

A Few Steps on How to Make Money on eBay - The Non Bogus Version

By DesDrec From Hot Selling Items On Ebay

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There are many bogus versions around about how you make money on eBay from the comfort of your own home, and some of the facts simply aren't correct. Let's find out the real way to do this!

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By [http://ezinearticles.com/?expert=Des_Drec]Des Drec

People often wonder what the correct way or the right steps are to help them in make money on eBay: the non bogus version. Let's take a look.

I'll show you first how I make money on eBay.

1. I list several low priced eBooks on very popular topics. For topic ideas I use eBay's very own tool called eBay pulse. At this point I don't see any need to reinvent the wheel and only promote topics I already know are selling pretty well.

2. I either write the eBooks myself or I'll sell a resale right product that someone else has written. Either way, I have full control of what that person reads and the affiliate links they'll click on within that eBook. Don't know what an affiliate link is? This is a link back to high priced product where I'll share the commission if my client purchases it.

3. The low priced eBook is way of getting a new client without there being a lot of heavy risk on their side. To be fair the eBooks are quite basic and only really give the client a taste of information on that subject.

4. The idea is to promote a higher priced product within the basic one you've just sold them and then profit from any affiliate sales that may arise.

5. It's a numbers game, but a game that works very well. For example, if you promote products from the weight loss category or get rid of acne category it's very easy to up-sell (sell a higher priced item off the back of a low level entry item).

Many new eBay sellers start out selling their old junk on eBay and have a bit of success and then apply the same logic to selling new items by they've bought wholesale. I've got some news for them. In today's eBay world it's increasingly difficult to make money this way as the competition is fierce and you need to buy a boat load of stuff just to get your average wholesale price to a level where you can compete with the big boys. There's an easier way.

Sell Information Products

By selling information products, from the get go your product costs are super low. In effect the price of a CD? DVD and if you've written the eBook yourself then it's just your time that you've sacrificed. Do you see the difference. You're basically leveraging your own time to make money, promoting products you already know are selling into a hungry marketplace.

As I mentioned before, you're probably best to do your research first on something like eBay pulse to find out where the hungry markets are and where people aren't afraid to get their credit cards out!

This is the non bogus version of making money on eBay. In fact there's a book that has just been written detailing the exact same tactics are explain here:

Download it here: [<http://www.crackingtheebaycode.com>]Cracking The eBay Code

Or...do you want to learn how to find what the most popular and hot products are selling for on eBay? Find out how here: [<http://www.hotsellingitemson ebay.com>]Hot Selling Items On eBay.

DesDrec teaches and consultants with small business owners and would be entrepreneurs how to fully leverage the great marketplace that is eBay. DesDrec says, "If you have the desire and will to succeed online then I can give you the tools to be successful."

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