



## **eBay 101: Selling on eBay For Part-time or Full-time Income, Beginner to PowerSeller in 90 Days**

*Steve Weber*

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With today's rocky economy and unsteady job market, there's never been a better time to earn extra cash online. And now there's a new book that guides you each step of the way: **eBay 101: Selling on eBay For Part-time or Full-time Income, Beginner to PowerSeller in 90 Days**. Access the world's biggest marketplace, right from your own home. You'll learn how to: -- Register at eBay and PayPal -- Start part-time and expand your income when you're ready -- Find great inventory at low prices -- Auction to the highest bidder or sell at fixed prices -- Identify niche markets for big profits -- Get tax deductions for your eBay home-based business -- Guard against scammers and rip-off artists Starting a business on eBay is perhaps your fastest route to the American Dream. The payoff can be high, and the barriers to entry are low. The world's most popular online marketplace, eBay has millions of registered buyers waiting to do business with you. For less than \$100 and very little risk, you can start an eBay venture with profit margins rivaling those of any business. Exactly how much money you earn depends mostly on how much effort you put into your new enterprise and how efficiently you operate it. In this new eBay guide, you'll see: How eBay works ... Register your business ... Sell your item ... Build your listing Timing, planning your auction ... Make a picture worth \$1,000 ... Use Pre-filled Item Information ... Price your item ... Reserve Pricing ... Multiple Item (Dutch) Auctions ... The auction alternative: fixed prices ... Best Offer listing option ... Upgrade your listings ... The best time to list Profit with a niche ... Start with used merchandise ... Win with niche selling ... Cash in on collectibles ... Autographed items ... Trust, but authenticate ... How to recognize fake autographs Get more great inventory ... Estate sales ... Bankruptcy sales ... Thrift shops ... Local artisans ... Close-out merchandise ... Library sales ... Overstock distributors ... Find overlooked gems at estate sales ... Live auctions ... Postal Service auctions ... Treasury Department auctions ... GSA Auctions ... Government Liquidation ... Law Enforcement Auctions ... Classified ads ... Get merchandise on eBay ... Get merchandise on consignment ... Become a trading assistant Expand your business ... Create your `About Me' page ... Cross-promotions ... Open an eBay store ... Set up shop ... Promote your store ... eBay Express ... Using eBay's Half.com site ... Google Base ... Why many would-be PowerSellers fail Prevent problem customers ... Set Buyer Requirements ... Be a feedback fanatic ... Completing sales ... Communicate with a packing slip ... Respond to feedback ... Mutual Feedback Withdrawal ... Feedback policies ... Handle customers right ... Unpaid item disputes ... Work with PayPal Avoid scams and fraud ... Spot shady buyers ... Recognize predators ... Avoid phishing e-mails ... Beware of hoax e-mails ... Avoid drop-ship, wholesale scams ... Recognize crooks and middlemen ... Warning signs of bogus wholesalers ... Know a fake from the real McCoy Ship efficiently ... Choose a shipping company ... Communicate when you ship ... Pare shipping costs to the bone ... Sell Get It Fast Items ... Handle delivery snafus ... Print online postage ... Organize your inventory ... Design your SKU system Get efficient with fulfillment software ... TurboLister ... Selling Manager ... Software for media sellers ... Research prices wirelessly More eBay rules ... Prohibited and restricted items ... Shill bidding ... Keyword spamming ... Fee Circumvention ... Sales taxes ... Income taxes ... Business use of your home ... Hiring employees

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## **From Reader Review eBay 101: Selling on eBay For Part-time or Full-time Income, Beginner to PowerSeller in 90 Days for online ebook**

### **Dave Jones says**

This was a freebie Kindle book that I stumbled onto. I'm not looking at making a zillion dollars by striking it rich through eBay but I thought that it might help me cash in on stuff around the house.

This is an over-the-top primer on eBay but it is more than that. Weber uses eBay as part of a means for overall online marketing success. He devotes a fair share of the book on building a blog. I can relate to this personally as I was involved in blogging for a time.

An interesting portion of this book dealt with using social media as a tool in the overall marketing experience. Nothing new here but the book dates itself in that it takes it from a MySpace orientation. This was in the era (2006ish?) when MySpace ruled and Facebook was an also-ran. Interesting history. Good history lesson! Even though we all know about the free-fall of MySpace, a lot of the advice is still good if you just cross out "MySpace" and insert "Facebook."

I probably over-rated this book but there is some good info that most people can takeaway. My major criticism is that no ONE person can practice all the advice that Weber gives. If you marketed to the extent that Weber suggests, you would have no time to do order fulfillment and the various sundries that eBay requires.

However, there is a lot of good advice here. It was worth even more than I (didn't!) pay for.

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### **Chell Reads says**

It was helpful. Didn't tell me anything I hadn't learned already, but this book might be helpful for someone unfamiliar with Ebay.

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### **Rocki says**

It was okay, lots of useful information, just a little outdated

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### **Melody says**

This book provides a lot of good and general advice. I would recommend this to anyone who is looking for a very first Ebay book to read.

I was new to selling on Ebay and I did find this very helpful, and this book made me feel more confident and interested in starting Ebay selling. However, I felt that this book was little lack of providing detailed resources. For instance, I was interested in learning how/where to get my products from. It did provide some general ideas of where to find, but I wish it could include some recommended wholesale website links to

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reduce my time searching for them myself.

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