Successful eBay Selling Strategies

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eBay selling strategy…

- **Offer unique products not available elsewhere.**

eBay selling strategy…

- Be a manic and evangelical expert in those products.

eBay selling strategy…

- **Maximize your personal value added.**

eBay selling strategy...

- **Always seek out a minimum 30:1 sell/buy ratio.**

eBay selling strategy…

- **The merch MUST have taken a STAGGERING hit in value.**

eBay selling strategy...

- **ALWAYS aim for a 21 day payback...**

eBay selling strategy...

- ...and a 15 month hang time.

eBay selling strategy...

- List at least SEVENTY eBay items at once.

eBay selling strategy...

- Stay away from known problem categories.

eBay selling strategy…

- **NO foreign bidders/buyers/ transshipments!**

eBay selling strategy...

- VISA or MasterCharge through Paypal only!

eBay selling strategy...

- **Limit terms and conditions to TEN words maximum!**

eBay selling strategy…

- **Clearly state your revenue neutral shipping charges.**

eBay selling strategy…

- **Never ship without tracking and insurance.**

eBay selling strategy…

- Never list anything on ebay that you cannot hold extended at arm's length.

eBay selling strategy…

- **Fully account for ALL of your expenses.**

eBay selling strategy...

- **The more you tell, the more you sell.**

eBay selling strategy...

- **Tightly link your own website.**

eBay selling strategy...

- **Avoid Hassling and Bad Scenes.**

eBay selling strategy…

- Evaluate ebay options and alternatives carefully.

eBay selling strategy...

- **Treat newbies with respect.**

eBay selling strategy…

- **Respect the IP rights of others.**

eBay selling strategy...

- Use both a scanner and a 5 Megapixel camera.

eBay selling strategy...

- Spend at least two hours in image postproc.

eBay selling strategy...

- **Most dropshipping is an outright ripoff.**

eBay selling strategy...

- **Consignment sales are bad news.**

eBay selling strategy…

- **Don’t sweat feedback.**

eBay selling strategy…

- **eBay and Paypal remain outstanding bargains and opportunities.**

For More Detail:

- **This has been a summary of this tutorial...**

  eBay SELLING STRATEGIES

- **A similar eBay buying tutorial is found ad...**

  eBay BUYING STRATEGIES

- **Our Auction Help library can be found at...**

  AUCTION HELP LIBRARY

- **Custom consulting is available by way of...**

  Our INFOPACK Research Service

- **Our own eBay site can be found at...**

  ABEJA on eBay

This has been...

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