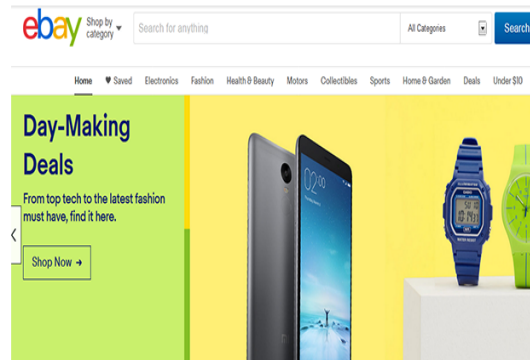


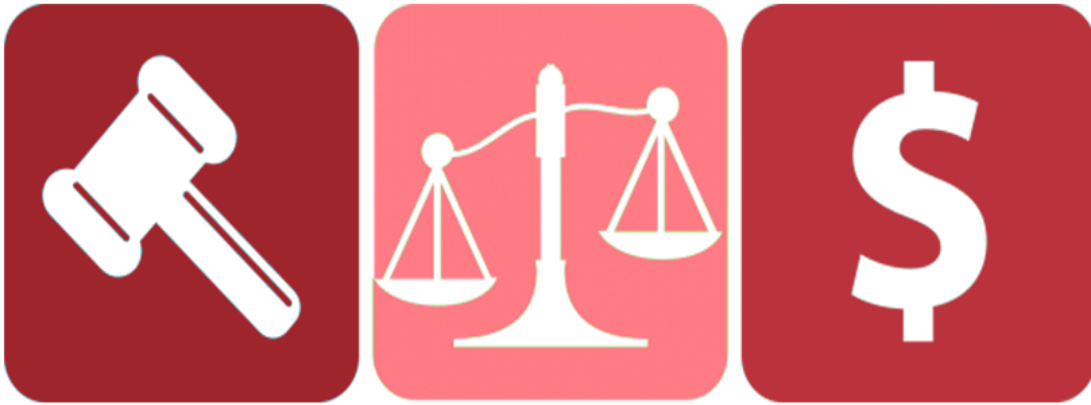
ebay
dude

created in 2019 by MajorTom



Explore popular categories

Revolutionary eBay money making method that anyone is able to use and earn passive income.



**THIS E-BOOK WAS PURCHASED AT
BUYSELLMETHODS.COM**

BUY OR SELL YOUR EARNING METHODS

Basic Part

Intro

eBay is one of the biggest and baddest online marketplaces out there with over 150 million users bidding, selling and buying each day. It's like a cave of wonders where you can set anything on sale: from clothes and books to vintage baseball gloves and film cameras.

But you are probably wondering, is selling on eBay worth the hassle? Yes. Successful eBay entrepreneurs started small and generated a steady income flow to replace their full-time jobs. If you don't plan to quit your job, selling items at eBay can generate additional income steam and help you de-clutter your home.

Want to know the best part? You don't need to have upfront inventory or invest money before you start earning! Just your laptop and Internet connection!

Ready to give a try for selling on eBay?



PURCHASED AT BUYSELLMETHODS.COM

BUY OR SELL EARNING METHODS

1: Choose your marketplace

Choose whether you'd like to go global and use international ebay.com with payments made in USD, or a localized version e.g. ebay.co.uk with payments made in UK pounds. Don't forget that you'll have to cover shipping fees as well, so it might be easier to start selling locally at first.

2: Set up your business account

Another step to start selling on eBay is to brainstorm a catchy, easy-to-remember business name. Then include your address details, email and contact phone number. Afterward, add your Paypal account to receive payments.

Get verified

Complete eBay ID verification process (less than 5 min) to pass through numerous restrictions imposed on new sellers.

Set up your store page

The competition is tough and you will need to stand out of the crowd if you want your goods to be found and purchased. eBay allows you to sell something as an individual seller or create a personalized store front. Opt for the latter if you have numerous goods to dispatch and plan to get a lot of business done at once.



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS



Optimize product titles

In 80 words you'll have to explain what exactly are you selling.

Include 1-3 relevant keywords to each product title to make it rank higher in search results. Try to think like a person who is searching for your item would think— says, Mitzi Swisher of Vintage Goodness. For example: You are trying to sell an old Minolta film camera.

- Bad title: Working Minolta camera for sale
- Winning title: Minolta XG-1 35MM SLR Film Camera with 45MM Lens.



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

Name and model of the camera + keyword 1 (film camera) + keyword 2 (45mm lens).

Writing in capitalized letters also helps to attract users attention. You can play with keywords and change them later on in the title for better performance. For instance, if you are selling jewelry you can add season keywords e.g. Valentine Day Charms or Diamond Christmas Love Lock etc.

Does your item have an unusual feature e.g. rare color? Make sure you mention that in the title too! It will help successfully sell on eBay.

Optimize product descriptions

The best practice is to include at least 200 words description for each item on sale with the most important keywords listed at the beginning and in the end.

Fill out every field of your listing, and make sure your text description gives a LOT of information about the item. Again, imagine you are the buyer planning to spend \$200 for a vintage plate set. You would like to know each and every tiny detail about the product before giving away the money.

Style the text with headlines and bold fonts to attract more attention and make sure you list all product specifications e.g. size, material, colors etc.



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

Choose the right category listing

For an extra fee you can choose to list your product in more than one category.

ebay

SELL YOUR ITEM 1. TELL US WHAT YOU'RE SELLING 2. CREATE YOUR LISTING 3. REVIEW YOUR LISTING

Tell us what you're selling : Select a category

Title [?](#)
Levis Jeans Denim Shaded

Select a category

Buyers will see your listing in the category that you select.

Clothing, Shoes & Accessories

- Women's Clothing > Jeans
- Kids' Clothing, Shoes & Accs > Girls' Clothing (Sizes 4 & Up) > Jeans
- Men's Clothing > Jeans
- Kids' Clothing, Shoes & Accs > Boys' Clothing (Sizes 4 & Up) > Jeans
- Unisex Clothing, Shoes & Accs > Unisex Adult Clothing > Jeans, Pants & Shorts
- Vintage > Men's Vintage Clothing > 1977-89 (Punk, New Wave, 80s) > Pants
- Women's Handbags & Bags > Handbags & Purses

Add crisp photos

Image can make or break a sale. A blurry, dark photo won't help you win any sales. eBay allows to upload up to 12 pictures for free. Include at least 2-4 where your product's visible from different angles. Edit your photos with free editors like Canva or PicMonkey to make them irresistibly attractive. Lifehacker offers more tips how you can shoot better photos for things you sell online.

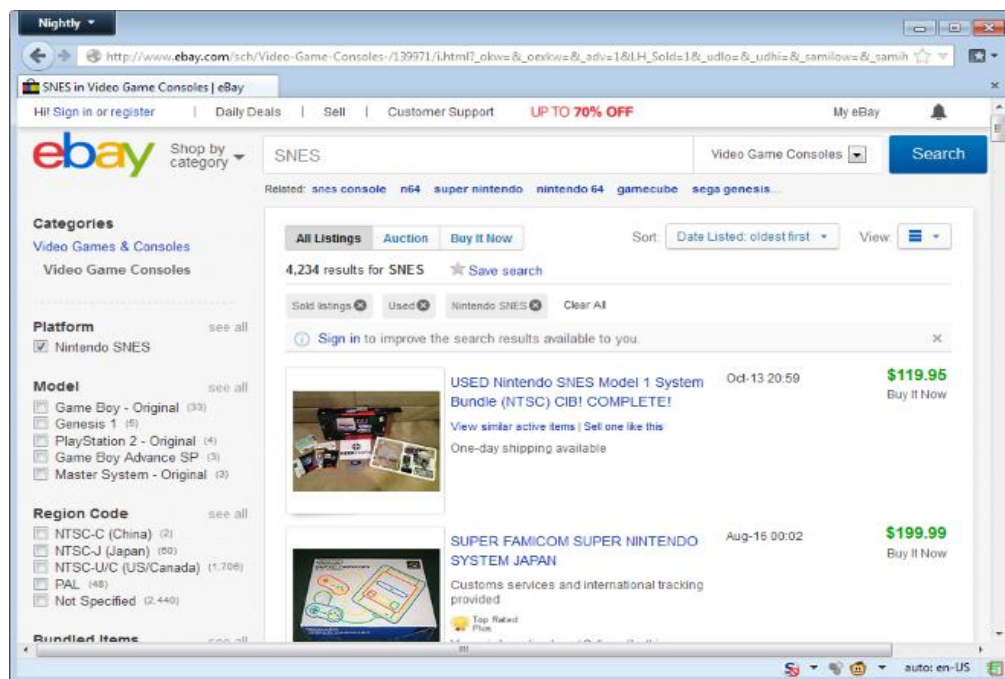


PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

Run a quick price research

Type your product keyword to eBay's search and choose Completed Listings only. Sort the results by "Price + Shipping: Highest First." And analyze the prices for sold items (marked green) and unsold (red ones). Selling a branded product? Check out the prices on top 5 ecommerce sites selling the same product. You can also grab more information about the item from there to put it into your description and make it look more professional.



Calculate the total price

Don't forget to include eBay seller's fees and shipping costs to the total price. Alternatively, you can offer free shipping to selected regions only and add extra shipping fees for sellers based outside your area.



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

Choose your price model

Here are the two main ways how you can sell something on eBay:

- Fixed Price Model: set your price and wait till the buyer makes the purchase. First to come – first to get.
- Product Auction: determine the minimal starting price for your product, set the action time, and invite buyers to bid. The last bidder offering the highest price gets the product.

Auctions, if tackled correctly, can potentially bring you more income than selling an item for a flat rate. In a moment you will get to know the exact hacks about selling items via auction.

Fixed price model works best when you are selling the same multiple items or would like to dispatch the product the soonest possible.

Clearly outline your terms and conditions, shipping policy, warranty and guaranty

EBay success is based on user reviews. To avoid misunderstandings and negative feedbacks at the first place, clearly list all your policies. You can use existing templates and make sure you break Terms and Conditions into sections and include bullet points to highlight the most essential information for readers.

Here's a handy cheat-sheet to help your formatting your texts in HTML.



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

Develop a listing schedule

If you are running an auction, consider the best time for starting and ending it for each particular product. For instance, jewelry and hand-made items sell best before Valentines Day and holidays. In time, you'll notice the days and times when your products do best and start keeping a listing schedule. Your regular buyers will learn when you post them, and you will start getting better results selling items on eBay.



Double-check everything and press publish button.

Re-read your descriptions once again to avoid any typos or spelling mistakes (editing when the auction already started would be more difficult). Make sure everything looks good and there's no odd formatting. Share your product on your social media once it's published as you never know if one of your friends is looking to buy the exact thing you sell.



PURCHASED AT [BUYSELLMETHODS.COM](https://www.buysellmethods.com)

BUY OR SELL EARNING METHODS

Start marketing your products

eBay has a huge amount of traffic and a huge amount of listings added daily. Here's the deal: you can attract thousands of eyeballs to your listing with the next simple hacks most sellers ignore.



Add an About Me page to your store

Include information about yourself, links to your website and social media for extra credibility.

Ideas for winning About Me page on eBay

- Mention your hobbies and interests. If you are selling vintage items, explain why you love them and how you use. Potential buyers could emotionally relate to your passion.
- Include feedback from your previous customers to encourage the new ones.
- Soft sell your products. Mention why they stand up from the crowd.
- Mention if you run eBay business full-time or have another career as well. Let the world know more about you!



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

Feed the frenzy

David Early, a veteran eBay seller suggests: “You can feed a bidding frenzy on your item by using a low opening bid price and no Reserve, which should attract more bidders at the outset.

The more people bidding on your listing, the more likely that two or more of them will get drawn into a personal bidding war. At that point, winning the item becomes almost as important as the product they want to buy, and these bidders might eventually pay more than they intended to pay”



Develop a specialty

The most profitable eBay sellers usually specialize in a certain group of products. For instance, Jody Rogers and Asad Bangash discovered that ethnic products, Indian henna, bangles and traditional Indian shoes in particular, were not widely sold on eBay. They’ve tapped into the spare niche and now earn around \$20,000 per month. The duo had a huge interest in ethnic products from the start and were particularly passionate about the subject, learning everything about it and gradually becoming experts in the niche.



PURCHASED AT BUYSELLMETHODS.COM

BUY OR SELL EARNING METHODS

In a nutshell: To Create a Massively Popular eBay Business You Need To
a) Find the products you are particularly passionate about. b) Research the spare niche you can easily tap into c) Demonstrate your strong expertise to the buyers.

Monitor your competition

If your item's not selling particularly great, don't be afraid to put it away till your competitor sells out. Follow top sellers in your niche, monitor their sales and strategies they use to sell things on eBay. If you both have similar items listed, attract buyers with unique feature e.g. free shipping.

Advertise other listings in your product description

Visibility is the top factor in any listing's success. The more bidders you attract – the more income you can potentially generate.

Add a quick reminder into your product description that your customers can save money on shipping costs when purchasing multiple items at a time. Here's a simple HTML code for this:

```
<a  
href="http://cgi6.ebay.com/ws/eBayISAPI.dll?ViewSellers  
OtherItems&userid=my_user_id">Check out my other auctions</a> - bid  
on multiple items and save on shipping!
```

- *my_user_id* is your eBay member ID



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

If you have 2+ closely associated items on sale at one time or sell an item and accessories separately, for instance, a photo camera and additional lenses; add this simple code into your listing:

Note: I'm also selling a genuine leather case for this Camera

```
<a  
href= "http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=3116521524"  
>here</a> and a travel charger <a  
href= "http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=3116521523"  
>here</a>. Bid on multiple items and save on shipping!
```

The information would be better visible compared to "View seller's other items" link. Your bidders can quickly flip between your related auctions, and you can generate more bids in the result.



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

Nail expectation management

To avoid negative feedback and long, unnecessary drags with an unhappy buyer learn to master their expectation in the first place.

The key to successful selling on eBay is to balance between making your product look good and setting reasonable expectations. Here's a quick checklist to help you craft proper product descriptions:

- How new is your product? Instead of writing "like new" opt for "mint condition". No matter how good the product is, the buyer who just paid \$500 would still expect more than you could possibly deliver.
- How used is it? List all the flaws despite how insignificant they may seem. Blunt honesty will win trust from your buyer.
- Is it broken? Selling broken things can be profitable on eBay, however clearly outline what's exactly wrong with the item.
- Are you a smoker? When selling clothes, dolls, camping gear and other stuff that can trap odor, clearly mention if it was held in a non-smoking environment. Or make sure you clean it well.
- Did you measure your items? That's a no-brainer for clothes and large objects, yet if you are selling certain items without being 100% sure about the model e.g. vintage locomotive, include measure into your description, so that the buyer could identify whether it is the model he's been searching for.



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

- Did you mention what's included? Always provide information about additional items included like original box, manuals, accessories, price tags etc. to sell on eBay.
- Did you outline payment methods you accept? Don't forget to mention it's PayPal only or USD only to avoid extra fees and confusions.

5. Master the shipping process

Yay! You've just sold your first item on Ebay! Wait no longer, it's time to pack it and ship it to the new happy owner. Remember, you should dispatch your item as early as possible esp if you are shipping abroad.



Have regular shipping days on and off

Clearly state those days in your listing, so the buyers knew when they can expect their parcel.



PURCHASED AT [BUYSELLMETHODS.COM](https://www.buysellmethods.com)

BUY OR SELL EARNING METHODS

Use in-built postage service from PayPal

You can purchase postage and print labels from both UPS and the USPS directly from your PayPal account. It's a huge time-saver.

Be reasonable with shipping costs

Baiting buyers with low price and huge shipping fees will only make them choose other listings with more balanced pricing.

Include a Shipping Cost Calculator in Your Listing

When listing a product, you can just choose the "calculated shipping" option. Just specify your Zip Code, the weight and dimensions of your item, and one or more shipping methods you prefer to use, and eBay will let the bidders determine shipping costs on their own. You can even add an extra shipping surcharge to cover your packaging costs.

Schedule courier pickups through the USPS website

It's free. All you have to do is pay the postage, and your regular mail carrier will come to get your packages. That's essential when you order items for re-selling.

Run your business!

Congrats, you've made it till the end of the copy. You are determined and ready to launch your eBay store. Make sure your buyers are happy and encourage them to leave positive feedback.



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

Special Part

What you need

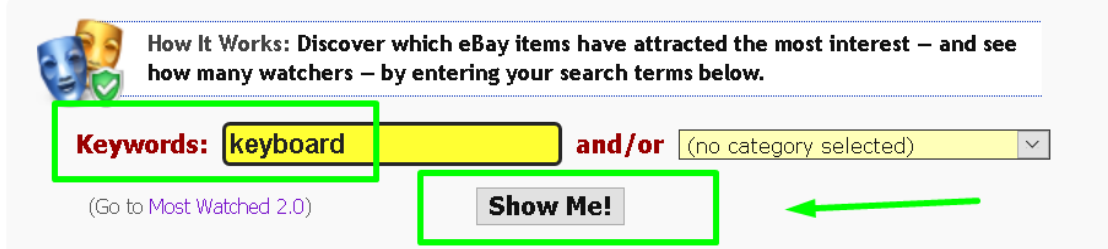
Watch count

Aliexpress Account

How it works

Let's say for example that I want to sell a keyboard on eBay; but I want to know which type of keyword are selling the best - I will simply visit [Watchcount](#) when we there; We will write 'Keyboard' on search

Most Watched eBay Items (CA)



How It Works: Discover which eBay items have attracted the most interest – and see how many watchers – by entering your search terms below.

Keywords: **and/or**

[\(Go to Most Watched 2.0\)](#)

Great! Now I have just found out that this type of keyboard is one of the top 3 keyboards that being sold on the platform. It's time to research on Amazon for the same type of keyboard



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS



Watch Count: 2,363 watchers

Cool Multimedia 3 colors LED Illuminated Backlight USB Wired Gaming Keyboard PC

Bid/Price (USD): \$ 13.89 Free Shipping
Time Left: 27d 5h 59m 33s

[!u] [see similar...]

Let's click on the title and check how many sales this specific seller made



Cool Multimedia 3 colors LED Illuminated Backlight USB Wired Gaming Keyboard PC

Condition: New

Sale ends in: 21h 16m 51s

Quantity: 1

Limited quantity available
5,497 sold / See feedback

Was: US \$18.94

You save: \$5.05 (26% off)

Price: US \$13.89

Buy It Now

Add to cart

Add to watch list

3-year protection plan from SquareTrade - \$1.99

5,497 sold

Free shipping and returns

More than 92% sold

As we can see the seller is made more than 5K Sales which means. Now we want to find a lookalike item or the same item on [Aliexpress](#) we will simply copy the seller Tittle and insert on Aliexpress search engine.

Keyboard costs: 9.24\$

eBay & Paypal Fees: 15%

Costs after Fees: 10.62\$



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

I find a similar product on Aliexpress; Now all I have is just copy the listing information and take the Seller keywords - If we will have just 1% a month from his keyboard listing revenue we can make some bank. \$



3 colour Air Mouse 2.4hz Russian English 3 color backlit i8 Mini Wireless Keyboard with Touchpad Remote Control Android TV Box

★★★★★ 4.8 (21 votes) 42 orders

Price: US \$11.55 / piece

Discount Price: **US \$9.24** / piece -20% 2 days left

Color: 

Shipping: US \$0.74 to United States via Seller's Shipping Method

Estimated Delivery Time: 20-38 days

Quantity: - 1 + piece (999 pieces available)

Total Price: US \$9.98

So, it will cost us 10.62\$ In total to send this keyboard to our client. The Current seller who sold 5K pieces selling it for 13.89\$. We will sell the keyboard for 13.75\$; Each sale will bring 3.13\$ of pure profit to our skinny pocket.

3.13\$ Are small profit - and you should him for 10X than this. The Idea of this Tutorial is to explain to you how to research for profitable items. If you will invest enough time In products research - you will VERY much bigger margins than the one that I show in here.



PURCHASED AT BUYSSELLMETHODS.COM

BUY OR SELL EARNING METHODS

TIPS

- Your goal is to get your keyboard listing on eBay on page 1 - before the Actual seller that we got the idea for our keyboard. Our chances to get in there are VERY achievable, why? : We sell it at a better price than the original seller. eBay wants to provide his customers with the best prices that they can get. However: If you are a new seller without feedbacks and sales history: They will make it 3X Harder on you. but you can always sell cheap items for 0.99\$ and build your account from 0. It can be done with minimal work.
- You can use Pinterest / Quora / Social Media to drive traffic to your listing, eBay love traffic outside of their marketplace and it can help to push your listing higher in SERPs engine.



PURCHASED AT [BUYSELLMETHODS.COM](https://buysellmethods.com)

BUY OR SELL EARNING METHODS