

Make Money From eBay

EBay is the 22nd most visited website on the Internet, and unlike other sites like Google you can be sure that those visiting eBay are people with buying in mind! So why not cash in on this purchasing phenomenon? Knowing what to sell and where to sell is it the key to making money online, I will show you exactly how to find the markets, products and thus the sales! You can make a lot of money without too much work doing this:

1. Open an account at [Terapeak](#)

Terapeak is a place where you can search hot selling products and other useful information. They are members of the eBay Developer's Program and an eBay Certified Solution Provider so they are well respected amongst eBay users, it is through Terapeak that most power sellers know what to sell!

Here is the screenshot:

terapeak[™] Research before you sell. Research before you buy. 

Home Sign-Up Demo Company Log-in

Market research to increase your online sales **Sign-Up**

How to Sell
 Analyze 90 Days of eBay History. Know when to sell on eBay based on over 500 million closed listings. Maximize your sales price, find great keywords, know what sells and more.

Hot Products
 Find Great Products to Sell. We analyze every category on eBay to see which products really sell. Find in demand products with high average prices that are selling 100%.

Seller Research
 Competitive Insight for eBay. See the products your competitors are making the most money with. Track their total sales, average price, when they are selling and much more.

Seasonality Trends
 See 2 Years of Category Trends. Know the Christmas selling season better and trend any eBay category. Trend the average price, total sales, bids per listing, and success over time.

Click on the big green 'Sign-Up' button

Start the registration process and you will see choices like below:

Research Advantage Select P

Site Selector

<input type="radio"/> eBay.com	<input type="radio"/> eBay.ca	<input type="radio"/> eBay.co.uk
<input type="radio"/> eBay.com.au	<input type="radio"/> eBay.fr	<input type="radio"/> eBay.de

Discount: Get all 6 sites for only 60% more (save up to \$179)

eBayMotors.com Parts & Accessories

Addons

Hot Research

<input checked="" type="checkbox"/> Hot Categories	FREE
<input checked="" type="checkbox"/> Hot Media	FREE
<input type="checkbox"/> Hot Searches	\$3.95/m
<input checked="" type="checkbox"/> Hot Products	\$3.95/m
<input type="checkbox"/> Hot Titles	\$3.95/m
- OR -	
<input type="checkbox"/> Hot Pack	\$9.95/m

Select all 6 sites AND 'Hot Products'

Value Track

- | | |
|--|-----------|
| <input type="radio"/> Track up to 25 items | FREE |
| <input checked="" type="radio"/> Value Track Basic - Track up to 250 items | \$4.99/m |
| <input type="radio"/> Value Track Pro - Track up to 500 items | \$9.99/m |
| <input type="radio"/> Value Track Premium - Track up to 2000 items | \$24.99/m |

Total

- | | |
|--|----------|
| <input checked="" type="radio"/> Monthly Subscription | \$48.89 |
| <input type="radio"/> Yearly Subscription (SAVE 38%) | \$362.90 |

[Continue](#)

Note: All prices listed are in US Dollars.

Then you should pick 'Monthly Subscription' and 'Track up to 250 items'.

It is cheaper to select the year option, but for now it is easier to go for the monthly option, you can cancel during the first 14 days and get all your money back. Once you have confidence and start using this service a lot then it will be worth changing to yearly subscriptions.

So our total will be \$48.89 for the month, or \$0 if we cancel within the first 14 days.

So now we are registered what do we use this service for?

2. Searching for Hot Items

Got to the [Terapeak](#) website and login with the details you created in step 1.

Click on 'Hot Product'

You will see the top 250 items that are selling at the moment on eBay, all these items are the have the very best sales volumes and you can guarantee a sale with these!

Using 'iPhone' as an example:

1. Enter the word 'iphone' in the search box
2. Select one eBay country site from the 6 you have
3. Select "Listing Duration" of 7 days from the menu on the left side
4. Select listing types as 'Fixed Price' from the same menu, this will give us an average price
5. Note down the average prices then repeat for the other 5 eBay countries

So now you have the average selling price of an iPhone on all 6 country specific eBay sites.

You will also note that the successful auction process vary from country to country, take a look at the screen shot below to get a bet idea of what that means.

The screenshot shows an eBay analytics dashboard for the search term 'iphone'. The search bar at the top shows 'iphone' with a '90 Days' filter and a 'Search' button. A tip below the search bar reads: 'Tip: You can use quotes in your search to force words to appear in a certain order!'

The 'General Stats' table provides the following data:

Country	Average Price	Successful Listings	Sell-Through %
eBay.de	\$115.85	62,338	34.27%
eBay.fr	\$101.24	31,659	31.82%
eBay.com.au	\$73.72	43,024	21.28%
eBay.co.uk	\$51.66	107,155	22.02%
eBay.ca	\$98.71	8,581	33.08%
eBay.com	\$77.52	351,254	34.65%

The 'Average Price' bar chart shows the average price for each country, with eBay.de having the highest average price at approximately \$116 and eBay.co.uk having the lowest at approximately \$52.

The 'Buyer Country Sales Distribution' pie chart shows the distribution of sales by buyer country. The United States is the largest segment, followed by the United Kingdom, Germany, France, Australia, Canada, Spain, and Other.

The left sidebar contains various filter options, including 'Price Ranges', 'Additional Filters', 'Pricing', 'Listing Durations', 'Listing Types', 'Time of Day', 'Seller ID', 'Buyer Country', 'Seller Country', and 'Transaction Site'. The 'Additional Filters' section shows the current criteria: 'iphone' items on all eBay sites in CAD from Jan 25, 2009 to Apr 24, 2009.

Of course if you don't speak French or German you can ignore those countries, as those sites do not work in English.

So there you can see the average selling price for items marked as 'iphone', seems a bit low for an iPhone? Well that's because the term searched for is very generic, it will include cases, chargers and all other things which are related to iPhones. If we wanted to concentrate JUST on the phone we would search for something specific like "iPhone 3G 32gb"

Now we have our sales data where do we get the products to sell? Read on.

3. Register yourself with [SaleHoo](#)

Check <http://salehoo-discount.wegiveyouthe.info/> for any special offers!

Salehoo will offer you instant and unlimited access to over 8000 pre-screened wholesalers, including those who will offer drop shipping! It is important to use screened wholesalers, as there are many companies operating as wholesalers who will just steal your money.

There are over 65,000 people using Salehoo right now, they have all discovered it is the best place to find legitimate bargains from genuine wholesalers, liquidators and manufacturers direct. Access costs \$67, this is a one time fee. You get an 8 week money back guarantee with you purchase of access, so again you can't lose. If somehow you don't make money then just cancel, though I am yet to hear of anybody who can't make money doing this!

Primarily what we are looking for in Salehoo are drop shippers, these are companies who will take the order from you BUT deliver to somebody else. All paperwork will be sent to you, and to the end buyer the drop shipper will be completely invisible. Through using a drop shipper all risks of buying merchandise, shipping it and of course stock storage are transferred to the drop shipper. You will become a stockless retailer.

The procedure to work with a drop shipper is generally like this:

1. Enter the name of the hot selling product we found in stage 2 from Terapeak, e.g. iPhone 3G 32gb and then click on drop shippers, this will give you a list of drop ship companies who sell this product and will supply your customers. Pick one and sign up, make sure to read their T&Cs to be sure they don't have any special conditions.
2. Find the price of the item you want to sell from the drop shippers site, and compare it with the average prices we found from the eBay country sites.

So take the example that is the results screenshot if the price of the product from the drop shipper is sale \$50 you can sell it for the average eBay prices of


EBay.com.au	\$73.72	\$23 Profit
EBay.ca	\$98.71	\$48 Profit
EBay.com	\$77.52	\$27 Profit

3. You now have a product and a price point you know you can make money on, go to the eBay country you want to see in and post your product, then just wait. If you want to be really sure of a sale post your price a few dollars less than the average selling price.
4. When somebody buys and pays for your items you just contact the drop shipper, fill out their form and pay for the item.
5. The drop shipper will handle the rest of the transaction, and you just pocketed the difference.

Most drop shipper include the cost of worldwide delivery in their price, if your drop shipper does not then simply include their delivery charge in the auction delivery costs, thus your total price will be the average price found on Terapeak plus shipping charge.

If you need to work with different currencies you may find www.xe.com useful to convert currency values.

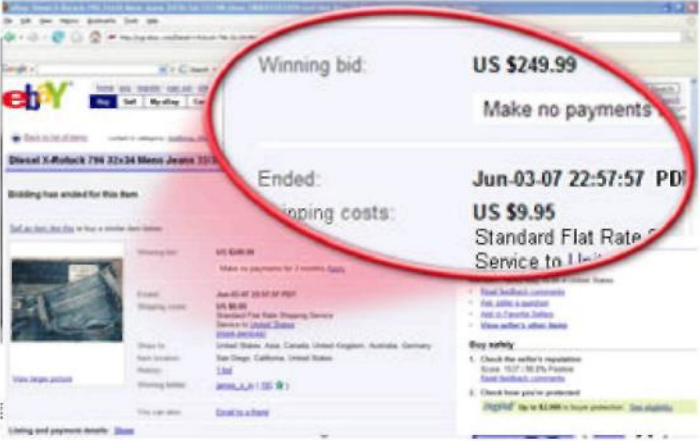
A Few Examples



Genuine Diesel Zathan
Bootcut Men's Jeans

Current eBay Price: \$249.99
SaleHoo Members Price: \$34.99


Potential Profit: \$215.00!



Winning bid: **US \$249.99**
Make no payments

Ended: **Jun-03-07 22:57:57 PDT**

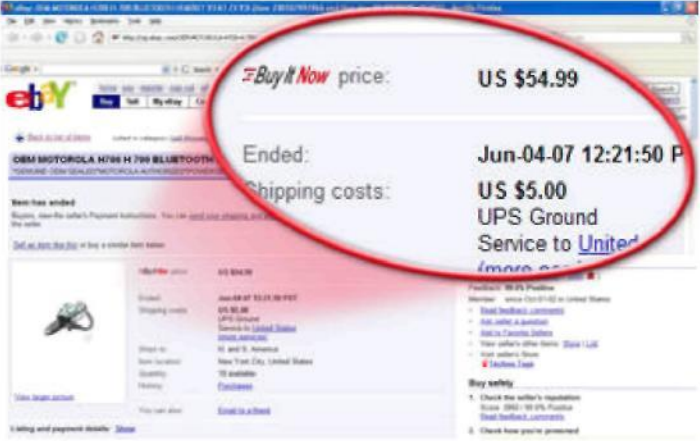
Shipping costs: **US \$9.95**
Standard Flat Rate Service to 1st Class



Motorola H700
Bluetooth Headset

Current eBay Price: \$54.99
SaleHoo Members Price: \$15.02

Potential Profit: \$39.97!



Buy It Now price: **US \$54.99**

Ended: **Jun-04-07 12:21:50 PM**

Shipping costs: **US \$5.00**
UPS Ground Service to United States



Winning bid: **US \$980.00**
No payments for 3 months

Ended: **Jan-19-08 15:03:03 PST**

Shipping costs: **US \$19.99**
US Postal Service Priority Mail Service to 1st Class

Apple iPhone (AT&T)
Ebay Price \$980
SaleHoo Price \$618.42

Potential Profit \$361.58

Special Advice For New EBay Account Holders

If you open a new eBay account then there are some special rules just for you. To help prevent fraud eBay has implemented a policy that accounts which are new will not get their PayPal fund released until either 21 days without a complaint OR the buyer leaves positive feedback.

It is possible to get around this rule by listing your items as a classified add, however by doing this you will never get any feedback. It is much better to advertise as normal and just try to get people to leave feedback, or sell some small items for a while to build up a feedback rating and trust on your eBay account.

In addition if your account is new the first five transactions you make on eBay must be auctions and not fixed price, so again use some small items like phone covers or chargers that only cost a few dollars. You can still make several dollars profit on these items alone! Within a couple of weeks you will have a trusted account, and be able to start selling the more expensive items which have greater profit margins!

Promote

All you need do now is promote your auctions, post them on Facebook (read Facebook's rules on advertising) use Twitter send out links to relevant forums etc. Just don't be spammy!!!

OK enough reading!

Go signup for your two accounts:

- [Terapeak](#)
- [SaleHoo](#)

Get busy and start making money!

Good Luck!!!