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The new CEO of eBay (EBAY) takes over the company after the resignation of former CEO Devin Veniga from the post late last year. These five companies have made it clear that they won't be cutting dividends or buybacks anytime soon, and with programs that were solid before the pandemic, they may be just what your portfolio needs right now. Although it is the world's largest online marketplace, eBay does not come up with a definitive guide to learning. At one point, there was an eBay education program where sellers could sign up for classes taught by experienced vendors, but the program ended in June 2016. Don't worry, there are many blogs written by eBay sellers for eBay sellers that are very useful for those who want to learn more about how to start or improve their eBay business. Here are some of the most popular. Formerly known as eBay Scavengers, Ryanne and Jay are two eBay sellers living in rural Virginia who made a lifelong decision in 2008 to be professional scavengers. The two left their lives draining shower-sucking jobs in California in 2008, cashed in their 401Ks, and bought a manor house in rural Virginia. Their goal will never have to work for Man ever again. These two creative and inspiring people have a huge eBay business with over 4000 items for sale. They also run rental property through Air BnB as another revenue stream. They trash in their neighborhood, go to local auctions, thrift stores, pay off Craigslist, sell art at party, and find stuff everywhere that they can sell on eBay. In addition to their blog, Ryan and Jay were doing 2 podcasts a week available on YouTube. One blog/podcast is a weekly show with a specific business theme or interview, and another is What Sold This Week is a summary that Ryanne films as she packs her orders. Their blog, called Scavenger Life: A Basket for Cash. A blog about making a living on eBay is a large community of eBay sellers having in-depth discussions and sellers sharing their numbers for the week. Most posts have over 100 comments, so this is a great place to find out and network with other vendors. Here's a fantastic blog about the things that people throw in the trash that sell on eBay. Martin, who writes a blog from Canada, has this slogan on his blog: I am a professional scavenger and entrepreneur making a living selling curbside garbage. This blog details my finds and sales. It also acts as an archive for things beautiful and historical that would otherwise have been destroyed. This blog is a great place to learn about what sells, although the original owner threw it in the bin. Martin finds everything from jewelry to historical art, electronics, clothing, new cosmetics and soaps, sporting memorabilia, collectibles and even supplies for delivery. One man's trash is another's treasure. Spend some time on the things I find in the trash and find out what (or your neighbors) may be throwing away that can be sold for cash on eBay. Nandro, a college freshman, is the author of Teen Thrifter. A bright teenager, she started selling on eBay at the age of 12 (at the expense of her parents) and built a home business any adult would envy. She gets her stuff on goodwill Outlet in Tennessee a few hours drive from the countryside where she lives. She makes day trips to the outlet, shops for hours, and returns with a few hundred pounds of items to sell. Her monthly income (before fees and expenses) is between \$1,000 and \$1,500, so she's not a slacker. Her eBay helps pay for some of her college tuition - she's a brilliant girl who has scholarships helping to pay her way as well. Nundry has over 600 items in its store, Nundry Bluegrass Deal. This blog has been around since 2007, has over 4 million life hits, 800 posts, and is the oldest but still current and active blog about selling eBay. Suzanne A. Wells actually started this blog because many of her friends noticed how her eBay business was not only surviving but thriving and they started asking the same questions over and over again. It was easier to start a blog with all the answers rather than have the same conversations all the time. eBay Sales Coach focuses on what to sell, eBay frequently asked questions, seller success stories, eBay BOLs, and news from the eBay community. Suzanne has been a seller since 2003 and has sold more than 30,000 items ranging from clothing, collectibles, jewelry, household items, children's goods, and anything else she can find to flip for profit. Suzanne has taken her knowledge a step further and offers courses, advice and a shipping directory to connect other sellers with customers who want to hire someone to sell their goods on eBay. If you're new to eBay, or just want to expand your knowledge base, spend some time reading these blogs and listening to relevant eBay podcasts or YouTube videos. Experienced sellers have a lot of knowledge to share and can save time and money by sharing what they have learned. There is always something new to learn about eBay sales. Sometimes it's not enough just to sell something. If your only goal is to hold a garage sale on eBay and turn your old trash into quick cash, eBay is not the brain. List things you don't use anyway, pay, and smile all the way to the bank. If, on the other hand, you plan to turn eBay into a small business, extra income, or even occupation, you'll have to be much more careful about what you buy and then sell. It is true that almost everything will be sold on eBay. It is also true, however, that Things on eBay tend to sell at a price well below retail value because of the nature of eBay as an almost perfect market: every seller can approach each buyer at the same time without barriers, real or imagined, to trade. For manufactured goods are neither rare nor out of production, this potential for almost infinite supply has the effect of lower prices. At the same time, the speed with which stocks can enter and exit the supply chain on eBay leads to a market on which demand can fluctuate as quickly as consumer tastes. If you are a seller who has invested real money in your inventory with an expectation of profit, you don't want to be caught suddenly with worthless stock! In order to stay above the fights and make money, you need to understand how the demand for different types of items behaves on eBay, and be able to make smart business decisions accordingly before you buy. There are four main product categories that are the most viable basics for eBay businesses: limited life of goods, general merchandise, seasonal goods, and investment or collectibles. Each of them has its own demand features and is suitable for a certain size, type and temperament of the seller. Read on to find out about each of them. Laptop TV sets iPods and MP3 players Some clothing and accessories Current film or TV merchandising goods Absolute demand is limited at the beginning of the product life cycle, but due to the extremely low supply before and during the launch of the product, even limited demand among early adopters can lead prices very high. Demand is steadily increasing, but supply tends to increase even faster as the market sees opportunities to move products and produce ramps. This leads to a gradual decline in prices. When a product reaches the end of life, the liquidation stock enters the market in large quantities just as demand drops in anticipation of the next product or fad, causing prices to plummet in flash eyes - not years or months, but weeks or even days. Cycles The key to selling in this area of the market is the timing, making it an unsustainable way of selling. While these issues also arise in brick-and-mortar inventory management, you should remember that on eBay to be early you have to be early in the world, and when you eliminate, you do not sell out in a limited market, but in one global market in which the whole world eliminated stocks for that product simultaneously on offer. Can you compete? If you're not sure, watch out! Need early cheap Beware, though that during this part of the cycle, demand is not growing, at best, it has not yet started to drop exponentially, but by pushing this additional elimination of supplies to the market, you and your competitors will cause it to fall, along with prices. If you buy too late, too high, or too much, you lose your shirt, since this type of stock usually loses 90 percent or more of its value once the next product cycle starts in earnest. Kitchen appliances Battery and Other Consumables Supply Unlimited Hobby Goods Equipment and Tools There Are Still Product Cycles no mistake, but they tend to be much longer, and the drop in demand at their end is not so fast, usually narrowing for months or years rather than overnight. Demand is almost entirely limited by supply - the more on eBay any one type of item, the less each listing of this type will generate revenue. Used, recycled and refurbished products are important components of this market. With longer product cycles and a stable price, many consumers are seeking to buy at a cost alone. Note, however, that this also removes many of the motives that people most often list for wanting to sell on eBay, including the ability to achieve huge profits on market time or the use of exclusive relationships, the possibility of rag-to-riches of business models in which one buy and traffic networks millions, etc. These instant wealth stories are true, but there are many failures for each success. If you're just an honest, common sense businessman looking for a way to move your operation into the 21st century through eBay, then the common and consumables are the ticket for you. Source sparingly and with an eye to quality, stay away from life-limited items, work hard and provide good customer service, and be patient. You will grow and prosper slowly. Too often a seller who has found a niche is lured by the physically unlimited and global nature of eBay in selling space to overlist or resell in the market. The truth is that eBay doesn't scale linearly forever. Buy too many stocks and post too many ads right away and you find that you drove your price down alone thanks to overstock offers. The seller making a fine on 50 lists per month may find that with 200 listings per month the supply exceeded demand and its auctions are now competing with themselves. Not only will the items end up selling less than they used to sell, but percentage points will now also be unsold entirely, creating revenue to sink out listing fees and overheads. There is always money to be made in general goods and consumables on eBay, but you have to stay flexible and light-footed in order to make it work. Relying on any relationship or product type indefinitely can sooner or later fail. Holiday Decoration Recreational Equipment Weather specific clothing As demand and supply reach peak pre-season in question-for-natural seasons, usually in the preceding quarter; For the holiday season, usually in the leading two months. Demand begins to decline in anticipation of supply as soon as the season is reached, gradually leading to lower prices and leading to possible liquidation. Elimination takes place in the period immediately after the season and demand Limited primarily to those looking for good deals in anticipation of the return of the season next year. If the goods are not limited in time, elimination of the liquidation once the overhead of keeping the goods up to the next sison becomes less than the losses incurred as a result of their liquidation are now in the face of declining demand. If you buy later to get this year's goods, keep your eyes open about whether or not you are buying limited life items that should be sold this year. Beware, too, that you will face direct competition from competitors still selling last year's merchandise, picked up on liquidation prices in the run-up to this year's season. If the value of your deals is sourced primarily in product quality, brand, or other non-price metrics, the best time to get into the market is just before listing a glut that will bring prices down. If you can be the one to convince buyers to shop for the upcoming season before other sellers start listing, you will stay ahead of the demand curve and your stock will enjoy some of the best prices of the season. If the value of your deals is sourced primarily at a low price, the best time to get into the market during the seasonal buying boom is when your low buy-in means you can over-probing your competitors only when consumers are making seasonal purchases in the greatest amount. Antique Furniture Keepsake watches and watches Fine jewelry baseball cards, beanie babies, and comics and figures Demand in these markets depends on two things: limited supply and expert sentiment for which there are many euphemisms- public opinion, market opinion, preferences of the collection or investment community, conventional opinions, etc. as this can cause the bottom to fall out of the market with little or no notice. There are two areas of demand. A much more consistent one is built on long-term deficits and reputations for the craftsmanship, desirability or value that have accumulated over the years or decades. Another area of demand fluctuates rapidly and comes from collecting or investing quirks, usually at the hands of the media or experts (often with vested interests). Avoid these unpredictable areas of the market (or at least don't try to use fluctuations for profit) unless you are an absolute professional in your chosen market, other than a simple purchase and sale. It's also a much slower market, with limited space for sellers who will make a good living solely trading in them and nowhere else. High premiums are given to relationships and reputations that are slowly being built, and product movement is often a much slower process - the offer is very limited, yes, but just as demand, often for only one or two people in the world. Even if they are saving specifically to buy an item that you want to sell them, there is no income in it for you until someone who wants an item actually has the money to buy it. To sum up, consistent revenue in this eBay eBay depends on a variety of factors, many of them require a solid foundation of product experience: As the breadth and depth in the inventory of Multiple Sales Channels (eBay is only unlikely to be enough) Absolute dedication to quality and customer service Personality or personality are suitable for business, which trades in relationships and individual friendliness/reputation Enough knowledge about the product to separate wheat from chaff at the expert level Enough knowledge about the market to separate the quirks from the real value from the unexpected dumping of previously rare goods) In short, this is probably the toughest market to break into and one of the hardest to leverage when building a business around eBay sales. The risk varies wildly, almost entirely with your own level of knowledge; if you are a major player or expert already, there is a relatively small risk to you if you have a common sense business and good customer service. If you are new to the market, the risk is very high since you don't yet know what you don't know to come up with a phrase. Of all the markets or types of goods that you can choose to build your business around, however, the investment or collectible goods market is the most satisfying of its sellers, and the one for which eBay remains best known. However you choose to build your business, whether it's limited-life pop culture gear, common industrial goods, seasonal entertainment, or valuable antiques, there are basics that will carry you away: treat your customers well, protect your reviews, and never be afraid to change something that doesn't work for you. You. ebay uk paper napkins for decoupage

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