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Giveaways Or Bonuses To Help Build Your List.**



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Hello and welcome,

First off I recommend you sign up to my newsletter where I'll keep you upto date with the latest news on how to make money with eBay and the Internet for free [Just Click Here...](#)

I hope you're as excited about this eBook as I am, so let's get started by telling you how I milked The eBay Cash Cow shall we...

My Name is Alex Jeffreys founder of:

www.EasyProfitAuctions.com

www.BrandThatBook.com

www.Reverse-Pay-Per-Click.com

I started using eBay February 2004 just over 3 years ago now from day one I started to make money on eBay in an untapped niche with very little competition.

The money continued to grow on a daily basis whilst I was still learning eBay and trust me these were exciting times for me...

I can remember how exciting it was back then, But what's even better I still get the same feeling to this day when the pay pal payments arrive into my email inbox and the checks arrive in the post, its a feeling you'll never forget.

From the off I soon understood that there were so many untapped markets on eBay, allowing me to quit my full time job and make great amounts of money to live the life we all dream of...

I stopped selling that niche product after a few months as it was starting to fall outside the eBay polices as a contraband item. One thing's for sure I didn't want to upset eBay who held the key to my online success.



Remember this...

It's eBay's play ground so they can and will bully you if you try to break there rules...

In the long run it's not worth it – trust me...

at this stage I was still working full time which i didn't enjoy at all and wanted to quit asap...

So after a while of researching on eBay for new products to sell I moved on to my new activity of selling information products in physical form of CD/DVD's

I soon started to make around \$2,000 every month as a nice side income whilst still working my full time day job...

I recommend you check out [CD Money machine](#)

that was it for me - by this time I wanted to quit my full time job and focus all of my time and energy on eBay...

I've always loved motorbikes and after some more research on eBay I noticed that there was a huge market on eBay to start selling them, so I opened up an import business and started importing containers of motorbikes from china to the UK.

Now I don't for a second recommend you do the same...

It was a big risk and I spent over \$30,000 each container of motorbikes I bought.

I would recommend you watch this [World Wide Brands Video](#) these are the leading experts in small bulk wholesale, this company are 100% eBay certified. [World wide brands...](#)

Anyway my business hit off like you couldn't imagine, we took to the top and made a ton of money allowing me to finally quit my full time job...



all I could say at this point was Yippee....

There was one problem though - I wasn't ready for the great demand of this product on eBay, I was selling so many motorbikes that I couldn't manage to do all the daily tasks involved...

eBay was fine I had that set up to run on autopilot - thats the easy part but the other tasks were manic like the inbound emails, phone calls with people asking questions and placing orders, the answering machine was never empty and after each call more messages would have stored...

Even though pay pal is a great merchant account to use with eBay

below shots in Pound Sterling = around \$70,000

Funds Withdrawn from 6 Sep. 2005 to 15 Dec. 2005

Date	Type	To/From	Name/Email/Phone	Status	Details	Action	Gross	Fee	Net Amount
15 Dec. 2005	Transfer	To	Bank Account	Completed	Details		-£1,000.00 GBP	£0.00 GBP	-£1,000.00 GBP
13 Dec. 2005	Transfer	To	Bank Account	Completed	Details		-£375.00 GBP	£0.00 GBP	-£375.00 GBP
12 Dec. 2005	Transfer	To	Bank Account	Reversed	Details		-£850.00 GBP	£0.00 GBP	-£850.00 GBP
12 Dec. 2005	Transfer	To	Bank Account	Completed	Details		-£600.00 GBP	£0.00 GBP	-£600.00 GBP
11 Dec. 2005	Transfer	To	Bank Account	Completed	Details		-£1,400.00 GBP	£0.00 GBP	-£1,400.00 GBP
15 Nov. 2005	Transfer	To	Bank Account	Completed	Details		-£1,790.00 GBP	£0.00 GBP	-£1,790.00 GBP
29 Sep. 2005	Transfer	To	Bank Account	Completed	Details		-£2,000.00 GBP	£0.00 GBP	-£2,000.00 GBP
15 Sep. 2005	Transfer	To	Bank Account	Completed	Details		-£2,000.00 GBP	£0.00 GBP	-£2,000.00 GBP
8 Sep. 2005	Transfer	To	Bank Account	Completed	Details		-£2,500.00 GBP	£0.00 GBP	-£2,500.00 GBP
6 Sep. 2005	Transfer	To	Bank Account	Completed	Details		-£4,000.00 GBP	£0.00 GBP	-£4,000.00 GBP

Funds Withdrawn from 15 Nov. 2005 to 16 Mar. 2006

Date	Type	To/From	Name/Email/Phone	Status	Details	Action	Gross	Fee	Net Amount
16 Mar. 2006	Transfer	To	Bank Account	Completed	Details		-£427.33 GBP	£0.00 GBP	-£427.33 GBP
20 Feb. 2006	Transfer	To	Bank Account	Completed	Details		-£500.00 GBP	£0.00 GBP	-£500.00 GBP
16 Feb. 2006	Transfer	To	PayPal Balance Adjustment	Completed	Details		-£2,143.17 GBP	£0.00 GBP	-£2,143.17 GBP
15 Jan. 2006	Transfer	To	Bank Account	Completed	Details		-£1,500.00 GBP	£0.00 GBP	-£1,500.00 GBP
6 Jan. 2006	Transfer	To	Bank Account	Completed	Details		-£1,000.00 GBP	£0.00 GBP	-£1,000.00 GBP
2 Jan. 2006	Transfer	To	Bank Account	Completed	Details		-£2,000.00 GBP	£0.00 GBP	-£2,000.00 GBP
18 Dec. 2005	Transfer	To	Bank Account	Completed	Details		-£6,000.00 GBP	£0.00 GBP	-£6,000.00 GBP
12 Dec. 2005	Transfer	To	Bank Account	Completed	Details		-£3,600.00 GBP	£0.00 GBP	-£3,600.00 GBP
8 Dec. 2005	Transfer	To	Bank Account	Completed	Details		-£450.00 GBP	£0.00 GBP	-£450.00 GBP
15 Nov. 2005	Transfer	To	Bank Account	Completed	Details		-£650.00 GBP	£0.00 GBP	-£650.00 GBP



my potential customers didn't want to purchase a \$600 - \$800 items through pay pal, because pay pal would only insured the buyer upto \$500.

by this point, there was so much demand for my product on eBay I needed to get a credit card machine installed into my house fast and start taking orders over the phone...

The customers now felt safe passing me there hard earned cash knowing that if this was any type of fraud, there credit card company could and would get there money back for them almost instantly...

This one move generated me tens of thousands of dollars of extra sales each week.

The power of eBay huh folks...

And this was just selling into the UK market - I knew I could soon go global and the potential of running a million dollar business from home was not high hopes anymore but it was becoming reality...

but back to the daily tasks...

Other tasks I had to do when I made an order was:

do the paper work

go to the storage unit

Load the motor bikes into the van

drop the motor bikes to the courier service

so by the time I got back home running the errons myself

there would be 10 new messages on the phone

20 new emails asking questions,

new payments in pay pal,

Id reply to the emails and phone the potential customers back

then process the credit card orders and Id be off back to the storage unit



to do it all over again...

If it wasn't for coffee I wouldn't have made it through any day of the week...

By this time I needed staff, so my fiancée quit of her full time job and started to handle the email support and phone lines...

So now from our home bedroom/office we started to expand our business...

Basically using the power of eBay my business grew so big in such a short a period I just wasn't ready to control it...

Even though we were super successful we still had alot to learn about business and how to run one..

Something I picked up on early and learned very fast was...
How important it is to build a data base of targetable leads,
or even better "Highly Targetable Leads"...

Imagine how many highly targetable leads I generated over this period of time,

each and every day I was having so many new potential customers sign up to my newsgroup (data base) looking for more information related to the motorbike niche.

Let me tell you how I would do it...

I would capture the potential customers lead his/her name and email address by giving them the option to sign upto my newsgroup where I would keep them updated with new pictures and videos of the latest motorbikes as we tested them out.



I love motorbikes – So it was a dream come true to go out every weekend and video record myself and all my friends doing crazy stunts on the bikes then it was even better to be able to send the videos to my newsgroup and make money from it...

So something I enjoyed started to generate more sales, I was giving real life proof that the bikes were robust and able to pull off the stunts I talked about in the auctions...

Just imagine all the people that were on that mailing list every one of them were highly targetable leads, all with interest in the product I have for sale...

I gave them a little proof - just enough to wet there mouth so to speak... then I went for the sale.

Another reason why I wanted to captured there information was to sell them “back end” products...

Just like what I would do to the people who bought a motorbike from me... You see all these people who bought a motor bike from me needed a helmet right So that's what I did – I sold them helmets...

And this is what I would do with my newsgroup (data base)

when I sent the new video's out, I would make a special offer for a limited number of days normally 72 hrs over the weekend, which included free next day delivery of a motorbike and a free helmet - Total of \$167 saving...

So after the potential customers watched the video of us having a blast on our off road motorbikes on the Friday afternoon. I would create a little scarcity with the limited bonuses and my offer...



Once the potential customer switched and triggered that they could be doing the same thing within 24 hrs and be out riding there own motorbike that Saturday afternoon my list go crazy and buy on impulse...

hey this is business folks...

Can you imagine how many sales this would generate – MANIC...

then all the people who phoned us up and didn't make a purchase (my phone leads) I would phone them back up and see if I could close the sale by making limited offers.

I never once received a negative feedback for my customer service
In fact I think customer service is the one main thing that will turn you into a successful powerseller and success story on eBay...
(eBay feedback talks many languages...)

Soon after my success on eBay I got involved with a company who imported big off road buggies.

I started buying these buggies in bulk at wholesale price
and even better they would drop ship them to the customers for me.

Just like [world wide brands](#) will do for you,



At this time I didn't even need to list new products on eBay - of course I did list them on eBay to make more sales and generate more leads..

But my point is that I now owned my own data base of name - email addresses and phone numbers or people related to the same niche...

The buggies were ten times the price of the motorbikes and I still sold many of these buggies to my newsgroup (data base) at \$6,000 a sale without fail.

Mainly because I had generated so many leads from eBay
Plus I was now a trusted power seller status on eBay -
with outstanding feedback...
I could manage to sell these buggies all across the UK
to my own data base of people.

That was with out all the orders that were flying through the door on eBay...
It would be odd to set up an auction and see less than 1000 visitors

I soon had the strategic bug...

Testing and measuring my success to a million dollars

I thought if I can list 10 auctions a week and generate 10,000 hits / visitors
I'll also make 10 sales on eBay and capture at least another 200 highly targetable
fresh leads into my data base

now I can contact the new 200 highly targetable leads in my data base and make
them an offer they can not resist...

do you see where Im going with this...

eBay can and will turn you into a success and a trusted powerseller
as long as you take action...



this was the new era of thinking for me -

Drum role please...

It was eBay's legal loophole – **"there backend"**

Read the story here...

[Easy Profit Auctions](#)

I was using eBay's massive amount of highly targetable built in traffic, to run a highly successful eBay business as well as divert enough traffic into my own marketing funnel to basically rinse and repeat.

I generated leads from eBay and sold to them over and over again...

at this time I was paying a personal business consultant \$1,500 a month to help me expand my business and take it to new heights,

I was only 24 years old making so much money it was just unreal but I didn't have the life to go with it - as my business was all go go go... 24/7

I knew I could put this business model around something much more practical to sell...

something light (not a motorbike) something real small and could be stored away easily...

Like I mentioned already I sold information in the form of CD/DVD but whilst selling CD's I still had to ship the physical product from a post office. Even though the storage was much more practical than a motorbike or 200 motorbikes sitting in a storage unit it still took up space...

I was shipping black bags of CD's every day from the post office all around the world after I read this book [CD Money Machine](#)



Figures in Pound Sterling = to \$8,000 + over a 32 day period.

Hello, [ktcd21](#) (1644 ★)  me

Last updated: 07-Nov-06 23:17:12 GMT*

Selling Manager Pro Summary

Select a view... -

At a Glance

Sales



Period	Sales (£)
Last 24 hours	0
Last 7 days	0
Last 30 days	£2,036.00

Hello, [ktcd21](#) (1652 ★)  me

Last updated: 09-Dec-06 23:36:32 GMT*

Selling Manager Pro Summary

Select a view... -

At a Glance

Sales



Period	Sales (£)
Last 24 hours	0
Last 7 days	£2,000.00
Last 30 days	£2,000.00

Listing Activity

[Customise](#)



At the moment of writing this eBook – Im not using that eBay account and haven't sold with that account for over 6 months...

I might go back and start selling on there?

I now have 3 new active eBay accounts all testing different niche projects...
I'll show you some stats shortly...



listen to what happened next...

call it fate - I don't know?

I received an email from [Tim Knox](#) about an event he was holding in Alabama teaching how to run a fully automated information business and how to generate multiple streams of income.

thats when it hit me...

I was the first person booked to attend that event and off I flew to Alabama all the way from the UK. - Boy I was so glad to arrive,

at the seminar I met:

[Tim Knox](#)

[Jason James](#)

[Jim Cockrum](#)

3 of the leading eBay experts in the world... now all very good friends of mine.

Just imagine spending the weekend with these eBay experts

I had the whole weekend to learn from the most trusted eBay experts in the world and hang out with them getting to know them.

I even met these people at the event who went onto become successful online.

[Sandy Hall](#)

[Henry Griner](#)

[bob hamilton](#)

this was my first marketing event that I attended - I now have the bug...

it was funny to see the faces of the eBay experts when I told them what I was doing on eBay, even [Tim Knox](#) said to me...

"Dude your the eBay expert here you should be on stage"



I laughed and thought he was being kind...

well what started to happen after that event changed my world as we know it

As you can imagine after I arrived back home from the USA to say the least I shut down my import business and didn't work for almost 9 months...

I still had a load of money in the bank from my last business so all I did was study information marketing and everything that was involved to run a fully automated eBay business...

This is what I finished up with...

[Easy Profit Auctions](#)

I started learning about the Internet and how to run a highly successful information business online, as well as tweaking my eBay knowledge.

I built a relationship with these top eBay guru's over the past year and speak with them almost on a daily basis In fact I have met [Tim Knox](#) and [Jason James](#) many times over the past year at different events in the USA...

This year has been a blast to say the least...

I have been interviewed so many times its sometimes manic to fit them all in and its strange If I don't have a new interview lined up each and every week...

I even have phone calls asking me if I would like to do speaking arrangements at eBay events like [Tim Knox's](#) event I attended in Alabama.

Talking live on stage to help people like yourself learn my systems I use to make money and a full time living on and through eBay...

The whole system is broken down in a step by step format including audio – text – videos and a private members forum



if you would like to join us...

[Easy Profit Auctions](#)

The members area includes over 20 screen capture videos showing you exactly how I make money on and through eBay – all you have to do is watch and copy..

It was the changing point of my life that event in Alabama Even though I had a highly successful eBay business - It was hard work running the business...

and these guys were making hundreds of thousands if not millions of dollars a year from selling thin air...

Did you hear that...

Yes thin air...

Like I said just now in this book I needed something that was easy to store - thin air was the perfect answer wouldn't you say? It was definitely the solution to my problem...

Are you confused?

think for a second how did you receive this book you are reading now? you downloaded it from my web server instantly correct without any work on my part... even if I was in bed you still received your book instantly and I got paid.

I do this with many different products all from the price range from \$1 upwards \$375 and even sell some high ticket items at \$5,000 but thats not 100% fully automated...



well let me tell you a secret...

I use a service called [Aweber](#) to capture targetable leads into my marketing funnel

One way I do this is from selling resell rights eBooks just like this one you are reading now.

Listname	Today	Yesterday
117christgive	0	0
backendmarketin	4	5
classifiedadds	0	0
default332230	0	0
ebayaboutmepage	6	9
ebookcreation	37	33
epa	99	172
halloween-bonus	0	0
i5tele	0	0
impactpop	3	6
increaseprofits	3	13
iv-vip	0	0
marketermindset	3	5
membersentrance	0	0
mybuyers	0	0
plrlist1	20	4
plrprice	15	3
salesletsecrets	4	16
sonicoptin	14	28
Totals	208	294

I wake up every morning and the first thing I do is check my email inbox to see how many fresh new leads I have generated and how many sales I've made through the night...



Here' s some stats from one of my merchant accounts...

Daily Sales Subtotals

Mon	Jan	29	\$528.48	
Sun	Jan	28	\$219.89	
Sat	Jan	27	\$133.08	
Fri	Jan	26	\$396.68	
Thu	Jan	25	\$88.72	
Wed	Jan	24	\$133.08	
Tue	Jan	23	\$0.00	
Mon	Jan	22	\$88.72	
Sun	Jan	21	\$88.72	
Sat	Jan	20	\$0.00	
Fri	Jan	19	\$88.08	
Thu	Jan	18	\$266.16	
Wed	Jan	17	\$221.16	
Tue	Jan	16	\$619.76	
Mon	Jan	15	\$309.24	

Here are some invoices in my inbox for [Easy Profit Auctions](#) a \$97 product...

CB nexstage-001 T5I	DB (card)	invoice@clickbank.com	05/04/2007 09:20
CB nexstage-001 B5I	DB (PayPal)	invoice@clickbank.com	05/04/2007 09:42
CB nexstage-001 2YI	DB (PayPal)	invoice@clickbank.com	05/04/2007 11:03
CB nexstage-001 0GI	DB (card)	invoice@clickbank.com	05/04/2007 12:30
CB nexstage-001 8MI	DB (PayPal)	invoice@clickbank.com	05/04/2007 15:06
CB nexstage-001 PYI	DB (card)	invoice@clickbank.com	05/04/2007 15:12
CB nexstage-001 0QI	DB (card)	invoice@clickbank.com	05/04/2007 15:22
CB nexstage-001 FMI	DB (PayPal)	invoice@clickbank.com	05/04/2007 15:36
CB nexstage-001 24I	DB (PayPal)	invoice@clickbank.com	05/04/2007 15:45
CB nexstage-001 FRI	DB (card)	invoice@clickbank.com	05/04/2007 16:09
CB nexstage-001 6QI	DB (PayPal)	invoice@clickbank.com	05/04/2007 16:22
CB nexstage-001 20I	DB (PayPal)	invoice@clickbank.com	05/04/2007 17:10
CB nexstage-001 02I	DB (PayPal)	invoice@clickbank.com	05/04/2007 17:29
CB nexstage-001 85I	DB (PayPal)	invoice@clickbank.com	05/04/2007 17:45
CB nexstage-001 HMI	DB (PayPal)	invoice@clickbank.com	05/04/2007 18:42
CB nexstage-001 4DI	DB (PayPal)	invoice@clickbank.com	05/04/2007 18:54
CB nexstage-001 44I	DB (card)	invoice@clickbank.com	05/04/2007 19:36
CB nexstage-001 MXI	IDB (card)	invoice@clickbank.com	05/04/2007 19:49
CB nexstage-001 WFI	IDB (PayPal)	invoice@clickbank.com	05/04/2007 21:03
CB nexstage-001 RKI	DB (PayPal)	invoice@clickbank.com	05/04/2007 22:12
CB nexstage-001 80I	DB (card)	invoice@clickbank.com	02:22
CB nexstage-001 RYI	DB (PayPal)	invoice@clickbank.com	02:54
CB nexstage-001 T5I	DB (PayPal)	invoice@clickbank.com	04:42
CB nexstage-001 P0I	DB (PayPal)	invoice@clickbank.com	07:27
CB nexstage-001 2DI	DB (card)	invoice@clickbank.com	08:08
CB nexstage-001 4JI	DB (PayPal)	invoice@clickbank.com	10:28
CB nexstage-001 PSI	DB (PayPal)	invoice@clickbank.com	10:36
CB nexstage-001 M2I	DB (card)	invoice@clickbank.com	12:22
CB nexstage-001 B1I	DB (PayPal)	invoice@clickbank.com	12:48
CB nexstage-001 T4I	DB (PayPal)	invoice@clickbank.com	12:51
CB nexstage-001 B7I	DB (card)	invoice@clickbank.com	12:54
CB nexstage-001 HFI	DB (PayPal)	invoice@clickbank.com	13:24
CB nexstage-001 B7I	DB (PayPal)	invoice@clickbank.com	14:06



Here's stats for one of my clickbank accounts sales for this week...

Publisher Reporting		Affiliate Reporting	
Show	Products	Show	Tracking Codes
Range	The past 7 days	Range	The past 7 days
	Go		Go

Product Summary

Product	# Sales	# Refunds	# Net	\$ Sales	\$ Refunds	\$ Net	Average \$	Sales %/\$	Refunds %
1	78	3	75	\$3,668.95	\$-131.80	\$3,537.15	\$47.16	100.00%	3.59%

Export options: CSV

And this is my traffic ranking for the past week

Check it out, against all the billions of websites online only 19,872 websites in the whole wide world generated more traffic than me yesterday...

Traffic Rank for Easyprofitauctions.com: ?

Alexa traffic rank based on a combined measure of page views and users (reach)

Yesterday	1 wk. Avg.	3 mos. Avg.	3 mos. Change
19,873	25,290	52,102	↓ 11,231



Im sure you would be just as excited huh...

So how am I doing it?

Its like a road virtual map inside here...

[Easy Profit Auctions](#)

trust me there is noting better in this world than planning the day ahead knowing you have no worries about money and paying bills and debts...

I love the Internet...

I wrote this book one time and have sold it many times over...
in fact im sure one year from today this book will be at every corner of the Internet and would have been sold thousands and thousands of times on eBay...

but I only made one copy - and it can be mass produced as it is in electric format

so back to the point, - in effect this product is thin air would you agree?

Do you now agree with me that we can all sell thin air?

Good..

whats even better is that you can do exactly the same -

what are your hobbies
what are your interests
what could you write about?

I interviewed [Tim Knox](#) on a live coaching call for my members of [Easy Profit Auctions](#) on the topic of product creation - this 60 minute call could turn you into



the next online success story – or even the next guy/gal that is making thousands of dollars a month in some quiet niche like I did on eBay for months...

the mp3 of the call is inside the members area of [Easy Profit Auctions](#) is only a small part of my whole course I teach and I highly recommend you read the full write up here..

[Easy Profit Auctions](#)

I think information marketing is the best business in the world as like I reiterate we are getting paid to sell thin air...

I sell multiple different ebooks online which all bring me in multiple streams of income all running on autopilot...

For example:

I sell an eBook on eBay for as cheap as 0.99 cents to generate targeted leads into my marketing funnel (newsgroup) - as well as go viral...

where I can then go on to make backend sales with products related to the same niche or topic of the eBook.

carrying on the example, if I sell a cat eBook for 0.99 cents on eBay I know who the target audience is reading the eBook - A cat lover right...

So I wouldn't try and upsell them a \$17 dog training eBook would I...

my backend product would target the cat lover, when you have targeted leads your conversion rate on a sale goes through the roof and you can not stop the money flowing in.

Its not hard when you know how...

you could quite easy do the same thing in a very short space of time...



if you don't know what viral means
here is free access to my \$27 value viral marketing tips ebook

[Click Here](#)

this is one of the most important lessons to be learned about information marketing on eBay...

Remember earlier I told you I was looking to use my marketing knowledge from my highly successful eBay motorbike business and position it into a more suitable product...

well within 9 months I changed my whole life around and recorded the whole process for other people to model my success

I now teach thousands of people exactly how they can do the same thing I did with my video course here

[Easy Profit Auctions](#)

To date I have had powerseller status on many different eBay accounts in many different niches, I still have a few more in the pipe line too...

At the moment I only sell information in the form of digital products that can be delivered instantly on eBay so once the process is set up there is no further work on my part and every time I make a sale its 100% pure profit...

no shipping - fully automated - and I have never made or ever had so much money in all my life.

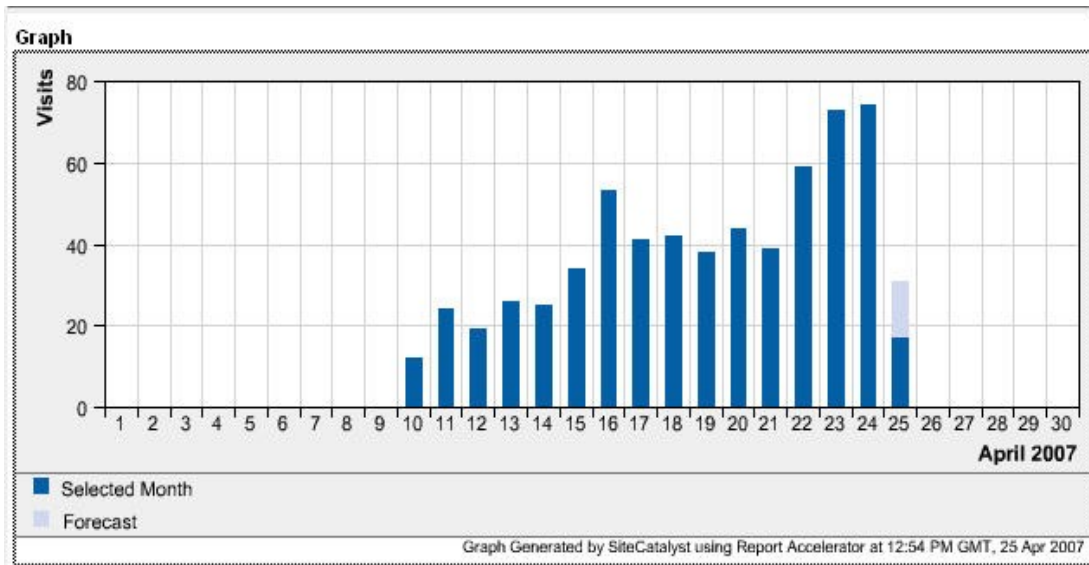


here is my latest eBay account stats...

I set this account up over 4 months ago but Ive only started using it the past two weeks...

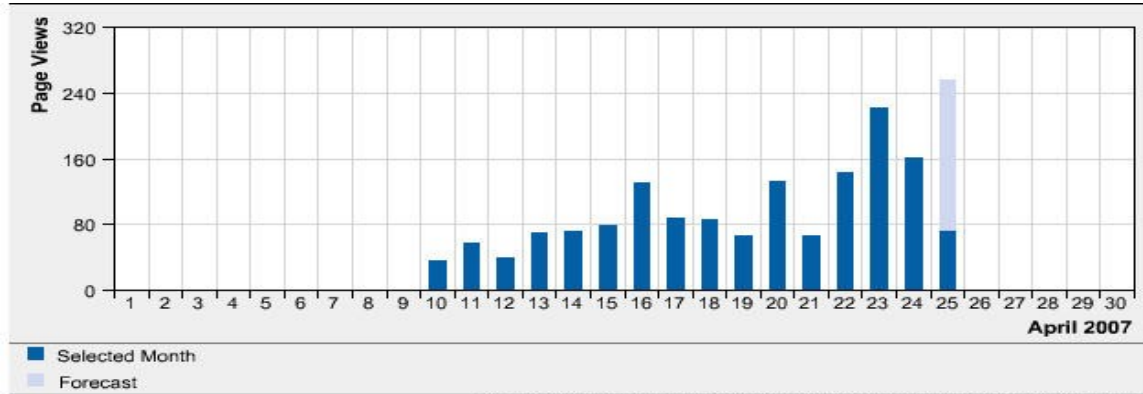
You can see the **growth** of the account already, I plan to build it bigger and better over the coming weeks...

This graph is for unique visitors





This graph is for Page Views



Graph Generated by SiteCatalyst using Report Accelerator at 12:55 PM GMT, 25 Apr 2007

Please note: Im already generating a double or even triple click through rate from every visitor to my auctions...

by keeping an eye on my stats, Im looking to ten fold my click through rate over the coming weeks and start generating more backend commissions...

Daily Sales Subtotals

Wed	Apr	18	\$88.72	
Tue	Apr	17	\$177.44	
Mon	Apr	16	\$310.52	
Sun	Apr	15	\$133.08	
Sat	Apr	14	\$177.44	
Fri	Apr	13	\$396.31	
Thu	Apr	12	\$1,238.82	
Wed	Apr	11	\$0.00	
Tue	Apr	10	\$266.16	
Mon	Apr	09	\$176.80	
Sun	Apr	08	\$88.08	
Sat	Apr	07	\$176.16	
Fri	Apr	06	\$884.00	
Thu	Apr	05	\$1,103.82	



I've now moved from my parents house and live in my own \$250,000 house where all my bills are paid for from thin air {:o)

I also have a plot of land to build another \$250,000 house next year when I will then be ready to sell them both and buy a \$1 Million Dollar house shortly after.

I took action, and thats what it takes, a **proven method** and **action...** why can't you be next?

If you want to keep up to date with new ways I make money on eBay and online please sign up here for free and download your bonuses its free [click here](#)

Before I carry on with this book and explain the ways to become a powerseller by selling information products or physical products...

I want to let you know if your serous about making money online you should have a personal mentor to follow find someone that has been there before you and made the mistakes it takes to become successful...

trust me it saves you years of trial and error...

imagine I didn't go to that seminar in Alabama and meet [Tim Knox](#) [Jason James](#) [Jim Cockrum](#) I would not have had a clue how the eBay Guru's run there fully automated businesses to make millions of dollars a year would I? I already had a fantastic system but I would most probably still be trying to figure out the whole automation process still to this day...

One of my personal mentor's is [Mike Filsaime](#) - he is one of the most renounced online marketers on the planet [Mike](#) makes well over **\$10 million** a year selling information products online...



I have got you a special discount and a great bonus too..

[Mike](#) is showing me how to set up my multi million dollar business as I type this book and is helping me map out my road to success...

you need to read his book [here](#)

OK Lets Milk Your eBay Cash Cow Shall we...



Welcome to eBay and Tons of Income Opportunities!

If you've ever read an article about eBay before, you will have read about the different kinds of incomes people make. This isn't unusual to hear about people making thousands of dollars each and every month on eBay.

When you're next on eBay have a look at how many different PowerSellers there are and believe you me you'll find quite a few of them. Now just consider that every single one of them must be making at least \$1,000 every month as that's eBay's requirement for becoming a PowerSeller.

Here are the figures and requirements below to become an EBay Powerseller:

- **Silver** PowerSellers make at least \$3,000 each month,
- **Gold** PowerSellers make more than \$10,000,
- **Platinum** Powersellers make more than \$25,000, and
- **Titanium** PowerSellers make at least a whopping \$150,000 in sales every month!

The fact that these people exists give you an idea of the income possibilities you can earn on eBay. Most of these people never set out to set up a business on eBay; they just simply started selling a few things and kept on going. There are plenty of people whose full-time jobs are selling things on eBay, and some of them have been doing it for many years now.

Think once they've bought the stock, everything else is pretty much pure profit for these people and they don't even need to pay for any business premises or staff. There are multi-million pound businesses making less in actual profit than eBay PowerSellers do.



Even if you don't want to quit your current job to really go for it, you can still use eBay to make a significant second income. You can pack up orders during the week and take them down to the post office for delivery whatever day you're free. There are other things you could be doing in your spare time but earning a great potential income on the side is far better don't you think?

What you should also take into account is that eBay doesn't care who you are, where you live, or what you look like. Some PowerSellers are very old, very young, or even live out in the middle of nowhere but selling on eBay is one of the few alternatives they have to farming or being very poor, plus there's no job interview and no commuting course involved.

Put it this way: if you know where to get something reasonably cheap or you can get discounts from the wholesalers for buying in bulk then buy a job lot of something in-demand and sell on eBay, by doing this you're already making money with no set-up costs.

I recommend you check out [world wide brands](#)
these are the most respected eBay drop shippers in the world...
Im a life time member of [world wide brands](#)

If you want to test the system out first before you commit to actually buying anything, then you can just sell things that you've got hanging around the house that you don't want. Search through your cupboard for stuff you never use, and you'll probably find you've already got a few hundred dollars worth of stuff! This is the power of eBay: there is always someone who wants what you're selling, whatever it may be, and since they've come looking for you, you don't even need to do anything to get them to buy from you.

So now do you want to get started on eBay? Great but there are a few little things you need to learn before you get started.



What You Need to Know Before Getting Started

So now you've decided that you want to get started as a seller on eBay. There are a few things that you really need to know before you go and throw yourself in at the deep end.

What to Sell

First off, you need to know what it is you're going to sell: think what your specialty is. You'll go far on eBay if you become a great source for certain kind of product people are interested in and they will buy from you over and over again. You don't get any loyalty or good feedback if you just sell rubbish.

When you think about what to sell, there are some things you need to consider. The most important of these is to always sell a product that you know about. If you try to sell something that you just don't know anything about then you'll never write a good auction description and sell it for a good price.

You might not think you're interested in anything especially, but if you think about what kind of things you usually buy and which websites you go to most often, I'm sure you'll discover some kind of interest in something.

The things you now know enough about start to consider what you could actually get for good enough prices to resell them, and how suitable they are for posting. If you can think of something that you're knowledgeable about and it's small and light enough for postage to be relatively cheap, then that's great!

Take a look at this eBook by Tim Knox
This is the method I used to make the money to be able to set up my import business

[CD Money Machine](#)



Don't worry if you think the item/product you're selling is too obscure - it isn't. There's a market for almost everything out there on eBay, even things that wouldn't sell once in a year if you stocked them in a shop. You'll certainly do much better if you have a niche in the market place than if you have something that is sold most commonly on eBay.

Tax and Legal Matters

If you earn enough money, you should be aware that you're going to have to start paying tax as this won't be done for you. If you decide to sell on eBay full-time, you should then register as a business.

Prepare Yourself

There are going to be ups and downs when you sell on eBay. Don't pack it in if something goes wrong in your first few sales: the sellers who are most successful on eBay are the ones who enjoy it, and stick it out no matter what happens.

Anyone can sell on eBay but only if they believe in themselves. If you then decide that eBay is not for you don't worry because the start-up costs are so low that you won't have lost out on anything.

If you're ready to start selling on eBay, then your next step is to know about the different types of auctions you have available. You can then decide which one you will use to sell your items.



5 Easy Steps to Posting Your First eBay Auction

It's so simple to get started with your very first auction on eBay.

Just follow the steps below.

Step 1: Open an eBay seller's account.

If you've already bought things on eBay, you should already have an account open – so just log in with it and click 'Sell' in the toolbar at the top of the page, then click 'Create a seller's account'. If you've never used eBay before, then you'll need to open an account first by using the 'register' link underneath the toolbar, and then click 'Sell' then 'Create a seller's account'. The eBay site will guide you through the process. For security purposes, this may involve giving your card details and bank information.

Step 2: Decide what to sell.

For your first little experiment with eBay, it doesn't really matter what you sell. Just take a look around the room you're in right now- I'm sure there's something in there that you're not all that interested in and could put in the post. Small books and CDs are great to sell as your first items.

Step 3: Submit your item.

Click 'Sell', and you're on your way to listing your item.

The first thing you need to do is choose a category for your item. It's best to just type in what the item is and let eBay choose for you. Next, write a title and auction description. Include key words you think people will search for in the title box, and all the information you have about the item in the description box.

Now set a starting price for your auction. \$0.01 is the best starting price as it draws people in to bid who otherwise wouldn't have and items will almost never



finish at such a low price. The next thing you need to do is set the duration of the auction for 3, 5, 7 or 10 days. This is entirely up to you but longer sales will usually get more bids which will also seem to drag on forever. If you've taken a picture, add it now as items with pictures always sell for more. Finally, tick the payment methods you are willing to accept (PayPal is the best payment method

for now), and where you will post to (limit yourself to your own country to begin with). Then submit your auction and you're done!

Step 4: Wait for it to sell.

This is just a matter of sitting back and letting eBay do its thing - buyers will find your item and leave bids on it. Some bidders might email you with questions about the item, and you should do your best to answer these questions as quickly as you can.

Step 5: Collect payment and post it.

EBay will send your buyer emails guiding them through the process of sending you the payment for the item. Make sure you receive the payment before you send anything.

Once you've received the payment, all you need to do is pack the item for posting (ensure you use some bubble wrap), then take the buyer's address from the confirmation email eBay have sent you, and write it on the parcel. Put some stamps on the parcel then post it.



An eBay Seller's Checklist

Being an eBay seller is a lot of responsibility, and sometimes you might feel like you're not doing everything you should be. This simple checklist will help you keep on top of things.

Have you found out everything you possibly could about your items?

Try typing the item names into a search engine and you might find out something you didn't know. If someone else is selling the same thing as you, then always try to provide more information about it than they do.

Do you monitor the competition? Always keep an eye on how many other items the same as or similar to yours are selling and what prices they're being sold at. There's usually little point in starting a fixed price auction for \$100 when someone else is selling the item for \$70.

Have you got pictures of your items? It's worth taking the time to photograph your items, especially if you have a digital camera. If you get serious about eBay but don't have a camera, then you will probably want to invest in one at some point. It's very easy to upload pictures to your computer from your digital camera.

Are you emailing your buyers? It's worth sending a brief email when transactions go through: something like a simple "Thank you for buying my item, please let me know when you have sent the payment". Follow this up with "Thanks for your payment, I have posted your [item name] today". You will be surprised how many problems you will avoid just by communicating this way.

Also, are you checking your emails? Remember that potential buyers can send you an email about your item at any time. By not answering these emails you will just make them buy from somewhere else rather than buy from you.



Does your item description page have everything that buyers need to know? If you're planning to offer international delivery, then it's a good idea to make a list of the charges to different countries and display it at the bottom of your auction(s). If you have any special terms and conditions (for example, if you will give a refund on any item as long as it hasn't been opened), then you should make sure these are also displayed somewhere on your auction.

Have you been wrapping your items correctly? Your wrapping should be professional to give the best impression. Always use appropriately sized envelopes or parcels, wrap the item in bubble wrap to stop it from getting damaged, and print labels instead of hand-writing addresses. I always print my labels with a Dymo Label Writer as it's much easier when printing many labels

and it looks much more professional. Don't forget to use first class postage unless you want to be cheap and use second class.

Do you follow up? It is worth sending out an email a few days after you post an item, saying "Is everything alright with your purchase? I hope you received your item on time." This might sound like your giving the customer an opportunity to complain, but you should be trying to help your customers please don't just take their money and run.

This is how you become a power seller and build your feedback profile into a work of art. It all comes down to "Customer Service"

If you have a few hundred people from all around the world thanking you for your outstanding service in your feedback.

What do you think starts to happen

your next browsing traffic / potential customers will be handing you money with out any worry in the world, they already have the social proof that you are a genuine trusted seller and have great customer service.



Soon your competition will be left in the dark and wondering why they are not making many sales any more?

It's because you are now the authority and you are the trusted seller in your market and you have the proof...
this soon turns into something that spirals way out of control (in a good way) and you grow quicker and quicker by building that feedback profile.
with a cue of people behind them waiting to pay you hand over fist...

Trust me I have seen this happen many times over.

Being a really good eBay seller is more than anything else and is also about providing a genuinely good and honest customer service.
That's the only foolproof way to protect your reputation.



What's your eBay Reputation really worth?

Your eBay reputation is everything you are on eBay without it, you're nothing. Your reputation is worth as much as every sale you will ever make.

If you've ever bought anything on eBay (and the chances are you have), then think about your own behavior. Buying from a seller with a low feedback rating makes you feel a little nervous and insecure about the purchase, whereas buying from a PowerSeller with their reputation in the thousands doesn't require any thought or fear - it simply feels like buying from a shop.

A Bad Reputation Will Lose You Sales.

In fact, a bad reputation will lose you almost all your sales. If someone leaves you negative feedback, you will feel the pain straight away, as that rating will go right at the top of your user page for everyone to see. Who's going to want to do business with you when they've just read that you "took a month to deliver the item", or that you had "bad communication and sent a damaged item"?

The answer is **no-one**.

Your next few items will need to be very cheap things, just to push that negative feedback down the page. You might have to spend days or even weeks selling cheap stuff to get enough positive feedback to make anyone want to deal with you again.

It's even worse if you consistently let buyers leave negative feedback - once you get below 90% positive ratings, you might as well be invisible.

You Can't Just Open a New Account.

There are far more downsides than that to getting a new account. You literally have to start all over again from scratch.



You won't be able to use all the different eBay features. Your existing customers won't be able to find you any more. Your auctions will finish at a lower price

because of your low feedback rating. Opening a new account is like moving to a new town to get away from a few people who are spreading rumors about you.

A Good Reputation Will Get You Sales.

When a Power Seller tells me something, I tend to believe them. They can be selling a pretty unlikely item, but if they guarantee it is what they say it is, and then I trust them –then they're not going to risk their reputation, after all. This is the power of a reputation: people know you want to keep it, and they know you'll go to almost any lengths to do so.

This is true even to the point that I would sooner buy something for \$20 from a seller I know I can trust than for \$15 from someone with average feedback. It's worth the extra money to feel like the seller knows what they're doing, has all their systems in place and will send me the item quickly and efficiently.



10 Steps to Successful selling on eBay

So you want to be a successful seller with your own eBay business, do you? Here's a simple, ten-step path to eBay enlightenment.

Step 1: Identify your market.

Take a while to sit and watch what sells and what doesn't out of the items you're interested in. Any market research data you collect will be very useful to you later on. You'll probably see quite quickly those one or two items that always seem to sell for a good price.

Step 2: Watch the competition.

Before you invest any money, see what the other sellers in your category are up to, and what their strategies are. Pay special attention to any flaws in their auctions because this is where you can move in and beat them at their own game.

Step 3: Find a product.

Get hold of a supplier for whatever it is you want to sell and see what the best rates you can get them at. Don't be afraid to ring quite a few suppliers to get the best deal. If the eBay prices you've seen are higher than the supplier's, then you know you're set.

Again I recommend [world wide brands](#) for drop shipping and [Easy Profit Auctions](#) for Digital Items

Step 4: Start small.

Don't throw thousands at your idea straight away - get started slowly to see what works and what doesn't, always learn as you go. Remember that it's very cheap to try out even the craziest ideas on eBay, and who knows, they might just work!



Step 5: Test and repeat.

Keep trying different strategies until you find something that works, and then don't be ashamed to keep doing it, again and again. The chances are that you've just found a good niche.

Step 6: Work out a business plan.

A business plan doesn't need to be anything formal, just a few pages that outline the market opportunity you've spotted along with your strategy, strengths, weaknesses of the plan and a brief budget. This is more for you than it is for anyone else.

Step 7: Invest and expand.

This is the time to throw money at the problem. Buy inventory, and start spending more time on your business. Set a goal for the number of sales each week and increasing it every time.

Step 8: Make it official.

Once you've made a few thousand dollars of sales, you should really register yourself as a business. Don't worry, it's not expensive or hard to do - a lawyer is the best person to help you through the process.

Step 9: Automate.

You'll probably find that you're writing the same things over and over again in emails or item descriptions. This is the time to give up on the manual method and turn to the automated software that can create listings for you, respond to completed auctions or payments with whatever message you would like to provide.

Step 10: Never give up.

Even when it looks like it's all going wrong; don't stop trying until you succeed. If you keep working at it then you'll almost always find that you will make a real breakthrough just when things are starting to look desperate.



Once you get into the swing of things, you might start thinking that you should quit your job and take up eBay selling part time. But it's not always as easy as that - there are all sorts of factors that you need to consider. The next steps will weigh up the case for and against taking up eBay as a full-time business.



How to think like an eBay Power Seller

As explained earlier in this guide, PowerSellers are the people on eBay who've made it recognizable by the little 'PowerSeller' badge next to their name. You've probably seen these people around and if you want to succeed on eBay, you should start to think the way they do.

How to People Get the Right to Call Themselves PowerSellers?

EBay gets to decide who can be a PowerSeller and who can't, and they do have very strict requirements. To get in at the minimum PowerSeller level, you must have a feedback rating of at least 100 (minimum 98% positive) and sell at least \$1,000 worth of items every month for three months in a row. There are many different levels of PowerSeller membership as you sell items of greater value: Here are the figures below:

\$1,000 total is bronze
\$3,000 is silver
\$10,000 is gold
\$25,000 is platinum
\$125,000 is titanium.

If PowerSellers ever fail to meet the required amount of sales or their feedback falls below 98% positive, then they lose their PowerSeller status. In short, the only people who get to be PowerSellers on eBay are the people who have been successful for a good while and intend on keeping it that way.

The Shop and the Marketplace

This is the most important part of understanding how PowerSellers think. They don't see what they're doing as a hobby - instead, they see themselves as business people.



Put it like this. If you run a stall in a marketplace, the chances are that you have a general area of business, but you mostly just sell whatever you can get your hands on. If your buddy got his hands of a job lot of something at a discount, and that's what you'll be selling. This might be fun when you have a good week, and you'll certainly have a really good week - but it's no way to run a real business in the long-term.

PowerSellers think far more like shops. They sell the same things over and over again every week - regular stock for regular customers. They do 'boring' business

things like keep inventories and budgets. They know what they're going to be selling, how much they buy it for and how much they expect to sell for. Just like a real business shop, there can be hard times sometimes, but their income is always stable and their business can grow slowly.

I recommend you take a look at Jim Cockrum's Book [Part Time Plan](#)

**The best advice I can give you on thinking like a PowerSeller is this:
Don't take long-term risks for short-term gain.**

Look after your reputation, manage your selling properly, provide good customer service and the rewards will come to you in due course. You'll then get a little badge next to your name that makes people trust you even more!

One possibility that you might have realized by now is what eBay can do for any other businesses you might already have. Remember, millions of people visit eBay each and every day so why keep everything separate when you're starting to tap into that kind of power?



Choosing the Right eBay Product Category

Some people think it's easy to choose the right eBay category, and often it is. Sometimes, though it might not be very clear on exactly what category to go for.

Why is it Even Important?

Plenty of people use the category system to find items when they're not looking for something specific. If your item is listed in the wrong category or you've just given up and listed it in 'Everything Else' - then these people aren't going to find your auction.

Also, listing items in the wrong categories is against eBay's rules and eBay say they will remove any auctions that are wrongly categorized. They don't often actually do this, but it's not worth the risk - especially since breaking any rules can cause them to penalize your account, including losing PowerSeller status if you have it.

So What Can You Do?

eBay will suggest categories for you when you sell your item, if you type in a few words to describe the item on the category selection page and click 'search'. You can make the best of this feature by typing in exactly what your item is, with brand name and model number (if any), so that eBay can find the best category for you.

If that doesn't work for you, then search for items yourself like yours, and pay attention to which category most of them seem to be in (you can see this near the top of each item's description page). Try different words and see which ones come back with the most results. You can also browse through all the available categories from eBay's front page.

Remember that the more specific the category is the better and use as many subcategories as are appropriate. Don't just list your HP laptop in the



'Computers' category, for example - list it in 'Computers > Laptops > HP'. Don't worry: your item will still appear in the 'Computers' category, as well as 'Computers > Laptops', because items listed in subcategories are always listed in every category above.

Take some time to look through all the categories and get familiar with the way eBay as a whole is laid out. After all, that's better than getting a few months down the line and finding that you still think of eBay's category system like it's some kind of scary jungle.

What if More Than One Category Fits?

Don't worry eBay will have you covered? For a small extra fee, you can list your item in an extra category, to increase the number of potential buyers who will see it. This isn't always worth it though as some items only really fit properly in one category, and listing them in extra categories is just a waste of time and money.

Once you know where to list your item the next step is to write your auction's title. The title is the most important thing about your auction - the difference between a good title and a bad title can be the difference between \$10 and \$100. Read on to learn why this is the case...



Tips on writing your eBay Title

Trying to be helping your buyers find your auctions can be a truly daunting task. Most people only search eBay by title, not by description, and that means that you only have those 55 characters of the title to cover all the possible search terms. That's not easy. Here are a few pointers.

Don't bother with eBay clichés: There are plenty of eBay auction titles that say things like "Super rare camera wow look low price". These are stupid things to put in your title, as no-one is going to search for them.

Think like a buyer: If you were looking for your item, then what exactly would you type into that box? If you think it'd help, try searching yourself to find someone else selling your item. What were the first things you thought of typing? Think like your buyer and you will definitely get good auction titles.

Think like other sellers: Keep an eye on which sellers are doing best with items like yours, and try to copy their title styles - if it works for them, it can work for you.

Be specific: You should be sure to write the item's brand and specific model number in the title, as people will often search only for this information. Make sure that you describe in the auction exactly what the item is.



Here are a few examples:

"Dell Latitude Laptop P3 500 MHz Notebook PC Computer"

If you know about computers, you'll know instantly what this auction is selling. It has manufacturer (Dell) and product line (Latitude), followed by a few technical specifications (P3 500MHz is the processor speed). Notice also that the title includes the four words 'laptop', 'notebook', 'PC' and 'computer', as the seller wants people looking for any of those words to see his auction.

"OASIS Don't Believe the Truth CD Album (New)"

This auction for a CD is well formatted: it gives the artist name in capital letters, followed by the album name. It then manages to include the two key words 'CD' and 'album', as well as the word 'new' - that means that anyone searching for 'new oasis CD', 'oasis new album' and so on will find this auction.

"1840 Penny Black stamp, certificate, four margins"

Here's a slightly more obscure one, from the exciting world of stamp collecting. A penny black is one of the oldest and most famous stamps. It uses a few key words that collectors will consider important: 'four margins' indicates that the stamp has been cut out with some margins around it and so isn't damaged, and 'certificate' tells you that the item has a certificate of authenticity - it's a real

penny black. Remember to use every bit of space to squeeze in as much important information as you can in the title.

So now that you've written your winning title, you need to start on a great description.



eBay Description Writing Tips

Once you've drawn the buyers in with your title, the next thing you need to do is tell them about your item in the auction description.

But just what should you write in your description?

At its heart, your item description is an ad. Without making it too obvious, you should be writing a sales copy. You're trying to get buyers excited about your products, and that's usually very hard but on eBay, if you have the right thing to sell and give enough information, the buyers will almost excite themselves.

Technical Details

Include every technical detail you know by including the item's manufacturer, its condition, how big it is, where and when it was made, its history, and anything else special about the item. The best descriptions are written in friendly, conversational language, and show a real knowledge of the item. Whatever you do, make sure you tell the truth and don't lie about the item as!

Remember the section about your reputation.

Most of the people who'll be buying your item will be just be as knowledgeable about it as you are, if not more as this is their hobby and they're experts. Don't feel like you need to explain the basics of the item, go into as much technical detail as you can. As a rule, don't write anything in the description if you don't know what it means, as the chances are someone will, and if you've got it slightly wrong then it will look like you don't know what you're talking about.



Interesting Details

You might find that you enjoy writing a few things about how you got the item, why you're selling it, and who you think might like it. This isn't strictly necessary but it does give your auctions some character, a personal touch, and can make people trust you even more. People might wonder what you're doing selling 500 CDs all at the same time and if you tell them the reason, then they'll feel reassured that nothing dodgy is going on.

Write as Much as You Can

Leave nothing out of your description even if it does seem clumsily long. There is no reason why you can't do this as someone; somewhere will appreciate the fact that you took the time to write the extra information.

Don't assume that anyone who wants extra information will always email you to ask a question: many buyers are shy and won't approach you. Think of questions that buyers might want to ask you about your product and add the answers to your auction description, as people generally tend to ask the same questions over and over again.

Each time a buyer does email you with a question; you should both answer their question and update your description so that it will include the same answer next time the same question is asked. If people ask questions that are answered in the description, try putting these parts of the auction on a line alone, or in bold, to make it easier for them to notice.

10 Tips for increasing your eBay Response

So you've got the buyer in front of your auction, and they've read the description. They're must be interested, or they wouldn't be looking... but just how can you push them over that line and make them leave a bid? Read on for some tips.



Improve your picture: In all that description writing you might have missed the vital importance of your item's picture. A picture with bad lighting or an intrusive background looks amateurish and won't make anyone want to buy that item from you.

Add an About Me page: You'll be surprised by how much you can reassure bidders from just creating an About Me page and putting a little bit about yourself and your business on there. You can also have a few special offers there for people who actually do take a look at the page. Also let people subscribe to your mailing list so that you can email them in the future with updates and special offers.

Use Square Trade: Signing up to Square Trade and display their logo on your auctions. This shows that you are committed to have them resolve any disputes that may occur. You will always see this logo on PowerSellers auctions and it makes you look more professional.

Write terms and conditions: Have the 'small print' clearly visible on all your auctions, giving details of things like shipping times, prices, your refund policy, or any other business practices you might have. This helps build confidence with buyers.

Show off your feedback: Copy and paste a selection of the feedback comments you're most proud of to each item's description page, instead of making bidders go away and look for it. If you have 100% positive feedbacks always ensure you add it to every auction.

Add NR to your titles: If you have extra space in a title put "No Reserve" on the end. Bidders prefer auctions that don't have a reserve price and doing this lets them see that yours don't.

Benefits not features: Make sure your description focuses on the benefits that your item can give to the customer and not just its features. This is a classic sales technique. If you don't understand the difference between the two remember: 'cheap' is a feature, 'save money' is a benefit.



List more items: If you want more people to respond to your items then list many more of them! You might find this better by listing items at the same time instead of one-by-one. There's no need to use a Dutch auction - you can just keep two or three auctions going at the same time for an item if you have more than one of them in stock.

Accept unusual payment methods: To reach those last few buyers, accept payment methods that many sellers don't like check or postal orders.

Buy some upgrades: The best upgrade is the most expensive one which makes your item appear first in the search results. In crowded categories you should consider that this is well worth the money.

Once you've got some buyers, you want to keep them coming back to you!

As this guide draws to a near end, we'll conclude this awesome roller coaster guide to eBay selling with a list of often-used terms and jargons in one of the world's highly trafficked auction site!

All the best to becoming the next Power Seller!

I Hope the journey has been fun and good luck to building your successful online business.

Make sure to sign up to my newsletter below to keep updated with new tactic's how to make money eBay and the Internet.

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To Your Success

Alex Jeffrey

EasyProfitAuctions.com



The eBay Glossary

Bid: telling eBay's system the maximum price you are prepared to pay for an item.

Dutch: an auction where more than one of the same item is available.

Feedback: positive or negative comments left about other users on eBay.

Non-paying bidder: a bidder who wins an auction but does not then go on to buy the item.

PayPal: an electronic payment method accepted by most sellers.

Reserve: the minimum price the seller will accept for the item.

Shill bid: a fake bid placed by a seller trying to drive up their auction's price.

Snail Mail: the post, which is obviously very slow compared to email.

Sniping: bidding at the last second to win the item before anyone else can outbid you.

Initials & Abbreviations

AUD: Australian Dollar Currency.

BIN: Buy it now. A fixed price auction

BNWT: Brand New With Tags.

BW: Black and White. Used for films, photos etc.



CONUS: Continental United States. Generally used by sellers who don't want to post things to Alaska or Hawaii?

EUR: Euro Currency.

FC: First Class. Type of postage

GBP: Great British Pounds Currency.

NIB: New in Box.

NR: No Reserve.

OB: Original Box.

PM: Priority Mail.

PP: Parcel Post.

SH: Shipping and Handling.

USD: United States Dollars Currency.

VGC: Very Good Condition.



***** **Resource Guide** *****

Alex Recommend's

[Auction resource network](#) – Grab your discount for all members and friends of Alex Jeffreys

[Silent sales machine](#) - Jim shows how he generates thousands of dollars monthly on eBay while only running a small handful of auctions at a time.

[Part time plan](#) - Who else would like to peek into the business of one of the most successful part-time eBay/Internet success prodigies of all time?

[Cd money machine](#) - Here's a guy who never even went to college, making over \$100,000 a year with his home computer!

[Butterfly marketing](#) - Use Of This Product May Have Such Explosive And Instant Results Of Cash Surging Into Your Merchant Account...

[You won the bid](#) - Mega Lead Generator!
Find out how you can use your Internet Marketing skills on eBay...
and dominate your chosen category.

[world wide brands](#) - The World's LARGEST Database of eCommerce Wholesalers

[Hot Item Finder](#) - Cut Down Research Time, and STOMP Your Competition on eBay by Finding What Consumers Are Searching for.

[Aweber](#) - the Most Reliable, Easiest, Cost Effective Tool to Capture Visitor Sign Ups, Send Unlimited Follow Ups and Newsletters and Increasing Your Profits.