

Profit from you photos.

great escape PHOTOGRAPHY 3 Beginner Markets Expert Camera Advice Tips for Success



get Out There.

Quickstart Photography

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TABLE OF CONTENTS

INTRODUCTION — How and Where to Sell Your Photos	1
The 3 Biggest Markets Where You Can Sell Your Photos	3
The Fine Art Market	3
The Editorial Market	6
Stock Agencies	9
Tips for Breaking In	.14
The Art of Composition — Tricks to Create Saleable Photos	29
Real People, Genuine Success	33
Sell Your First Photo in Less than a Month	38

The trick is to learn the insider secrets so you'll know what to shoot and where to attract photo buyers quickly... and get those checks to start rolling in.

Lori Allen
 Director, Great Escape Publishing



INTRODUCTION How and Where to Sell Your Photos

Let's start with a little pop quiz...

Which of the following photos do you think helped put five daughters through college...



If you answered the Taj Mahal, it's a beautiful shot but it's not the biggest income-earner. It's saleable, of course (I'll tell you how and where in a minute) but it's not what our photography experts will tell you is a "bread and butter" shot.

Neither is the classic Statue of Liberty pictured here, although iconic landmarks like these do have their place.

No... the highest earning photo in this group, to the tune of \$20,000 and counting, is this last photo of a pumpkin patch.

Why?

Because photos of places and things that have sentimental value are usually the best photos to sell. Local landmarks that mean something to the people who live near you will often sell the best. That means if you'd like to sell photos locally, anything from the coffee shop around the corner to town square could sell better than world icons like the Eiffel Tower, Taj Mahal or the Roman Coliseum.

Travel photos that illustrate a story and stock photos of trending and classic ideas are a close second and third.

In this guide, I'll take you through the three biggest markets where you can sell photos like these and talk about what it takes to get into (and how much you can expect to make from) each.

Photo opportunities are everywhere — on the roadside... at work... out with friends... in your backyard... on vacation...at a nearby zoo... you name it.

If you like to take pictures, here's where you can sell them...



Lori Allen Director, Great Escape Publishing

The 3 Biggest Markets Where You Can Sell Your Photos

The Fine Art Market

A fine art photograph is a photo that someone buys to use for decorative purposes. To hang on a wall in their home or office... to display in the dentist's waiting room... anywhere it can be viewed as art.

Typically, people buy fine art photos that mean something to them on a personal level.

Flowers and patterns sell well as fine art but they're a dime a dozen. You can buy a photo or painting of these things at your local Ikea or bed and bath store.

Instead, enter this market with photos of local places and landmarks where you live.

People tend to pay the most for photos of the Eiffel Tower when they're standing beside it in Paris. And this is true of all major landmark photos sold as fine art.

Occasionally, someone will buy a picture of the Brooklyn Bridge when they're half way across the country in your hometown because they spent some time in New York and/or they like bridges and travel images. But for the most part, you'll get the most money and see the most demand for photos when the images mean something to the largest population of people near you — your neighbors. Local baseball fields, high schools, libraries, bakeries and bagel shops are good subjects to hit with your lens... as are your city's Town Hall and main shopping street... local landmarks and that lighthouse everyone recognizes along the coastline.

Wayne Hoover, one of our members, takes these photos and offers them as part of an interior design package.



You can also sell photos like these to (and on the walls of) local businesses, coffee shops, furniture stores, and at craft fairs. I'll give you some tips for doing this in just a bit.

The beauty of taking and selling local photos is that it's cost effective. You don't have to buy an expensive airline ticket or take time off work. Once you have a portfolio of at least 30 good images, it is time to have prints made.

Print them as large as you can. 12 x 18 is a nice size for a portfolio book to show to the establishments with rotating art exhibits.

Neighborhood coffee shops, restaurants, the library, City Hall, art galleries, and banks are all great places in which you could display your work. Make an appointment to speak with the manager and show off your portfolio.

Spend some time researching matting and framing options. Write up an artist's statement, a short bio, and a price list to hang with your work.

Displaying your photographs at outdoor art shows, local farmers' markets, holiday fairs, or a nearby college student union are also great options to explore.

If you're signed up for our newsletter or you own one of our photography programs, you'll get stories and ideas from people like Wayne who are selling their photos as fine art. It helps to hear what others are doing so you can get ideas for your own images.

You'll quickly see why so many of our readers love selling their images to this market.

Pay in the fine art market typically ranges from \$35 for a matted but unframed photograph smaller than 8×10 to \$1,600 or more for matted and framed (or canvas, acrylic or metal) photograph 24 x 30 or larger.

The Editorial Market — Newspapers, Online Magazines, Websites, Tourism Bureaus

If the fine art marketplace consists of photos that people buy for decoration, the editorial marketplace is made up of photos that are used to educate, provide meaning, or tell a story.

Whether you're trying to pitch your photographs with a story that explains your most recent trip overseas or you just want to sell your photos as a photo essay, it's a good idea to (again) start locally.

When you do, you'll find that editors come back to you more often as you become their go-to person for local photographs.

One editor who brings you multiple assignments is more valuable than multiple editors who bring you just one. Establishing those relationships by delivering good, fun photographs is key.

To do that, get a sense of what editors are looking for by flipping through their publications. Before you contact them, take note of the kinds of articles and photos they like to run.

Do they feature a lot of people photographs? Horizontal photos? Verticals?

Are they attracted to cityscapes? Landscapes? Detail shots? Food photographs? Or all of the above?

Check out their website and search for their "Photographers Guidelines". Print them out and follow them to the letter.

These guidelines will provide you with information on what they are looking for, how they wish to be contacted, and how to prepare your files for submission.

If you like taking travel photographs, you might also focus on travel guides or connect with your local tourism bureau. Getting your photos published in local "things to do" or "places to stay" guides can lay the groundwork for bigger, regional guidebooks or summer travel guides.

The trick to shooting great editorial images is to give your editor lots of options usually three times the number of photos they're looking to purchase.

Think first about an establishing shot — a photograph that sums up a place or an idea in a single image.

Here's an establishing shot (on the right) of the village of Pisac for an editorial travel article on Peru...



Then, include a few tighter shots of different scenes that describe the place...



The famous Sunday market.

After that, move in even closer and focus on the details.

Here's a good detail shot of a set of colorful dyes from that market, used to dye clothes and paint watercolors there...



... and a picture of a Varayoc, or Indian Chief, in a nearby Quechua village, dressed in traditional costume.

Seen together, you get a feel for what Pisac, its market and people are all about.

With editorial photography, it's all about telling a story with your images. Individual photos should be able to stand on their own, but also come together to make a comprehensive story.



Pay ranges from \$50 per photo to \$1,700 for cover images. Some of these rates are negotiable. Others are not. Always check the guidelines to be sure and make note of the "rights" they're buying with their purchase. Never submit images to an editor without reading their Writer or Photographer Guidelines.

Unlimited-use rights are common and pretty self-explanatory. They mean the publication is buying the rights to use your image in any way they see fit, as many times as they'd like. They can put your story and photos in their print publication, on the website, and push it out through their social media sites like Facebook and Twitter.

First North American rights are also popular. This means they buy the power to be the first to publish your photo in North America. If you've sold your photo elsewhere, you may not qualify to sell it under these rights. It's up to the editor to decide if she still wants to purchase your images if they've already been used elsewhere.

The Online Stock Photography Market (or Microstock Agencies)

Online stock photo agencies are a great place to start earning passive income from your photos, too.

They're not as lucrative as fine art photos. Or even editorial images you sell to magazines and newspapers.

But when you upload your images to one of these sites, they do all the marketing and selling for you. Your images sell around the clock to buyers all over the world while you're out doing other things like traveling and taking more photos.

Microstock agencies are generally happy to work with amateurs, so long as the photos are composed well with good lighting and in focus. Businesses large and small, along with art directors, ad agencies, and school districts — just to name a few — are all potential buyers. Stock agencies don't charge you to upload your pictures, and buyers can download photos ranging anywhere between \$1 and \$20 (or more) depending on the size and image they want.

In exchange, you're paid a royalty for each image sold. Percentages vary from agency to agency and photographers with more uploads and higher ratings get larger percentages. But typical royalties range anywhere between 20% and 40% of the photo sale.

20%-40% of \$1 to \$20 is not a lot of money on its own. But what you lose in the initial sale is made up for in volume if you can fill your portfolio with a thousand or more good images.

Microstock photographers often average \$1 per month per image in their portfolios. Uploading 10 images can yield roughly \$10 per month. But if you upload 1,000 saleable images, all of a sudden your monthly royalties are paying your electric bill and providing you with some extra spending cash. Upload another thousand and your royalties could cover the lion's share of your expenses or help sock away a nice retirement fund.

Start with a quick online search for "microstock agencies" and look around at different sites. Use the tool bar and see what sells on each site.

You'll probably be happily surprised at what you find. You may already have some of these kinds of pictures on your computer. Or you can easily take them this year.

Pictures of...





Family get-togethers...

Hikes and camping trips...

Your pets...





Things on your kitchen table...

Even your travels...

... Or textures, like this one of a leaf... are all saleable to online stock photo agencies.



Once you find what's saleable on different stock sites, find their "contributors" area and read the terms of agreement. It's usually hiding in a link that says something like "sell photos" at the bottom of the page.

Some agencies require that you take a brief test and submit a few images for approval before you are accepted as a seller. Make sure you read the guidelines very closely before sending in your photos, to make sure they meet the technical and style requirements.

Once you're in, you're good to start selling!

If you go this route, keep in mind that the hardest part is getting your first acceptance. Nearly all photographers are rejected the first time. So don't get discouraged if it happens to you. It takes time to figure out what each agency wants and upload the photos accordingly.

Your photos also need to be technically correct and problem-free as they'll be purchased by buyers around the globe who can't contact you to get something fixed.

The good news is that each of these agencies usually tells you why they rejected an image.

If you're already a good photographer and you know what makes for good composition, exposure and focus, it's a good idea to start with these online agencies. If you're not, it might be best to learn a few things first and approach them later when you're got a few other sales under your belt.

As you get to know us here at Great Escape Publishing, you'll get a sense for where you and your photos belong, based on the advice and stories we publish from our members and our experts. We never recommend that you try just one of these markets and stick solely to it. Instead, it's best to start with these three biggest markets and go with the one that feels the most fun to you. The paychecks will follow.

Tips for Breaking In

Today, photography markets are open to everyone no matter your background or experience. The trick is to learn the insider secrets so you'll know what to shoot and where to attract photo buyers quickly... and get those checks to start rolling in.

Tips for Breaking into Stock Photography

If you're planning on shooting for the stock market, you should know that agencies today are focusing on authenticity. Real people, having real experiences and connections. The kinds of photos you can take on your travels or around home with your friends, family, and pets, like these:



↑ Stock agencies today are focusing on authenticity — real people, pets and experiences



And they're completely open to even the most absolute beginner. You don't need to show them your resume or background. You just need good photos.

Bonnie Caton, one of our members who now works with us here at Great Escape Publishing, always loved being creative as a kid and was thrilled when she first realized she could profit from taking photos.

She started taking stock photos in her spare time about five years ago and recently reached the \$10k mark with her photography side business, including the income she earns from headshots and portraits.

For Bonnie, photography is a side job — something she does for fun and extra income in her spare time.

Here are some of her recent stock shots...

This first one she took of a box of chocolates right before Valentine's Day...



She uploaded it to Shutterstock.com. It was accepted and later purchased by someone who turned the image into a puzzle...



CHOCOLATES Looks good enough to eat! Suitable for men and women of all ages. £15.99 Add to Cart Here's another taken of a door on Mont Saint Michel in France ...



She uploaded it to an agency. Someone bought it and turned it into a door mat that sells at Bed Bath & Beyond:



Bungalow Flooring New Wave Dungeon Doormat

Feeling a little cooped up lately? This amusing, go-anywhere mat has the look of a dungeon window. It'll provide a decorative touch as well as a no-slip spot, and cushioning for wet, tired or cold feet.



Shipping costs

And this last one she snapped quickly at a tulip farm near her house...



Someone bought it and used it on the side of a casket of all things:



When you put your images up for sale in online stock agencies, you don't always know who buys them and where they'll show up.

Your photos can be used on billboards, in travel articles, on websites and even on TV.

I signed a special release that allowed our wedding photographer to use our images as stock and have so far seen them in picture frames at department stores, in advertisements for jewelry, on magazine covers, and more...



Bonnie is also the photographer behind the Taj Mahal image I showed you earlier. She says it's not her best seller because it's not always the prettiest pictures that sell best.

The above tulip photo is actually her top earner.

Since putting it in an online agency, it's made her nearly \$500 and it'll continue to sell like this until she takes it down. Not bad for taking one quick shot and uploading it. She never has to promote it or do anything, which is the great part about selling your photos as stock. You do the work once and then set it and forget it.

Here's essentially how stock photography works for Bonnie...



If you're attracted to this idea of uploading your photo once and letting someone else sell it for you, you'll find more details in our newsletter and program. We have a group of members on Facebook who like to share where their photos have been used and they invite others to participate and follow along.

If you're on Facebook, you can "like" our main page at Great Escape Publishing and our page dedicated to stock photography at Breakfast StockClub.

You can also friend me, Lori Allen, here.

Tips for Breaking into Editorial Photography

While stock photography can be great because it provides a residual passive income, there's nothing quite like seeing your photos splashed across the pages of a magazine or newspaper.

And now is a great time to sell your photos to the editorial market as more and more publications are working with freelancers instead of in-house photographers.

Efraín Padró was a lawyer for almost 20 years before making the leap from hobby photographer to professional.

Like 95% of our members, he didn't go to school to become a photographer — but he knew it was his true passion. So instead of taking another bar exam when his wife had to relocate for a job in Santa Fe, he left the legal briefs behind and picked up his camera.

Now he's selling pictures to an expansive list of clients that pay him anywhere from \$100 to \$500 a pop for the use of his images. And, on top of the income his photos generate, Efraín is able to use his photography skills to take all-expenses-paid trips like a recent six-week trip to a beautiful Caribbean island where he took pictures similar to the types of things you probably photograph on vacation — beaches, castles, and rain forests.



To get started taking editorial shots in your hometown, try shooting these things first:

Each of your town's famous landmarks and public buildings in depth... from different angles, with and without people, interior shots, etc.

Here's one of Efraín's shots of St. Francis Cathedral in Santa Fe (and he has many other versions).



Your city's special events, including religious processions, art festivals, farmers' markets, outdoor concerts, or 4th of July parades.

Efraín took this picture of Indian dancers during the Fiesta de Santa Fe, one of the city's most popular events.

Local subjects in different seasons, as magazine editors will often ask for a shot during a specific season (fall and winter shots are always in demand).



Here is Efraín's picture of the Santa Fe Plaza during fall, when the cottonwood leaves turn yellow.

Once you've gotten some great editorial shots in your own hometown, there's plenty of other cities around the world to capitalize on, too.

Make sure you research your destination before you leave, so you can have some focused photo ideas once on the ground. And then make sure to take small, medium, and large pictures; magazine editors commonly use detail, mid-range, and establishing images to illustrate a story, so taking these types of pictures will increase your chances of making a sale.



Here are three photos from Holland that Efraín had published with an article ("Photographing the Netherlands in Spring") in Shutterbug Magazine after his last trip to the Netherlands.

A medium/mid-range rendition of one of the tulip displays at the world famous Keukenhof Gardens near Lisse...



A detail shot depicting the iconic Dutch wooden shoes...

And an establishing/large shot of cyclists pedaling alongside a canal with windmills (of course) in the background.



← magazine editors love it when you include people in your pictures

It's good to remember that magazine editors love it when you include people in your pictures, especially if they are happy, attractive, and engaged.

Including people in your photos allows viewers to imagine themselves in a particular location.

To me, this is one of the most fun places to sell your travel photographs because it memorializes your trips.

Sure, you can frame your photos and sell them as fine art or put them in an online stock agency. But publishing them for the whole world to see in the glossy pages of magazines has a certain prestige that can't be beat.

Your trip might be over but it will live on forever in black ink with color photographs on someone's coffee table or nightstand.

I share these stories from our members in our newsletter and hope you'll follow along and try it, too.

Tips for Breaking into the Fine Art Market

Photos have a certain "wow" factor when they're printed large; so the first piece of advice I can give you is to print large photographs. It seems silly but it's true.

How large you print them and what you print them on are both important factors when deciding how much you'll charge and wowing customers with what you have to offer.

Simple photo paper is the cheapest thing to have your photos printed on. Print them large. Matt them. Sometimes frame them depending on where you're selling them. And you're ready to go.

Canvas prints are more expensive but also a tad more elegant. Buyers like canvas but it's an investment for you, the photographer, when it comes time to print. It's also risky if your images don't sell.

Metal and acrylic have a wow factor like no other. They're new to the scene so colors look more vibrant than buyers are used to seeing. The finished product looks sleek and modern and offers something your buyer doesn't know she can create herself through a print shop online.

Start with paper unless you know your photos will sell well. Test the waters and jump to acrylic or metal after you have proof that buyers like what you're offering.

When it comes to pricing, you'll usually want to consider your audience and where you're displaying your photos for sale. High-end furniture stores, banks and local businesses that cater to more affluent crowds can stand higher prices than flea markets, coffee shops, and businesses with younger or less affluent customers.

Consider your costs for printing and matting and start in the \$35-\$200 range if you're not offering frames.

When I asked Wayne, who I mentioned above, how he prices his work, he told me...

- He always doubles his material costs and makes sure the price includes this (i.e. if an image cost him \$100 to enlarge, print, mat and frame, he figures \$200 in for the materials.)
- If you're working with an interior designer, get their input as they likely know their clientele.
- Do some comparative analysis to see what others are charging, but don't base your price solely on this.
- Never base your price on what YOU would pay!
- If you under price your art, people won't value it.
- Don't compare your work with what is offered at local stores or online, because most of that is reproduced in China.
- Above all, ask a price that will make you happy and be profitable.
 If it doesn't sell then it doesn't sell. Some people will say it's too expensive whether you are asking \$75 or \$2,000. Pricing is not an exact science.



Not sure you're ready to offer expensive prints?

You can also start with lower priced greeting cards, calendars, puzzles, or magnets to sell at an art fair. They're sure to hit the right price points for any buyer and we have a lot of advice for this in our **Turn Your Pictures into Cash Program**.

The Art of Composition — Tricks to Create Saleable Photos

Practicing a few easy composition techniques is the best way to transform your snapshots into saleable photos. Here are three tips you can put to use right away, with different markets in mind...

1. The Rule of Thirds

The Rule of Thirds has been in practice by great designers, painters, and sculptors for hundreds of years, and for good reason! In photography, this composition technique creates depth and interest in any photo, and helps add a sense of balance between the subject and the background. This holds true no matter what market you are trying to sell your photos in... fine art, editorial, or stock.

First, split your potential photo into nine equal parts like a tic-tac-toe grid. Your subject — the person, animal, rock, tree, mountain, or horizon — should be placed on or close to one of the four intersections created by this grid.

Some cameras will actually show you this grid in your viewfinder. Practice this technique whenever you get a chance, whether you have a camera in hand or not. Once you start playing around with this concept, you'll start to see the intersections more easily and your photos will begin to improve.



This composition technique is seen in the fine art landscape above. In the stock pet portrait below, take notice that the eyes of the subject are kept in the upper third of the photo, right at the intersection point of my grid.



2. No Clutter! Fill the Frame OR Make Negative Space

Snapshots, as opposed to saleable photos, often contain a sea of clutter surrounding the subject of the image.

One of the biggest mistakes made by amateur photographers is the lack of attention given to the background and surroundings in an image. No high school senior, bride, or hockey player will want their portrait published in a

newspaper or on a website with a tree limb sticking out of their head!

Filling the frame will make your photographs that much more saleable. Simply fill the viewfinder with your subject. A portrait is about a person



(or pet), so don't be afraid to zoom in close! You can also capture close-up shots of your subject leaning on a fence or sitting on a rock.

Many photo buyers, especially in the online stock market, want photographs that contain isolated objects and negative space, or "copyspace," offering them flexibility in placing text. What is "negative space"? It is nothing but the space around the subject of an image — the "nothingness" in a photo.

Experiment with your photos by adding space in different places... all while keeping the entire subject visible. The background doesn't need to be white, but it does need to be uncluttered, like this one pictured to the right.

"Negative space" in fine art is subjective to personal taste. What matters most is how it will look when hanging on the wall.



↑ Negative space or "copyspace" offers designers flexibility in placing text

3. Leading Lines

A leading line creates a path for the eye to follow through a photo. Lines that start at the bottom right and/or left sides of the frame often encourage the eye upwards and inwards toward the main subject. They can connect the foreground and background of an image, creating the perception of depth and dimension, ultimately drawing the viewer into the photo.

Leading lines are all around us in nature and urban settings. As a photographer, work to find these lines, position yourself accordingly, and snap some shots that will take your viewer on a journey. Again, don't be afraid to move around and experiment until you find the right shot!



Lines can be seen everywhere... from roads... to rivers and trees... to fences and doors... and even bridges. Use them creatively as a compositional element to connect things, tell a story, or make something stand out.

Fine art photos of landscapes or cityscapes often incorporate rows of shrubs, buildings, or windows, all leading the eye from a corner of the photo to the main subject.

In stock photos, you can create and use texture as the leading line. Snap a shot in front of a brick wall or barn boards... you can even use a textured background AS the subject.

Real People, Genuine Success

For over 10 years here at Great Escape Publishing, we've been teaching beginners how to earn an income from photography. The marketplace is actually wide open and always in need of good images if you know where to look, what to say, and who to contact. And we are here to help.

Take a look at some stories we've collected from our members who were just like you... until they took that first step toward selling their work!

A Passion for Photography Led to a New Career

Michael Gauthier was looking at 60 when he realized that he was tired of his job... but like so many of us he also couldn't retire. So he started looking for an alternative.

With no experience behind him, he dove into photography. He took a live photography workshop with us, then returned home to start taking photos for a local newspaper.

He then branched out to weddings... Little League... community events... and more. Now he's earning enough money to quit his old job and take on photography as a full-time career.





Not bad for a guy who simply saw one of our ads saying you can get paid to take simple pictures... bought a camera... thought: sure, I like to take pictures... and now today does it full-time.

Starting Local Brought Her Success

Lisa Miller never thought she could sell her own photos. Having an adventurous personality, she loves to travel, meet new people, and have meaningful life experiences. She also loves taking photos of beach scenes in her Connecticut hometown.



One day, after some suggestions from one of our fine art experts, Lisa decided to try selling her photos in a local frame shop and was thrilled when she sold over 20 prints in a matter of months at \$225 to \$375 each!

She also regularly enters and wins local photo contests. With a daughter in college, the extra income definitely comes in handy.

> → Lisa Miller loves to travel and meet new people



He Used the Photos on His Computer to Start Selling through Online Stock Agencies

When member Dave Troesh decided to sell his photos as stock, he first turned to his hard drive full of previously taken photographs.

There, he "went fishing" in the thousands of images he had taken over the years to see if he could "catch" a few that were both in demand by today's buyers and of the high quality online stock agencies require.

So what happened? Dave had 25 photos accepted to several stock sites on his very first try.

She Pursued Her Artistic Yearning, and Won



Deborah Kolb was looking for a fun, artistic way to make a living and discovered her love of photographing people.

She now has a very successful business shooting boudoir photos for women, and lifestyle shots for a variety of clients. Islands magazine sent her to Fiji, as a result of winning their "Best Readers' Photos of 2013" contest with a photo she took at one of our workshops.

On the side, she just surpassed her first \$10,000 in stock photo income... and several of her images can now be seen on book covers around the world.

→ Won "Best Readers' Photos of 2013" contest with a photo she took at one of our workshops.



Sell Your First Photo in Less than a Month

... an opportunity to try it before you buy it!

If you liked this report, here's an opportunity to try our **Turn Your Pictures into Cash** program before you buy it...

We have simplified the process of selling photographs to more than a dozen different markets in this program and it's guaranteed to work or your money back.

Try it today with this special link below that allows you to try the entire program for just \$5 before you buy it.

Try it for \$5 here.

If you, like so many others, like it, you can keep it. If it's not for you, simply let us know.

Our members are mostly retirees looking to see more of the world and earn spare income doing something fun. They've worked their entire lives in jobs that range from CEOs to kindergarten teachers... stay at home moms to farmers. A boring desk job or a sideline that takes years to master isn't an option they're interested in.

Others are younger — in their late 20s to early 40s. They're creative and fun. They want to explore the world and have found that taking pictures appeals to both their creative side and their hope to see a more authentic world through the lives of the people that live in it rather than through a bus window with hordes of tourists herded through gem and t-shirt shops.

Whether you're looking for something fun to do, or you need extra income to pursue other goals like traveling more or spending more time at home with your family, I think you'll find yourself at home here in our community.

The folks who come to our live events and buy our online programs are some of the most interesting people you'll find anywhere. And making it this far in this guide makes you one of them.

It shows you have a passion for something unconventional and I'm honored to show you how to turn that passion into an income you enjoy creating.

Go forth and do great things, dear reader. Leave your mark on the world and then report back to the rest of us what you're up to. You're part of a unique group now. A group pursuing the finer things in life.

I know this about you because you didn't find this report by searching for something like: how to make a lot of money online. You found it by following something bigger. I'm happy to have you on board.

Happy trails,

Lori Allen Director and World Traveler, Great Escape Publishing