

Garage Sale Gal **THE ARIZONA REPUBLIC**



Garage Sale Gal
Garage Sale Gal

Mobile garage sale ***Lynda Hammond***

Let's face it times are tough and a bit scary.

Watching the stock market fluctuate is enough to make us queasy, declining house values have us hoping Dorothy is still correct—that “there is no place like home” and job market worries have some of us dreaming up unique ways to bring in some extra cash.

That's what Martin Lakin is doing.

“I thought hey you know what, I did a garage sale at my house with this stuff and people came for it like crazy? So why not do it at other homes?” Buyers came out in droves to his Scottsdale garage sale for new and common, name-brand items---anything you'd see in a drug store—such as, cosmetics, sunglasses, cleaning products and the list goes on. Each item sold at his sale for \$1-\$3—about 75% off retail price. “We see such a good response to it. You know, bring the product to the people.” Martin gets the merchandise by buying large “lots” of items from liquidators and grocery or department stores that are closing. He has plenty of stock and more is always coming in so he's branching out—expanding his horizons.

Here's Martin's idea.

He loves garage sales and knows they draw great crowds in the Valley, so he's looking for a few good driveways. Yep, Martin wants to use your concrete slab for the day and he'll pay you! “I thought if this works so well from my driveway why not see about other driveways. I can't continue to have garage sales at my own home because the neighbors aren't happy. So I tried to think how can we do more sales and this is what I came up with.”

He's still working on the details but here's ultimately how his business idea would work. Martin is hoping to find folks in the Valley who are interested in letting him set up *his* garage sale in *your* yard and driveway. He would do all the work---the advertising, posting the signs, setting up the tables and merchandise. And he'd handle the crowds, the money, the haggling—everything. What does the homeowner have to do? Nothing-- you can stay inside, drink your coffee and watch the hustle and bustle of the sale from your living room recliner—you don't have to lift a finger. However, you could sell your own items, too, but you'd be responsible for the set-up and selling of those. Bottom line, Martin knows garage sales are popular and he wants to reap the rewards of setting up shop each weekend. He's serious about this idea and pretty excited about it. “I do think it can take off especially in this market place with this economy. And it's a word-of-mouth business, once people see what we have they get on the phone and call their friends and the sale just grows.”

Okay, so here's what the homeowner would get for renting space. Martin would pay a flat fee of \$50 plus a percentage-- about 10%-15%-- of the profits made that day. Martin says he would prefer working from homes close to busier streets in order to bring in the most traffic.

If you're interested in making some extra spending money contact me Lynda@GarageSaleGal.com and I'll put you in touch with Martin—an innovative entrepreneur.



(pic by provided by Martin Lakin) Martin Lakin of Scottsdale has a unique way to make money. He wants to have a garage sale every weekend—but not at *his* house—at *your* house! “People need extra income and this is a no brainer. They don’t even have to do anything. They won’t even know we’re there.” Martin worked at several dot com businesses before launching into the wholesale business.

Lynda Hammond is a former television anchor who left the anchor desk for the love of garage sales. Contact her at Lynda@GarageSaleGal.com. Lynda also does garage sale segments on 3-TV's Good Morning Arizona.