

Your Selling Guide To eBay

****Selling on eBay ****

I am so excited about this section of my e-Book. Selling on eBay can be so fun and at the same time you will earn extra cash. It actually took years for me to learn the basics. It was a trial and error process. That is why I decided to write this book. I wanted to pass on what I have learned to people like you. This information is going to save you time, and make you money!

The selling process is different from the buying process. You not only want to sell your items, you want to sell them and maximize your profits. That is the key. My tips and strategies will help you do just that.

Setting up your accounts

eBay Account

Setting up is easy. If you already registered to buy on eBay, you are ready to start selling. You can use your same account to both buy and sell on eBay.

If you have not yet set up your eBay account, please sign up through my affiliate link by going to www.toddlers-are-fun.com/ebay-paypal-sign-up-page.html

If you can't click on the link above or cut and paste it, please be sure to type it in exactly like it is above. Once you set up your account you are ready to sell on eBay. It's that simple.

PayPal Account

If you did not set up your Paypal account please sign up through my affiliate link by going to www.toddlers-are-fun.com/ebay-paypal-sign-up-page.html

If you can't click on the link above or cut and paste it, please be sure to type it in exactly like it is above. After setting up your account request a PayPal debit card. It is free to get one. They are great!! You will have access to your money immediately with this card. It's linked to your PayPal account.

You will find this card so useful. I will talk about this more later on. Again, I have to stress the importance of this. **Don't forget to request your free debit card from PayPal when you set up your account!!**

Selling your Items

You can sell just about anything on **eBay**. This is a true fact. If you have an item and you are not using it, someone will purchase it on **eBay**.

So before you begin selling, start “researching”

Go to **eBay**'s homepage and type anything of interest in the search bar. It could be something that you collect. Type in shower curtains, or a certain movie you like. It's there. Someone is selling the item you want. This is the beauty of **eBay**.

You may have some items around the house you no longer use. Why not sell it and make some extra money? Maybe you have 3 or 4 of the same items that are brand new. Sell the extras you have no use for. My big thing that I sell is my son's used clothes and shoes. When he would out grow them I simply sell them on **eBay**. I then turn around and take the money I made from selling his old clothes on **eBay** to buy his new clothes. I rarely ever pay out of pocket for his new clothes and shoes. This is the beauty of **eBay**. WOW!!

It also doesn't have to stop with just things you personally have in your house. I will be writing another book with tips on how to find merchandise to sell CHEAP, and make a profit. First let's learn the basics and sell some items that you already have. Are you ready to start? Let's begin.

Research the Item

Researching the item is important. Allow me to explain. You go to **eBay**'s home page and type in your item that you wish to sell in the search bar. Type it in different ways.

For example: I have a boys Ralph Lauren shirt boys size 3t.

1. I would type in boys size 3t Ralph Lauren
2. Boys size3t Ralph Lauren shirts.

Check out what others have their shirts selling for. First of all check out their feedback. Are they a newbie? Or are they a power seller? You can learn a lot from power sellers.

Remember the number by their user name is their feedback score. Check out their shipping costs on a similar item, that you would like to sell. Check out to see how much they started their bid for.

Important tip: Examine auctions that are similar to an item you would like to sell. “Absorb” any helpful information from other sellers. You can learn good helpful tips. You can also learn what not to do. This is the greatest strategy when you sell on **eBay**. Learning from other great sellers is the key.

Look at the similar item up for auction by a “higher” positive feedback seller. Read their title and then ask yourself some questions.

What categories do they have their shirt listed in? How did they describe their item in the title?

When you sell an item, put yourself in the shoes of the buyer.

What would you like to know if you were buying this item? Remember this because you should answer those similar questions in your titles and descriptions when you list your items for auction.

The Category

The category you list your item in for sale is important. This is called the main category.

For example:

I am going to sell a Boys size 3t Ralph Lauren Shirt NWT!!!! My main category to sell this shirt would be in the boys size 3t tops and shirts category. Please, don't worry **eBay** will help you with this process. It really is simple finding the correct category. When you go to list your item, **eBay** makes it easy.

You will type in the item you are selling and then you are given categories to choose from. It's really quite simple to decide which category you will sell your item in. **eBay** guides you through this process.

The Second Category

eBay suggests that you place your item in a second category. I recommend that you **DO NOT** do this.

It costs 50 cents more. I never found this second category to be necessary.

Remember the idea is to make the most profit. You don't need to list in a second category. When you add a second category this will double your fees. Just pick the best main category for the item you are selling and you will be fine.

*** The Title***

The title is the first statement you will see about an item. Therefore, the title is extremely important. It is just one line, sometimes two. (Two lines would be if you choose to pay extra for a subtitle.) Your titles are the key to selling your items. Allow me to stress that again.

Your titles are the key to selling your items on eBay.

Pay close attention to other sellers who have similar products with high feedback and high bids. Look at how they described their item in the title.

Learn from them!

It is important how you describe your item in the title. Depending on what people are typing in, you want them to find your item. This is going to vary depending on what you are selling. Make sure you put all of the basic important facts about the item in your title.

For Example: *With clothing and shoes.*

I would make sure I had the following key points in my title when I was selling clothing or shoes:

1. Is the item for boys or for girls? Or is the item for men, women or unisex?
2. The size of the item
3. If it is name brand who is the designer? Who manufactured the item?
4. The condition of the item, is it NWT (New With Tags) Or NWOT (New Without Tags) Or Excellent condition, Great condition Etc. Is the item used?

You may be thinking “Huh?” I’m confused with those abbreviations. Well, here is a list of some abbreviations that are standard on **eBay**.

eBay Title Abbreviations:

NWT = New With Tags. Item is Brand New With Tags and has never been used.

NWOT = New Without Tags. Item is still brand new but the tag is not on the item but again it has never been used.

NIB = New In Box. Item is brand new in the original box it came in.

NIP = New In Package. An item is new in the package and has never been opened.

EUC = Excellent Used Condition. An item is in excellent used condition and could be like new.

Now back to our titles. You want to fit **all** the key points that you possibly can in your title. It has to be short and sweet. You only have so many characters so this will be a learning process. You’ll get the hang of it quickly.

So after utilizing all these key points I showed you, my title would read as follows:

Boys size 3t Ralph Lauren Shirt NWT!!!!

That would be my title. Again, it’s going to vary depending on what item you are selling.

Fit all of the major key points as you possibly can in your title. Again, do your research. Look around and see how others (who have high positive feedback) are describing their items. Try to follow similar guidelines for your item. Make sure you include the important points about your item.

I will stress this point. It is so important that you place yourself in the buyer's shoes. Imagine you are the buyer. What questions would you want answered? What would catch your eye to make you click on the item and read the description? You want a potential buyer that looks at your item to bid on your item. This will lead me to my next important tip.....

****The Gallery Picture****

This is another important **KEY** factor to selling your item. You are probably wondering what is a gallery picture? The gallery picture is the little picture of the item you see on the right hand side of the listings. Most buyers won't even bother looking at your item if you do not have the gallery picture. Many people go wrong in this area.

The gallery picture is now offered for **FREE**. Ebay has now made this option **FREE** which is Fantastic!! Items sell 75% more when you use a gallery picture. I have tried both methods. I have used a gallery picture in my auctions. I also did not use a gallery picture in my auctions. Well the conclusion was, I will never sell an item without using a gallery picture. Here is why:

As a buyer, I never look at an item unless it has a gallery picture. There are many buyers who feel like this. Most people won't click on your auction unless they can see what it is first. This is why it is so important to allow them to see what you are selling. Use the free gallery picture feature. The next thing you have to do is make sure you take great pictures and invest in a good digital camera.

Which will lead me to the next tip..... *Your pictures.*

****Your Pictures and Your digital Camera****

Your pictures sell your item. It's that simple. A buyer is looking at the picture of an item to determine whether or not they want to purchase that item from you.

It's just like buying an item from a catalog or online. Your pictures are yet another important **KEY** factor to selling your items.

You want good, **clear pictures**. Purchase a digital camera that takes great pictures. Take front and back pictures of the item. If the item is a brand name, take pictures of the tags to show the buyer that it's a brand name. Again, "research" other items and see how others are doing it. Look at their pictures.

Try to take close up pictures of the items if possible. If the item is a used item and it has blemishes or something wrong with the item take pictures of the blemishes.

Believe me items still sell even used and with blemishes. Such as stains on clothes, scratches on dvds it really doesn't matter. As long as you are honest in your descriptions and have photos with the flaws, you can still sell any item.

This is the wonderful world of **eBay**.

You may think to yourself "there is no way I can sell this shirt. It has a hole in it..." Wrong. Big Wrong!!! You can sell just about anything on **eBay**. Regardless of it's condition, **AS LONG AS You ARE HONEST**. You must always be honest in your descriptions. If you are wondering what the descriptions are, I am going to explain them now.

****Your Item Descriptions****

Your description is self explanatory. This is how you "describe" the item you are selling. You must be very clear and informative. Your descriptions can be as short as you'd like or as long as you'd like. There is no limit to characters, so use this to your advantage.

Get to the point but at the same time don't leave anything out when describing the item. Your pictures should speak for the item. Your descriptions should also speak volumes about the item you are selling.

Remember when describing your items always include the key points about the item.

For example:

When you are selling clothes, remember to mention the brand, the size, the colors, where the logos are located, and the condition of the item. You can understand where I am going with this.

One of the most **important key factors** is that you have to tell if the item is from a clean smoke free or pet free home.

If you have pets or smoke, you need to write this in your item descriptions. Also, throw in some personal information to keep it “friendly”. You’ll also want to remember to keep good customer service skills at all time.

Here is an example item description as it would be written. You can use this as a crutch for yourself when you write your own item descriptions.

My sample description for a Boys size 3t Ralph Lauren shirt NWT!!!

Up for auction today I have a Boys size 3t shirt by Ralph Lauren. This shirt is a long sleeved button down oxford shirt. It is navy blue and red plaid. The Ralph Lauren logo “POLO” horse is on the left side of the chest. This shirt is Brand New With Tags and retails for \$45.00. I bought this shirt for my son but he never got to wear it. So whoever wins this auction is getting a great deal. This shirt comes from a clean, smoke free home. Thanks for looking and Happy Bidding!! If you have any questions about the item Please feel free to contact me. Thanks!!

This is a sample description. It includes all of the key points that I talked about. You want to make sure you address all the major key points in your description. You also want to be sure you don’t drag out your description either. Keep it friendly and cover all the major key points. This will save you time in the long run.

When you don’t cover every key points in your description a buyer will contact you. It’s fine if a buyer has questions, but you do not want them to ask basic questions when the answers should already be in your description.

I will give you a sample description for a used item.

Sample description for a Boys size 3t Ralph Lauren shirt GUC!!

Up for auction is a used boys size 3t shirt by Ralph Lauren. This shirt is in Good Used Condition. This shirt is a long sleeved button down oxford shirt. It is navy and red plaid. This shirt is used and has some wash wear. It has no holes or stains. The colors are still very bright. The Ralph Lauren logo “polo” horse is on the left side of the chest. On the right side of the chest there is a pocket. My son only wore this shirt a few times so it is in great condition.

You are getting a great deal with this shirt. This shirt comes from a clean smoke free and pet free home. Thanks for your interest!! Happy Bidding!! If you have any additional questions please contact me!!!

There you have it. Keep it nice and simple and include all of the key points. If it is a used item then remember to include all the flaws.

You **DO NOT** want to misrepresent yourself or the items you are selling.

Always remember to put yourself in the buyer's shoes. How would you feel if you purchased an item that when you received it, it was not the same as it was described? You would be upset so remember that when describing your item.

**** A little note **** In the end of **EVERY** description you should include a quick note about shipping prices. Inform international bidders that they should contact you for a shipping price quote before they bid on your auction. I will explain this later in the shipping prices section. You should also inform the bidder if you do not have a return policy. Include any other little requirements that you have as a seller. It is your right to require this information. For example, at the end of my description I will always include these bidder requirements that I require as a seller.

Sample requirements at the end of my item descriptions:

* We ask that payment be made within 3 days of the auction's closing. If you have a problem with this please contact the seller.*

International Bidders please contact me and get a shipping quote BEFORE you bid.
Thanks!!

My shipping prices do reflect the cost of materials.

****If you have a feedback score of 15 or less contact me before BIDDING****

There is a reason for placing this paragraph at the end of your descriptions. You will find people who will win your auction and just pay for it when they feel like it and not even contact you. You will get very frustrated with this quickly. You want to be paid in a timely manner. So by placing that sentence in the description it kind of gives the bidders a heads up that you really don't like to deal with non-payers.

Also international bidders shipping costs are going to be higher than U.S.A. costs.

You will have to do some checking into their country, Zip code for fair shipping costs.

You will need them to contact you and give you the necessary information so you can calculate their shipping costs. When you do have an international potential bidder interested in your item, have them contact you first, **before** bidding.

Now the last sentence in my sample description above I wanted to show you what other sellers use at the end of their descriptions.

This Sentence:

****If you have a feedback score of 15 or less contact me before BIDDING****

There are some sellers who will not allow a buyer who has 15 or less feedback to bid on their items, especially if the potential buyer doesn't have 100% feedback.

I however do not discriminate this way. I have had more good customers who had 15 feedback or less than bad ones who did not pay. This however is strictly up to you. Just because they are "*newbies*", doesn't mean they won't be great customers.

Try and remember that we were all new once. Sellers gave me a chance when I was a "*newbie*". Look at me now. I have 100% positive feedback and hundreds of eBay transactions. So pass it along to other "*newbies*" and allow them to bid on your auctions.

You are going to have non-payers. That is just reality. Don't be afraid to give everyone a chance to win your auction though. It's more money in your pocket and you can potentially have repeat customers.

Designer Listing fees:

You can change your font style and font colors when writing your descriptions free of charge. You can also choose a listing designer for a small fee. It costs .10 extra.

What this does is make the background of your auction designed. There are flowers, or flags etc. You can choose a boys theme or a girls theme. You can pick holiday themes or seasonal themes. The choice is yours. You can use this feature if you choose to. I **do** use this feature from time to time.

Again, the idea of selling on **eBay** is that you want to make the **most profit**.

I've found that the listing designer feature really didn't sell the item better for me. I never saw more of a profit by using this feature, so, I elected to use it on occasion just to change things up a bit. I will use it more often now since the gallery picture is FREE.

The choice however is yours.

Remember all the little extra fees can add up, taking away from your profits. So follow my tips about what you need to use and what not to use. You'll be happy you did.

For example:

You have a listing fee. If you need to use additional pictures it will cost you .15 extra per picture. So each time you add other features it will cost you more to list your item. ***You do not want this.*** You want to make the most money from your item. So just be careful and do not use unnecessary features.

Depending on the item you are selling you can decide if you need to use these extra features.

Just because the features are offered by eBay doesn't mean they will sell your item any faster. It doesn't mean that they won't either. The choice is really yours to make.

Just decide by your item and how much profit you would like to make. **YOU** can control your profit amount with these simple tricks I am sharing with you. **You CAN'T control how much your item is going to sell for.** However, you can control how much it is going to cost you to list your item.

****Start Times and End Times for your auctions****

This is one of the most important parts of this E-book. In my opinion, this part alone is worth this price of this book. This part is a best kept secret of eBay. You will make more money by mastering ***auction start times, and end times.*** For a long time, I got caught up in the fact that I wanted my auctions to end quickly so the items would sell faster. **WRONG!!!** The key is, you want to give buyers a chance to see your item for as long as possible. Some people may work during the week and do not shop on eBay until the weekends. This is a true fact.

Auctions that close on Sunday's will sell for more than opposed to an auction ending on a Tuesday night. I made this mistake for years. I potentially lost huge profits because of this mistake.

Now I will share with you the **crucial** start and end times for your auctions.

Start Time:

The ideal start time you should begin your auctions is on **Sunday at 10:00 PM EST.**

End Time:

The ideal end time to end your auctions is on the following **Sunday at 10:00 PM EST.**

You should always put your item up on a **7 day auction.** You start it on a Sunday for a 7 day auction so that it ends on the following Sunday. Every potential buyer is going to get a chance to see your item. This also give buyers who live on the west coast time to bid. If it's **10:00 PM EST**, it's only **7:00 PM PST.** I'm sure you get the point right?

Now you are probably wondering how to put your auctions up at the exact same time every Sunday? Well that leads me to my next tip. This tip is the automatic *scheduled start time feature.*

Scheduled Start Time

This feature is a life saver!! I mean it is Fantastic! This will make life for you as the seller so much easier. This feature costs .10 extra per auction but it's well worth it. With this feature you can list your items anytime at your convenience. You simply schedule it to go up for auction on the day and time you select. Allow me to explain this in detail.

Let's say I list my auction on Wednesday. Well when it gets to the point of the scheduled start time I will select my auction to be listed on Sunday at 10:00 PM. EST. I will list it for a 7 day auction and then it will end the following Sunday at 10:00 PM. It's that easy. So on Sunday at 10:00PM EST. the auction will automatically list. How great is this!!! I love **eBay!!!**

Special note:

eBay, operates of off PST. Pacific Standard Time is three hours behind EST, or Eastern Standard Time. Be sure to know what time zone you are in when listing auctions and using the scheduled time start feature. Since my time zone is EST, I always give the entire country plenty of time to bid on my items. If I close my auction at 7pm PST, this means that it will close at 10PM EST. Setting it up this way gives bidders around the USA plenty of time to bid.

So what I normally do is list all week long. You can put auctions up everyday during the week. By using the scheduled start time feature you can list at anytime, and yet have your auctions go up for sale on the day and time you select. Being a stay at home mom this feature is extremely useful.

So say I have listed 10 items during the week. I have set my scheduled start time for my auctions to automatically list. Well on Sunday night at the scheduled time all 10 of my auctions will go up for bidding. It's fantastic!! Again these are the **Best** times for your items to sell on **eBay**.

IMPORTANT NOTE

Again, **eBay** works on Pacific Standard Time!!! So make sure that you list your scheduled start time according to your specific time zone.

This is very important because you could easily set the wrong time. Make sure that you are aware of the time difference between the time zone you live in and Pacific Standard Time.

Example: I live in an Eastern Standard Time Zone. Pacific Standard Time is 3 hours behind Eastern Standard Time. Therefore, I would schedule my items to list on Sunday at 7:00 PST. My item will then list at 10:00PM Eastern Standard Time on Sunday.

If you don't know the time difference between your time zone and Pacific Standard Time, then make sure you find out. You will be able to get the answer to this question on the internet. Make sure that you do the research and find out the exact time.

It is very important that your auctions list at the appropriate times.

Shipping Charges

This section of my book is the most controversial. There are some sellers who will not make a profit from their shipping costs.

I disagree and I feel this is an area where you can make a little extra profit also.

I only try to make \$1.50- \$2.00 off of my shipping prices. There are some sellers who make \$5.00 or more. The choice is strictly up to you.

Believe me, when I first started selling on **eBay** I took a major loss on shipping charges.

I didn't quite understand the concept and I wanted to keep my shipping charges extremely low. **WRONG!!!** It took several years for me to finally realize what a mistake this was.

When I started on **eBay**, postal scales were not as cheap as they are today.

I learned the "*old fashioned way*" to make a profit from my shipping prices. It takes practice. So I am going to pass these great tips on to you. This is going to be a trial and error process if you elect not to purchase a scale.

Getting shipping prices correct takes practice.

***Research! Research! Research!** Again, this is like your greatest tool on **eBay**.

Go and visit other auctions where a seller is selling a similar item to the one you would like to list. Check out that seller's feedback. Check to see if they have a 100% feedback or if they are power sellers. Look at their shipping charges.

Research and find out the going shipping rate that others are charging. Now this really is going to be a trial and error process, unless you purchase a scale.

The Postal Scale

The scale can be a life saver, especially for printing out your own postage and shipping labels.

However the scale will not help you set your shipping amount. It can only roughly give you an idea.

Depending on the winning bidder and where they live you are not going to determine how much shipping will be. The scale is going to weigh the package and you will get a rough estimate. That is fine.

If you do not want to purchase a scale then you can take the item to the post office and have them weigh it. The choice is strictly up to you how you choose to go about it. Either method will give you a **rough** estimate of how much it will cost to ship your item.

*** Shipping for smaller items***

Shipping materials you will need:

1. Package of clasp envelopes 6 in a package
2. White tissue paper or/ box of Ziploc bags large freezer size
3. Packaging tape
4. A postage scale (optional)

When I have small items, such as my sons shirts or a pair of his shoes, I buy some clasp envelopes. These envelopes usually come in a pack of six with the wire clasp. The whole package may cost me a dollar. I always state in my descriptions that my shipping prices do reflect the cost of shipping materials. I state this simply because I am purchasing these materials to ship their items in.

Now a good practice is to wrap your items especially clothing in a piece of tissue paper before you place it in the envelope before shipping. Some sellers will use Ziploc bags instead of the tissue paper.

I have found that tissue paper works better and is cheaper than buying Ziploc bags. The reason you are doing either of these steps is just in case the envelope gets torn during shipping. This will ensure the item is protected. I purchased an item one time and when I received it, the envelope was torn and the shirt was dirty. I did not appreciate receiving my item like that. So I will not ship an item that I sell without doing this step. You should practice this as well.

Always remember the feedback system. You want to stay at a 100% feedback rating. When you take extra steps such as this, you will earn great credibility with the buyer.

These tips are for smaller items that are not too heavy. Wrap your item in the tissue paper and then place it in the envelope. Then close the envelope with the wire clasp and use your packaging tape to tape the envelope closed. This ensures double closure for shipping.

****Shipping for medium to large items****

Shipping materials you will need:

Go to www.usps.com and order your priority materials for **FREE**. That is correct for **FREE**.

Allow me to explain. If you have items that are larger and won't fit into your wire clasp envelopes, then you should ship those items using priority mail. Here is why. If you ship an item using priority mail then all of the priority mail shipping materials are Free.

You can receive various size boxes, envelopes and shipping labels for free. This will save you money BIG TIME!!

You can go to the post office in person but it is so much easier to go to www.usps.com and order these materials for free. There is no charge and they will even ship them right to your house!!!

The mailman brings them right to my door. So *utilize this service*.

You will receive more by ordering online. If you go into your local post office you may only be allowed to get a few boxes. Online you can get the boxes in bundles of 25 at a time. Again you don't even have to leave the house. WOW!!

So after you order online, you may need to go to the post office for a few boxes to get you started until your package comes.

Remember that when you ship using priority, packages start at **\$4.05**, including the priority envelopes. So again, keep in mind that you still will want to make your profit, so you are going to have to adjust your shipping prices accordingly.

I have been doing this for so long that I can set my shipping prices **without** using a scale. I do highly suggest that you purchase a scale. You can buy one on www.usps.com or you can purchase one on eBay.

This will help you achieve a more accurate weight and shipping calculation.

Again, I used the *trial and error* method which took many years to master. The scale will be instrumental in you achieving this method quickly. Look into different scales. You may be surprised at how cheap you can purchase one.

International Shipping

I personally love working with International Shipping. It will be exciting to see buyers from all around the world purchasing your merchandise. It's Great!! The only stipulation that I have is that an international buyer e-mail me for a shipping quote **BEFORE** they bid on my item. This truly is a standard practice of most sellers on eBay. There are several reasons for this.

When you get into selling several items at one time you have to be aware when you send an international buyer an invoice. This is after they have won your auction of course.

On the invoice you will have to change the shipping price to whatever the quote was that you gave the international buyer. So keep an accurate record.

Use a computer program like notepad or something similar to keep track of all your international shipping quotes. It really makes things easier.

Take these steps when giving an international shipping quote.

1. Have the potential buyer e-mail you with their **COMPLETE** address. Street address, city, country, and zip code or country code.
 2. Go to www.usps.com and you can get a shipping quote for their country. You will use the shipping calculator and estimate the weight of the package. If you have a scale simply put in the exact weight and it will tell you the amount that shipping is expected to be.
 3. Add the profit you would like to receive with the shipping quote.
- Then e-mail the potential buyer and give them your total quote.

For an example:

If I have a person from London, England wanting to purchase a shirt that I have for sale. I go to www.usps.com and get an estimate of \$6.50.

I add on my profit of \$2.00. So the total I e-mail my potential international buyer is \$8.50 to London, England.

****PAYMENT METHODS****

This is a very important section. You have the choice of what type of payments you will be willing to accept from your buyers. You can accept Personal checks, money orders, and of course PayPal. Here are the best methods that I think should be accepted and not be accepted.

Personal Checks:

You should **NOT** accept Personal checks. You do not want to open this can of worms. This could be a **huge** potential problem. You don't want to worry about insufficient funds etc. So I suggest that you **DO Not** accept Personal checks.

Money Orders:

You should accept money orders. I however would encourage your buyers to pay you by ***Postal Money Orders only***. This is because you can cash a postal money order right there at the post office. Don't require this though, simply encourage it.

PayPal:

Who doesn't love PayPal? This is a no brainer. You will receive your money fast and you can use your PayPal debit card to spend your money.

Now there are sellers who will only accept PayPal. I however believe that you may exclude potential business by doing this. Give your potential buyers some other options. By accepting money orders you give buyers another option for payment.

I believe that you lose profits by accepting PayPal only. I love PayPal and I actually prefer it. But, I am not going to cancel out anyone who doesn't use PayPal, so I accept money orders too.

Trust me it makes a difference.

*****Post Office Box*****

If you read my buying guide you would have read the section on Post office boxes. I feel that when you are dealing with **eBay** that you should do **ALL** of your mailings through a Post Office Box. It is relatively cheap to rent your own box. This way you can have your money order payments sent to your P.O. Box. The choice is yours. The post office box is also beneficial when you buy on **eBay** as well. When you make a purchase on **eBay** have it mailed to your P.O. Box. This is the easiest and safest method especially in this day and age.

Also I will say that most people who buy and sell on eBay do not have a P.O. Box. They seem to buy and sell with little or no problems, so having a Post Office Box is **Not** mandatory.

Well, this e-book has been a joy for me to write. I love eBay and love buying online period. It truly is the now and the future. I hope that you have received some useful information from my selling guide.

eBay is huge and expanding every day. These tips will help you get the basics down and you will learn more by just plain experience. Don't be afraid to use eBay. Explore it and have fun with it. Buying and selling can be so much fun!! How wonderful is that!! You can sell your items, make some money and have fun while doing it. There are so many people who make a great living selling on eBay. Also look into the programs that eBay offers, after you set up your account. Remember to go to eBay's site map on their home page, and don't forget the live help offered with an eBay representative.

Thanks again for your interest in my book and stay tuned for other books to follow!!

Now get busy Selling!!!

Special Note: Get Updates at: www.toddlers-are-fun.com/ebay-ebook-updates.html

The password is ebayebook. It's all one word and should be typed in as shown.

Copyright © Ingrid Lee, www.toddlers-are-fun.com

Reproduction prohibited