

Secrets of Ebay Income and Profits

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Sean Mize

[Secrets of Internet Success](#)

I have recently written an ebook that teaches you step by step how to create a large online income.

Check it out here:

[Cash Flow Business Model](#)

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Auctions and Ebay – How to Make Money With Ebay

Online Auctions and eBay are synonymous. eBay is THE online auctioneer, and everybody who has anything to sell knows about eBay. Which is why just about anything sells on eBay, from navel fluff to Ferraris.

However, if you want to make money using eBay you need to sell more than the contents of your attic. You require a regular source of products that you can continue selling to make a living. There are many sources of stuff to sell on the internet, or even in your local High Street. A good source is drop-shipping, though its usefulness has dropped off lately as more and more people use this form of selling.

In drop-shipping, you register with a drop-shipper who offers you goods at a price well below the RRP (recommended retail price) so that you can sell the product with the profit you want added on. You put it on eBay and when sold, the buyer pays as normal. You then send the drop-shipper the price they charged you plus the delivery details of the buyer. The drop-shipper looks after delivery and any complaints.

What happened to drop-shipping was that everybody cottoned on to this great way of making money. You could knock \$500 off the price of a flat screen TV and still make a good profit. Put one up every hour so throughout the day and you couldn't fail. At least not until everybody else did the same thing, and in order to sell a flat screen TV you paid \$1000 and were able to sell it for only \$1005.

However, there are still a lot of niche products out there being offered by drop-shippers that you can make a lot of money on. The secret is to find out what is selling on eBay and find a way of selling the hot stuff at an attractive price. Some people can crack that and others can't. If you do, however, then you can sell the same item on eBay hour after hour. If it doesn't sell you can relist it without extra listing costs.

Another way to make money on eBay is to find a local company who is willing to provide you with their products at wholesale prices without you having to pay in advance. As long as they do not have to deliver to you, and you are prepared to collect from them, you can generally reach a deal on price and supply. Unlike drop-shipping, you will have to look after delivery yourself, but they are passed onto the customer so they won't detract from your profit. You would be amazed at the number of people who fail to check delivery or P&P costs when they buy on eBay. These can often come as a shock, but that is their problem and not yours.

Some eBayers make a lot of money buying batches of old computers for next to nothing from computer warehouses and reselling them. There are a lot of people out there prepared to pay up to \$200 for obsolete computers that you can purchase at \$50 for lots of 5. Sell a \$10 computer on eBay for \$100 every hour and you make \$2160 every day. That's how to make money with eBay.

In online auctions you are normally selling to bidders from your own country, and in large countries such as the USA, probably from your own state. A lot depends on what is being sold and what delivery costs, times and customs regulations are. If you can sell e-goods, however, borders are irrelevant. A good way to make money using eBay is deal in electronically transmittable goods such as MySpace software. Look for the 'in' thing of the day and sell it, or items associated with it.

At one time concert tickets were a good source of income. If you purchased potentially 'hot' tickets online from authorized ticket agencies some months in advance and sold them on eBay a few days prior to the event, you could make a lot of money. Now, however, the likelihood of earning a living doing this is very small. There are so many people doing this that, while tickets are scarce before the event, they are in abundance on eBay just prior to it. You have a choice of prices, and all you do if you want to purchase is to wait as long as possible, and the prices tumble.

If you really want to know how to make money with eBay, it is to have a bit of capital to start with. You then purchase a wholesale lot of goods from the Far East: it does not matter what they are, you can purchase most Chinese and Taiwanese electrical goods wholesale at prices that will provide you with an excellent living if sold on eBay. But cheap and sell cheaper than your eBay competition; that is the way to make money with eBay.

One final tip: check out potential hot toys for next Christmas. Buy a few when they are in supply, then make your fortune selling them a couple of days before the big day when the stores have run out. Some people pay for their annual holiday in the three days before Christmas.

How to Use eBay for Buying

Everybody with a computer has heard of eBay, but how many know how to use eBay effectively in internet marketing, to not only buy or sell, but to promote their website or internet business?

This article is the first of three and gives you advice on buying on eBay: how to get the best price, and the mistakes that many people make. The second and third article in this series will provide advice on how to sell on eBay, and how to promote your own online business. The latter is not a recognized use for eBay, but you can do so and keep within eBay rules.

Primarily you must use eBay as an alternative, not a substitute, for normal High Street or online shopping. Where it is appropriate you should check out the best prices offline and in online sales sites for the product you are looking for. In some case, antiques for example, this will not be possible, but if you are looking for a DVD or a TV set then check out prices on other sales sites other than eBay. eBay is not always the best bargain.

If you have decided to use eBay, then keep an eye on any products with a 'Buy Now' price. That means that you can purchase the item immediately at the 'Buy Now' price

(which I will henceforth refer to as BNP) and circumvent the auction. Some items are sold only at a BNP, and some have a minimum auction price and a BNP.

Many bidders are so caught up in the eBay auction for a popular item that it is quite common for it to sell for more than the BNP offered. I know this sounds unbelievable, but it is true and happens quite often.

For example, a CD player could be offered at \$50 start price in auction, but also at a BNP of \$120. You can either enter into the auction for it, or buy it immediately for \$120. I have frequently seen a dozen bidders, especially for items around \$100 or more, get so caught up in the bidding that the winner ends up buying it for \$125. \$5 more than they could have had for at any time during the listing period!

If you are bidding on eBay, keep an eye on the BNP, and if the auction is approaching that price, and you really want the item, just buy it. It might cost a few dollars more, but at least you have it.

If you decide to bid on auction, you have to understand how eBay bidding works. If bidding on an item has reached \$150, and you make a bid of, say, \$151, you might receive a message "You've Been Outbid by Another Bidder". This means that another bidder has bid more than you have, even though the highest bid displayed is lower than yours is. That is because eBay only shows the highest bid in relation to the one below it. eBay uses bid increments that relate to the price of the item, and only displays the increment above the lower bid, not the complete bid that the highest bidder has made.

Hence, if a bid is at \$148 and a bid is made of \$160 against it, then that will show only as \$150 (increment is \$2 up to \$150, then \$5), and you don't know this until you bid \$152 and find it too low.

If you really want the item, find the refresh button on your screen, or right click. While in eBay, you will find 'refresh' on your right click drop-down menu. Allow your competition to bid higher than you do. Keep refreshing the screen to see the clock countdown. About 20 seconds before the end, make your bid at the maximum price you are willing to pay.

If the bid is \$152 and you are willing to pay \$175, then bid \$175. If it is not enough, and your opponent's high bid was more than \$175, then you would have had to bid more than you were prepared to pay, so you would have been outbid in any case. If it is enough then you will win it because your opponent will not have time to make a better bid. You don't necessarily have to pay \$175, only \$5 dollars more than the next highest bid.

That's how to win items on eBay: wait until the last moment, and if you are buying in your own country, items that close in the early of the hours of the morning are a lot easier to win with last minute bidding. To make sure, you can use 'sniping' software that automates the above procedure for you.

One final tip on using eBay for buying. Keep an eye on the postage. If you see an item at a great price, it might not be so when you see the postage. Items from Hong Kong and China, especially, can cost a lot less than the postage. It's your responsibility, and you can't complain when the high postage is clearly displayed in the listing.

How to Generate Leads on Ebay

One of the best ways to generate leads online is by using Ebay. Simply come up with an inexpensive product – a loss leader, or a digital product that has no additional marginal cost to selling, and sell it for the Ebay buy it now minimum (currently \$1). Each person that buys it from you for \$1 becomes a lead for your opt in email list. They are actually paying you to become your lead!

Some notes from Sean Mize

After having read this, you might be thinking...all of that sounds so simple...why aren't more people doing it?

Actually, they are: significant incomes are regularly made with ebay income and profits.

Of course, in order to adequately monetize your online business, regardless of where it originates, you have to have a game plan, something that will get you from the very beginning to the point where you are consistently making money.

One of my most popular learning tools is my monthly newsletter, delivered to your doorstep by the postal service:

[Monetizing Online Businesses](#)

I trust that you will use these materials to grow your own internet business, and achieve your online and financial goals,

Sean Mize