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# Where Can I Find Product to Sell on eBay?

So you want to sell on eBay? You want to take advantage of the \$60 billion dollar marketplace, grab your piece of the pie? That's great, but where can you find product to sell?

That's likely the most common question that comes up for new eBay sellers. You've gotta have something to sell. No products, no sales. No sales, no business, right?

This is where many people get stuck, but it doesn't have to be complicated.

Once you have an idea in mind of what you [want to sell on eBay](#), you need to realize that there are one or more manufacturers looking to sell those products. Let's say it's WidgetX.

Perhaps you can find WidgetX in online stores, retail stores, or catalogs. No matter where you can buy it today, you don't want to start at the retail end of the supply chain. The higher up you are on the supply chain, the better prices you are going to get. If the top of the supply chain is the manufacturer, that is where the best prices are going to be.

That's why you need to get in touch with the manufacturer, and then find their authorized wholesalers. One of the best ways to get in touch with the manufacturer (aside from calling them directly on the phone) is to go to a trade show. Trade shows are designed to get retailers and manufacturers together. Trade shows have been where business deals have been made for years, and for you and your eBay business, this is no exception.

What you will want to do first is find out which trade show is involved for your industry. Selling garden supplies? Look online for a gardening trade show in your area. Selling consumer electronics? Check out the Consumer Electronics Show.

Getting into a trade show is a bit trickier. Make sure you have your eBay business registered and the appropriate paperwork filled out with your government. You must be able to prove that you're a real business. If you can't prove you're a real business at the door, they might not let you in.

However, once you're inside, you have access to plenty of suppliers. All around you there will be new product ideas. Network with people, get contact information and plenty of business cards. In order to have an endless supply of products to sell on eBay, all you need to do is develop some good supplier relationships.

Jesse Holmes is an eBay PowerSeller and Entrepreneur who has been [making money on eBay](#) for more than 3 years. Before you start selling on eBay, don't miss his excellent free eBay Business Start Up Kit, showing you step by step how to [learn to sell on eBay](#).

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