

Published based on [How To Select An EBay Drop Shipper](#)

How To Select An EBay Drop Shipper

You might think if you want to be a seller on eBay, you have to have a lot of stock sitting around. However, that's not true. You can use a drop shipper to send you products of quality, and make some profit. You have to work with qualified, high quality shippers, though.

First, make sure the drop shipper you choose has what are called live inventory feeds. Live inventory feeds let you see how much the shipper has in stock of a particular item. If the stock drops off, you'll need to adjust your settings on eBay so that your customers don't inadvertently try to buy something you don't have.

If the company is on their mark, they will also provide you with an inventory history. This will show you how often an item runs out of stock, or if it is even a popular item. You don't want to spend listing fees on an item that has a slow sales history.

You also need to find out how reliable the company is when it comes to delivering your items. If there's a long wait between order and shipping, you won't want to use them. If they ship pretty quickly and they have good service, depending on what the item is, you should be okay. Fragile items should automatically come with insurance and should ship with UPS or FedEx. eBay has a seller protection policy only if an item doesn't get delivered, so you want to make sure that a tracking result is always available. This will help prevent the buyer from saying that he or she never received an item and therefore wants his or her money back.

Another thing you have to do is to ask yourself how much money you're going to have to make in sales. Because you have to pay selling in listing fees on eBay, some items are worth it, and some items aren't. You want to be selling items that are popular, or that at least can be sold in a large enough quantity that you'll make a profit anyway. For example, if you save 10% if the buyer purchases three of something, you can actually require buyers to purchase these things in quantities of three.

Before you commit to the company, verify their setup and monthly fees for service. These fees are to discourage the average person from trying to get wholesale pricing, and the fees for certain companies can be in excess of \$1,000. Make certain you understand this information before signing on with any drop shipper. Also, verify the minimum monthly order they require for your agreement to remain active. You will be required to make up the difference at the end of the month, or face cancellation of your account.

Don't think that you can't work with these companies that have larger requirements, though. Groups have formed whereby one group will use one account with a drop shipping company, so that each in the group can invest, and still have access to the products offered. This way, people can still get the items they need reasonably priced.

When you're investigating dropship companies to decide which one you want to work with, you'll need to qualify for a company's minimum requirements, depending on what's actually in place. When you use a particular drop shipping company, you should be able to make a good profit, you should enjoy selling those products that are of high quality, and they should cost you little upfront.

Jake Sabey is Doba's Education Specialist, helping to bring [eBay dropshippers](#) and online auction sellers together by providing universal access to over 300 [wholesale suppliers](#) offering more than 1.4 million products ready for drop shipping direct to the end customer.

You can also find this article published on [How To Select An eBay Drop Shipper](#), and on the tag pages [drop shipping](#), [ECommerce](#), [online business](#), [retail](#), [wholesale](#).