

## From the Author

# You Can Resell This E-Book! Make Ca\$h!

The purpose of this material is to show you how to become successful selling on eBay. This material is my Ebay research and countless hours I have spent over the years learning sales techniques for you to use. I am sharing my knowledge through this eBook, not to bore you with the basics. Other people I know listened and they are Power sellers by using my advice. You can too! This was a wise investment for you. I can't wait to hear of your success on ebay as a Power seller.

### Top five most expensive items sold on eBay?

Gulf Stream II jet: \$4.9 million an eBay fee of over \$70,000 WOW

1909 Honus Wagner baseball card: \$1.65 million

Diamond Lake Resort, western Kentucky: \$1.2 million

Shoeless Joe Jackson's "Black Betsy" baseball bat: \$577,610

Round of golf with Tiger Woods: \$425,000

Did you know Levi's shopped on eBay to bid on a pair of its own jeans from the 1880s - for \$46,532?

There are over 168 million registered eBay buyers and sellers!

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Did you know that one in three eBay buyers that I surveyed are more likely to buy from a power seller than sellers that aren't power seller status? That should tell you something. It tells me I will have more buyers just because I am a Power seller! Have you ever seen someone with a billion feedback but don't have power seller? Why is that?

Do you want to become an Ebay Power seller?

You can, and you will!

Do you set Goals?

Do you need a new hobby?

Do you want to work for yourself, be your own boss?

Do you like money sitting in your bank account?

You are completely capable, and competent to be successful on eBay. Surely most of you answered yes, so keep reading I think you will have fun with this book.

*Note*

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## **Topics in this e-book**

A Little about me

Selling Stuff you have

Importance of Scouting

Creative Selling

What to Sell & Where to find it

Accessible Quick Sell Items in the House

Get Boxes For Free REALLY

How to Make Feedback work For you Not against you (This is Important)

A Quick, Clean HTML Auction Template

Consignment Contract Sample

Automate your Auctions (Make Money in your Sleep)

Drop Shipping Math and Selling Smart!

Best Time to List your Auctions on eBay

How to Snipe Auctions

Stuff I sold On eBay

Government Websites

What Sells on eBay

Drop Shipping Categories

Tools, Tips & Tricks to score MORE eBay Customers!

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## **A little about me:**

Before I start spilling all my tricks and techniques I feel it's important for you to know a little bit about me. Remember building a rapport with those you interact with is important.

Why did I start on eBay? Well, I was living paycheck to paycheck with the job that I still have. I don't think I will say where I work but I will tell you that I serve, protect, and stand-up for the freedoms we have in the good 'ol USA and I fix computers too. My brother told me about eBay. He dared me to sell one item in my house on eBay. I was nervous about using eBay and trusting buyers and intimidated of the whole buy/sell process on the internet. I didn't want to get ripped off. I have learned how to defend myself from fraud but we'll talk about that later. Back to my Brother, he did dare me to try and sell one thing in my house. So I took the challenge. I have a ton of football cards. I went through my football cards and pulled an Autograph football card of [Ben Roethlisberger](#) it was a Topps card. I had doubles so I thought I would try to sell one of them. It was successful on eBay. So I was hooked and started looking for more football doubles of other cards. So here's the deal most of you already have bought or sold on eBay so I'm not going to bore you with the Ebay Basics. Time to lay all my techniques out on the table for you to use. Are you still Curious? Good

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## SELLING

Ah, the biggest inevitable question.... What in the world am I going to sell on eBay? Here's what I sell and I will even tell you where I got it. Think of it like this. You can invest your money for a long time and get okay capital gains or you can sell an item on eBay and quadruple your investment of that item in a week. That's what keeps me motivated. Feel free to click on these links to see what they are selling for on eBay. My favorite is the Levi's

Vintage Gillette razor	Mom & Pop Shop down the street.
Old Atari Games, Nintendo, and Sega Games.	Chucks junk shop. I will tell you how he was useful later.
<a href="#">Vintage Levi's</a> (Big E series)	Thrift store for 2 bucks each you can sell these BIN for 15 bucks. The Russians LOVE Vintage Levi's.
Tonka Truck toys	Thrift store 1 dollar a truck
Old Marbles	Thrift store
Lego's of any sort	Thrift store
<a href="#">Pez dispensers</a>	Antique Shop (look for no feet Pez)
Sports Jerseys	Any store on Clearance rack
Leap Frog Games	Wal-mart Clearance rack
Wooden Train Set	Wal-mart for 15 bucks (sorry I bought

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	them all in my area. The auction ends and I make 45 bucks profit. (one of my favorites)
<u>Hess Gasoline Trucks</u>	Hard to find but Amazing Profit
Belts	2 Dollars a belt at TJ Max (keep your receipt just incase it doesn't sell
Vintage Fisher Price toys: little people, push toys, carousels, cars, airplanes, Circus Ferris Wheels, Even if it's broken, it will sell if it's vintage	Any thrift store you go to will have old fisher price toys. Except for the thrift store by my house I bought all their toys one day for about 100.00 and made about 600 dollars profit.

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## Importance of Scouting

Try Scouting it works for me. I like to scout during lunch. Go around town looking for small mom and pop shops. These folks have stuff that's been collecting junk for years. I bet you know someone who has one of these shops. GO TALK TO THEM.

One day when I went scouting at this Antique shop during lunch. I was so excited to go and find more vintage toys. I came in a week earlier and found a crappy old [HESS GASOLINE TRUCK](#) and thought, what the hell I'll buy it, the worst that could happen is I'd have an extra toy truck around the house. But the good news is I sold that Hess Truck for \$280.00 Dollars? Are you wondering how much I paid for that chipped up plastic Hess Truck? Okay I'll tell you. I spent a whopping \$35.00 and that was a lot of money for me at the time and if I had the original box I would have made about a \$1,000 dollar profit. Sometimes the box is worth more than the item itself. Especially, old [Heddon Fishing Lure Boxes](#). Stuff your Dad or Grandpa would have used back in the day.

It was when I was starting out but hey now I know to look for Hess Trucks. Back to the day I was scouting again. Remember it's a week after I bought the truck and I'm sure I'm going to get some more toys to sell. "I'm gonna be rich" "I love Ebay" "This is easy to make money" all kinds of stuff going through my head. I step onto the old wooden stairs to this unclassy antique shop, and Bam the door

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is locked! I am furious by now; I just got my hopes up. I turn around and in disappointment and head back to base for work. "Excuse me!" "Excuse me, SIR!" (Not too many people call a 23 year old Sir, I was in Uniform and that's the only reason) "Is this your shop?" I told the man that I was a customer and ask him if he needed help or something. I saw his old beater truck parked and thought he needed a ride to get gas or use a phone or something. But here's what he needed. This guy had a huge collection of [Lionel Trains!](#) In his TRUCK, on the spot, with the original boxes! His intent was to sell his fathers train collection to the antique shop for some cash! My luck it was closed and now I had a contact for selling Trains. I'll finish this later.

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## **Sell the Creative Way**

You can find old He-man action figures, Hot Wheels (One of the first things I Look for especially the redlines) old posters, newspapers, Moby Dick 1<sup>st</sup> Editions. Why Moby Dick? Go look it up on eBay to see what it sells for you'd be surprised. You probably have this book in your house. If you do I will let me know so I can buy it from you. You may even have some Vintage Little Golden books from when you were little. Some go for about 200 buck on eBay.

Do you make something? If you cross-stitch you could probably sell your patterns and your items. Scan your patterns and [sell them on eBay as a Download](#) I know someone in Idaho who takes Pine needles from the trees and makes baskets with lids. She even has a patented process of how to make your own. She started out at the flea market in Boise and I convinced her to sell on eBay. She is now a power seller selling pine baskets. I'm jealous really I am not crafty at all but if I was I would put it on eBay.

What about those scrap-bookers out there? You guys have a ton of extra scrap-booking stuff out there that you don't use. Get rid of it on eBay. Sell it to someone who needs it. You're going to go and get more crafts later, right? You can mine money from your own homes. I would start with old cards, books, magazines, fishing tackle, comics; you can even sell your used socks for a good profit. Don't believe me here's the link to EBay's completed listings. This part of

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eBay is the most important tool I use. If you see or hear of something that may sell on eBay you can go here to see how much it went for, then you can estimate if it's worth it for you to buy to resell. Anyways here is the [Completed Listings Link](#).

Hopefully this section sparked your imagination? So what are you going to sell from your house? A chipped Swarovski figurine, a Hummel, old coin. Hey ladies I bet your husband has a bunch of old watches in his junk drawer. Even if they are busted someone will buy them for parts. What about tools? Everyone has tools lying around they aren't even using. Even better old sheet music sells. Do you have an Air Guitar? How about dehydrated water? Did you know people eat dirt? It's called Geophagy and it is an international phenomenon. If you find out what kind of dirt people eat and you can dig it out of your back yard then you just hit an eBay gold mine. Okay that's pushing it. Yes, you can sell your ideas too!

## **Where am I going to get money for this?**

Remember the man with the trains at the antique shop? I told him that I was an eBay seller. He never heard of eBay but I explained to him that I could use the Internet to sell his collection to people. We then made a mutual agreement that I would sell for a commission and report the sales to him with his cash. He would then pay me on the spot. I know what you are thinking..... "Why do I want to sell other peoples stuff for a commission? That sounds like a waste of time!" Do you want to be a power seller? Then sometimes selling other peoples stuff is definitely to your advantage. I used his collection for eBay feedback, selling experience and also to create a consignment contract. I have provided a sample for you. It's a lot of work to part out \$10,000 dollars worth of trains but it builds reputation for you. This man gave me about 5 trains to start with 1 Lionel engine and some old cars. These had the boxes.

I sold those five O scale Train Cars for \$700.00 and made a fat commission! Oh yes it did pay off. Then he gave me more stuff. Train Track, Bridges, Trees, etc just the accessories. I was so mad. I wanted to get more train cars because that's where the profit sits right? I kept quiet because we had an agreement. You never want to cause tension for your customer or clients. I sold the accessories on eBay the next week, my feedback was building. Good right? I went back to him after they sold for about 160.00 bucks. He paid me but he didn't want me to sell anymore for him. I knew it was too good to be true. So I went on my merry way. When I started to get into my Minivan (Yes, I sport a

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wicked Dodge Caravan) Next thing you know this guy is bringing boxes of trains to my van and loading up for me. He said that I was an honest person and could use these more than he could. I felt guilty taking them but I worked hard, kept my agreement and was savvy for success. I sold the rest of the collection and made about \$7,000 dollars over the next two months landing me the big POWER SELLER status.

This experience may not happen to everyone but hey I made \$7 G's because I was scouting for stuff to sell and look what happened. So, do your scouting and talk to people. Not everyone knows how to sell on the net so they may want to pay you to sell their stuff. I was a rookie at the time so I learned to be on top of it and ship the goods ASAP! After all they are customers and the CUSTOMER IS ALWAYS RIGHT, even if you lose a little here and there to keep your positive feed back. So there I was back to square one, I'm back to the biggest inevitable question.... What in the hell am I going to sell on eBay now? The worst part is now that I have no trains to make money then I have found more to sell. And Yes I'm broke! All that money I made on the trains paid for a little bit of debt. Do you want to get out of debt? I did, and I did it on eBay..... (I know that was cheesy)

I used to sell my own stuff at my Garage Sales before I started eBay. That's how I met Chuck. (Remember I bought stuff from his junk shop. If you missed it scroll up the page to the table and look what I got from him.) Chuck was always

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coming to my garage sales. I asked him one day why he's buying all my stuff all the time. Hey wasn't and ebayer he was a junk dealer & he had a shop down the street. This guy is an OI Retired Air Force Colonel and has nothing to do He says he's busy to pass time so he can meet his wife in heaven.

Remember the business relation I had with the trains? I learned I can build my feedback, get paid commission, have fun and learn how to sell. I applied that experience to sale stuff for Chuck. As you already know he is an avid garage sale hunter. So I went to Chuck in his junk shop filled with garage sale, storage items. I gave him my pitch about selling for him on eBay. Hey he almost had a heart attack he was ecstatic! He needed to turn some of his inventory and I was just the man to do it. All I needed was pen and paper. I scouted the junk shop for items I thought would sell and wrote them down, even the details just in case.

Remember I just wrote down on paper everything that I thought may sell, mainly old LP Records, Game Systems, Figurines, Trucker Hats, Patches, and a few toys and trinkets. I looked them up in [EBay's Completed Items](#) listing to find out approximately how much they sold for. Then I sold the items worth selling. I sold in bulk, and even parted Items out. I sold Chucks stuff for about a month. My feedback stretched sky high about 100 positives in one month. I made about \$900 bucks with Chucks stuff. He paid me half and the listing fees too. After I showed him the report of what I sold he didn't want to look at it. He told me he trusts me and that he was going to a Theatrical Show at the Beau Rivage on the

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beach. This casino getting rearranged and fixed up, Hurricane Katrina unleashed her wrath.

Chuck let me come to his place to see all the real goods that he had for me to sell. His wife has collected Barbies since the beginning of the Barbie Pandemic. He kept those for himself. These Barbies were a part of her life, so he cherished them. He did let me get my hands into some of his other garages sale junk. I had fun working with Chuck. I don't need to sale his stuff I have gained more knowledge and use other resources now. But I do go back and look in his junk shop.

## **Accessible Quick Sell Items in the House**

*HOT WHEELS, VINTAGE GI JOES, GI JOES ACCESSORIES, STAR WARS ACTION FIGURES, KNIVES, VINTAGE ZIPPO LIGHTER COLLECITON, A BAG OF VINTAGE WATCHES, CUSTUME JEWELRY COLLECTION, COMIC BOOK COLLECTION, THOUSANDS OF SPORTS CARDS, POKEMON COLLECTION, COCA-COLA MEMORABILIA COLLECTION, VINTAGE VYNAL RECORD COLLECTION, GUITAR COLLECTION.*

Have you heard of BMG or Columbia House? Why not sign up for the free CDs/DVDs and sell those on eBay.

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## **Get Boxes For Free REALLY**

Do you know where to get boxes? I will tell you another story. You must pay attention to detail. I have saved \$100's on shipping supplies just by hearing someone talking about how they moved into a new house. If you're curious keep reading or you can go to the Post Office Online to get free Priority shipping materials but everyone knows that trick.

One afternoon my supervisor was telling the person who sits next to me about his move to his new house. No, I didn't get shipping boxes from him but I learn how he got shipping boxes for his move.

Did you know that about 9 o'clock the Stockers at Wal-Mart are opening brand new sturdy boxes filled with merchandise? They break down Toilet paper boxes, car parts boxes, toy boxes and so on. These boxes go into a shopping cart and are raced to the layaway department. From there they go to recycling.

One day while fishing for boxes in these carts, I saw a woman in the shipping section looking for a box to buy. I showed her my cart filled with boxes that have been broken down. I gave her a box from my shopping cart that was about the same size of the one she was going to purchase. She smiled took the box from my hand said thank you and put the other box back on the shelf. That was all. I think she thought I was a Wal-Mart Employee or something. Did you know that

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Grocery stores are the same? I get my boxes for free about once a week. Why not? Wal-Mart is just down the street.

Oh old [Nash skateboards](#) sell too!

Have you ever seen a computer sitting on the side of the road? I have do you know what I did? I took it home and opened it up. I found no hard-drive, no ram, no video cards, sound cards or anything special. But I did find the Computers' processor. It was an Intel Pentium 4 I pulled it from the chassis and sold it on eBay for a nice \$75 bucks. I also sold the power-supply for \$15 bucks. The rest of the chassis I recycled at the local recycling center with my pop cans. (MMM Soda. I need one while I type)

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## **Feedback:**

Did I mention a friend of mine that I helped make Power seller status? His name is Scott. We got talking one day playing basketball about eBay. Scott has bought and sold on eBay every now and then. Scott sells Customized Dog Tags in his eBay store and does well. He also sells his tags at the flea market on the weekends. Last time I saw him he was in his new Jeep hauling his Stuff to the market in his new Trailer. He does well for himself off and on eBay and He's a POWER SELLER!

Scotts POWER SELLER predicament. There are benefits for power sellers on eBay, Scott knew about these benefits and just wanted to be knighted as a power seller and he asked me how to do it

Was Scott making more that \$1,000 per month?

Yes

Scott was making over 1K a month for more than 3 months. So what was his predicament? Scott was barely below the mandatory power seller 98% feedback level. He was sitting at about 97.3% feedback and needed a feedback push to gain power seller status. Here's the advice I gave him. I told him he needs a push of feedback to get a hold of power seller. I recommended he become more of a part of the eBay community and buy items on eBay. Yes buy, he got his feedback from other sellers even though he was making 1K and over per month. It's hard to gain positive feedback when you get negative replies from you

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customers. So be professional. Anyways he still needed more feedback. I asked him if why he's not getting feedback. His philosophy was this; "I don't leave feedback unless I get feedback first" Cool beans Scott that's reasonable thinking and fair but every time a good transaction went through and Scott didn't leave feedback to his buyers that is a potential loss in a positive feedback. I convinced him to go back and leave feedback for his buyers even though they long forgot about Scott. He went back to his my eBay section and started leaving feedback for all his good transactions. The next day I received an e-mail from Scott and it had his power seller logo print screened from Scott's my eBay.

So yes, Scott made power seller by leaving feedback to his customers because in a way they did each other a favor. The problem with feedback people is scared of negative feedback.

Do you know how I knew to tell Scott to leave positive feedback? Because the method I described to him is something I did myself. So save the trouble, just leave feedback for your buyers. Also I rarely leave negative feedback. If a transaction goes sour I ignore that one person's feedback. There have been times that I have left positive feedback for folks that have ripped me off \$500 or more dollars in sales. Its okay though because the Feds and Local police made sure those thieves gave my money back. Oh those thieves left positive feedback too.

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Keep thinking...

What are you good at?

What do you know a lot about?

What Ideas or inventions can you come up with?

Are you organized?

Do you know how to make something that know one else does?

Have you ever thought about buying a silk screen press and making your own T-shirts to sell on eBay? I won't lie it would be a good business for a full time person.

I hope I created some excitement about eBay for you. Let me know how you feel about this e-book by emailing me [ephpeter@gmail.com](mailto:ephpeter@gmail.com)

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## Sample Template of HTML Code in Notepad for my Items.

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<center><table BORDER=10 CELLSPACING=0 CELLPADDING=8 COLS=1  
WIDTH="90%" BGCOLOR="#990000" >
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<td>
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</td>
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</table></center>
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<body>
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<br><center><FONT size=+3>
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```
Description of Item & I have Speedy Shipping usually within 24 hrs of Payment! I  
can't WAIT to leave you positive Feedback!
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</font></center></br>
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Item Details
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<CENTER><IMG src="http://Your Picture location"></CENTER>
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<FONT size=+3><ul><center>BID NOW</center></ul></font>
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<center>Bid Now No Reserve!</center>
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</BR>
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<center>
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<a href="http://Your Ebay Items URL">I have MORE OUTSTANDING  
surprises!</a>
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<a href="http://Your about me page Location"><center>MY ABOUT ME PAGE IS  
AMAZING</A></blink></font></font></b></center>
```

See the next page to know what it will look like when you cut and paste the code into eBay's HTML design View for auctions.

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## AUCTION TITLE

Description of Item & I have Speedy Shipping usually within 24 hrs of Payment! I can't WAIT to leave you positive Feedback!

### Item Details



BID NOW

Bid Now No Reserve

[I have MORE OUTSTANDING surprises!](#)

[MY ABOUT ME PAGE IS AMAZING](#)

The best part of this code is it looks professional, clean and it's easy to use as a template. If you want to change colors for the title or background you can use HTML color Codes from [Webmonkey.com](http://Webmonkey.com)

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## Power seller/Client Consignment Contract

If you like to make power seller status by consignment you can do a contract.

The next page has a SAMPLE ONLY Contract. You can revise this in your own words to help you out.

### Terms of Sale

This contract is devised to work for sales of individual auction items, or a large group of auction items. If you would like me to sell several different items for you, please fill out Contract Addendum A (Create attachment for items), and initial here \_\_\_\_\_.

To sell your item, I need possession of your item to photograph it, write an accurate a description of the item, and post it for auction. If, and when, the item sells and I have received payment from the buyer for it - I will be responsible for packing and shipping the item to the winning bidder. If the item does not sell, and you do not wish to re-list it, I will return the item(s) to you. If the item does not sell, you are still responsible for paying any and all eBay fees for the auction. You will receive a complete list of all associated costs when the transaction is complete.

I list all my auctions to run for a 7-day period in order to give more people a chance to look at them. eBay does have an option to list auctions for a 10-day period, but there is an additional charge for this. If you wish your item to run for 10 days, and agree to pay the additional charge, please initial here \_\_\_\_\_.

Please note that once an item is listed on eBay for sale, it MUST be sold to the winning bidder - unless you wish to place a reserve price on the item. A reserve price means you do not have to sell the item unless your specified price is met. eBay does charge a fee for listing an item with a reserve price - BUT if the item sells for your reserve fee (or higher), eBay will refund the initial charge for the reserve price. If you wish to place a reserve price on your item, and agree to pay the eBay fee for such, please list your reserve price here \_\_\_\_\_ and initial here \_\_\_\_\_. (Leave blank if you have filled out Contract Addendum A.)

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You may select an "opening bid" price for your item or you may elect for me to select an opening bid price for you. When I select an opening bid, my price is based upon looking at auctions of similar items, and the current re-sale value of the item. Please note that most opening bids are set low enough to entice a customer to bid on your item, but high enough to cover the associated fees for selling the item for you plus a small profit. EBay charges an insertion fee relative to the opening bid price, the lower the opening price, the lower the fee for listing the item. If you wish to set an opening price (this would be the lowest amount of money you would be willing to accept for the item), please list it here \_\_\_\_\_ and initial here \_\_\_\_\_. (Leave blank if you have filled out Contract Addendum A.) If you do not specify an opening bid, I will select one for you.

Current eBay fees are attached to this contract for your reference. Please note that they are subject to change at any time and I will charge you the exact fees eBay charges me at the time of your sale. You are responsible for paying all fees associated with the eBay auction, except for shipping and handling fees - which the winning bidder is responsible for paying. Please note that some customers opt to pay via electronic methods and there is a fee for this - this fee will also be passed on to you - but I make allowance for that fee in the initial opening bid.

I will charge you a commission based on the final selling price of the auction. The percentage we have agreed that I will receive from the sale of your item is 30% (Thirty Percent).

Please initial here to note that we have agreed on the percentage \_\_\_\_\_.

Date \_\_\_\_\_

Consignor \_\_\_\_\_

(You Sign) \_\_\_\_\_

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## **Auction Automation**

Time is Money. Isn't that the truth? If you're reading this e-book I'm assuming that you already have a flourishing online business, are on the verge of starting one, or maybe somewhere in between. Regardless of your current stage of growth, the information I am about to share with you will save you hours of administrative work each and every month. Imagine not having to constantly check your emails throughout the day. Imagine not having to cut and paste, personalize each email, and verify that you have fulfilled each order. Well, now you can – and I'll show you how!

Before we begin, I will start off with some basic assumptions. They are as follows:

1. You have an eBay account.
2. You have a PayPal account.
3. You have an email account.
4. You sell or would like to sell digital products.

Setting up your digital product is SIMPLE! If you want to write your own e-book to sell on ebay you should use [e-junkie.com](http://e-junkie.com) for all your downloading needs.

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After its set up there is no more work. Just sit back and watch your paypal account climb higher and higher!

Log on to [E-junkie](#) and click on "Add Product".

1. In the name field, enter your eBay item name EXACTLY as you have listed it on eBay.
2. In the price field, enter the minimum price at which your auction can close. In the drop-down menu, choose your currency.
3. Confirm that the "Download" box is checked.
4. The Item Number field does not have to match your eBay listing, but a number must be entered. I used "1111" for my first product, "2222" for my second, etc.
5. In the message text box, enter a custom message to be included in your email.
6. Check the box if you would like a copy of the email sent when a customer makes a purchase.
7. Click Next.
8. On this page, you can specify an expiration for the emailed link. You can limit either the number of times a customer can download your product and/or the number of hours they have from the time of purchase.
9. Leave the other fields blank.
10. Click Submit.

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11. Now you need to upload your [digital product](#). On the left hand side of the page, click on Upload Product File. Click Browse and locate the desired file. Click Upload. Click Close Window.

12. Congratulations, you have just added your Product!

Now you need to setup PayPal so that it can work with your delivery service.

1. Now log on to your PayPal account and click on Profile, then Instant Payment Notification Preferences. Click Edit, check the box to activate Instant Payment Notification, and in the text field enter

<http://www.e-junkie.com/>

Click Save.

2. Click on Profile again, then Website Payment Preferences. Verify the following: Auto Return should be "Off", Return URL should be "http://", Payment Data Transfer should be "Off", and Block Non-Encrypted Website Payment should be "Off".

\*\*\*\*\*IMPORTANT NOTE!!!\*\*\*\*\*

For those users who have multiple email addresses attached to their PayPal account:

The PayPal address that you specify on your eBay listing MUST match the email address that you enter on E-junkie's website. Your customer will NOT receive your product if the emails do not match!

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## **Drop Shipping Math and Selling Smart!**

There's smart selling and stupid selling online. Maybe I can get your gears turning on this. Drop shipping is NOT a get rich over night deal. You really need to get familiar with the product. Stick with things that you are good at or know a lot about. Do you ride motorcycles? Then sell motorcycle accessories, leather jacket, same applies with crafts you get the idea. When you sell you need to find a way to relate to your customers. Don't go sell an Airplane for a profit when you don't know anything about airplanes. You will rip your self off. Okay maybe that was a little extreme.

Selling smart is pacing your auctions. What I mean by that is don't be in such huge rush to make a kagillion dollars. It won't happen over night. Sell slower moving items on Amazon.com and faster readily available products on eBay. As you know selling takes practice. If you are reading this then you seem to know what's going on when it comes to turning a profit. Do not make the mistake of listing 30 or 40 different items on eBay and expect to sell every single item. It will not happen. This is called GREED and IMPATIENCE and you will fail if you do this with any drop shipping company. Don't be a stupid seller. (Trust me I know)

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If you sell on eBay then you know how to work your magic. You know that you need to find items that sell and will continue to sell for a profit. Remember profit is your goal. You need to find consistency with your product. I like to sell kitchen knives. Everyone uses them so the demands for knives are a little steady more than, well let's say Cologne or Perfume. Knives are consistent. Let's do a little "Drop-shipping Math"

Let's say I sell 7 different items on eBay. Every day of the week & these 7 auctions end at 7:30 PM Pacific Daylight Time.

So 7 products x 7 days a week = 49 auctions.

49 auctions x \$7 average profit just for CONSISTENT SELLING ITEMS?

When it's all said and done I profit 7 bucks an item then that is \$343!!!!

\$343 Average weekly profit for 7 Items is not bad at all. You can even have hire profit margins than that. But you forgot what that profit is! Profit for the month is Almost \$1200 Dollars! Just off of 7 different products! So the first month you already will be a POWER SELLER! This is smart selling right here.

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## Best time to List on eBay

You need to ask yourself just how many possible buyers will be at their computers at closing time. Especially when 10:00 p.m. on the West Coast is 1:00 a.m. on the East Coast. There are lots of possible buyers shopping at lunchtime during the week. But, because of the enormous amount of traffic at that time, you really cut down on the possibility of last-minute bidding if the bids are all in an internet traffic jam and can't get through at all.

The amount of bidders available at closing time is of utmost importance to your auction. Most of the bidding on any auction will occur in the first 24 hours (when it is listed as new) and on the last day (when is listed as ending today), with most people only looking at one of these two times. And, the bulk of the serious bidding will be in the last 5 minutes! An auction is truly at its best when two or more people fight over your item, and they may not be awake to do so at 1:00 in the morning.

When to list your items is best decided on actual sales histories of your particular items. Hardware and tools may get more male bidders who are looking on Saturday afternoon, and [pokemon cards](#) may get more attention from kid's right after school. Etc. So, check the sales of completed items. You should be able to see a definite pattern for each type of item you plan to list. This is the first step.

If your item sells best on a weekday evening, now you need to see if there is also a second pattern. It sold best on Tuesday one week and Thursday the next

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week. Why? One big factor in evening sales now is "Who wants to be a Millionaire?" There are almost no bidders at their computers when this show is on television. This show happens to be moved around from week to week. On top of that, if it is on at 8:00 p.m., that means 8:00 p.m. on both coasts so West Coast seller has to work around 5:00 p.m. through 8:00 p.m., and the East Coast seller has to work around 8:00 p.m. through 11:00 p.m.

There are many more factors that come into play. Watch the weather forecasts for all parts of the country. If the East Coast is due for heavy rains, more possible bidders will be available at their computers instead of outside enjoying the spring or summer weather - and vice versa. If an area is in the middle of a terrible heat wave, they may be hiding inside at their computer instead of doing anything outside. Great weather is bad for sales. You may not want to have items close on Thanksgiving afternoon when most of the country is sitting down to a great meal - or in the evening on the day of a Presidential election. Contrary to this logic, Christmas morning may be a good time to have items close because many people don't have family with whom to share their day or they are not of a Christian faith. Those people would see this as a great time to sneak in a few bids. Other people may go shopping on Christmas afternoon to try to buy what they didn't receive for a gift!

Selling at the busiest time of the day will make your photos load slower. At any time, using a dial-up connection puts your auctions at risk since they will take longer to load. And, since most dial-up connections get lost often, there is always

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the chance that your photos will not load at all. When either happens, you will lose buyers. Some could bookmark your auction to try again later, but last-minute shoppers don't have time to come back. Cable modem or DSL will make everything you do on the internet at least 10 times faster - without disconnect. You only need to be having your photos not load during the last half hour of an auction once to know how important your internet connection is.

The real answer to when to list your items is it is totally relative....relative to as many factors as you can think of. You will need to do research on the past and try to foresee the future. Good luck on the latter.

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## How to Snipe Auctions

First - what is sniping? Sniping is bidding last minute. In some cases, it is "last-second" bidding. Someone may be the only bidder on an item for days and feel sure they were going to get that item. Someone else comes along just near the end and outbids them.

The point of sniping is to bid so close to the end that the original bidder would not have time to go back in and outbid you. So, you win! Maybe. The risk with sniping is that you don't have time to go back in and bid again either. If the original bidder had a high enough bid, eBay's system lets them outbid you even if there is only 1 second left.

So, sniping must be taken very seriously. You must bid the very highest amount you are willing to pay, and the original bidder cannot feel safe with a very small buffer in their bidding amount. And, there may be two or three others waiting until the end to snipe right along with you. Watching the last five minutes of an auction can be amazing!

How do you snipe? We can tell you exactly how through Netscape, and the same principal applies to any browser. Here are the steps.

1. Go to the item page at least 10 minutes before the auction closes. If the price is too high already, you may not want to still bid at all.

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2. Minimize this page so it goes all the way across the screen but only three quarters of the way down.
3. Click on "Communicator" at the very top of your browser, and then click on "Navigator." This opens a second window. If you don't get a new blank window, check at the bottom of your computer screen to see what else is open that you can close. Some of the newer sneaky ads actually open in a new browser window.
4. Minimize the second browser so that it is also about three quarters of the screen. Using the top blue part of this window, bring it down (with your mouse) so that the bottom of it shows from underneath the first browser window. Now you can see both browser windows at once and click from one to the other easily.
5. Go to the item page with the second browser window.
6. Sign in (so you won't have to take the time to add any information while bidding).
7. Reload the first browser to see the price and how many minutes are left.
8. Go back to the second browser and type in your bid.
9. Click on "Review Bid."
10. Click back to the first browser to see how much time is left. Is your bid still high enough?
11. Keep reloading until there are only 30 seconds left (use the stop button after you see the time - you don't need to wait for the photos again). If the internet and eBay are acting with normal speed, you may even wait until there are only 20 seconds left.

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12. Click on the second browser window and click on "Place Your Bid."
13. Click on the first browser window and reload.
14. It should be almost over and you should see your high bid. If no other snipers are at work, you probably just won, and the original bidder is mad or disappointed!
15. Last, you need to keep reloading until the auction is officially closed just in case another bidder out sniped you.

So you find the item you desire, you get all set to snipe, you make that last-second click - but you lost your internet connection! It does happen. AOL has its good points, but how anyone could bid successfully on eBay is a wonder. Check the ad below if you don't already have DSL (they even have a special offer right now). On the other extreme, you've seen photos that never load - those were probably hosted through AOL. For eBay shopping in general: if you think DSL is too expensive, ask yourself just how much your time is worth.

One way to get your snipe bid in at just the right time is to use a sniping service. You simply give them specifics in advance (when the auction ends, your top bid limit, etc.), and your sniping is done on time no matter what kind of internet connection you have, even if you forget to check the auction's end, or even if you aren't home. You can even try it for free.

## Stuff I sold on eBay that came from Doba!

Item	Drop Ship Price	Sold On eBay
<a href="#">Masonic Short Sword Masonic Short Sword</a>	10.79	33.21 AUC
<a href="#">Cotton Fire Truck Full / Queen Quilt</a>	70.22	96.00 BIN
<a href="#">1 LITER VACUUM BOTTLE 1 LITER VACUUM</a>	6.02	23.99 BIN
<a href="#">William Wallace Sword...#1 Medieval</a>	27.76	54.99 BIN
<a href="#">52OZ STAINLESS STEEL MUG 52OZ STAINLESS</a>	5.60	17.62 AUC
<a href="#">King Down Bed Pillow</a>	6.79	34.99 BIN
<a href="#">Shrek Phone Basic</a>	13.57	22.47 AUC
<a href="#">XL LEATHER COAT XL LEATHER COAT</a>	10.97	28.99 BIN
<a href="#">Air Force Survival Air Force Survival</a>	25.18	49.99 AUC
<a href="#">17PC KITCHEN TOOL SET 17PC KITCHEN TOOL</a>	12.27	32.99 AUC
<a href="#">MANICURE SET MANICURE SET</a>	1.84	14.08 AUC

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<a href="#">XL LEATHER MOTORCYCLE JACKET XL LEATHER</a>	19.81	34.99 BIN
<a href="#">42' Toshiba LCD w/Flat Panel Mount</a>	1102.45	\$2100 BIN
<a href="#">20pc Knife/Block Set 20pc Knife/Block</a>	14.63	24.36 AUC
<a href="#">Acer AL2216WBD 22" Wide TFT Monitor Acer</a>	255.21	300.00 BIN
<a href="#">19 PTCHD BFFLO LTHR BAG" 19 PTCHD BFFLO</a>	10.29	54.99 BIN
<a href="#">Patrol Duty Gear Bag</a>	33.44	66.99 BIN

A few of these items were sold with FREE

Shipping to

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## Government Websites

Auction Seized property is a great choice for high profit! Another one of my friends does just that. He buys cars, trucks and motorcycles and sells in eBay motors. Buy you can find collectibles, jewelry, clothes and electronics from these sites. You can get sporting goods, games, homes, boats, and the list goes on. I bought a Bulova watch form one of these sites and sold it on eBay for a \$100 profit. I spent 36 dollars on the watch.

(Some links may be broken because the site has renamed its business URL or moved. But these should work)

[www.treas.gov/auctions](http://www.treas.gov/auctions)

[www.treas.gov/auctions](http://www.treas.gov/auctions) Main page for links to many different government auctions

[www.treas.gov/auctions/customs/realprop.html](http://www.treas.gov/auctions/customs/realprop.html) Real estate auctions

[www.treas.gov/auctions/customs/planes.html](http://www.treas.gov/auctions/customs/planes.html) Airplane auctions

[www.treas.gov/auctions/customs/boats.html](http://www.treas.gov/auctions/customs/boats.html) Boat auctions

[www.treas.gov/auctions/customs/results.html](http://www.treas.gov/auctions/customs/results.html) Closed seized property auction results

[www.treas.gov/auctions/customs/events.html](http://www.treas.gov/auctions/customs/events.html) Seized property sales

[www.ustreas.gov/auctions/irs/IRS](http://www.ustreas.gov/auctions/irs/IRS) Property auctions

[www.usdoj.gov/marshals/assets/nsl.html](http://www.usdoj.gov/marshals/assets/nsl.html)

[www.firstgov.gov/shopping/auctions/auctions.shtml](http://www.firstgov.gov/shopping/auctions/auctions.shtml) Government auctions

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## **AUCTION RESELLERS**

I used Stealitback.com to buy Pokemon cards. I paid 26.87 for the collection and recently sold them for about 60 dollars so some of this site does work. But you have to remember to double-check in eBay's completed listings. Eventually you will develop a

Knack for eBay stuff and won't always have to look your items up.

[www.stealitback.com](http://www.stealitback.com) General merchandise

[www.bid4assets.com/personalproperty.html](http://www.bid4assets.com/personalproperty.html) Personal property

[www.thomashaywardauctioneers.com](http://www.thomashaywardauctioneers.com)

[www.storageauctions.com/3.htm](http://www.storageauctions.com/3.htm)

[www.retailexchange.com](http://www.retailexchange.com)

[www.wholesalewatch.com](http://www.wholesalewatch.com) MY FAVORITE

[www.1accessory.com](http://www.1accessory.com) Jewelry and accessories

[www.1wholesaleclothing.com](http://www.1wholesaleclothing.com) Men's, women's, and children's clothing

[www.1liquidators.com](http://www.1liquidators.com) General merchandise

[www.auntiesbeads.com](http://www.auntiesbeads.com) Beads, jewelry making accessories

[www.biglotswholesale.com](http://www.biglotswholesale.com) General merchandise

[www.impostercity.com](http://www.impostercity.com) Sunglasses, replicas, imposters

[www.trinitywholesale.com](http://www.trinitywholesale.com) Figurines, prints, general merchandise

[www.victorianus.com](http://www.victorianus.com) Costume jewelry and handbags

[www.wholesale-things.com](http://www.wholesale-things.com) Tools, accessories, instruments,

[discontinued/closeouts](#)

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Discontinued items are great. Example: I sell bionicle lego warriors if I can get my hands on them Discontinued toys are hot and highly collectible.

[www.wholesalestation.com](http://www.wholesalestation.com) Temporary tattoos, fashion jewelry, watches

[www.sportscardswholesale.com](http://www.sportscardswholesale.com)

[www.blowoutcards.com](http://www.blowoutcards.com) Cards, sports cards, baseball cards

[www.smalltoys.com](http://www.smalltoys.com) Party favors, prizes, novelty items

[www.power-systems.com](http://www.power-systems.com) Exercise equipment

[www.networkwebsites.com](http://www.networkwebsites.com) General merchandise drop shipper

[www.myscrapbooking.com](http://www.myscrapbooking.com) Accessories, adhesives and paper

[www.wholesale.myknifestore.com](http://www.wholesale.myknifestore.com) Novelty and Prank Items

[www.onestopconnection.com](http://www.onestopconnection.com) Collectibles, figurines, and household items

[www.mycoolcell.com](http://www.mycoolcell.com) Cellular phones accessories

### **ANOTHER GREAT PLACE TO RESELL YOUR PHONES IS**

[www.pacebutler.com](http://www.pacebutler.com) I've made a little money from this site too. I recommend it.

[www.artposterstore.com](http://www.artposterstore.com) Art, posters

[www.jupiterwholesale.com](http://www.jupiterwholesale.com) As Seen On TV Products, Electronics, Novelties

[www.glitterdirect.com](http://www.glitterdirect.com) Musical Instruments

[www.edgeman.com](http://www.edgeman.com) Sports and non-sports collectibles, card games

[www.dibwanifootwear.com](http://www.dibwanifootwear.com) Shoes, athletic shoes, boots, slippers for all ages

You can sell old adidas, and Nike shoes on eBay they too are collectible. Just check out your local thrift store.

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## What sells on eBay

The biggest mistake you can make when you start drop shipping is to start unloading electronics, cd's Computers, TV's etc. To be successful you need to think of regular items that people use everyday. Heaters, Fans, Knives, Healthy type stuff. These are the items that you should focus on. This way you will have a steady income and you will not need to chase down product to drop ship. If you focus on less-competitive items you will win. If you want to compete and unload the "popular" items you will surely fail. Competition is too high so stick with the small stuff.

Here are the top mistakes people have when they start drop shipping for the first time:

- Assume they will be a billionaire in a week...
- Browsing the catalog for that one magical item that will land them a huge magnificent profit...
- Markup products super high in their store, amazon, or ebay...

Think of selling online as a numbers game, not a "get rich quick" game. Look, drop shipping portal will not make you rich. You have to work for it because nothing is free. This philosophy is not the cost of doing business but a fact of life.

Why look for a huge big ticket item with an enormous profit margin when you can sell thousands of other products and make \$100 bucks a day or even \$1000

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bucks? \$100 is not bad for a few clicks on a few products.

When you find a few products to list on ebay, sell them and you'll see you made 5-10 dollar profit. I sell [USB/PS2 trackball mice](#) on ebay. I make 5 bucks a sale. I know what you are thinking "Whoop Dee Do, 5 bucks." When you look at the big picture you will see that a mouse here and lock there can add up and if I list these items to end the same day then I can double or triple my profit. And if I sell 10 a week then hey that's \$50 bucks per week. If you add a few more product to you line the next thing you know you've achieved your goal of over \$100 bucks a day selling product.

Hopefully this painted a picture for you. It's really staying away from the high profit margin items and searching for many many profitable items at a time. If you have experience selling on ebay then this should be a piece of cake for you!

Another tip... Keep your listing price realistic. I would sell [this](#) for \$15,000... I would target a \$100-\$200 profit keeping it realistic for sales on ebay. Think about what items you would start to list on ebay. I have tried almost all drop-shipping companies online. Some of them oh, and ah you to take your money. There is only 1 Drop Shipper that can help you become a winner. My #1 Choice for a drop shipping company is [DOBA](#). I use doba this very day selling items on ebay. Doba has a great line of things to get you started selling right away. I highly recommend the following:

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1. [Cutlery](#)
2. [Stainless Steel Flasks](#)
3. [NFL Merchandise](#)
4. [Telescopes](#)
5. [Belt Buckles \(Always a good profit\)](#)
6. [Headphones](#) (Everybody is looking for headphones. I sell 25 headphones a week!)
7. [Cold Steel Blades](#)
8. [Hammocks](#)
9. [Bean Bags](#)

Okay I can't give all my secrets away. Remember Sell a few products at a time and watch your profits grow. Don't get in a hurry to become a billionaire and be realistic when pricing your product. You will make money only if you want to.

Why haven't you signed up? Your missing out on some good profits...

Checking out Doba's wholesale products is a lot of fun. I like to check out the pioneer in-dash systems. The profits for these on the internet are pretty good. However, I don't really look for supper popular items to sell on ebay. Electronics can be really good to sell but coming across a hot electronic to sell can be like pharana's fighting over a meal when starved. That's a fact of life. First come first serve. Besides, popular electronics become saturated on the world wide web and profit margins diminish. The whole key to selling on ebay is to find a niche product. What's a niche product? ([Learn about Niches here](#)) How about instead of looking for the giant Samsung Super TRICKED out Plasma, LCD Wide-screen

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bla bla bla product. Focus on the needs of consumers instead of their desires.

That's when It dawned on me....

One day while browsing their online catalog I found my self looking into Doba's greddy car parts and kits. I noticed that a lot of the content describing these products flipped a switch in my head! You know the part where a light bulb appears over your head when you have an idea. I saw the word aluminum! I typed it in and found a whole bunch of stuff that I wasn't even thinking of!!! Next thing I typed in brass and found a keyless touchpad door bolt lock. What's so special about that? Well, I know that the rest of sellers weren't looking for a dead bolt lock so I listed it on ebay and spilled it for a &16.00 profit. They were all mine. I sold every one that doba had. So instead of trying to type words like "MP3 Player" or "IPOD" try typing in words that things are made of.

(Tip If you are selling electronics like mp3 players, suggestion Music Downloads for free in your auction can increase your profits. No Joke!)

- GLASS
- MERCURY
- PLASTIC
- COTTON
- RUBBER
- BRONZE
- FELT
- MESH
- WIRE
- On & On...

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You will soon learn that you are finding niche products. I found a Honeywell Air Purifier by typing Allergy... I'm glad I did I've sold nearly twenty from march to the day I'm typing this out. I can sit here and tell you all day long untill I'm blue in the face about tips/trick/secrets about Doba but guess what you'll never know untill you try it and see for yourself. What are you going to do?

Power Sellers, looking for more products to sell on eBay? Access 250,000 products and dozens of drop ship suppliers with 1 account. We are the only drop shipper that is an eBay® Certified Services Provider – [We Ship Directly to Your customers. Doba.com](#)

## **Tools, Tips & Tricks to score MORE eBay Customers!**

There are other ways to get bidders to your auctions other than what eBay already has brought to the site.

I personally use [this site](#) to pull customers to my auctions. This tool can pull more hits to your auctions than ever. I know it may sound silly to use this method but if you think about it, advertising with [this tool](#) recruits customers without forking out big advertising bucks. All you have to do is set up an account FREE and start flooding your auctions.

If you have any suggestions or comments regarding this Resource, I would love to hear about it. Please email me at [ephpeter@gmail.com](mailto:ephpeter@gmail.com)

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## ***Top Auction Tools - Directory Auction Tools and Resources -***

- Auto Auction Center - **Make Money on Ebay**  
[View Auto Auction Center Now!](#) Get a jump start with you auctions on autopilot!
- Government and Police Auctions - **Cash in on Government Assets**  
[Get a piece of the Government Assets Now!](#)
- Auction Inspector - **Keep your Auctions in Tip Top Shape**  
[Get your Auctions Inspected & Inspect Others!](#)
- Auction Profits Unleashed - **Spike your ebay Auction Profit**  
[Unleash your Auction Profits Now!](#)
- The Auction Revolution ebay System - **Revitalize your Profit Income**  
[View The Auction Revolution ebay System today!](#)

## ***Legitimate Honest Work At Home Jobs***

- Best Source For Flexible Jobs - **Find a work at home job that's right for you**  
[View Best Source For Flexible Jobs Now!](#)
- Traffic Manifesto - **Are you getting the right traffic to your auction or web site?**  
[View Traffic Manifesto Now!](#)
- Your Bill Killer- - **Learn to Start your home business**  
[Kill your Bills Now!](#)
- Home Job Stop **Legitimate Work at home Jobs**  
[Get a Job and watch the kids!](#)
- ICashCamp Automated System **more cash never hurt anyone**  
[Get ICashCamp Automated System and earn more CASH!](#)

## ***Notable Money Makers for Savvy Internet Entrepreneurs***

- Money Animal **Just Launched**  
[See if you can bring in the big bucks with Money Animal](#)
- \$160,000 Per Month With Google AdWords **You can Make money with Google**  
[Most Make good money with this one.](#)
- Two Minute Profits **Profits in minutes No JOKE!**  
[Start Your 2 minute Test & earn Cash](#)
- Google Profits **Google Is full of Money Making Options**  
[View how to make Google Profits in your pocket](#)
- Profit Monster - 2007 Adwords & eBay(R) Income Streams **Never Ending profit with google**  
[Google Always makes you money Start Now!](#)

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## *Help to Get started with Wholesale*

- **Make Money In The Wholesale & Distribution Business**  
[Start Now!](#)
- **Make Money In The Wholesale & Distribution Business**  
[Wholesale Designer handbags Start Now!](#)
- **The Business Professional Wholesale Licenses**  
[Do you have your Business License? Start Now!](#)
- **Own A Jewelry Business For Less Than \$50!**  
[Jewelry Businesses are Awesome Money makers! Start Now!](#)
- **Small Business & Handcrafters Guide To How To Wholesale Your Products**  
[Do You make something? Start Wholesaling your product Now!](#)

Every single one of these tools will help you get traffic, increase bidding and in turn will bring in more profits.

If you have any questions! ANY AT ALL! I will respond. [ephpeterson@gmail.com](mailto:ephpeterson@gmail.com)

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