

4 Secret Keys To Dominating Ebay

Author:
Resale Rights

Created On: 14 Oct 2009 10:21 AM

There is no doubt that eBay is packed with competition. Each day there are millions of dollars passing through that website into many accounts. If you follow these four tips, you will easily succeed and dominate the competition on eBay.

1) Try to get excellent feedback.

When you first sign up with eBay, you will have zero feedback. Most buyers will stay away from an eBay newbie with zero or very low feedback. Start building your feedback rating by selling personal items from around the house that you no longer want. This is a good way to get the feel of using eBay and to build positive feedback. You should invest in a good digital camera. Good clear pictures are an important selling feature on eBay. Remember to describe your items accurately and honestly. Do not try to trick or deceive buyers in any way. You really cannot afford receiving negative feedback this early in the game.

2) Do not lie about your auctions.

Do not ever use deception in your auctions or try to make money with shipping costs. If you treat your customers the way you expect to be treated you will never go wrong. You will certainly be well on your way to building a reputation as an honest future power seller.

3) Stay away from negative feedback.

If you happen to get a few bidders that do not pay, just simply resist the temptation to leave negative feedback for them. Leaving negative feedback will only result in possible retaliation by the non paying bidder and negative feedback for you.

Keep in mind that you do not want any negative feedback right now. Buying items off of eBay is another great way to build positive feedback. When you win an auction, pay for the item immediately. The result will be positive feedback for you. Most buyers will not care whether your feedback came as a result of buying or selling, just as long as it is positive.

4) Do some research before making wholesale purchases.

After you have built a significant feedback rating, you should be ready to start purchasing wholesale merchandise to sell on eBay. If you have your eye on a particular item you think might sell on eBay, first do a search of that item to find out what people are bidding. If it looks great then it is probably a good deal for you. If it does not appear to be getting many bids, you should stay far from it.

You can also do an advanced search for auctions that have already ended. This is a great way to find out the final bid price for a particular item. A few extra minutes of research can save you from a giant headache down the road. It can also mean the difference between making money or not.

Remember that eBay is the largest auction site in the world. There are people who make a living selling and buying items. They will fight the competition in order to stay dominant. After following these simple tips, you too will easily dominate the competition.