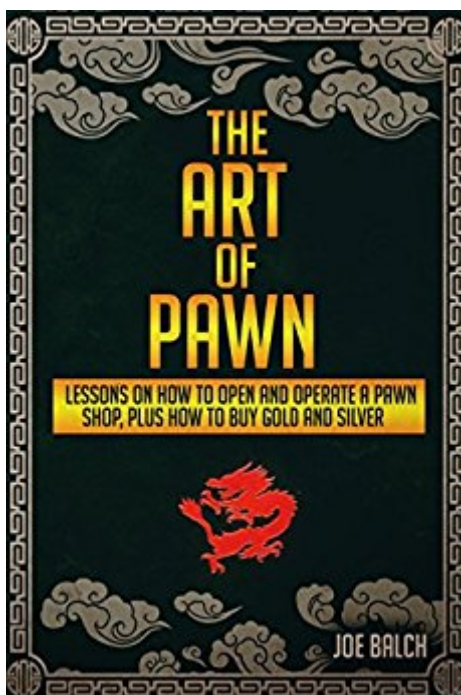


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# **The Art Of Pawn: Lessons On How To Open And Operate A Pawn Shop, Plus How To Buy Gold & Silver (Silver, Gold, Coins, Bullion, Pledge, Junk Coins, Mint, Diamond, Precious Metal, Stone)**



## Synopsis

Get The Complete How To: Becoming A Pawnbroker Today only, get this Kindle book for just \$0.99. Regularly priced at \$2.99. Read on your PC, Mac, smart phone, tablet or Kindle device. You're about to discover how to... Run a successful pawn business from the moment you open your front door without all of the trial and error, wasted time and money, learning as you go as in most cases of opening a new business. This is a collection of the do's and don'ts I wish I had known before venturing into the pawn industry myself. If you take what you learn here, continue to advance your knowledge of the business, and understand how to grow and change with the times, you can create financial freedom for yourself and your family as well as create an investment for generations to come. Pawn shops have risen up in big numbers (around 13,000 in the U.S.) over the last decade as the economy deteriorates, and even though they have flourished throughout time, competition is growing fierce, and resources are drying up. It is time for pawn shop owners to start thinking out of the box and separating themselves from the rest. This book will help you do just that. You will learn how to not only overcome the bad reputation the pawn industry has been labeled throughout time, but more importantly how to use it to your advantage and rise far beyond the rest of your competitors and become known as the "go to" guy or girl in your area. It will also teach you how to keep money coming through the door during not only the bad economic times but the good as well. You will learn how to get the most for your dollar and how to get around paying for expensive advertising. Here Is A Preview Of What You'll Learn... Brief History And Future Of The Pawn Industry How Exactly A Pawn Shop Works All Of The Different Types Of Transactions Involved In Pawn Shops How To Assess The Value Of Goods And Metals How To Manage Your Inventory What To Include In Your Business Plan & How To Choose A Location The Laws Of Conducting Business As A Pawnbroker How To Buy Gold & Silver, And Why It Is A Great Personal Investment Much, much more! Download your copy today! Take action today and download this book for a limited time discount of only \$0.99! Tags: pawnbroker, pawnbroking, pawnshop, buy gold, silver, pledge, we buy, antique, thrift, resell, flip, storage, auction, barter, trade, swap

## Book Information

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## Customer Reviews

Joe Balch brings back so many old movie themes (remember Rod Steiger's 'The Pawnbroker'), and Christmas stories (O'Henry's 'The Gift of the Magi'). Not only does he remind us of the history of pawn shops and the use of such sources of income in desperate times, he actually offers a possible solution for these times when the economy remains in such a down turn. He has written this book THE ART OF PAWN concerning the opening and operating a shop as a pawnbroker. His book runs through the history, rules and regulations, operations, and suggestions of running an honest, respectful, and entertaining pawn business. The subtitle of the book fleshes out the purpose - 'Lessons on how to open and operate a Pawn Shop, Plus how to buy gold and silver.' After a richly written history of pawn broking (from 3000 years ago in China through the Roman Empire into the Middle Ages, the Medici family to the present) Joe explains how the concept of Pawn works. 'A pawn broker is a person who loans money with an added interest rate for something of value being exchanged as collateral. Here's how it works. A customer brings an item to a pawnbroker to leave as collateral for a loan. If the pawnbroker is interested in the item, they will then assess the value and propose a loan amount, based off a fraction of the value to the customer. If the customer accepts, they will then have to sign a contract for the loan amount, the interest amount, and the time period of the loan to be paid back. The loan amount is then exchanged for the item, along with a receipt that the customer will need to redeem at the time of paying off the loan and picking up their property.' Once he has established the meaning of the business he carefully guides the reader through the following topics: Types of Transactions, Assessing the Value, Inventory Management, Business Plan, Choosing a Location, Laws of Conducting Business at a Pawn Shop, Getting Your

Shop Ready, Knowledge, Education and Connections, The Future of Online pawnbrokers and Collateral Lenders, and finally Why and How to Buy Gold and Silver. Joe Balch has in this book provided all the pros and cons of the Pawn business and he has done so with fine research and sensitivity. It is informative, helpful, and fascinating! Grady Harp, February 15

My one experience with pawn shops occurred when I was a young man whose money ran out a week before payday. I hocked my watch and redeemed it when I got my paycheck. That was a life saver. The first chapter provides a short history of pawn, which is interesting in itself and is a good prelude to the 'how-to' described in the rest of the book. Each chapter is concise and to the point. Overall, the book is an excellent primer. Although I have no intention of going into the business, I found this short book interesting as well as informative. I'll bet you'll find it interesting, too. Reviewed by the author of The Children's Story, About Good and Evil.

I being familiar with pawn shops since I was 18 . knew a lot of the info contained in this book . It to me was mostly redundant . Although there were a couple nuggets I took away from this . I would love to see another book by this author . Only this time being suited for the customer . I think the author could open the door a little wider . To give the customers more tools to use when doing business at pawn shops . 1 other book I would love to see from the author . Is preparations for one who want to gain a job in the pawn industry . I will be looking for more by author .

Gives you a good idea what the owner of a shop has to deal with and should make doing business with them easier.

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