

Making a Living from Your **eBay** Business

Michael Miller

Second Edition

Grow your eBay sales into a full-time business ■

Research and write a business plan ■

Purchase and manage inventory ■

Track auction activity ■

Pack and ship efficiently ■

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Michael Miller



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Making a Living from Your eBay Business Michael Miller, 2006-10-12 The power of online auctions is attracting hundreds of thousands if not millions of users who want to turn their eBay hobbies into profitable businesses While turning an eBay hobby into an eBay business might look easy making that business profitable is much more difficult Not enough sellers treat their eBay sales as a business and subsequently are disappointed in the results To launch a successful and profitable eBay business the detailed instructions in this book will show you how to get started It will help you determine what kind of business you want to run write an action oriented business plan establish an effective accounting system set up a home office obtain starting inventory arrange initial funding establish an eBay presence and arrange for automated post auction management This book is a step by step guide for anyone serious about making money from their eBay sales Unlike other computer oriented titles this is a straight ahead business book that shows how to set up and run different types of eBay businesses and how to maximize sales and profits while doing so This book includes a section titled Choosing Your eBay Business that details six different types of eBay businesses you can start Included in this section is a chapter on eBay Trading Assistants AKA drop off stores or consignment stores which is the newest form of an eBay business **Tricks of the eBay Business Masters** Michael Miller, 2007-08-23 What tricks or tips will you find in this book Here s a short list Plan for a successful business Determine what kinds of products to sell Find suppliers for your inventory Manage your inventory levels Administer your day to day business Create more effective listings Set the right prices Handle customer payments Pack and ship your products Promote your business Sell items on consignment as a Trading Assistant Cut costs and increase profits Expand your business beyond eBay Want to be your own boss Want to make a decent living selling online Want to start your own profitable eBay business Then check out the 101 tips and tricks in Tricks of the eBay Business Masters the best advice you can get for building a successful eBay business Everything you need to know about building an eBay business is in this book From writing a business plan to purchasing inventory to choosing a shipping service you ll find pieces of advice that will better help you do what you need to do These are the tips and tricks that the eBay business masters have used to grow their own eBay businesses Now you can learn from the most successful eBay business people Learn how to increase your sales and your profits with the 101 tips in this book Tricks of the eBay Business Masters Introduction 1 1 Tricks for Managing Your eBay Business 5 2 Tricks for Deciding What to Sell 51 3 Tricks for Purchasing and Managing Your Inventory 89 4 Tricks for Creating More Effective Listings 121 5 Tricks for Setting Prices and Handling Payments 163 6 Tricks for Packing and Shipping 195 7 Tricks for Promoting Your eBay Business 221 8 Tricks for Running a Successful Trading Assistant Business 251 9 Tricks for Cutting Costs And Increasing Profits 269 10 Tricks for Expanding Your eBay Business 291 11 The Ultimate Trick for eBay Business Success 323 Index 325 **Tricks of the eBay Masters** Michael Miller, 2006-02-20 Take the mystery out of eBay and the enviable PowerSellers Tricks of the eBay Masters Second Edition is full of advice and over 600

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