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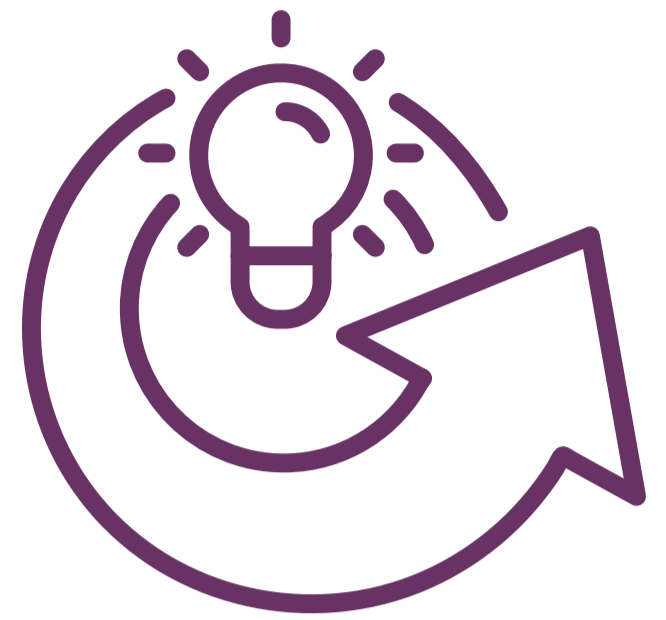


L+EARN

FINANCIAL LITERACY FOR YOUNG ADULTS

**Hustling** is not something you do only when you can't find a job – a hustle is something you can do in addition to your job.<sup>1</sup>

In South Africa it has been estimated that one in three South Africans are working additional jobs in order to supplement their income. Hustle can refer to different things. A side hustle is described as employment taken in addition to one's full-time job. Work that one does after the 9-5 work, or after school.



**Hustling takes many shapes and forms it can be selling products or providing a service or renting out space.**

Services can include: car wash, tutoring, photography, being a make-up artist, blogging/vlogging, brand promotions, consulting, book-keeping, DJ-ING and more. Selling can include buying and reselling clothes, cosmetics and other goods, becoming a distributor (network marketing).

## Some tips on how to get started on hustling

- Choose a product or a service that will meet a real need in your community and solve a problem.
- Pick something you really enjoy and are skilled in.
- Start slowly, start where you are and use what you have- don't invest fancy equipment or tools when you have not seen whether customers will like the service or product you are offering.
- Be honest and realistic about how much time you can spend on the side hustle – will you be spending a few hours at night or on the weekend on it? Be realistic and plan around the time you have available.
- If you are employed full-time check what flexibility your work contract allows for and check that the side-hustle you intend doing is not something that maybe in competition with your current company/employer, check for any other potential conflict of interests.



<sup>1</sup>What is the future of Work in South Africa – Examining the side hustle economy. A white paper from Henley Business School 2019  
From [www.sayouth.mobi](http://www.sayouth.mobi) – Generate your own income stream article

