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How To Lose When Trying To Make Money On EBay

According to eBay, there are thousands of sellers who rely on the auction giant to make a full-time living. However, at the same time there are thousands who tried to make money on eBay, but ended up at the top of a very large pile of failed sellers.

Look with an analytical mind and you'll quickly discover several patterns: one common set for those who have failed and another set for those who are succeeding. If you're working on a doctoral thesis in psychology, you could probably get a book published on it. But for our purposes, we'll just keep it simple.

John Paul DeJoria, cofounder of John Paul Systems, is fond of saying, "Successful people do the things that unsuccessful people won't." And, well, that pretty much sums it up, doesn't it?

Take a look at any MLM (multi-level marketing) program and you're sure to find a bevy of veteran MLM'ers who have tried virtually every program on the books, but never succeeded at a one of them. Many of them bounce from one company to the next because they are somehow convinced that if they can just "find the right opportunity," their business will take off. But it has little to do with the opportunity and more to do with doing -- or in this case, a lack of doing.

I once consulted for a new entrepreneur who was working with a well-known eBay drop shipper. This person was having difficulty finding products he could sell. So I took a look at the drop shipper he was using, researched several products, and found a few that were selling well on eBay.

After offering up one of the products as an example, he couldn't tell me fast enough that there was no way he could sell that. And that's pretty much where my involvement ended. It came down to the old business saying about success. It wasn't that he couldn't, but that he wouldn't.

I once worked with a successful young entrepreneur who was fond of saying, "The only place success comes before work is in the dictionary." Want easy money? Join my down line, guaranteed to make me money. You? Oh, well, at least it was easy, right?

eBay has acted as the catalyst for many a hard-working entrepreneur. Want that same success? Then commit to doing the work that is required for success.

As a former eBay employee and PowerSeller, Stuart Lisonbee teaches others how to [make money on eBay](#) via his free informational website where he discusses eBay tips, tricks, and strategies, including [eBay HTML](#) tips.

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