

## Make Money Teaching What You Know

What you are about to read is not quantum physics or the newest get rich scheme.

It is so simple many of you may consider discounting it before you take action and apply the information we are sharing.

If you are an entrepreneur, at one time or another you can probably relate to being strapped for money. When this happened with our company instead of going into debt we decided to get CREATIVE!

This is exactly what we did and how we did it. We are entrepreneurs who own 3 small businesses. We are full time magicians - our entertainment company MAGICTAINMENT ([www.MagictainmentShow.com](http://www.MagictainmentShow.com) & [www.DavidBreth.com](http://www.DavidBreth.com)) specializes in creating unforgettable events which people remember for a long time (we make HR directors look good and tame even the most hard to please CEO). The second business is LAS Productions Publications which offers ghost writing and information products, with the third being David Breth & Associates ([www.DavidBreth.net](http://www.DavidBreth.net)), our small business coaching company.

Inquire about our Inner Circle Membership!

Unlike most small businesses which had a nice chunk of start-up capital or a loan to make "it" happen, we did not have/choose these resources. We started our businesses on sheer passion, desire, bull-dog tenacity, two good heads, an education in sales and marketing, and a willingness to do what most will not to get where we want to go!

Now you know a little about us, let's move on...

We wanted to make an extra \$1500.00 to pay certain bills which were "on the horizon". Most people would simply get a loan, but we really despise debt! One day we received an email from our local Community College requesting instructors (paid!) for the non-credit spring/fall semester.

Just so you know, both of us have college backgrounds, but neither of us were "officially qualified" (on paper) to teach the non-credit classes we were applying for.

After responding to the email (WE KNEW WE HAD THE INTELLIGENCE AND KNOWLEDGE TO TEACH CERTAIN TOPICS), and setting up the initial meeting, we were on our way to becoming official instructors for the community college (BTW...DO NOT LET

1. Not having a college degree
2. Not having certifications
3. Years of Experience stop you - - so if you are thinking "I cannot do this because \_\_\_\_\_."

Stop thinking that way! YOU CAN DO IT!).

As Sonny and Cher sang, "And the beat goes on"...

Lindy presented and was accepted to teach a basic introductory 6-week Yahoo Web Site Building class, David was contracted to teach a 6-week

magic class.

The college has what they call a class fee (what people pay to enroll), but the instructor can ALSO assign a course fee, now this is where the rubber meets the road.

You can teach a class for the class fee BUT we learned along the way instructors can charge a materials fee/course fee (most people do not know this is an option), which is a fee paid DIRECTLY to instructors by each student – the fee is for NECESSARY materials in order to effectively complete the class you are teaching.

Well “HELLO”...

We went back to the office, created a one page syllabus for each class and made it available on-line and off. (More on syllabuses at the end of this money making report.)

Then we wrote a list of items each student would “need” and a list of “extras” they may want. The students had to invest in the “need” items since it was NOW part of the class we were teaching. The “extra” items were things each student may want (some had nothing to do with the class itself but items were geared toward the demographics of each class). Bottom line we taught the 6-week class - were paid the class fee from the college and each student brought us cash/check for the required items the first day of class!

This also (as we stated in the title of this report) brought us instant credibility as experts in our fields. “You teach at the college? You know your stuff!”

This led us to secure several bookings & clients (web site building/hosting and magic shows/private lessons).

Note: You may say, “...but, I looked in the course book for the community college close to me and they are not offering classes for what I know.” When we applied, the classes were NOT offered either. We offered suggestions for a course and they added it to their non-credit course schedule.

Yes!

There was a demand for what we wanted to teach. We even set the number of students allowed in each class.

A high-school friend of David's wanted to teach a non-credit course titled “Savvy Marketing For Musicians”.

The college never thought of a course for this genre but after Chris presented a course syllabus, it was added to the schedule. He was paid the class fee by the college and received a materials fee from each student AND IT DID NOT STOP THERE...a local reporter contacted him, put his

picture on the full cover of a Maryland magazine, with a two page article. He is an expert in his field...he earned extra money and his community knows who to call for music consulting.

Some people may be hung up on the fact this report is not longer. Remember it is NOT the amount of words, the thickness of the book, etc. but the content found within.

Sure we could offer this report for sale with an easy price tag of \$10.00 - \$20.00, but this is a gift for you from your fellow entrepreneurs!

Syllabus Information:

The word syllabus is defined as: an outline and summary of topics to be covered in a course.

Before you approach your community college to teach a class, you need to have several items ready.

1. Knowledge of your topic (know it cold...not something you have only heard about).
2. Syllabus - Must have professionally written syllabus.
3. Course schedule (this is based from your syllabus.)
4. Press Release for local papers, etc.

For additional questions about implementing the above processes send an email to [david@davidbreth.com](mailto:david@davidbreth.com) (type "teaching classes" in subject line)  
Are YOU Making Enough Money?

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### About the Author

Face Painting by MAGICTAINMENT AKA: Lindy Scarborough Full time Reston Virginia face painter magician, OFFICIAL "Build-A-Clown" fun interactive show, Stilt walker, and balloon artist. PO Box 1037 Abingdon, Maryland 21009 (443) 490-1334 [david@davidbreth.com](mailto:david@davidbreth.com)  
[lindy@magictainmentshow.com](mailto:lindy@magictainmentshow.com)

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