

# Newsagent

Selling Your Work · By Simon Townsend · 1 min read

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## Me and my newsagent

1. Little newsagencies, often combined with mixed businesses, won't be much use to you. They simply don't have the range of publications that you need to peruse. Be sure to pick a BIG newsagency. ?Yes ?No ?Soon ?Maybe
2. You MUST visit your newsagent at least once a week. ?Yes ?No ?Soon ?Maybe
3. You must set aside time and BROWSE everything. ?Yes ?No ?Soon ?Maybe
4. Look through all the magazines and other publications. ?Yes ?No ?Soon ?Maybe
5. Be interested in what's available, even the stuff you'd never ever be interested in reading.

?Yes ?No ?Soon ?Maybe

1. KNOW your newsagent. Become friends with him or her. ?Yes ?No ?Soon ?Maybe
2. Tell your newsagent that you're studying to become a journalist and you're interested in any new publications that become available. ?Yes ?No ?Soon ?Maybe
3. Support your newsagent. ?Yes ?No ?Soon ?Maybe
4. Besides publications, you can buy things from him that you might normally buy elsewhere, such as soft drinks, bread, milk, gifts, diaries, stationery, pens and pencils, greeting cards, photocopying, lottery tickets, books, etc. ?Yes ?No ?Soon ?Maybe
5. If the newsagent feels you're a regular CUSTOMER he'll go out of his way to help.

?Yes ?No ?Soon ?Maybe

1. You may become good enough friends that he will give you for free, publications he is about to toss out. ?Yes ?No ?Soon ?Maybe
2. BUY. Yes, publications are a cost. But everything worthwhile in life has a cost.

?Yes ?No ?Soon ?Maybe

1. Don't be stingy. Every week you must buy something. Take it home and read it.

?Yes ?No ?Soon ?Maybe

1. When you have in your hands a new publication that you like the look of, study it, and decide if there are more than one article YOU WISH YOU HAD WRITTEN. If so, then this publication should then become one of your target publications. ?Yes ?No ?Soon ?Maybe
2. If you can't see one article you wish you had written, this is not a target publication.

