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# **What To Do When You've Sold A Few Items On eBay**

So you've sold a few items on eBay. Congratulations! That alone sets you apart from the rest of the crowd. There are many people who "wish" to sell on eBay full-time but never even get their first listing up.

Maybe you're starting to wonder, what should I do now? After you've sold the extra stuff around your house for a few bucks, where does the real money on eBay come from?

Well, let's talk business. What makes a successful business? What turns a single small hamburger stand into the multi-million dollar McDonald's chain? Answer: the money is always in the system. It's the streamlined and repeatable process that works, every time, all the time. And the best systems work without you having to even be there. Having inventory that automatically lists and gets sold while you sleep is just one great example.

There are some amazing tools to help you create systems, and they free you from sitting in front of the computer all the time. It's an awesome feeling waking up the next morning and seeing how much more money you got in your account. It's almost like you get paid to sleep.

Here's a couple more tips: Buy products that sell. Of course not everyone has the money to buy a truckload of products, but you need to get started and you can get started small. The key here is to do your research beforehand. What is already selling on eBay? Where could I buy it less than the current eBay price? What products are hot? How do I find them? Well...

Keep Your Finger On The Pulse. You can get a snapshot about what's happening on eBay by visiting <http://pulse.ebay.com>. This page shows what eBay buyers are looking for in each category, with the top 10 most searched for items, the most watched items and the largest eBay stores in each category. All of this information together helps you spot the latest trends. For example, right now the largest eBay stores are selling books or music. That suggests that these categories have high demand.

The eBay Pulse is a great tool to help you start identifying what is most often searched for on eBay, and what the buyer is looking for. Type those highly searched items in to the search bar and see how much competition there is. Once you find an item that is highly searched for but has a low number of competitors, you know what you should be trying to find to sell.

Jesse Holmes is an eBay PowerSeller who has been [making money on eBay](#) for over 3 years. Before you start selling on eBay, you need to 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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