

# Making Money in Hollywood

## Spotting a Unique Niche

In the 1970s, Rick Washburn wanted to be an actor and landed minor roles as a hitman and an FBI agent in several movies, according to business editor Paul Barrett. But Washburn discovered that he could make a lot more money in Hollywood by using specialized knowledge from his childhood.

While growing up in Arkansas, he'd learned a lot about guns and Washburn noticed that many people on movie sets were ignorant about handling the weapons featured in movie scripts. He eventually began a service to advise directors about the proper use of firearms in films and television shows.

**Lesson:** Even in highly competitive industries like Hollywood, there are numerous problems waiting to be solved through the introduction of a new service or product.

## References

<http://thespecialistsltd.com/about-us>

<http://www.npr.org/2012/01/24/145640473/how-the-glock-became-a-mericas-weapon-of-choice>