

ALL ABOUT



KNOWLEDGE

Ebay knowledge that has been proven
to work time and time again.



Disclaimer

This e-book has been written for information purposes only. Every effort has been made to make this e-book as complete and accurate as possible.

However, there may be mistakes in typography or content. Also, this e-book provides information only up to the publishing date. Therefore, this e-book should be used as a guide - not as the ultimate source. The purpose of this e-book is to educate. The author and the publisher does not warrant that the information contained in this e-book is fully complete and shall not be responsible for any errors or omissions.

The author and publisher shall have neither liability nor responsibility to any person or entity with respect to any loss or damage caused or alleged to be caused directly or indirectly by this e-book.

Learn How to Sell on eBay

Without question, launching an online auction business through eBay can be one of the most successful business ventures you can ever make. Every 365, millions of people buy and sell items through this popular online auction place, buying everything from Moroccan rugs to pheromones.

Statistics for eBay selling has shown that \$14 out of every \$100 spent online happens through eBay. Its popular setup and navigational style has let many people starting their own online auction businesses, with many considering it a full-time job. Its premise is easy: eBay selling means offering an item, receiving bids for it, and selling the item to the highest bidder.

The first rule in launching an eBay business is to come up with the product line you want to deal with. Can you wholesale New Era baseball caps or pajama pants at 50% off the retail price to flip through eBay?

How about that ancient baseball card collection with \$100 plus baseball card values? Used items are some of the most widely sold on eBay. Starting an online auction with eBay is good for eBay, since a fraction of the total selling price of any item you sell goes directly to them.

eBay selling is complemented by the effort webmasters put in wholesaling work. The best item to sell for profit on eBay doesn't matter if you cannot find a reliable wholesale source. Wholesalers can also launch eBay auctions by selling their products to people who want to flip them and sell it at a later date. Whether you have 28848 total sales or 3 sales, starting a customer service and repeat customer base is critical when it comes to building profit.

eBay selling doesn't discriminate against the Power sellers or the newbies, as long as customer service is top notch. Your wedding dresses may fly off the counters but your eBay username is backed up by a feedback system that lets customers provide comments on your service and product. The higher your feedback, the more products sold

bottom line.

Starting an online auction business on eBay may reward you its coveted Power seller status in the future. Power sellers are auctioneers that earn feedback ratings of at least 98% positive and \$1000 worth of sales every month for three straight months.

Instead of trying to find out the best item to sell for profit on eBay, Power sellers rely on their strengths along with customer support and promises fulfilled.

A trivial item like a keychain may not sell well on the street, but many Power sellers earn enough pull to keep selling these items like hotcakes because of their reputations. Starting an online business on eBay is a bonafide business venture with many rewards.

Ebay – Important Tips for Shipping Items to Buyers

Selling on eBay is great but can also be a lot of work. Part of that work includes shipping. Not only does shipping determine whether you get a good feedback or not but it also determines whether you will get ripped off or not.

The following is important information about shipping items correctly not just to protect your customer's purchase but to protect yourself as well.

It's always wise to ship items to the winning bidders as quickly as possible. Nobody wants to receive an item a month after they paid for it; that usually will get you either a neutral feedback or in some cases a negative feedback. So, do yourself a favor and ship people's items in a timely matter.

When shipping any items to winning bidders you must **ABSOLUTELY** ship the items with delivery confirmation (DC). This is not something that you should take as being optional but mandatory.

Delivery confirmation, or DC, is a way to track a shipment and allows both the buyer and seller to see if said item(s) have been delivered to the address of the buyer. However, it's extremely important to the seller because it's proof that you as the seller sent the item.

So, if a buyer claims they never got an item they paid for, you have proof that you sent the item. Because if you don't have proof (DC) that you sent the item and the buyer complains to eBay, eBay will rule in the buyer's favor and make you refund them their money even if you really did send their item(s).

In fact, it's essential to have DC not just because the item(s) could get lost by the mail service but because there are many unscrupulous buyers on eBay who will claim they didn't get an item or items even if they did.

Buyers will be able to tell that an item they receive doesn't have DC when they get the item(s) by looking at the postage; so why give any buyer a chance to rip you off because not only will you be forced to give them a refund but the unscrupulous buyer will get to keep the item(s) as well.

However, with more expensive items that you sell, you may want to have signature confirmation for the item as well as DC not to mention insurance. Signature confirmation is just having someone sign for a delivery, and if you want a specific person to sign for the delivery, you will want 'restricted signature confirmation'.

Obviously when it comes to shipping an item, you want to securely package it, especially if it's something fragile. So, package the buyer's item(s) with care, and if it's fragile clearly mark it so the item(s) are handled with care.

Because even if the item(s) are insured, if it's not packaged properly and it gets damaged, you will lose the insurance claim. And this could result in you having to either issue a partial refund or a full refund to the buyer; or at the very least offer something for free to keep the buyer happy.

But if you choose not to issue a refund for damaged items or not to rectify the situation in any way, be prepared to get negative feedbacks.

Likewise, insurance is only usually necessary on purchases that are \$100 or more but that's a call you as the seller should make.

So hopefully this information on shipping items sold on eBay was food for thought and will prove useful in your eBay selling.

How To Self-Storage Can Power Your Ebay Business

Maintain stock control – as a first time eBay seller, don't feel overwhelmed if your product range gets out of control. Anyone can end up simply surrounded by 'stuff'. After de-cluttering your own home and selling unwanted goods online, friends and family may start to offload their items to you as well.

Personal storage can help if you are suddenly faced with wardrobes full of clothing, piles of books and CDs, together with the odd lamp or two. Decide which items you want to sell and stick to them.

Develop a niche – used designer items, especially shoes and bags, are guaranteed sales on eBay. Selling quirky items such as decorative teaspoons, Victorian walking sticks, or even giant French chandeliers, can set you up as a specialist seller with a niche market. Visit car boot sales and charity shops to help source your products.

Once you have developed your online 'shop', you can store bulky items in a self-storage rooms, leaving your house or business free from clutter. Self-storage rooms are accessible seven days a week, so there will be no delay in sending items out to winning bidders.

Use trade sellers to maximize profits –the best source for your merchandise after exhausting your own unwanted items and charity shops will come from the wholesale market place.

Here you can buy in bulk at a lower cost, sell for a bigger profit margin, and thus really boost your income. When dealing with large quantities however, storage will become a priority.

Use good quality recycled boxes to store clothing – children's clothes and vintage items are some of the best sellers on eBay. However, clothing can become very dusty and tends to absorb smells easily. Self-storage rooms are guaranteed to be free from cigarette smoke, damp, and pet smells.

Divide and sort stock – once you have a range of items to sell, you will need to organize your stock so it can be stored safely and found easily when needed. Using different colored or odd sized storage boxes could help distinguish where different items are kept.

When you need to clear out your inventory and re assess your possessions, put sale items into dust and water-proof boxes or temporary storage for a few months before starting again.

How To Become A Successful Ebay Affiliate

It's amazing how overlooked the Ebay affiliate program is. Especially when you consider the fact that they have thousands of products to promote, and at least a few hundred of those are daily submitted brand new products.

The only other affiliate program that compares with Ebay in terms of number of products is Amazons affiliate program. But because Amazon is strict about their prices, they don't leave much room for "small-time" entrepreneurs to compete with the "majors".

With eBay's affiliate program anybody can be successful, all you have to do is search out people looking for a certain product and give it to them. Once they complete the purchase you get paid a percentage of the profits.

You can repeat this procedure as many times as you want. Or you can build a website promoting affiliate products and let people come to you. This requires a little bit more work but having the eBay affiliate process automated gives you a lot freer time to work on other online money-making ventures.

The key to being successful with eBay's affiliate program is to find quality product, with quality prices. Ebay is considered to by the internet version of Walmart, so all of their customers are looking for a bargain when there shopping on Ebay.

Because of this, most products on Ebay sell at a reduced-price tag. And you can use this to your advantage by searching out people looking for products and offering them a quality product at a price below what they were expecting. People like deals, and Ebay is a name that you can trust, so people will have no problem buying a product through your Ebay affiliate link if you can provide them with what they want.

And remember when your offering people products it's best if you can find products for them that offer a "buy now". With the "buy now" option your customers can immediately purchase the product that your offering them at a bargain price without having to worry about bidding on items.

With a little bit of search engine knowledge or Craigslist expertise anybody can make a healthy profit with eBay's affiliate program.

10 Top Tips To Increase Ebay Profits

Making money on eBay might seem like the impossible at the outset, but by using some or all of these 10 simple ideas you could soon find your eBay profit rising.

Don't give up without at least attempting to make something of your eBay business, you might be surprised at just how successful you could be.

1. The best way to learn is by doing, so search through your house for any items that you no longer need or want. Creating auctions for these items will help you to learn the ropes and bring in a bit of extra cash.
2. Visit car boot sales and charity shops to find some cheap items to sell, you'd be amazed at what you can pick up for a couple of pounds to sell on at a much higher rate.
3. When considering how much to charge for your items you should check the Royal Mail website, or the website of whatever courier you plan to use, to ensure that it won't cost more to post the item than you will make.
4. One way to generate a great eBay profit is to buy items that have been listed or described poorly, or that finish at a bad time of day for a lower price than you could sell them on for.
5. Set up a second eBay account. You can have as many accounts as you want, as long as they each have a separate email address linked to them. If you plan to buy and sell items on eBay then you should establish one account for buying, and one account for selling.
6. Take a good photo of your item using a digital camera, or even the camera on your mobile phone, and upload it to your listing to convince your potential buyers that you actually have an item to

sell.

7. Use the eBay Pulse website to find items in any category that are selling particularly well. You can also use the Advanced Search tool to look at completed listings and to see how well certain items have sold.
8. Consider other methods of obtaining stock to sell on eBay, for example wholesale sellers or dropshippers. These methods can help you to increase your eBay profit by buying items that are particularly cheap and selling them on for a profit.
9. Concentrate on customer service to obtain an excellent feedback rating. Post goods out quickly and always respond to queries from potential buyers. You should also be prepared for the necessity of offering refunds occasionally; a willingness to please your customers in any way will help you to earn repeat business.

Always stay positive. Sometimes you might find that your eBay profit is not as high as you would like it to be. Staying positive will help you to make it through the rough patches, keeping you focused on your end goal of success. In a relatively short space of time you could make enough money from eBay to pack in your day job, but only if you can stay positive and keep working hard, no matter how difficult it may seem.

Legitimate Home-Based Work About Selling On Ebay

There are many legitimate home-based work that are available to a person who wants to make some money working from home. However, not all options are created equal. Some options are simply better than others. All legit home-based jobs will require time, hard work and commitment. Each home-based job option will have its advantages and disadvantages.

Selling items on eBay is one good way to make money from home. Many legitimate internet home businesses do quite well using this sales method. One does not have to invest time and hard work in building up a site and then putting Google Adsense on it. By selling items on eBay, one can turn a profit quite fast.

However, it is important that a serious home-based business that wants to make money on eBay do proper research. Some products sell better than others on this site. Choosing the right item or items to sell on eBay can make the difference between making a profit or losing money.

There are many people and companies selling jeweler, electronics and other hot and popular items on eBay. Because the competition is so vast, it is quite difficult to make money on eBay selling any of these products. One would get a very low profit margin as he or she would need to keep prices low enough to be competitive.

However, a person can potentially make a fair bit of money by selling items that appeal to a niche market.

A niche market is a particular market that a number of people are interested in, but that is not widely popular. There is a lot less competition in a niche market and one can usually make more money by finding such a market and then catering to it. First of all, a person would need to do his or her research. Find a wholesaler that sells items at a good price. Obtain the wholesaler's catalog and study it carefully.

Consider how much would have to be paid to the wholesaler and what the potential for turning a profit would be. Another aspect to consider would be whether the shipping fees would be billed to the customer or not. Some eBay sellers provide free shipping while others do not.

It is also helpful to check eBay's completed auctions section. One can see at a glance what items are actually being purchased or not. Be aware that not every item put up for auction will be bought. A person can turn a profit, take a loss or simply break even when putting up an item for auction on eBay.

It will take time to become used to and proficient at using eBay's auction site. One can either put up a few or a large quantity of items for sale. The seller should check eBay regularly to see how the items for sale are doing and calculate what the expected profit margin would be.

While selling items on eBay has its associated risks and it does take a bit of hard work and time for one to be successful. Selling items on eBay is in fact one of the least complicated and yet most legitimate home-based work available.

Starting An Ebay Business – An Online Business Model That Works

Millions of people are still coming online each year, and many of those people come to the Internet with dreams of making their financial dreams come true.

The truth is that building a website to sell products and services is not the easiest way to make a living online. A lot of specific knowledge or money will be required to be successful with a standard website. You must acquire skills --- or pay someone who already possesses those skills --- in the following areas:

- Graphic design
- Copywriting
- HTML design
- Perl or PHP programming

- Database programming
- Marketing research
- Promotions

When this is understood, most people throw their hands up in frustration and walk away from their entrepreneurial desires.

Maybe cash is the problem; maybe the desire is just lacking.

If you have reached this point yourself let me offer one piece of advice...

DON'T THROW AWAY YOUR DREAMS JUST YET

More people than I can count are making a successful living online, and none of them own their own website or send a single commercial email to anyone.

How is this possible?
Two words, "Ebay auctions."
EBAY MAKES IT EASY

Ebay covers all of the difficult technical issues. And more importantly, Ebay already has floods of visitors eager to purchase your wares.

Ebay has provided everything you need to operate a successful business online with three exceptions:

1. Products to sell
2. Time to list the products in the Ebay database.
3. Cash to acquire the products

CHOOSING THE KINDS OF PRODUCTS

Before choosing your products, you should ask yourself what you enjoy the most. You may enjoy cats, NASCAR or even antiques. You should select products consistent with what you enjoy for two reasons.

First, you bring to your presentation a real appreciation for the products you are offering.

Secondly, a job you hate is one you will quit. A job you enjoy doing will be one that you will want to keep forever. If you are starting your own business, the hope is that you will be doing it for a very long time.

I personally know people who have generated a nice living on Ebay selling cat-related items, NASCAR memorabilia and antiques.

FINDING THE ACTUAL PRODUCTS TO SELL

I recommend against diving in and spending thousands of dollars buying products that you may or may not be able to sell.

A drop-shipper is a middleman who is willing to permit you to buy an individual product, and then they will put your business name on the return address of the product package and handle the actual delivery for you.

By utilizing a drop-shipper, you can speed product delivery to the client

without risking your own cash to keep a product in inventory.

If you are lost as to how to find a drop-shipper, consider subscribing to the drop-shippers directory:

Through this site, you can get all of the information you need to find drop-shippers from which you can order over 500,000 products from over 1,000 brand names.

LEARNING TO LIST YOUR PRODUCTS AT EBAY

Learning to use Ebay is pretty easy and straightforward. Ebay has put forward a

lot of effort to help people to become successful. For example, Ebay has an entire area of their site devoted to the online entrepreneur. To get an overview of all of the services and tools that Ebay provides to sellers, you may visit.

Ebay also delivers courses and strategies to help you to be more successful:

THE IMPORTANCE OF CASH FLOW TO YOUR SUCCESS

Ebay provides tools for both buyers and sellers to rate one another. The speed of delivery