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EBay 2014: Why You're Not Selling Anything On EBay, And What You Can Do About It (EBay Selling Made Easy)



Synopsis

Selling on eBay isn't a game. You need to have a plan. eBay 2014 walks you through what it takes to sell on eBay. It answers all of your questions, and gives you ideas about how to get started and grow your eBay business. Do you ever wonder how some sellers can grow a strong thriving business, while others barely scrape by? Many times, I've watched two sellers as they are first starting out on eBay. Both sellers offer the exact same products and prices, yet one business skyrockets to the top of the charts selling thousands of items per month. The other business struggles to sell ten or fifteen items per month. They might even have the same basic look to their listings. On the face of it, it doesn't make sense. Why does one eBay seller prosper, while another falls behind? Is it a matter of luck? Does one eBay seller catch all of the breaks, while another is stuck holding doo doo? Believe it or not, many struggling sellers believe this. They think it's all a matter of luck. But, you and I know better. Don't we? Sellers who succeed on eBay play by different rules. They don't leave anything to chance. They know that success requires a plan. You don't just move from Point A to Point B. You need to make it happen. And, that's what this book is all about. It gives you a strategy for selling on eBay. You will learn how to write titles that draw buyers into your listings and help them find what you are selling. How to take pictures that show buyers what they need to know to say "This is the item I'm looking for!" The anatomy of a great listing. What you should say. How you should say it. What not to say. Why you need to stop guessing at prices for your items, and how to determine realistic prices that customers are willing to pay. The smart way to ship your items so you can get your packages to your customers safely and on time. How to rock customer service, and motivate your customers to leave five star feedback every time. How to deal with eBay's constant string of updates and changes. Still not convinced? Consider this. There are over 149 million active buyers on eBay. Last year they spent over \$83 billion dollars on everything from paperclips to new cars and custom helicopters. Hundreds of thousands of small sellers are making \$500, a \$1000, even \$2500 every month working part time from their kitchen table or garage. How about you? Are you making your fair share? If not, this book will help you understand - selling on eBay isn't a game. You need to have a plan. Get serious about your eBay selling. Order this book - TODAY! Make more sales tomorrow - and everyday.

Book Information

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Customer Reviews

Sold on ebay years ago and I enjoyed it, but they were always changing things and I was having a difficult time coming up with product to sell so I quit. Thinking about starting up again and this book was inspiring with many good ideas for selling and pricing.

A very thorough book, written by someone with actual success! It went through many aspects including description, price, title, and pictures.

Lots of great info. I like that it's updated. I purchased this as a Kindle edition because I wanted to get the most up to date info. I realize that the book covers a huge amount of topics about selling on Ebay and it's nice that the author is able to cover as many unique categories as he does. I'm in the middle of re- reading several chapters as I update my Ebay strategies. I may have missed it; but I was hoping he offered a newsletter or blog to keep more up to date on Ebay changes. Thanks again for a good read.

There are probably plenty of folks that will think this information is a no-brainer, but for the newbies that haven't developed their brains for selling on eBay, like me, they will find this info very helpful. I appreciate that he doesn't just tell you what to do, but he explains why you should do it this way. Mixed with a little humor and the book was easy to read and follow the instructions. I liked his ideas,

his reasons made sense, and I'll be implementing his tactics starting with my next eBay listing. There's also a section on other sites you could choose to sell on and he gives you his personal track record of those he's used, or he passes along the opinions of others he knows that's used the sites. All in all, I'd recommend the book to those that are still wondering what they could be doing better to increase their conversion of viewers and watchers to buyers. Happy selling!

As a beginner on eBay, this was very useful and practical. He did a good job helping figure out how to set up an ad and what to think about. I especially appreciate the emphasis on full disclosure. I've found it to be very useful so far. I think what I really appreciated was that while he did share his successes he didn't do it in a way that was completely full of himself. I've read a couple of others who seemed more interested in impressing the reader than in helping them. I didn't get that sense here.

what a great book, I have been struggling with selling on ebay. Nick gave your information, that was very helpful. I especially enjoyed the story, how he sold historical books, I have a few my self, and was very fearful to list them. ,He gave great advice, how to sell them. Also check out the digital history project site. very enjoyable, this book is highly recommended.

Great ideas for those of us struggling with ebay. Thank you for all the additional resources. I feel ready to try again.

I've read several books by Nick Vulich and they are superior. He has been selling on eBay since 1999 and knows what he's talking about, Furthermore, he is very able to share the information in a concise, clear manner. If you want to better understand selling on eBay, try this book.

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