork and you can set something up pretty easily, without your name ever being on it.

Whenever you set up your private delivery address, you’ll use the name of this old company or someone else’s name. Just pay someone to go and set it up in their name, be it someone you trust or someone that you don’t even know, even an indigent person. It could be a quick thirty or forty dollars for someone – then they hand the key and the box account information to you. It all depends on your risk tolerance level. There are many different ways of doing it, whether you’re using someone else’s name, the name of “ghost” corporations or corporations you can’t be connected to. You can pursue this idea much more deeply, but this is the idea, the simplest thing you can do. Don’t use your home address. Make it harder for people to locate you, make them do a little bit of work to find you and whatever you’re doing.

The next thing I want to cover is the use of banks and bank accounts. Sometimes you **have** to use banks. Let’s say you want to run a business through PayPal or you want to take checks. There are different levels of privacy. Some people refuse to interact with banks at all. There are people who will keep a bank account solely for their Agorist business, in which they keep very little money, maybe as little as \$500.00. Then if someone steps in either from government or due to identify theft, only a small amount of money is vulnerable. Most of their money is sitting, hidden, somewhere at home, in cash or precious metals. They’ll have that small account just to be practical. There are also ways to connect bank accounts to L.L.C.s or to whatever vehicle you’re using. Sometimes you can even buy out someone’s failed business or company and at the same time acquire their bank account. Be sure you’re not keeping too much cash in it. There’s a good chance the former owner is not going to wipe you out, but why tempt them.

Also, an amazing amount of transaction power can occur on those anonymous prepaid Visa cards. Mind you there are lots of fees and inconvenience but you can run an entire business through it if you learn how. There are different ways to handle it. This tactic might not be for everyone. Again, you’ll have to take your own personal risk tolerance into account.

Join Liberty Restoration Project

The Liberty Restoration Project is composed of a politically diverse group of concerned citizens who have decided to throw down the arbitrary barriers (such as political parties) that divide us and work together as American Citizens to improve our country, starting as locally as possible.

<http://www.libertyrestorationproject.org/>

There are even ways to start a corporation without any names involved at all. However, I'm not going to go in-depth here about it because I want to emphasize that you should go completely outside the system and creating a legally licensed corporation is just reinforcing and working inside the government system.

We're going to go through practical steps to get to where we need to be. As I said, the first small step is to protect your identity as I discussed earlier. Next, as far as banks go, if you really want to step outside the system, you should reduce or eliminate your use of banks as much as you can. The more of a paper trail you leave, the more of a target you are. The solution is to live and work in a cash lifestyle. This will be a lot more inconvenient than you are used to. You'll have to deal with establishments like check cashing services. You'll automatically lose *some* business because some customers won't deal with you if you don't accept credit card payments. The flip side is that you'll have complete privacy and anonymity. Cash is still king.

Let me now point you to businesses that are cash-run and cash-oriented. Hopefully this will give you the impetus to start a cash-run business or you'll use these ideas to convert a business of your own to a cash-only business. I also wrote another book that relates to this, called [Stash Your Swag](#) that teaches you how to properly hide stuff, including cash, which is normally a security risk to keep at home. The book teaches you a variety of free ways to creatively stash whatever you'd like to hide by finding lots of little places to conceal your cash or valuables, allowing you to spread the risk for theft and detection around. There are over a hundred ideas in that book, including ways to hide even bigger sums of cash from bad guys.

Right now I want to talk to you about why you can't use banks, financial accounts and other institutions and figures inside the system. You'll find it's completely the opposite of running a business in a way that you're used to or have experience running. The fewer books and records you keep the better. You want to make it "disorganized chaos." You should use a system in which you can limit the complexity to keeping an envelope of cash! When you're out of cash in such a system, you're broke. You need to go old school and operate your business more conservatively. You're not going to be able to "play it big" and borrow money such as a big business operating inside the system would, taking out, for example, a \$50,000 loan. You're going to have to start slowly. The cool thing about this system is that it eliminates debt, reverting to a system of doing business that pre-dates credit. You're going to use cash for everything. It's a great common sense approach to keep you out of trouble, and it's also more realistic. It's just a little slower. You trade speed and credit for safety, privacy and freedom.

Why, you may now be asking, can't you trust banks? Banks and accountants will sell you out, that's why. Banks will allow government officials instant access to any account you have, for any reason they desire. The bank officials are even instructed by the government agents to not even tell you that your information has been accessed, or even to openly deny and lie about it!

In my experience, even if you're not "guilty" of anything, I've repeatedly seen government agents lock down all accounts of a business. The agents seize your assets, followed by years of legal battles to get back that which was yours, at your expense! You must then protect yourself against these kinds of consequences. The best way to do that is to not get involved with banks in the first place.



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When you run an underground business, you very rarely get in trouble with bureaucrats. Fortunately for you, bureaucrats are lazy! They prefer not to have to chase anyone down and do the hard work involved for the “little fish”. They’d much rather have competitors or neighbors snitch you out. That’s what they’re counting on. They want the case to be brought to them on a silver platter; only then might they dig their teeth in and go after you. Again, the degree to which you employ these approaches will vary with your tolerance for risk.

To re-cap, the old school way is be completely invisible, where barely anyone knows you’re running a business, which is a low risk way. Putting as many layers between your actual identity and the identity of your business as possible is very safe, but complicated. But I try to encourage people to be open about running a business while at the same time making it hard for the state or financial institutions to deal with you at all. Make it so if a bureaucrat *does* come after you, they’re not going to find *crap* and you’re not going to cooperate with them. Bring such a negative, public and/or media storm down upon them and whatever agency rock they climbed out from under that they just back off and leave you alone.

A good example of this would be what happened in Savannah. There’s a restaurant business that proudly runs without any licensing or zoning. They do delivery; they cook in their family kitchen, and then they deliver the food. They were openly running their business illegally. One of their customers got mad about an order and decided to snitch them out. The cops set up an illegal sting, wasting their time and taxpayers’ money. The Garden city PD used five cops in this sting to catch this one business with their illegal biscuits and gravy. I’ve got a whole report online at LCLReport.com, if you’d like to watch the video. Just search “Biscuitgate”

Because there’s an existing network of independent media, the story got massive press. The police department was so embarrassed about it (since other Agorist businesses and liberty activists made such a stink about it) that the police then made a statement that even though the Last Biscuit is operated illegally, they’re not going to press charges and will let the matter drop. Now Savannah’s Last Biscuit can now work in Savannah without any fear of licensing fees, or any fear of bureaucrats harassing them, because the bureaucrats are scared of the media!

The police department has given them a free pass! Their competitors are now pissed off, since they continue having to pay all these extortion fees and all the so-called “business licensing” fees. If the competitors could just adjust their perspective however, it would be to their benefit. “If this lady did it, then I could do it too!”

This story could, and should, stand as an example and inspiration to people that they too can break out of the system and be free. Instead they’re going to whine and cry that they’re victims of the system. And yet they don’t have enough courage to stand up and break out themselves!

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This story serves as a good example of how and why there are two ways to do it. Make yourself invisible if you don't have all your ducks in a row and you've got too much to lose. Or, you can be open about it, defiant, and you will rally other liberty activists around you who will point a huge spotlight on the corrupt system. Many times the bureaucrats will just go scurrying away from the spotlight as fast as possible, like they did in Savannah.

The next thing I want to talk to you about is how to choose what business to be in and how to get into it. Then we're going to talk about different methods and media that you can use to promote your business.

Your first consideration is this: what kind of business do you want to run?

One of the many ideas I will present to you will resonate with you or be a launch pad for your own, creative idea. It's important to know that if you're a liberty activist, it's actually safer to do things in the open – once you have some back-up. When possible, ground your business in the existing liberty community and organizations. If you don't already have activist friends, get involved with social media! Sites like Facebook, MySpace, MeetUp and other boards provide a virtual community bringing together geographically far-flung people of like mind. One great site, <http://agorism.info> is a great primer in free-market-anarchy, promoting the freedom of the Agora (Greek for market-place) and provides multiple examples of using what amount to black market techniques in direct action – hence the motto, “Anarchy! Agora! Action!” or “A3” approach to real change. Even Craigslist is prime internet territory for the independent contractor to connect with people willing to do business apart from the meddling of the state. Surrounding yourself with even a virtual community of like-minded individuals allows you have both a market-place and a consumer base. They will support you if you will support them.

I always go to my list of black-market entrepreneurs first, and give them first crack at any business I want to do, even if it costs me more money, but it's an investment in a community that in turn supports me. If I ever get in trouble, I know they have my back. Additionally, you get the satisfaction of supporting independent businesses. You want to see them do well! For me, it's not just about making a buck outside the system; it's also about encouraging others to break out of the system, too.

So, are you going to employ a skill-set you already have in this new business, or will you acquire new skills to better your chances? Just using the skills you already have is sometimes enough to launch a small side business and begin your black-market entrepreneurship.

For example, if you do computer repair for a private company or the government, put an ad on Craigslist advertising the same or similar services and you can very easily get your feet wet, little by little, without having to abandon the safety net of full-time employment all at once.



The Anarcho Teaching of Yeshua aims to dispel some of the myths regarding the teachings of Yeshua; namely the myths that those who follow His teaching (Christians) should be subservient to the government and / or use governmental force to impose their beliefs / convictions on others. Available now at <http://www.amazon.com/Anarcho-Teachings-Yeshua-Darryl-Perry/dp/0984203729>

To re-use another example, if you know how to run a restaurant, know how to cook, and are willing to work out of your home, you can very easily start a food delivery business like Savannah's Last Biscuit Company. What these two examples have in common with many other similar sole-proprietorships is that they are cash-generating business.

Other examples:

- Dog Grooming
- Tree Removal (and landscaping)
- Pet Care/Pet Sitting
- Photography
- Carpentry
- Chimney Sweeping and Repair
- Masonry
- Gun Smithing
- Roofing
- House Cleaning
- Artisanry (jewelry design, watch-smiths, other trades)
- Artists
- Tattooing
- Lawn Care
- Food products
- Craft products

Although these occupations are service-oriented, almost anything can be turned into a black-market business with some small adjustments. If your occupation is more highly regulated, your risk of detection and harassment is higher. In dealing with things like alcohol, tobacco (and of course, fire-arms), government regulation and interference has made both the risk of harassment by goons greater, and the price of the regulated product higher! Prohibition has never worked. Government interference and taxation of regulated and prohibited products has contributed to massive problems and astronomically inflated cost for people doing business in these industries.

Government interference seeks to countermand the sovereignty each individual has over his or her own body; liberty says you own your life and your body. You should be able to do whatever you want to your body, eat or ingest anything you so desire as long as it doesn't endanger others. Government says, "I'm going to get in your way *and* make money (diverting *your* revenue) while I'm doing it."

As long as any participating human beings are in a mutually consensual contract or agreement, they should be free to engage in any activity, whether for fun or profit, that they desire. Stripping, prostitution in all its forms, the purchasing, selling and using of drugs – all these activities which the state calls criminal, you should be able to engage in without fear of being

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locked up in a cage. Mutual consent should be the guiding principle between sovereign individuals. I don't really care what other people are doing, and I don't want others to care what I'm doing, either.

The higher risk and the socially frowned up professions will want use a combination of the privacy techniques and the open activism style. Keep your business invisible but work and support the activist's community. If you support them, they will support you even if it is socially unpopular.

Of special note here is that if you're going to engage in occupations like prostitution, you have to take special precautions to shield your identity and your location for safety from overzealous clients too. Did you know cops can 'legally' do anything they want to a prostitute like even having sex with them first? Yep, sex workers are treated like second class humans and their civil liberties by authorities are abused with frightening frequency.

Using pre-paid or disposable cell phones or free Voice Over Internet Protocol ("VOIP") phone communication software like [Skype](#) can help you avoid detection and keep you free from harassment from uniformed thugs ("law enforcement", the Vice Squad, etc.).

I have a friend who has a black market cigarette manufacturing business. He buys the tobacco cheap, rolls the cigarettes mechanically, and sells the cigarettes. Without all the taxes and regulatory costs, they can market and distribute the cigarettes for less than half the price of "regular" tobacco products. They maintain very high quality ingredient and manufacturing standards to assure that their product tastes just as good and is as satisfying a smoking experience as smoking a name-brand smoke. That's pretty bold, not just because of risk of harassment from the Bureau of Alcohol, Tobacco and Firearms, but not from a *moral* standpoint. Why *not* buy cigarettes from people you trust. As long as you're not saying that you *are* licensed by the state. You have to be honest about your business. The only people who will rat you out are competitors and busy-bodies. That's why you try to keep yourself anonymous to an extent. Or, as some well-supported activists do, go ahead and make it public and do it in the open. Go ahead and let them find out about you, and then make such a stink if you get pestered by law enforcement or government goons, that they'll leave you alone.

These occupations are classic black-market businesses, and much can be learned and applied by studying how they operate. There's obviously much higher risk associated with these occupations and businesses, but they have a correspondingly higher rate of return as well. In discussing this very phenomenon with another activist and citizen journalist, [Libertarian Lady](#), I discovered that exotic dancers can make incredible incomes. Almost all dancers decide not to declare to the I.R.S.

So, if you're not hung up on the body and sexual issues that go with the adult entertainment industry (and can handle the psychological and emotional trials that often go with being a stripper), you can still make a very robust, cash-only income this way.

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Bartending and restaurant service jobs (waiting, serving, bussing tables) are also great ways to make and then hide income. I even had an independent bartending business for a while! We'd put ads up on Craigslist and sure enough, once or twice a week, we'd have gigs! I'd charge \$25.00 an hour (with a four-hour minimum) to bartend a party, and easily undercut the competition by operating outside of the system – which is *always* much cheaper. It's riskier, since operating this way does expose you to possible fines and regulations, but it was worth it to me. It's almost always better, if you're willing to assume the risk, to work outside the system and simply pay the fines if you get caught. Or, if you're an activist, resist! Don't pay the fines at all and use it as a form of civil disobedience. Either way, it's cheaper to pay the fines than it is to go through all the b.s. licensing. Some people will refuse to pay the fines, do the jail time, come right out and start again! It all depends on who you are.

I'm also a fan of the black markets which are already in existence. Look at the immigrant community for inspiration. Immigrants employ their own micro-societies which contain free markets. Go to any ethnic enclave and observe. They speak their native language (a great tactic for keeping communication more private!), they are in a concentrated geographic locale such as a neighborhood, or networks of neighborhoods, and they *do business with each other*. They patronize one another's health practitioners; they buy their food at one another's stores. They use one another's services. In almost every case, certainly in the case of every immigrant I've personally known, all their dealings (or as many as are deemed safe) are off the books. Most don't even take credit cards or checks. It's all cash.

As such, these communities have created underground economies which are already strong. If you take the effort to learn another language, like Spanish, it can allow you to plug into these economies. Get a little acquainted with their culture and you will see these are often some of the finest human beings you'll ever meet and they would be happy to do business with you. Those doing business outside of the system are often high integrity business people; the more established they are, the more they depend upon evading detection by operating fairly and in a way that benefits their community. And so the market serves to regulate itself.

One of the easiest ways to find an underground economy is to go to flea markets. Flea markets, the business owners, and customers that patronize them, represent one of the last bastions of the true free-market economy in the U.S. What I mean by this is that unlike brick-and-mortar businesses, you don't need a business license or a tax I.D. You just pay rent on a table; you can sell damned-near anything you want, and the free market determines your success! If you're trying to sell something no-one wants, you won't make any sales. If you sell something people want, you're going to do really well.

If you're highly educated, you might feel as if working in a flea market is "beneath you". But remember, this is about freedom. If you don't mind the sacrifice of working two days a week, on the weekend, to escape the rat race, you can earn an income that can set you free. Sometimes you need very little, even zero cash to start up. Have a garage sale and use that \$25.00 or so to buy rent on a table at your local flea market. Look around your house.



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How attached are you to all that clutter? Ask yourself: are you more attached to it than you are in love with the idea of independence? Sell it! People will buy anything if you price it right. Leverage your junk! Put it on Craigslist or any of the other free classified sites on the internet. Put a notice up at your grocery store bulletin board. Then use that money to launch your flea market business.

Once you're at the flea market, look around. Not only are there people selling things at the flea market, there are people offering services like haircuts, nail salons that set up booths, people giving massages. Just know that you *have* to adjust your pricing when you offer services at a flea market; no one is interested in spending a lot of money. They're motivated by the low prices to attend! Then again, you're spending next to nothing by offering goods and services at a flea market and have nearly eliminated all of your traditional over-head costs. It evens out. It's a net gain. You could go out and rent at spot at some mall, make a ton of money and then see it all go right back out again as you cover your costs.

When you do become an independent business person at a flea market (or if you decide to operate inside any other counter-economy), don't forget to patronize the other vendors and services! Don't go to Wal-Mart and buy your groceries, hit that little bodega for your apples! Buy your lettuce from the farm stand at the flea-market. Instead of using valuable capital to market to people solely outside of the flea-market, put your money and time into that world. Plug in. Plug into the mutual benefit of doing business with one another as well as their vast knowledge base – the collective business acumen of others doing business outside of the state-sanctioned economy. They already know it all! For example: How to stay on the down-low, how to avoid restrictive and expensive laws and regulations and bureaucrats – they've already got it figured out. No need to reinvent the wheel, because this isn't anything new to these micro-societies with flourishing counter-economies.

You can make a very good living while you're getting your feet wet. Then when the economy picks up, you'll be a veteran participant. Before the economy crashed, some vendors at my flea market were making \$2,000 a *weekend* -- \$1,000 a day, just buying and selling stuff at the flea market. Now, you can buy and sell with junk dealers, but I wouldn't buy anything expensive looking for a high return. Don't buy anything that retails for more than \$30 or \$40. The first thing you're going to do is just clean out and sell your clutter. You've already got two or three months' worth of inventory in your house! Go sell that junk; it's all profit. Don't sell anything you really care about or that you bought at a really high price point. Something you paid \$100 for, someone will want to pay \$15 for. But if you don't use it anymore, who cares! Sell it.

Another great source of inventory is cheap wholesalers. Buy it for cheap and then turn it around for a profit at the flea market. Businesses that are going under often have inventory that they wish to unload for cheap.



Again, all this is **cash**. Consider your customer when you're selling at a flea market, and price accordingly. People don't want to spend a lot of money at a flea market; that's why they're there! If you're interested in making more money, you can, but there's more of a paper trail.

Places like antique malls or consignment stores where you can rent space for cheap, say, \$100 a month, can make you more money, but to operate under cover, you'll have to rely on those methods of identity shading mentioned earlier. Some of these places keep records of everything you do, and some don't.

Some of them will just hand you cash, and they don't want to know who you are, or what you do, and that's it. Those are the ones you want to find. The more privacy, the better. The benefit of using a platform like an antique mall is that the customers are far more willing to dish out cash. The mark-up is totally different, much higher, reflecting the expectation of the customers that they are more likely to find a "treasure". The store will sell your inventory for you; you don't even have to be there. The benefit for them is a steady stream of a variety of different inventories, which is attractive to their customers. If you set yourself up in ten or twelve of these places, you can practically operate invisibly. You just show up, replenish your inventory in your display and collect your money once a month.

You can also make a living buying and selling on eBay. This was really big in the 2000s; people were just staying at home and making money hand over fist. It's become a lot harder recently: eBay is now referred to by many as "feeBay". eBay and PayPal have increased their merchant fees so much that now you need to mark things up about 15% to cover all the listing fees. If I buy something at \$50 and want to double my money, now I have to sell it for \$115 instead of \$100. To give yourself a little eBay pricing tutorial, go to eBay and look at the "sort" features on the left. Look for the sort category box of "Completed Listings". This will show what people have purchased and at what price.

Let's say you're selling shoes, and you're going to buy these shoes from another seller and you've already taken these costs into account, so I'm buying my shoes for \$10 and I'm selling them on eBay for \$30. I have to also now take into account that 15% of that is going to go right up in smoke, and that if I mark up my product in an attempt to recoup the 15% fee, is anyone going to buy it at the marked up price? So, in order to determine if this is a viable transaction for me to engage in, I'm going to go to the "Completed Listings" section, and I'm going to research and see if people are actually buying a comparable item at that price point. This is an excellent tool. Before you sink a penny into anything, you get to see if it's worth your time.

I made a living off eBay for a year, just turning stuff over from Craigslist to eBay. Plenty of sellers on Craigslist refuse to pay the listing fees on eBay or are intimidated by setting up a seller's account on eBay. Craigslist is wonderful for acquiring inventory to sell on eBay because you can haggle and barter and trade prices down. You can take anything off Craigslist, say a Star Wars DVD collection, go over to eBay and research the completed listings and see if you can make a profit.



This works really well in a big city, where you can physically go and trade the cash the same day, and there's a big pool of sellers on Craigslist. It's leg-work to go get the stuff, but it's cash. You can turn around and list things right away on eBay that you've just purchased that day! I was making a couple of hundred dollars a day on eBay; it's gotten harder, but if you're willing to do the work and hustle a little bit, it's a really viable way of making a cash living.

Alternatively, you can just make a living on Craigslist, by watching the For Free listings. There are junk dealers who watch Craigslist like a hawk, and when they see stuff coming up for free, they'll drop everything, run on over to get the free item, bring it home and turn around and list it on Craigslist for \$30 or \$40! And just sit on it. And eventually, they'll sell those items. I'm sure you've seen people do this with yard sales, too. Yard sales are wholesale paradise, a great place to buy stuff that you can turn around and re-sell.

You have to be careful though, if you're buying stuff that you just *think* will re-sell. My advice is to bring a smart phone or a lap-top with Wi-Fi and actually look up that item on eBay (again, in the Completed Listings section) and see what people are willing to pay for it. Let's say you come across what looks like a classic Hot Wheels car; hold onto it while you look up the price on eBay and see if it's worth it! People get into trouble when they buy things that *they* like, thinking, "Well, *I* would pay \$20 for this, so will someone else." That's ok if you are your only customer! Otherwise, it's all about what *other people* (the free market!) will pay for that item. So be a good primate, and use your tools! Find out what others will pay before you go acquiring inventory you can't then re-sell.

So in near total anonymity, you can set up your eBay account and PayPal account (linked to your ghost LLC or mystery bank account), sit at home, use your commercial post office box for delivery and shipping, and live completely under radar this way. As a further benefit, you seldom might have to deal face-to-face with people if others are shipping your inventory to you! If doing customer service makes you feel uncomfortable, this is the life-style for you! If you can't stand people whining and complaining, bitching at you over the phone, buying and selling on eBay might be the way to escape that kind of misery. It's also a great way to start with no money.

Something else at which I've been successful in the past is the creation and marketing of eBooks. You're listening to or reading an eBook right now! I love eBooks; I'm admittedly not a big reader. I don't buy a lot of hard-cover books. But I *do* buy eBooks. People over 40 probably haven't purchased a lot of eBooks, but people under 40 feel quite comfortable doing so and buy them in good numbers. The arrival and adoption of eReader technologies like the Kindle, which allows readers to download and read electronic copies of books on this book-sized electronic reader, is revolutionizing publishing.

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Most people who purchase eBooks like this one realize that they are buying something ten to thirty pages long – they're short – the price point on them is cheap, usually \$10.00 (all mine run for \$6.95), and the only thing challenging about producing them is the marketing. How do you get people to actually buy these books? There are a variety of ways. You can actually get an online eBook publisher who will take your book and market it for you, and give you a cut of the sale. Let's say you sell the book for seven or eight dollars, they might take two or three bucks out.

There's also a world of "affiliates", which I will explain. You go to a website like <http://www.clickbank.com> and see that it is a group of private individuals that will agree to affiliate with you, or sell your book on their website for a large cut. This is nothing but found money! In other words, you would have never sold your book, had it not been for their website. You're not doing any of the work to sell the book. Unfortunately, in order for your book to also be profitable to the affiliate, it's going to have to cost (and be worth) \$50 or \$60. If you're an expert in your field, this works like a charm! You have to be able to write for a niche that is willing to pay for your knowledge, almost like a consultant, but in book form. Then the affiliate may take as much as a 50% cut – sometimes as much 75%.

Let's do the math again, to give you an example. Let's say I'm using the affiliate to sell my book at a \$40 price point. If you offer the affiliate 75% to sell the book, you only get \$10, but you're getting \$10 for something for which you didn't have to do any *additional* work. At this point, the affiliate is doing the hard work! A go-between company, like Clickbank, takes care of all the transactions, all the money, protects both buyer and seller, acting almost like a broker, to make sure everything is kept honest.

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Or, you can copy *my* model. What I did is create a website with a lot of free information, hundreds of pages of it, but on every page it ties back into the fee-based product, the eBook I'm trying to sell. This model essentially says, here's a ton of really good information for free, but to get my *best* stuff, you're going to have to pay a premium.

A small premium, but a premium nonetheless, and that's your profit. In this model I give a lot of good quality information away for "free" so that I can establish that I'm an expert on a subject, so that the potential buyer will trust me enough to buy the very best material.

And I market all this myself. I make a website that gets so many hits. I should explain about return on investment in the making of a website here, so that you don't go spinning your wheels making a really pretty website that gets no hits. Don't do that. I make a website that looks like it was made in 1990 and was designed by a kindergartener, and it gets at least 50,000 hits a month! People would die to get this kind of traffic. The secret is unbelievable: the simpler, the better. The site with the most hits in the world is Google. If you look at Google, it's an empty white screen with a search bar and a couple of buttons. Granted, we're also talking about the utility of a site like Google, which is massive, but your site can be incredible useful and simple too, and attract massive traffic as well. Many users still have slow computers and internet connections, and they don't have the time to try and download those pages with fancy flash graphics and audio! Many users bail on pages like that before they've even read a word.

Of course there is more to it than this. Maximizing web page for search so that they can be easily found is an art, called Search Engine Optimization. But I use a little bit of a cheat. There's a website called <http://sitebuildit.com> that will hold your hand and walk you through developing a website that actually gets traffic. Appropriately, it's more expensive than simply going to <http://godaddy.com> and making a website yourself from scratch. Any "Joe" can spend \$10 and get a domain name, host and a website. This costs about a dollar a day. With Site Build It, keep your eyes peeled for specials that allow you to set it up for about \$100; normally the fee is about \$300. The tutorial is comprehensive. You make the website a block at a time, without having to know anything about how to do this. The reason I like it is that it really is like a website in a box; it's "Turn-Key". They do all the behind-the-scenes busy-work that you'd have to pay a webmaster a half-hour a day to do. For example, when you update your site, it updates your RSS feeds, calls the Google web-crawlers, all this other stuff that I don't have to comprehend *or* spend my time doing. All I have to do is crank content out. It does all the nuts and bolts stuff for me. So for me, a dollar a day is worth it to me, to market my book!

For some reason, the liberty community has a ton of tech-heads in it, who probably will want to build their own stuff, and you, too, can ignore my advice if you like, but honestly, my site will probably get way more traffic than yours! Others' technical expertise may exceed mine, but I know what I'm talking about in terms of marketing and driving traffic.

Join Liberty Restoration Project

The Liberty Restoration Project is composed of a politically diverse group of concerned citizens who have decided to throw down the arbitrary barriers (such as political parties) that divide us and work together as American Citizens to improve our country, starting as locally as possible.

<http://www.libertyrestorationproject.org/>

Or, if you want to make your life incredibly simple, just go to an eBay publisher or Amazon, give them your book, let them do all the marketing for you, and keep cranking out books.

If you're marketing your own books, more than likely, you're not going to make a lot of money at first. You *could*, but your average book you might make you about \$20 a day. But over time, this really adds up! Again, you only have to write the book once, and it can go on selling for years and years. And you can have many books out there. If you're going to use affiliate marketing and you're capable of writing something truly unusual, you might make hundreds of dollars a day, and then your book might be phased out. Some writers of books that use affiliate marketing make a ton of money in the beginning, and then after that, purchase of their book drops off. It greatly depends on what your book is about. It's far better to keep it realistic, and know that most people don't write for this affiliate market.

The secret is to keep cranking out books! Twenty different books at \$20 a day is a real living - real income, *residual* income. Residual income is very different from a 9 – 5 grind where I work for two months, get my paychecks and have to keep working to get those paychecks. With a book, you work really hard, you don't make much, but once it's up and running, it continues to make money for you and you never have to do a damn thing to it! It just sits there, and sells, and sells, and sells, and the money slowly trickles in, and it starts to really add up. Could you use an extra \$20 a day?! I could! Imagine if you had an extra \$400 a day from a bunch of different books!

So eBooks are a really great solution to creating income and freedom. And if you set it up correctly, within a couple of years you could have a lifestyle where you can really be free. You could live anywhere you want in the world, and your account is just filling with money, day by day. It's almost like a retirement plan. It can work out far better monetarily for you, the author, than traditional publishing.

Just to give you a little anecdote, I have a friend who published a book of poetry. It was all over Barnes & Noble for a while, but she only made about a dollar a *book*! With my eBook, if I sell it for \$6.95, I make about \$6.50 after PayPal fees. To make a comparable profit, my friend needs to sell six books to my one! So even though she probably outsells me, conversely, I probably make more money than she does. Especially because, in the long run, my book will still be actively selling after this print run is over for her, because she has to pay for a whole new printing, additional marketing, etc. I don't have to do that. If my book doesn't sell, no big deal, it doesn't cost me a thing. I just have to write a new book!

There are so many benefits to eBook publishing. The two primary benefits are that you can be traveling all around the world, and not tied down to one geographic location to create income, and that that income is residual. The other black market occupations I discussed are wonderful ways to stay off the books, but if you're washing dogs for a living and there's no more dogs to be washed some week, you're more likely to be eating dog *food* than raking in the dough, without a back-up plan. So, if you're going to be an active part of the underground economy, you probably want to have more than one source of income.



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Use some common sense in your transition into an Agorist lifestyle. If you're reading this, you're probably starting to get a little bit excited about launching yourself beyond the reach of the state, and I really have to encourage you to keep both feet on the ground! Don't quit your job! I know the reason you're interested in starting a black market business is that you can't stand your boss, you've had enough, etc., but you can't just stop working without completely destroying your life. You have to ease into this. It doesn't mean you can't make this transition or that you can't sometimes do it quickly. You may be able to. I've seen it happen.

I have a buddy who makes baklava out his house, and when he started to devote real time to it, within a few months he had already paid off his credit cards, and if he keeps at it, he'll probably make at least enough to live comfortably, if not exceed his previous "regular" income. He has one of the greatest quotes of all time: ***"It's sad, and speaks to today's society, that when cooking and selling baklava out of your house is now considered activism."*** It really puts things in perspective, when in this country you can't even cook and sell food out of your house without it being an act of civil disobedience.

In the end, my friend is a great example for anyone wanting to start a black market business: he did something. And you can too. Just keep your normal job, and start a side job on the weekends. Go to the flea markets, start a dog washing business, cut hair, anything, find a need and fill it. Keep building this second, side job, and begin thinking about what your tipping point should be. Have a threshold at which point you can say, "Ok, I'm making this much money, I can now give up my regular job." And then, again, transition into it.

Make sure, as well, that you keep cash close to you and on hand, so that no-one can raid a bank account, coerce you into paying fines, sue you, or glance at your books and know you've got money. It's extremely difficult to collect money from people that don't have money in bank accounts. How do I know this? I used to be a landlord with some rental properties and I had people dead-to-rights who had come in, trashed the place, racked up thousands of dollars in owed rent and damages. I sued them, had a judgment against them, but was unable to collect that money. You simply can't collect money from a dead-beat if they don't have money on the books. Unlike my irresponsible deadbeat tenants, you can use this information consciously and to your advantage.

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We live in a messed up society. You and your actions can be declared illegal just because you have the guts to stand up for what's right and dare to make a living without a politician or bureaucrat's blessing. It's precisely **because** our society is so messed up that I don't have any qualms teaching you how to beat their system. Go ahead and let them try to find you. Good luck collecting any money! If you minimize risk with the methods I've suggested, you should be able to shelter yourself from the iron fist of government. Even if you own your house (which might typically be imperiled and threatened as an asset, were the government to catch on to your black market business), there are ways of moving such assets out of being held in your own name. And if your business isn't held in your name, that's even safer, as I explained before. Even if they put liens on your home, you can refuse to sell your home to satisfy the liens. If you intend to spend the rest of your life in that house, don't worry about it. It's just fines and money. If you don't buy into the fear, there's really not much they can do. To review, it's always safer not to own anything **on paper**.

Lastly, a good way to protect your privacy is to use one of the many electronic resources available today. You can go buy a cell phone at a store and never have to show an ID. It does not take long to find a no contract company and use that.

Just start something and get your feet wet. The only way to begin a black market business is to get off your butt and try it. After you shut this eBook, you should be sitting with a list you've made as you went along, saying, "This is what I do well," OR "I **have** no skills, but I like some of these ideas, maybe I'll pick one like buying and selling from Craigslist to eBay," OR "...maybe I'll learn how to buy wholesale and sell at the Flea Market."

Use these ideas to your advantage. And remember to connect with other Agorists operating their own businesses. Other black market businesses will promote yours and help you, if you do the same for them. You have to help your friends survive. Be honest. Show people you care about them. That's the way you build a business.

My customers buy from me, even though they could buy somewhere else and at a lower price, because I **care** about them. I love my customers. I take care of them. They're my friends. They know that I'm trying to do this for reasons that are bigger than I am. It's about liberty. It's not just me making a buck. These are the types of activists that you **want** to be friends with. And you can find them pretty easily; if not, [just email me!](#) Or simply find me on facebook, Tarrin Lupo. I will be your friend and tie you into that world. You can also find me at <http://lclreport.com>.

Get out there and do it. Start a whole new life for yourself. Within a short time hopefully you'll be well on your way to a life outside the system where you can be proud of what you are and what you do. As always, good hunting!

~ Tarrin Lupo



The Anarcho Teaching of Yeshua aims to dispel some of the myths regarding the teachings of Yeshua; namely the myths that those who follow His teaching (Christians) should be subservient to the government and / or use governmental force to impose their beliefs / convictions on others. Available now at <http://www.amazon.com/Anarcho-Teachings-Yeshua-Darryl-Perry/dp/0984203729>

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