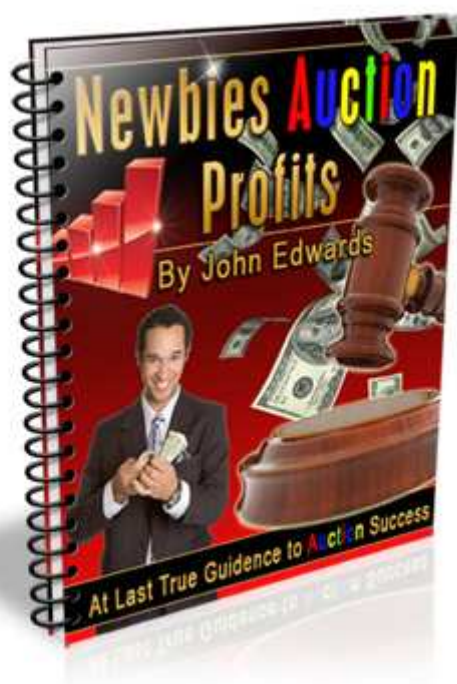


Newbies Auction Profits

By

John Edwards



Just think about this? Instead of commuting to work, you sit down and switch on your PC, you know how many hours you want to work that day, or that week even, and how much money you want to make virtually On Demand, setting your own agenda, FROM HOME!

When you can afford to contemplate your day this way, you are in a position when you know you can have a day all to yourself if you want to, WITHOUT losing any money, in fact you actually make some money!

for instance what if the dog needs to go to the vets, fine, book an appointment then go...*you`re still making money*, or what if your kids need something URGENT attending to by you mid-week great tend to it...*while you still make money*!

You see it makes so much sense starting an eBay business especially in today's unsure climate; **you never ever have to ask a boss for permission** to leave work while you lose money, in the process!

Maybe you need time off because you are ill, or whatever the reason, with an eBay business of your own that's OK you can, maybe you want to run your business full time, or part time.....WHATEVER!

The point is, that is what it is like living the life of a full time eBay seller, the first most important aspect of this is once you have your life to yourself, you have gained your FREEDOM!

Here's an example of a few genuine cases of what can be achieved as an eBay seller running a successful online business.

- Trevor George From Scunthorpe UK ID 'British-Jurassic-fossils', George sold more than 5000 fossils on eBay for up to £2,200 a time and that was back in 2005, even then people were making massive profits!
- One West Virginian couple claimed they were averaging around \$600,000 gross a month from their eBay business. According to the *wall street journal*!

Numerous people in the UK are making great full time income from their eBay businesses, one example

- Julie King is - Killer-heels-com – a north Tyneside eBay seller who sells shoes and boots and is looking forward to a £150,000 turnover out grossing her last turnover of £98,000, from the previous year!

Really guys these are proof the fortunes being made on eBay all over the world by both men and women, young and old, and the previous eBay Sellers are elite examples of what can be achieved!

There's a lot of money to be made, and there's a great deal of sales being made under one roof, that makes it a great business for you to get started in today, it's a not a difficult business, it can be started on a low budget with no special skills or experience involved!

- John Thornhill is a shining example of this, his ID 'PlanetSMS', John specialises in selling 'information Products', and is one of the foremost experts in this field in the world on eBay, and you know what guys, in 2010 he is actually set to gross \$1.5 million, and in effect from virtually selling fresh air because of the fact that he needs to buy NO inventory to sell as the information he sells is stored on his computer, his products are digital, he never needs to buy or re-order any products to sell!

How's that for an extremely cheap business start-up, it couldn't be more ideal for a newbie like you to profit from, John has put his business into a fantastic text and video tutorial course, for anyone to succeed online full time, it's called.... ['Your Own eBook Business'](#), I have reviewed this personally myself in the past and highly recommend it, *it's the actual formula John used to escape his gruelling factory job* in a car manufacturing company in his home town of Sunderland, and as the title suggests it's your turn to have [your own eBook business](#), to run your own life with!

One more thing....

- John was the first eBay seller to use advanced strategies that nobody else in the 'information products' business, even knew about let alone used, and it's all revealed in his [your own eBook business](#), blueprint!

John is another shining example, for you to copy for YOUR success!



I actually was contacted by John Thornhill recently, as I was midway through creating this report kindly allowing me a massive \$100 discount for his ['Your Own eBook business'](#), to aid me in helping all my readers who want to get started online in eBay, I strongly urge you to take a look at this offer in detail!

If the offer has gone when you get there *Sorry*, that's out of my control!

At the moment the only thing you and successful eBay sellers like John Thornhill, have in common is, you are starting where they did...

AT THE BEGINNING!

So make sure you have all the requirements you need to run an eBay business with?

Here's a summary of what you will need to get you started...

- ✓ An up-to-date computer
- ✓ A digital camera
- ✓ Scanner (only necessary with a film camera or if selling flat items like baseball cards)
- ✓ High speed Internet connection (not essential but saves the frustration of waiting for pages to load)
- ✓ Something to sell
- ✓ Shipping supplies (i.e. boxes, packing tape, bubble wrap)
- ✓ Time, Energy, and a healthy Determination!

With all these ingredients and proper research within the eBay markets most financially viable to sell into, you're onto A winner!



I will recommend some software as well that can give you leverage choosing the best markets to profit from?

The very first steps you want to be taking as simple as it may sound is actually experimenting by being a buyer, YES that's right buy a few items and get the feel and sensation of what it feels like to be on the other end of your eBay business, you simply learn the buying process and this fortifies your inner knowledge of how to deal with buyers when you are a seller, makes sense don't you think!

You are actually honing your selling skills!

This can also give you an insight on how a buyer will feel on your service to them and in turn it will teach you how act as far as the feedback you leave goes, in other words how good or bad was their service, how eager was you to hit the *Positive* or the dreaded *Negative* button, then think how they would feel in your situation, it brings home how you need to run a tight disciplined ship?

If you don't already know eBay have 'feedback system, it's a safeguard for buyers essentially to judge whether you are worth your salt as a seller, or whether you should be avoided like the plague!



This very important point, eBay are very strict when it comes to their rating points system, on how good you conduct yourself as a seller, you need to keep your feedback score above 96.6%, because it can start to affect your business as a whole, at any feedback levels below that, actually if you maintain scores below that by just say 3 points it can have your account suspended!!, so bear this in mind carefully, you **MUST** run your eBay business with your customer in mind first, and adopt that mind-set permanently, then and only then you won't go wrong!

For detailed info that I strongly recommend you use on the feedback ratings system can be found here → <http://pages.ebay.com/services/forum/feedback.html>, also make sure you click on all the other related links concerning 'feedback issues', and take particular attention to the 'Detailed Sellers Ratings' section!



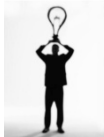
Here's a link to a *free*, online software tool to help you maintain a good track record of your 'Detailed sellers Rating', otherwise known as DSR, first you need to read the section on DSR eBay.com and fully understand exactly what this feedback actually is in detail check it out here <http://pages.ebay.com/help/feedback/detailed-seller-ratings.html>

Once you have a full understanding of DSR, check out this *free*software, just type your eBay ID in the box and it will give you your personal business sellers ratings, it's a fantastic tool to keep you sharp and on top of your game! → <http://www.dsrwatch.com/> ,so remember 'your customer is king'!

The best and most common way to get a natural feel of being an eBay seller, is to simply sell a few items from around the home, it really is how most powersellers on eBay started out and believe me when I say these sellers now command eBay businesses worth tens of thousands of dollars!

IT'S TIME... Let's sign up for your eBay account

- ✓ From the eBay home page, click on the Register link at the top of the page.
- ✓ Enter your name, contact address and phone number.
- ✓ Create a user name and password.



As regards your ID it doesn't matter if you choose any old name at the start, because as you evolve your accounts sales towards a certain market and choice of products, you can give yourself a business brand name in close relation to the product market and change your ID to that!

Make your password very obscure, Mix capitals and lowercase letters together with punctuation symbols and even numbers, not even the family will know your personal eBay details!

I recommend acquiring this software, to hold all your log-in details, I personally use it myself in my online business, it's called '[RoboformPro](#)', it actually stores as many log-in details that you so wish, and when you are signing in click on the [RoboformPro](#) icon chose the account you want click on that and it logs you in automatically, (don't worry after a while [RoboformPro](#) closes itself down locked under a master password so family and friends can't get at your log-in links)...cool eh!

Then you should study more in-depth....

eBay's rules for sellers and the eBay Fees that apply to you.

Get into the meat of how eBay tick inside out, the more knowledge you are willing to learn as regards their rules regulations and policies, the more you will be prepared to evolve your eBay business without breaking any of them, by this I mean you can start to experiment on how to leverage more profits from the markets you have started to trade in, without stepping on eBay's toes, You can find all the information you need here → <http://pages.ebay.com/help/index.html>

Now it's time to Set up a PayPal Account

Setting up a PayPal account is very easy. The Easiest and Safest Ways to Get Paid, and you might want to skip ahead and view that now. In brief, PayPal is like an online bank. It's fast, very secure and easy.

You can make and receive payments instantly, which is a huge bonus for sellers. When a buyer makes a payment to you via PayPal, all they need is your email address and that's it. You don't need to give out secure information. PayPal does the rest.

PayPal is free to sign up to – go to <http://www.paypal.com>

Let's go through the motions....

Account login

Email address

PayPal password

Go to
My account ▾

[Problem with login?](#)

New to PayPal? [Sign up](#)

WELCOME TO PayPal
The world's most-loved way to pay and get paid. [Learn More](#)



224, Sign Up
Account

Get to Know PayPal
[How PayPal Works](#)
[Getting Started](#)

Pay Online

Shop quickly and securely.
[Learn More](#)
 Great Deals

Send Money

Send money to anyone with an email address. [Learn More](#)
 Send Money Online

Get Paid

Accept online payments for items you sell. [Learn More](#)
 Sell on eBay

First of all note this is the .com site USA, however you can change between countries here!

Create your PayPal account

[Secure](#)

Your country or region
United States

Your language
English ▾

Personal

For individuals who shop online

Premier

For individuals who buy and sell online

Business

For merchants who use a company or group name

Already have a PayPal account? [Upgrade now](#)

Learn about [low PayPal fees](#)

Student

Open a student account

Choose this account format, to start with!

Enter your information

Secure

Please fill in all fields.

Email address

You will use this to log in to PayPal

Choose a password

8 characters minimum

Re-enter password

First name

Last name

Date of birth

Needed for verification purposes

 / /

Address Line 1

Now fill out all your details, and click the button at the foot of the page to create your Paypal account!

Agree and Create Account

You now have a Premier Paypal account, one of your essential online business tools!

The 'Premier' account, is a business account, it is more versatile for your business transactions needs, between you and your customer!

[Sign Up](#) | [Log In](#) | [Help](#) | [Security Center](#)

[Home](#) [Personal](#) [Business](#) [Developers](#)

[How PayPal Works](#) [Pay Online](#) [Send Money](#) [Get Paid](#) [Products & Services](#)

PayPal Account Types

PayPal Account types are designed to provide you with the right amount of functionality for your needs. There is no cost to set up an account - no matter which account you choose. You may upgrade your account at any time.

Compare PayPal Account Types

Account Benefits	Personal	Premier	Business	Student*
Send money	✓	✓	✓	✓
24-hour fraud surveillance	✓	✓	✓	✓
Customer Service availability	✓	✓	✓	✓
eBay Tools	✓	✓	✓	✓
Merchant Services	Limited	✓	✓	Limited
Accept credit or debit cards	✓	✓	✓	✓
PayPal Debit Card	✓	✓	✓	✓
Multi-user access			✓	

[Learn about PayPal fees here](#)

Sign up is quick and easy — start using PayPal today!

Heres a chart showing you why the premier account is the right choice for your eBay business, you will need these benefits as it grows!

These are the first and foremost steps you need to take to begin your online crusade towards a very successful eBay business of your own, and you will trust me!

Now one of the most crucial tools you will ever possibly have in this game if you want this success, is doing 'the correct research', that is finding out which markets yield the best profitability?

However, I have already given you an eBay business on a plate and that was John Thornhills [Your Own eBook Business'](#) tutorial' course, that market targets 'information products', these are eBay home business blueprints with most the hard work and research taken out of them, for you to follow his lead and get up and running, and that's fine, but as well as recommendations this report is to help newbies that is novice people to eBay selling!

It gives you a head start, on eBays business learning curve!

➤ **Time to Learn How to Research eBay Niche markets?**

Let's break it all down; a marketplace is a broad category of different types of products within smaller niche categories, a 'niche' marketplace (category), is a smaller more targeted segment of the broader ones, containing more targeted products!

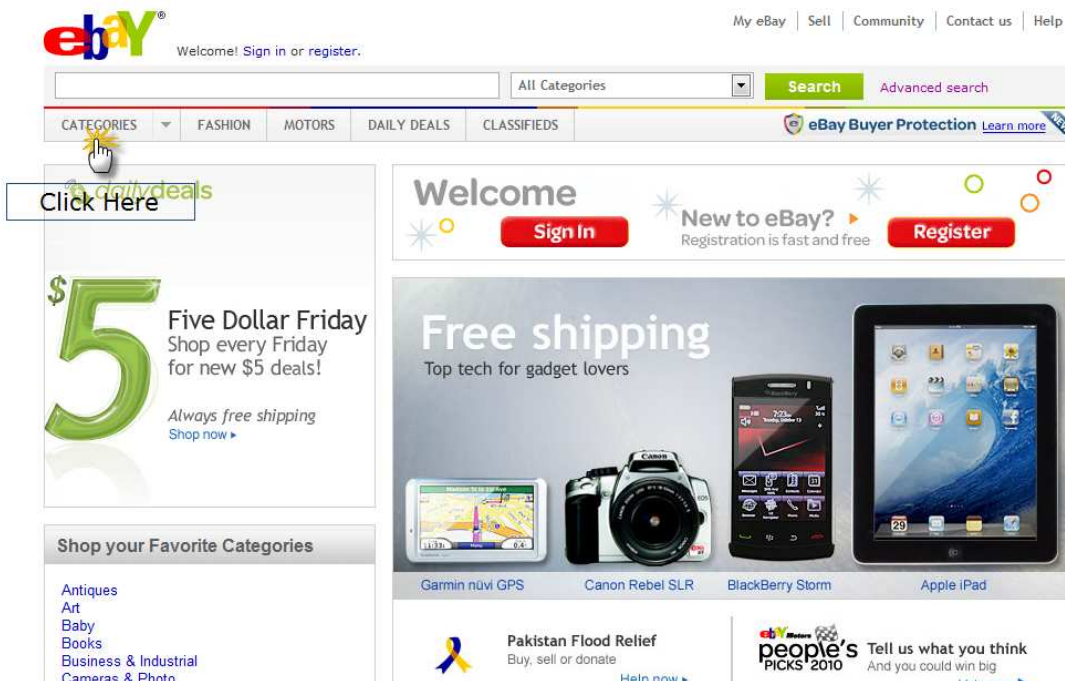
For example: say you want to research on eBay to find a market to enter, to start and build your business and brand on, let's take the steps then to do this, you're going to love this!

I will show you using screen capture shots in a step by step fashion, so just chill with a coffee and enjoy the ride...

First of all let's look at the categories, now for this report I will use eBay.com, as that's the motherlode of all eBay sites, and in any case these steps DO apply to any of the eBay sites worldwide!

HERE WE GO...

First of all on the eBay home pages just click categories as shown in the first screen capture...



Next we are on the 'All Categories' Page....

This is how to research eBay's entire marketplace to find a certain type, shall we say, of profitable products, and deem them your choice to starting your eBay business with.

For example, let's say you want to enter into an electrical product market, we'll use **Cell Phones & PDAs**....as an example for this set of screenshots!

NOTE: The main Category!
 =====
 The smaller more targeted niche Category, (these are where the money is providing you do your research *correctly*)!

Let me explain more on the statement in the screenshot, I am not just referring to the 'Cell phones & PDA' niche categories, when I say "The smaller more targeted niche Category, (these are where the money is providing you do your research *correctly*)!"

That golden rule applies to any of the niche categories within the main ones above, it's just that some will make you far more profits than others, that's why you need to research as to which seem more profitable!

Example : will the 'Cameras & Photo' Category host a niche within, that I could start a successful business with, or what about the 'Collectables' Category, does that have a niche market to profit from within that, for my eBay enterprise?

Also on a same note, that will apply is, which is the most profitable niche compared to the others within the same category!

Let's look further, at that statement....

The screenshot shows the eBay homepage with the 'All Categories' section. The 'Cell Phones & Smartphones' category is highlighted with a yellow box and a magnifying glass icon. A text box on the right says: "For our niche market research lets use the 'Cell Phones & Smartphones', niche market, as our example and clickthrough!"

Antiques	Art	Baby
Antiquities	Direct from the Artist	Baby Gear
Architectural & Garden	Art from Dealers & Resellers	Baby Safety & Health
Asian Antiques	Wholesale Lots	Bathing & Grooming
Books & Manuscripts		Car Safety Seats
More		More

Business & Industrial	Cameras & Photo	Cell Phones & PDAs	Clothing, Shoes & Accessories
Agriculture & Forestry	Binoculars & Telescopes	Cell Phones & Smartphones	Baby & Toddler Clothing
Businesses & Websites for Sale	Camcorders	Bluetooth Accessories	Children's Clothing & Shoes
Construction	Camcorder Accessories	Cell Phone & PDA Accessories	Costumes & Reenactment Attire
Electrical & Test Equipment	Camera Accessories	Display Phones	Cultural & Ethnic Clothing
More	More	More	More

Coins & Paper Money	Collectibles	Computers & Networking	Crafts
Bullion	Advertising	Apple Desktops	Art Supplies
Coins: US	Animals	Apple Laptops & Notebooks	Beads & Jewelry Making
Coins: Canada	Animation Art & Characters	PC Desktops	Glass & Mosaics
Coins: Ancient	Arms, Lubricants & Bikes	PC Laptops & Notebooks	Handcrafted & Finished Biscuits

We are now on the example niche market page...

Welcome! Sign in or register.

CATEGORIES FASHION MOTORS DAILY DEALS CLASSIFIEDS

Cell Phones & Smartphones Search

Related Searches: [iphone 3 g](#), [iphone](#), [iphone 3 gs](#), [blackberry](#), [htc hd 2](#), or browse this category

Home > Buy > Cell Phones & PDAs > Cell Phones & Smartphones > Search results

Refine search

In Cell Phones

Brand

- ☐ Apple iPhone (13,149)
- ☐ BlackBerry (19,708)
- ☐ HTC (6,472)
- ☐ LG (18,237)
- ☐ Motorola (26,048)
- ☐ Nokia (7,780)
- ☐ Palm (4,024)
- ☐ Samsung (17,433)
- ☐ Sony Ericsson (4,782)
- [Choose more...](#)

Carrier

- ☐ Unlocked (56,533)
- ☐ Alltel (2,457)
- ☐ AT&T, Cingular (34,706)
- ☐ Best Mobile (1,000)

All items Auctions only **Buy It Now only**

149,350 results found [Save this search and alert me later]

Popular products (2288) (See more)

Product	Buy new From	Results	Includes Top-rated sellers
Apple iphone 3G Black (8GB) (AT&T)	\$229.00 \$115.00	2,548 results	Includes Top-rated sellers
Apple iphone 3GS Black (16GB) (AT&T)	\$399.99 \$237.49	1,326 results	Includes Top-rated sellers
Apple iphone 3G Black (16GB) (AT&T)	\$325.00 \$148.00	861 results	Includes Top-rated sellers
Sciphone i68 (Unlocked)	\$49.69	145 results	Includes Top-rated sellers
Apple iphone 3G Black (8GB) (Unlocked)	\$300.00 \$150.00	836 results	Includes Top-rated sellers

See more popular products

Notice the number, that essentially would be your competition, the number of listings by other sellers but believe it or not that's a good thing as it indicates how profitable and popular the products are in this niche, but we want to drill down further find a more targeted niche!

And to do that, first of all we click on the 'Buy it Now' tab!

Let's dig deeper....

Welcome! Sign in or register.

CATEGORIES FASHION MOTORS DAILY DEALS CLASSIFIEDS

Cell Phones & Smartphones Search

Related Searches: [iphone 3 g](#), [iphone](#), [iphone 3 gs](#), [blackberry](#), [htc hd 2](#), or browse this category

Home > Buy > Cell Phones & PDAs > Cell Phones & Smartphones > Search results

Refine search

In Cell Phones

Brand

- ☐ Apple iPhone (4,809)
- ☐ BlackBerry (14,550)
- ☐ HTC (4,264)
- ☐ LG (14,708)
- ☐ Motorola (21,667)
- ☐ Nokia (6,561)
- ☐ Palm (3,083)
- ☐ Samsung (13,056)
- ☐ Sony Ericsson (4,213)
- [Choose more...](#)

Carrier

- ☐ Unlocked (49,615)
- ☐ Alltel (1,968)
- ☐ AT&T, Cingular (23,232)
- ☐ Best Mobile (1,000)

All items Auctions only **Buy It Now only**

114,043 results found [Save this search and alert me later]

Preferences: **Buy It Now** [Edit preferences] [Clear preferences]

Popular products (2286) (See more)

Product	Buy new From	Results	Includes Top-rated sellers
Apple iphone 3G Black (8GB) (AT&T)	\$229.00 \$115.00	563 results	Includes Top-rated sellers
Apple iphone 3GS Black (16GB) (AT&T)	\$399.99 \$237.49	254 results	Includes Top-rated sellers
Apple iphone 3G Black (16GB) (AT&T)	\$325.00 \$148.00	231 results	Includes Top-rated sellers
Sciphone i68 (Unlocked)	\$49.69	129 results	Includes Top-rated sellers
Apple iphone 3G Black (8GB) (Unlocked)	\$300.00 \$150.00	287 results	Includes Top-rated sellers

Now we are drilling down and narrowing down the results we want, we are in the 'buy it now' market, see how we still have a healthy market to warrant plenty of buyers, but at the same time we have narrowed the competition!

The reason why we want the 'buy it now', visitors is because 9 times out of 10 this is where all the successful powersellers run their big profit businesses from, the 'auction style sellers are mainly selling their old wholly jumpers as one time sales to rid themselves of it, we don't want them, we want to weed them out, you want 'repeat customers', to sustain your business!

However some sellers still do make nice incomes from auction sales!

Now let's look at how we can determine whether or not a particular brand of cell phone sells well, however before I show you the process, I already know this is a popular cell brand and that it sells well, however the cell phone market in general is over saturated by competition, and would most likely cost you more money than you

Will make if any, I am using these results to show you how to spot a successful or unsuccessful, niche market!

You would target smaller markets using the following method, this cell phone market is also a broad search, just 'Samsung', you would again drill down further to particular models like 'Samsung model number', then say 'Nokia Model Number' to see which one is a better seller than the other..

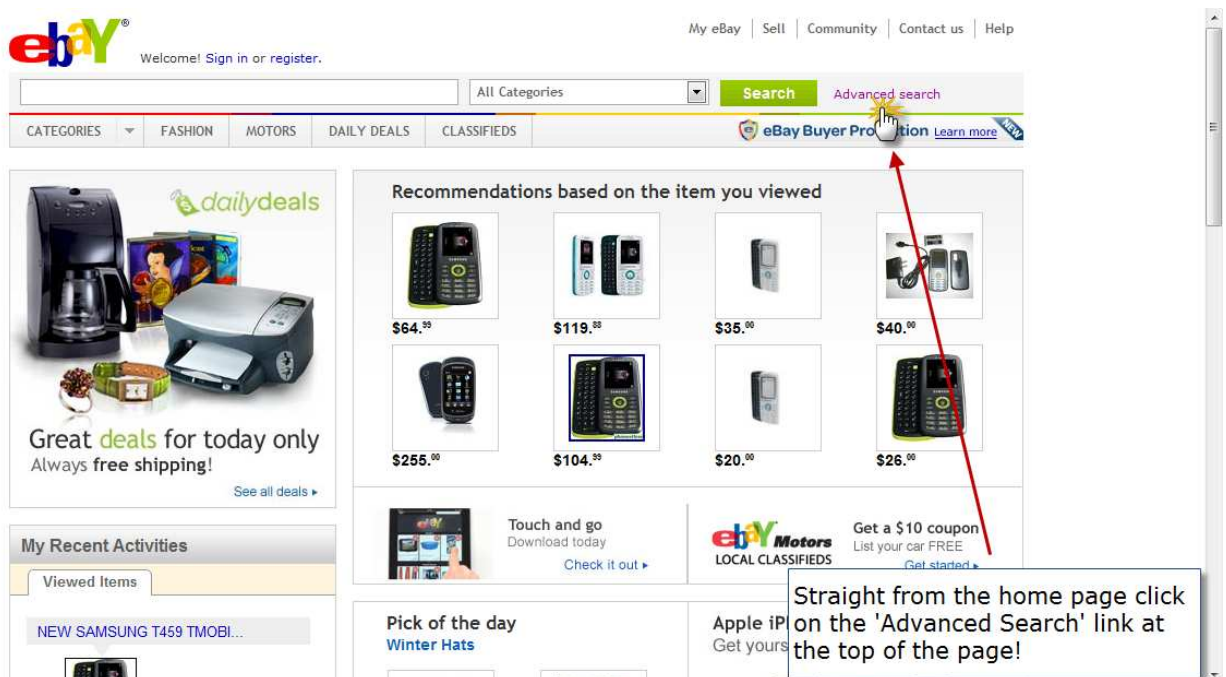
However, even though I stand by my statement of the 'cell phone markets' being too saturated for any newbie to utilise and enter into, there is one and only one product that I highly recommend that will teach even a newbie how to succeed exponentially in these markets and it's an eBay business blueprint that holds you by the hand in a step by step fashion!

It's the actual business plan used by a young eBay Platinum Powerseller in the USA called Diana Fox, and Diana truthfully makes a staggering \$125,000 per month, from the 'cell phone and PDA' markets, and her product is called → [Proven eBay Course](#) !

But, this research method of course applies to any product marketplace on eBay!

The research method in question involves using a tool that eBay provides called 'Completed Listings'?

Let's see how that works...



Home > Buy > Advanced Search

Advanced search

Sign in to see your favorite searches. [Learn more](#)

Items

Find items

- On eBay Motors
- By seller
- By bidder
- By item number

Stores

- Items in Stores
- Find Stores

Members

- Find a member
- Find contact information

Find items

Enter keywords or item number

samsung All words, any order Search

Exclude words from your search

See general [search tips](#) or using [advanced search options](#)

In this category

Cell Phones & PDAs

☐ Save this search to My eBay

Search including

☐ Title and description

☒ Completed listings

Price

is priced from \$ to \$

When you have set these parameters, click search!

You are now presented with this page, you are on the Advanced Search feature available on all eBay sites!

Note : If you wanted to research whether or not for example 'Samsung' cell phones, are the better brand option to build a small cell phone niche business with, you would fill out the search details highlighted!

So using 'Samsung' as our cell phone search, follow the settings!

Note Ticking this box is the key to finding out whether or not our Samsung cell phone market is profitable!

Remember this is a broad search term 'Samsung', you would use a more thorough search on smaller niche markets, less competition, more detailed results on how successful the niche is!

Refine search

Categories

- Cell Phones & PDAs
- Cell Phone & PDA Accessories (301,140)
- Cell Phones & Smartphones (48,765)
- Wholesale Lots (3,744)
- Bluetooth Accessories (3,150)
- Other (1,256)
- Display Phones (174)
- PDAs & Pocket PCs (30)
- Phone Cards & SIM Cards (36)

Condition

☐ New

☐ Used

☐ Not Specified






[Choose more...](#)

Price

357,535 results found for samsung [[Save this search and alert me later](#)]

Preferences: **Completed listings** [See only active listings](#) [Edit preferences](#)

View as: [List](#) [Grid](#) Sort by: [End Date: recent first](#) Shipping to [bb6 7eg, UK](#)

 <p>Samsung SGH-T919 Behold Cell Phone 'Black' T-Mobile GSM</p> <p>0 Bids Sep-02 18:07</p> <p>\$99.00</p> <p>Buy It Now \$114.00</p> <p>View similar active items Sell one like this</p>	 <p>AT&T SAMSUNG A177 EXCELLENT CONDITION!!</p> <p>0 Bids Sep-02 18:07</p> <p>\$59.99</p> <p>Buy It Now \$70.00</p> <p>View similar active items Sell one like this</p>	 <p>Samsung SGH-A657 Great Condition Rugged PTT Phone AT&T</p> <p>1 Bid Sep-02 18:07</p> <p>\$94.00</p> <p>Sold</p> <p>View similar active items Sell one like this</p> <p>Top-rated seller</p>	 <p>Samsung Sprint Instinct M800 CDMA Touch CELL PHONE GOOD</p> <p>Buy It Now \$65.00</p> <p>Sold</p> <p>View similar active items Sell one like this</p>	 <p>Samsung SGH-T309 Good Condition GSM Cell Phone T-Mobile</p> <p>1 Bid Sep-02 18:06</p> <p>\$19.99</p> <p>Sold</p> <p>View similar active items Sell one like this</p> <p>Top-rated seller</p>
---	--	--	--	---

The point to note here is all the ended listing prices that have sold are featured in green text, and the ones that have not are in red!

Basically it's a numbers game the more sales indicated in the 'Completed Listings' results the better the niche market choice to strongly consider starting and building 'your own' eBay business with!

The next step would be to determine as in the cell phone example, if you yourself can actually sell these just as successfully, and the reason for this next step is because you don't want to buy in a large shipment of them only to find you yourself had only minimum sales leaving you stuck with a backroom full of phones or whatever your chosen products where to sell, you're sat on money that should have gone into your bank as profits!

The method I am about to share with you is a low risk way of testing your own saleability of your chosen niche products, it involves searching any eBay sight and finding a seller who sells your chosen niche product, themselves, you would contact and approach them to supply you with a small order of them at discount if possible!

And the way to secure this is by telling the seller, if you can have say 5 of X product for a bulk discount you will consider buying time and again in future from them, it's an ethical bribe if you will!

Here's another very important point to make, what if the 5 units of whatever product you have trialled don't sell, well there's a simple solution to that, you simply relist them to sell for the same amount you bought them for, that way you break even and lose no money in the process, and with the proceeds you can afford to buy in another 5 units of something else and trial them.

After researching that also of course!

Then you simply keep repeating this process until you find a niche product that sells well on trial, (once you do I'd repeat the trial of that particular one more time, to be sure you're on to a winner when you approach the wholesalers for a bulk order! Then and only then it's time to move forward and start to build your eBay business!

All this is necessary, because when you approach the large suppliers of your products, you will have to most probably order a fairly large consignment off them to secure an order, and like I said you don't want that!

Once you have your 5 products from the eBay seller, it's time to list them for your trial run, now I'm know what your next question is going to be..

How do I list them for best exposure to buyers, resulting in best probability of a sale?

Simple if you think about it, all you have to do is, look at how all successful sellers on eBay make good profits themselves from your chosen trial product, and look at their listing, exactly how they have listed the same item you are about to list as your trial, then in directly copy them!

- ✓ **How their title is worded**, what keywords are used in the title, these are important factors, because the job of the title is to intrigue the visitor enough to click through to your listing to get the details!



Placing keywords in the title correctly, will show your listing higher on eBay's 'best match' search results, and that's what you want EXPOSURE, more traffic to your listing, your keywords are best placed at the front of the title it will make your listing more relevant to eBay's search engine results compared to the keywords used by the buyers searching for the product you are selling! Just keep this in mind, as well as how the successful seller formats their title.

- ✓ **Pictures**, how many is the seller using, in my opinion the more pictures the better, do they use a template allowing them to show more pictures of their product, if so Google a search for *free eBay templates*, find one or two similar too theirs, and download them, you usually get tutorials with them showing you how to upload them to eBay as your listing!
- ✓ **Description**, how has the seller described the product, study it in detail then, and as near to the wording as you can *without directly copying it*, use it, let's not forget you are studying and utilising a successful selling formula that has already broken the ground for you on how to profit from this product yourself!
- ✓ **Shipping and Handling**, what pricing and conditions has the seller placed on getting the product to the buyer, this is also part of the proven ground that working, is there an indication you can expand the sales to international markets as indicated in the shipping policy, if so the seller must have had a degree of success in international sales, that means you can trial in these areas as well!
- ✓ **Policies**, is there any other policies in place, that can gain you favour in capturing the sale?

Remember, if you get all the chemistry and balance right on your listing it will give the best results on your DSR and feedback keeping your business at its peak!

One more thing in this area, what tools is the seller using, are they using any apparent software applications that are free to acquire, if so Google search for them and download and implement them yourself!

Here's a great tool that a great deal of powersellers use as leverage for their eBay business, it's called '[Auction Inspector](#)', you can check it out here → [Auction Inspector](#)

This software holds great leverage for your eBay business; it's a piece of software that has a high success rate at solving the following issues:

- ✓ It will find trends in the 'want it now' marketplace, that's right [Auction Inspector](#) scours any category for terms used the most by buyers searching for the products you sell!

- ✓ It gets in there before everyone else! Similar to what I have previously mentioned [Auction Inspector](#), will warn you which markets are over saturated with sellers already, and rich ones are waiting for you to plunder and exploit big-time!
- ✓ As touched upon Auction Inspector will find demand for certain products using the keyword search in the 'want it now' feature, this would cost you hours of your time, [Auction Inspector](#), will do this in minutes, seriously!
- ✓ It searches eBay.com, eBay.Ca, eBay.UK, eBay. Au, using this process!
- ✓ And it will also find out for you markets that host low demand, so you don't get burned!

There are numerous other tools, *free* and paid for, however, some you will only use as your business progresses, in fact you will most probably come across certain ones that will most probably rocket your business beyond your expectations that I don't even know about!

Remember this, as my closing note, eBay as a business platform, is so very powerful, it's the biggest venue you can use that will give all the targeted buying traffic you will ever need, for making great online profits!

I hope this short report, will actually give you the motivation to *take action*, and start your own eBay business, that's what the aim of this report is for to give you as a newbie, a very basic insight as to what it takes to get started selling on eBay!

I wish you all the luck in the world with your new eBay business venture, and I mean that in all sincerity, so much so I would love to hear from you with feedback or even a testimonial, as to what achievements and progress you have made using the information and recommended tools within this report to

john@newbiesauctionprofits.com

To Your Success..

John Edwards



John Edwards

Resources

Business Opportunities for Newbies

[‘Your Own eBook Business’](#) By John Thornhill

[Proven eBay Course](#) by Diana Fox

[‘Skincare Profits Auction Goldmine’](#) By John Edwards

Tools

www.paypal.com/ be secure with all your business financial transactions!

www.auctiva.com/ a great cross promotional tool for your other products via your listing

www.dsrwatch.com/ Control your eBay businesses Quality score!

[RoboformPro’](#) Sign in to all your business accounts with the click of a mouse!

[Auction Inspector](#) powerful software tool cutting out all the hard work in determining the best niche markets to sell into!

www.free-ebay-templates.co.uk/red.htm *free* eBay Template for your listing, you can upload as many as 6 *free* pictures of your product to this template, without it costing you a penny!

www.net2.com/nvu/ *free* HTML editor for editing your template to the way you want it, in other words it’s a tool used to type all your text onto the template for your description, pictures etc.!

Free step by step video tutorials on how to use NVU html editor → [how to use NVU html Editor](#)

www.pixlr.com/editor/ A high quality *free* picture editor for preparing your product pictures to look sharp for your template!

free* video tutorials on how to use the pixlr picture editor → [How to use Pixlr to edit my product pictures](#)

www.pict.com A third party hosting service for your pictures, so they show live on your template!

How to use Pict.com for your picture hosting needs → www.pict.com/faq

A time will come to run your eBay business more on ‘autopilot’, check out these video tutorials on eBay’s excellent business tool ‘Selling Manager Pro’....

How to use Selling Manager Pro → [Video tutorials for Selling Manager Pro](#)

If you need any help contact me john@newbiesauctionprofits.com I’m more than happy help anyway I can....John!

Here's step by step illustrations, on how to save the *free* red eBay template to your computer for you to edit and upload to eBay as your listing!

www.free-ebay-templates.co.uk/red.htm *free* eBay Template for your listing, you can upload as many as 6 *free* pictures of your product to this template, without it costing you a penny!
First of all....

