

"101 Auction Secrets Revealed"

**Your Inside Guide To Unlimited
Auction Profits**

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Introduction

Welcome...

How would you like to earn a couple a hundred extra dollars a week on top of what you already make? Or possibly more...

You may be like me and want to break away from the hassle of 9-5 routine.

Selling on [eBay](#) is a wonderful way for beginners to make money online, the best for most. Not to mention the learning opportunity of a lifetime. I'm going to give you some tips you need to know to excel at earning an income with auctions.

In no time, if you keep at it with some help, you'll have this mastered.

The main ingredients you need to become a good seller are...

DURATION & PERSERVERANCE

(And some good advice of course.)

Once you start, keep plugging away because it's not a walk in the park. Time and experience will tilt everything in your favor.

A Better Life

My career selling began on a cool autumn day on [eBay](#) over 3 years ago. Back then I mostly sold whatever I could get my hands on...

Now I do a lot of selling through my own websites, but still like to run a few auctions from time to time.

I had no experiences at business starting out, no college degree, no worldly recognition, none of the green stuff- just curiosity and a desire to make the green stuff-

And most importantly: a desire for something better. Which is what all this to-do is about.

During a 3-year period I earned substantial profits several different ways:

- **Selling everything of value of my own...**
- Buying items locally and online to resell-
- **Selling by consignment; or Other Peoples Property**
- Creating and selling my own info-products.
- **Using auctions to gather leads and promote my Website...**
- Helping pawnshops sell their goods-

And any other creative way of using online auctions I could think of...

In **101 Auction Secrets Revealed**, we want to touch on them all- but I want to bring your attention to creating your own product. It has the most potential by far.

I've made \$1000's month in and month out in the past just selling simple information items I've made...

Online auctions are a great stepping stone to success; once you learn to sell using them, you can come back them time and again.

And, you can easily expand this type of business to the web-

Why You Should Sell On eBay

Do you wonder if this business is the right one for you?

It's the perfect part-time no-pressure moneymaking hobby...

Boredom is one thing you won't have to worry about. Consider some key benefits of running this type of business:

- **You can work from the comfort of your own home...** no driving back and forth to earn a paycheck - no irritating coworkers and no overbearing boss. You are your the boss.
- **No lazy employees-** this is one of those rare businesses that is best done solo, thus saving you a lot of money.
- **You can work the hours you want...** sleep until 7 P.M. or go to bed at 7 A.M. - it really doesn't matter as long as you get the job done.
- **Your overhead and startup cost is extremely low-** It costs next to nothing to get the ball rolling and it costs relatively little to keep it rolling.

The list goes on and on...

Auction Apprenticeship

But, like any other profession you have to start at the beginning, and that's the time when it's roughest - there's a lot to learn if you want to get good.

Prepare to serve your apprenticeship... this is a time when every blunder and drop of fortune is instructive-

And you don't have to worry about losing your shirt.

Avoiding Online Auction Failure

So, becoming insanely rich from the solace of your home office sounds wonderful, doesn't it?

Truth is **most people fail to make any substantial profits when running an online business.**

Many people try, hit some turbulence and give up.

Others don't try or treat it as little more than a hobby...

In order to be successful you need to arm yourself with a **positive mindset** to turn mistakes to your advantage.

You have to work hard at finding what works and expect some rough spots until you get things ironed out.

Then you can cruise-

More than anything, this is not a get-rich quick scheme... it is a viable moneymaking opportunity for any person regardless of their station in life to take advantage of.

A Timeless and Stable Business Opportunity

As long as the Internet exists (it's going to be around until the sun evaporates the earth), and as long as people buy things---

You can bet your bottom dollar that online auctions will be an income opportunity.

Someone is always going to capitalize on them, might as well be you.

Even if [eBay](#) makes the trend towards accommodating larger business- someone is going to step in the vacuum that only small sellers can fill.

Questions to Ask Yourself as You Begin

Here are some good questions to ask your self as you begin to put together your strategy for success:

- **What are my strengths, interests, or other assets?**
- Where is my niche market can I serve on eBay?
- **Who are my ideal customers?**
- What other revenue streams can I find to complement this one?
- **What type of product do I want to sell?**
- Where am I going to get my product?
- **What do I want from online auctions?**

Granted, these aren't the easiest questions in the world to answer- especially if you're new to all this.

They will come up eventually - and recur frequently.

AuctionSecret \$1: First Principle to Making Money With Auctions

Pivotal principle of making money with auctions:

Don't purchase any inventory unless **you know** that you can get your money back selling it.

It sounds like commonsense... it is, but there's no limits to how good you can get at it; and the better you are, the more money you make.

Refine your expertise of buying low and selling high to the 'nth degree- develop a reflex and 6th sense for finding the deal that turns a profit.

Become a master at steering clear of the bad deal...

AuctionSecret \$2: Best Products Around

Nothing is more integral to your success with auctions than good research...

You're goal is to uncover a source that few know about.

Find the best items to sell and start tracking them down.

Some items are consistently "Hot", designated by a flaming torch on eBay and various other symbols elsewhere.

Wouldn't it be great if you could see some of these items firsthand?

You can, visit this link:

<http://listings.ebay.com/aw/listings/list/featured/index.html>

And scan around. Look for a text link called, "**going, going, gone...**"

Some of the absolute best items on the Internet are revealed right before your eyes- view the listings and find out what people want.

This also gives you a quick glance into any current consumer trends. Use this info to help you determine the kind of products you'd like to sell...

Remember look for the flaming torch. 30 or more is a good; very few make it this high. When you find a Dutch auction with this many bids, pay special attention.

People really want this item. And you should really want to sell it.

AuctionSecret \$3: Goal of Owning Your Own Product

Your goal should be: **to own your own unique and successful product.**

Something you have complete control over, something you spin out of your own creativity. This isn't easy, but it's well worth your efforts.

Unfortunately, this is far from being the case starting out. You sell something others own. Meaning your profit is always much less than what it could be.

When you cut out the middlemen, profit comes much easier.

AuctionSecret \$4: Best Kinds of Product to Sell

The less cumbersome the fulfillment process the better.

Anything that you can have drop-shipped is a good candidate.

Information products, i.e. CD's, software, books and ebooks have the best potential online- but you need to be the maker.

Profit margins are high since they are easily reproducible.

Second, fulfillment costs are nil.

I must warn you: competition is fierce selling information products on eBay- you can make money doing it, but their virtue is that it's a stepping stone away from auctions.

I strictly sold information CD's for over a year.

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