

Published based on [6 Essential Tips: Making Home And EBay Business Work For You](#)

6 Essential Tips: Making Home And EBay Business Work For You

Tip #1: The fact of the matter is that on eBay you can sell virtually any product. And although you could probably find someone who would buy your fingernails, that's not really the issue. You don't want to sell just any product; you want to sell what you can consistently earn a profit. Many people starting out on eBay want to sell cool items such as DVDs or the latest electronic gadget, but this is not generally the best way to break into eBay if you are starting from scratch.

Tip #2: Regarding eBay shipping, find out what your rivals are charging for shipping and try to just undercut them while still making an overall profit on your item. If you managed to buy some cheaper materials, this shouldn't be too hard for you - most of the sellers on eBay are buying envelopes and boxes one-by-one, which is a very expensive way to do things. If you work things out correctly, you should be able to offer shipping at a price point which makes your rivals look silly, and still make a profit. Remember, too, that the U.S. Post Office (if you are in the U.S.) provides boxes printed with your business name and address free of charge.

Tip #3: Collectors are vital to eBay and could be a real asset to your auctions. Collectors are people willing to take the time and effort and to spend the money to acquire a particular object of fascination. This could be oriental carpets, vintage Grateful Dead tickets, or antique model railroad trains. Collectors pay handsome prices for objects that often seem ordinary and lackluster to anyone else. Best of all, collector's items are often found in ordinary locations, such as yard sales, junk shops, and even pawn shops. To get an idea of items in demand, you could log on to Internet forums for collectors and listen in on the kinds of things people are seeking and value.

Tip #4: What do wholesale and retail markets have to do with eBay? Well, the two environments are very different. To be precise, eBay is a wholesale selling market. Just about everything for sale is already at or below wholesale prices. Your typical ecommerce site, such as bestbuy.com or your localcoffeevendor.com are retail markets. This has everything to do with your choice of product sourcing, target customers, and profit margins. If this is the first time you have thought of this, don't worry, you are not alone. For someone running a business, though, understanding your selling environment is crucial.

Tip #5: One often neglected key to eBay success is understanding your buyer. After your auction closes but before you send the product to the buyer, take the time to find out a little about them especially if you're selling a high-ticket item that you can't afford to lose. Even if the buyer has paid, the PayPal transaction could still be reversed leaving you at a loss. So how do you figure out if you can trust your buyer? Look at their feedback for others. Go to their feedback page and click 'Left for Others'. If they leave a lot of negatives for their sellers, then you should try to get away from them as fast as you can - if you do deal with them, make sure not to leave your feedback first. You should consider a negative someone has left to be just as bad as a negative left for them. Look at feedback from sellers. Click 'From Sellers'. You might find that they have more complaints from sellers than from buyers - or, on the other hand, it might be the other way around. Some people really are just better at selling than buying, or vice versa.

Tip #6: The key to making profit on shipping is to use the cheapest materials you can get for packing, without compromising on quality. Many eBay Power Sellers have made a business out of providing sellers with quality packing material in bulk at really low prices. Always buy hundreds--or the largest bulk quantity you can accommodate--of the same sized packing boxes at the same time. Because you expect to be selling the same items over and over again, you'll need the same sized boxes each time. You will always be able to get discounts for bulk--find a wholesale packing materials supplier, or look on eBay itself. And remember, the U.S. Post Office will give you boxes free of charge and printed with your business name.

What to know more about [where to get products to sell on eBay](#)? Start learning more about [eBay product sourcing](#)!

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