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The focus of The Compact Ebay Sales Guide is mainly on how to design higher quality listings in order to raise the final selling price of an item. The book is like a handbook in that it guides you through a number of topics like: listing design, customer service, photographing products, shipping, and pretty much everything else.

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The Compact eBay Sales Guide is designed to teach everyone, from newcomers to seasoned experts, the best practices for making sales and increasing earnings. This handbook is for real people who often just want to clean out the closet. For those who do decide to go pro, this intriguing manual acts as a coach, offering examples and methods to save time and earn more money. You'll Learn The one true secret of the best auctions The best times and days to sell How to add free value to your products The keys to perfect feedback ratings To design a fast, simple shipping policy How to take great photos Pricing for Auctions and Buy It Now listings Honest and effective customer relations How to manage problems To save time

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through efficiency Why people want to buy eBay items To make more than the competition, while selling the same products, through excellence in eBay selling These are just a few of the powerful insights built in to this book, based on almost two decades of selling experience. You'll learn all of my easy selling tips to seduce buyers while avoiding the rat race to the lowest price that lazy sellers get caught in. A few simple techniques will market your sales to attract people with money who desire stellar presentations. Stop competing against low-end sellers: A few simple techniques will instead market your sales to attract people with money who desire stellar presentations. Selling on eBay is a modern life skill that you will quickly master!

Even if you think of your eBay selling as a hobby rather than a

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business, the fact is that if you're making money, you are in business, and therefore subject to the same taxes and regulations as other real world retail businesses. Simply written and packed with stories of actual eBay sellers, The eBay Seller's Tax and Legal Answer Book takes you through the most common eBay transactions, pointing out all the legal and tax issues you're likely to encounter. Complete with sample contracts, forms, checklists, and disclaimers, this is a book no eBay seller should be without.

Sold! To the Highest Bidder! eBay has changed the way the world shops. Here's your chance to get in on this retail phenomenon—it's simple and inexpensive to get started. All you need is a product (or service) people want and internet access, and you're well on your way to reaching eBay's millions of customers. Newly revised and

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updated with the latest eBay tools and features, this book puts you on the fast track to your own eBay business. You'll learn: Tips for attracting interested customers and high bids How to spot trends and discover the next hot items Insider secrets from successful eBay entrepreneurs

This book will cover all of the steps you need to know to successfully sell on eBay.

eBay's own statistics suggest there are 1.3 million people around the world who make their primary or secondary source of income through eBay, with just over 700,000 of those people in the United States. Today, about 29 million people in more than 160 countries use Amazon.com. Last year, an IRS advisory committee

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recommended that online auction sites be required to file reports of sales transactions with the IRS. The committee also suggested requiring sellers to obtain taxpayer identification numbers, which would let the government track the transactions. If you are an eBay or Amazon seller, you might be paying more than you have to in taxes because you have not focused on all that you can deduct. You will learn how to take advantage of the legal tax loopholes available and how to choose the proper, legal business structure. If you run your Internet sales business in a businesslike manner with intent to profit, you can take deductions for business use of your it, home and also many other deductions. This brand new, up-to-date book covers everything you need to know to balance the books, including assets and liabilities, keeping track of transactions, payroll, sales tax, balance sheets, keeping a ledger and journal, financial

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proof recordkeeping system that works.

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essential details - Determining what to sell, how to price it, and working with services such as PayPal® - The ins and outs of the biggest growing areas of eBay business-sourcing, wholesaling, and fixed price sales - Cutting through the competition, improving profit margins, changing strategies, improved advertising and promotions, and more

So, by now you've realized that thousands and thousands of people all over the world are cashing in on eBay. Some folks are just selling the odd items lying around the house, others are full time professional sellers and traders. What they all have in common is knowledge and savvy that you lack; knowledge and savvy makes the difference between foundering in the sea of eBay, and riding the wave of sales and trade, high and dry and sitting flush! We'll

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Millions of people turn to Ebay to sell their unwanted items and to make some extra money, but getting started can be overwhelming if you've never used the site before. In "Beginner's Guide To Selling On Ebay", Ebay Power Seller Ann Eckhart walks you through the steps needed to start selling. From setting up your Ebay and PayPal accounts and writing your first listing, to packaging up orders and dealing with problem customers, this book will virtually hold your hand and guide you along the path to becoming an Ebay seller. The easy-to-read format of this book along with the step-by-step instructions will have you making money on Ebay within days!

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Anyone with access to a broadband connection can make money online. Unlike 'bricks and mortar' businesses, the online world has low entry costs; all you need to know is what to do. A Quick Start Guide to Online Selling has all the secrets of success. It explains what the best selling things online are, how to find your niche and how to get going. This easy to follow guide also teaches you the practical aspects, such as, how to set up an online shop, how to organize PayPal, search engine optimization, pay-per-click advertising, distance selling and online trading, fulfilling customer orders and planning for e-commerce. Also with essential legal requirements and case studies including how to sell on i-tunes and Amazon, as well as pitfalls to avoid, this Quick Start Guide is ideal for anyone who wants to make money online. From people with something to sell to entrepreneurs and small business, this book

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