

Published based on [How To Sell On eBay - Getting Started](#)

# How To Sell On eBay - Getting Started

You have probably seen the advertisements on TV and on the Internet about people learning how to make money on eBay. Learning how to sell on eBay is not a get rich scheme. It requires hard work, but probably not as hard as you would have to work with a regular full time job. While you learn how to sell on eBay, don't quit your day job immediately. This is because it is going to take a little bit of time before your eBay business is making enough money to support your household expenses.

Whether you are looking to make a couple hundred or a couple thousand each month it can be done. The more you put into it the more you will get in return. You could purchase books or courses that teach you the basics on how to make money on eBay or you could try to learn on your own. Every person is different and some learn better by hunting down all of the information on their own while others do better with programs that walk them through the steps. For me, I wasn't able to get started on eBay until I had a mentor and a step-by step plan.

The first thing that you want to do when selling on eBay is to make sure that you are selecting the right kind of stuff to sell. This involves researching what products sell the best. However, if you're making your first listings, just grab a few things around the house that you no longer want. These auctions will allow you to gain experience and build your customer service ratings.

Research what is selling the best by searching on eBay for the exact kind of product you have in mind. Are there a lot of people buying this type of product? Are there a million auctions for the same item with no one bidding on any of them? Or is it in high demand? By asking yourself these questions you will be able to have a better feel of what to sell. You will also be one step closer to knowing how to sell on eBay the smart way.

After you've found a product that you want to sell, make sure that you have an advantage over other sellers. If you're selling the same product that 5 other people are selling, why would someone bid on yours? Often on eBay, it comes down to the price. Be smart in your pricing and your profit margins when you price your products. Be competitive but don't be stupid.

It may take a few weeks or months before you get the hang of selling on eBay. With proper training, you can shorten that time significantly. Before you know it, you'll be making money on eBay. You too will be another eBay success story.

Jesse Holmes is an eBay PowerSeller who has been [making money on eBay](#) for over 3 years. Before you start selling on eBay, make sure you check out his excellent free eBay Business Start Up Kit, showing you step by step how to [learn to sell on eBay](#).

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