

Getting Started On eBay

**Debbi Bressler Interviews
eBay expert Terry Gibbs**

This is a free report. You are welcome to share this interview with others. However, if you'd like to give this interview away on your website please contact Terry Gibbs in order to get a customized version.

Free Quiz Will Test Your eBay Knowledge

eBay Sellers - Are common eBay selling mistakes costing you money? Check your eBay knowledge now. This short quiz will help you earn more money in your eBay auctions, and quickly improve your skills.

www.Auction-Revolution.com

© **Copyright 2005** IWantCollectibles LLC All rights reserved. This book is covered by international copyright law. You are free to distribute this book to others, but you cannot alter, change, or modify the contents in any way.

Getting Started On eBay

Debbi: I would like to introduce you to Terry Gibbs. Terry is going to present some powerful information about eBay.

Whether you're thinking about getting started with eBay or you're selling but you would really like to improve your results, this interview will give you a quick head start.

Now, I'm ready to learn all about selling on eBay from eBay expert, Terry Gibbs.

Let me tell you a little bit about Terry. He actually got started on eBay in 1997. I didn't even know eBay was around back then.

He started out when he began buying toy trains for his collection. Soon after, he began selling trains on eBay.

Within a few months, Terry was doing consignment sales and teaching other people how to sell on eBay.

In the 1999, he wrote his first eBay book called The eBay Seller's Guide. This was followed with his popular eBay Success Video. Over 7,000 people learned to sell antiques and collectibles by viewing the video.

Terry is also an expert on buying antiques and collectibles, and has written a book called The Collector Buying Strategies.

His other books include Start Your Own eBay Consignment Business and The Auction Revolution. The eBay Consignment book explains how Terry ran his consignment business and teaches readers how to locate and sign up consignors. The package also contains inventory sheets and the contract Terry uses.

The Auction Revolution was written to replace the eBay Success Video. The Auction Revolution is the most comprehensive book ever written about eBay. In it's 220 pages readers learn step by step how to sell on eBay. The book also teaches readers how to leverage eBay into a full-time online profit center.

Terry, I'm sort of overwhelmed by all of your experience. Can you tell us a little bit more about, number one, how you discovered eBay and how you got started in all of this?

Terry: I have a background in information marketing. I actually went to college, when I was in my late 20's, got a degree in economics. After college, I worked with a number of really famous marketers. I don't like to talk about who they were or what their names were, but I've worked with some of the top people in the world, as far as copywriting and marketing, from an analytical side of what they were doing.

In 1997, I got tired of working for other people and went back to working on my own, building toy train layouts for people, and buying and selling toy trains. I've been running the train business continuously since 1977.

I started selling toy trains on eBay, and it wasn't a big step for me to go from selling trains on eBay to doing consignment sales of other people's trains on eBay, to then writing books and teaching others about eBay.

The first book I wrote was called *The O-Gauge Source Guide*, which was actually a catalog of all the manufacturers of toy trains. I wrote it and sold it in my auctions to people who were building train layouts.

From there, it just grew into this larger, I'd pretty much call it an online empire is what I have now. I have over 35 websites. Most of them sell products that I've created.

At the peak of my selling on eBay, I was doing 200 to 500 different auctions a week. Whereas now, I'm more into teaching other people and selling information products that I create. I still do the trains, but it's a hobby again.

I used eBay to generate leads. Many of the people that are on this call have probably come into one of my websites as a result of seeing one of my eBay auctions and then following the path from the auction into my website.

I'm going to talk about how exactly I do that a little later on this call.

Debbi: Okay. I'm blown away when you say the number of auctions you were doing. Terry, I know a lot of people

like me, that have thought about eBay and they know it's there and they'd really like to sell something. There's so much going on, it just seems really overwhelming. A lot of people want to do it, but just haven't done anything.

Can you tell me, first of all, with all the things that are out there, what are some of the advantages of selling on eBay?

Terry: For me, the biggest advantage of selling on eBay is there's no entry cost. Basically, you can create an eBay account, list items and sell them on eBay at very little cost. It only costs 35¢ to list an item at a price under \$9.99.

So, you can get started really fast, really cheap.

Additionally, there's a very large number of potential buyers. So you have the ability to have your items exposed to virtually millions of people.

When I first started selling trains on eBay, I had boxes of stuff that, prior to eBay, just got thrown out or put into junk boxes to be sold at train shows, with anything in the box for \$1.

Once eBay came along, I went into those boxes and grabbed handfuls of things like track clips, and other stuff that was worthless to me, listed it on eBay, and got \$5, \$10, \$15 or even more for stuff that I never could sell before.

Suddenly, I could reach collectors in Nebraska and other areas that don't have access to train stores or train meets.

Another great thing about starting a business on eBay is it's got a fast achievement plateau. What I mean is once you started on eBay, it's only a short matter of time before you're able to recoup your investment.

To me, this is very important because I have the attention span of a five-year-old. If I'm not getting that pat on the back, the achievement plateau, the good feeling that this is working, I'm not going to be able to continue doing it.

With eBay, you are able to start selling, and start getting money in quickly.

Another great reason for selling on eBay is it's a great place to build skills. The skills you must have to be successful - copywriting and communication skills.

When you are writing your auctions and dealing with buyers, you'll learn the copywriting and communication skills. It will help you not just in your business ventures, but in your life in general. I've greatly improved my communication skills - although that last sentence didn't sound like it - since I began selling on eBay.

You'll also get a chance to learn basic web skills.

Lately, eBay has made selling so simple that you don't really need to learn web skills in order to sell on eBay. But if you're going to go the next step, you will need to learn some web building skills, or at least get yourself an HTML editing program, something of that nature.

Debbi: Let me ask you a question. You were talking about a fast achievement plateau and low entry costs.

If someone were going to get started on eBay, what kind of budget do you think they should have before they get started?

Terry: I have people that work for me as listers. One of the reasons I wrote *The Auction Revolution*, was so that I could turn things over to people who would sell my stuff on eBay for me.

My listers start out with a couple hundred dollars in a checking account tied to a Paypal account in order to not have to pay monthly bank fees. It's not really needed, but not paying six or ten dollars a month to the bank just makes sense.

New sellers also need a camera and a computer. These days, most people have the computer and internet access, so it's just a question of getting a camera. A good-quality digital camera will run about \$150.

That's really about all you need, other than product, to get started selling on eBay.

Debbi: One of the things that you've mentioned is it's a great place to build your skills. But if I'm first getting started, I don't have to necessarily be a world-class copywriter or the best webmaster in the world. Is that true? Can I get started and then pick up ways to make it better as time goes on? Or, do I have to have all of that knowledge upfront?

Terry: I believe in systematically improving your skills. So the answer to your question is no, you don't need to have perfect copywriting skills. You don't need to know anything about creating web pages or anything like else.

Basically, all you need to get started is a camera and the ability to take pictures and get them into your computer.

eBay's help systems and eBay's online listing stuff is so simple these days, that anybody can jump in and do it.

Now, as you progress, you'll certainly want to improve your copywriting skills. That means writing better descriptions to let people know exactly what they're getting, and to motivate them into bidding.

You'll learn as you go along, but it's not a requirement to getting started.

Debbi: Okay, that's great. Now, let me ask you if somebody has never sold anything on eBay before, can you give us some hints about how you get started selling on eBay?

Terry: Sure. First of all, let me say that when I talk about selling on eBay, I'm talking about selling antiques and collectibles. I don't deal with drop-shipping or selling new products, although I do cover some of those things in a very general way in my articles on the website and in the Auction Revolution.

Remember, my major emphasis is on selling used items.

Basically, I've got one of this item and I list it and sell it. This causes me to have better listing skills, because every one of my listings is different. But it also means that some of the things that I will talk about aren't going to be relevant to a drop shipper.

For example, a drop shipper has to focus on timing his auctions in order to get the highest bids. Whereas selling collectibles within the large marketplace for collectibles on eBay, I don't have to worry about that.

So with that in mind, let's get started talking about how to get started selling on eBay.

First of all, I've written a number of free books that listeners will find helpful. One's called *The eBay Buyer's Guide*. This report explains how to search on eBay.

So if you haven't already got a copy of it, you can get it on my website. Almost every one of the pages has a link to that book. The guide will help you learn how to search on eBay This is important so you put your items into the right categories. The category where the buyers are. (There are links to all the books and free reports mentioned in this interview on the last page.)

There's a second free book called *The eBay Seller's Guide*, that will give you some basic information about selling on eBay.

A third free report called *eBay Images Made Easy* explains how to host your own images using free programs.

If you've already been buying on eBay, you want to have separate buying and selling accounts. So the first thing you need to do is create a separate selling account.

This is important because, as a seller, you have complete control over the situation. You send something out to someone, if they are happy, they leave you feedback. If they are not happy you fix it for them. That's important, you fix it for them.

But as a buyer, you don't have complete control over the situation. When you buy something on eBay, you might not get what you want. So you should always keep your buying and selling separate.

One of the advanced techniques that I teach is eBay Arbitrage, where you actually buy things on eBay and then resell them on eBay. In order to do that successfully, you must have two different accounts.

So if you don't already have an eBay account specifically for selling, create one. Buy a few things to get some feedback, and then use it as a selling account and create a new buying account.

Here's a page of information that will help you set up a eBay account.

<http://www.news.iwantcollectibles.com/eBay-account-setup.shtml>

Debbi: I think what you just said is really important. I've seen on forums and discussion groups, where people said, "Somebody didn't like me, and it had nothing to do with what I was selling. So they left negative feedback. It's not because of what they bought from me, it's because I bought something from them."

I never knew to do that before, but that keeps your buying activity and your selling activity separate. That's really, really powerful information that's just so simple.

Terry: I get about one negative feedback for every 300 positive feedbacks. Over the course of selling thousands of items on eBay, it's held true to that.

In a lot of cases, it's not because of my activities, although I will admit that there are times when I feel like a buyer is trying to take advantage of me. And, at that point, I just cut my losses, let them give me negative and move on.

But for the most part, because it's online, it's anonymous. There's a high propensity to people becoming passive-aggressive. They have a bad day, so they take it out on people online.

So don't get obsessed with feedback. But having two accounts will help you prevent getting a lot of negative feedback.

Debbi: Okay, that's great. So I want to sell something on eBay and I don't have a clue. Do I have to go find something? Do I have to create something? What's the easiest way to jump in and get familiar with selling on eBay?

Terry: I recommend going around your house and picking up items that you don't want. Look in your closets, attic, garage, wherever, and start selling unwanted items because you don't have to pay for them. It's stuff that you don't want anyway.

You're converting something you might have given to Goodwill or thrown out into cash. And while you're doing it, you're learning the skills you'll need to sell the more important items. Any money you get is basically free profits.

Debbi: Actually, I'll tell you an interesting story that took place last week. My mom, who lives in Pittsburgh, is trying to clear out her house. She had an ad in the Penny Saver for 12-piece place setting of china from I think 1960. Somebody had offered her \$35 or something. And she said, "Well, no, let me think about it."

She got on eBay and found that the same thing had sold for \$495 on eBay.

So I guess what you're saying is stuff that people are just ready to give to Goodwill, in front of the right people, can bring some money to them.

What other hints can you give us about selling on EBay, Terry?

Terry: I mentioned this earlier, constantly improving your skills. This is the biggest thing you can do in order to improve and maximize your income. It's to constantly improve your skills, by tracking your auctions; seeing, when you sell this item, how many people go in and look at it; if you change the title; if you move it into a new category; if you use some of the options like featured plus, bold listings, things like that. What are the effects?

For example, I've done over 12,000 auctions. So I have this baseline of knowledge that I've built. A lot of it is not just off the top of my head. For example, I know I make more money if I don't use bold titles auctions.

It's not a guess. It's actually from running auctions and seeing the results, and then running new ones and seeing the results, to see exactly what happened.

One of the easiest places to improve your skills is to read online articles. I've been putting a lot of content up onto my IWantCollectibles.com site. Most of my old newsletters are on the site, and you'll find articles on topics ranging from what's the best day to end your listings on to how to find products.

Another great place to find answers and learn how to improve your skills is through the discussion boards. Jim Wilson's Auction Hints is a popular discussion board.

I just started a discussion board on my website too, where you can ask questions and I'll answer them. Even better, you can get answers from other people. That's a great way to learn and improve your skills.

<http://iwantcollectibles.com/board/>

I think that it's all about constantly improving skills.

Debbi: One of the things you were talking about, Terry, is to test bold or featured listing and so forth. How do you track? Say you change a headline or something, what do you use to track, so that you can compare one kind of listing or whether it's featured or what your headline is against another? Is there some kind of tracking software or counter? How do you do that?

Terry: Remember, I have a degree in economics and worked as a marketing analyst. So I do a lot of this in Excel and Access spreadsheets. I use Sellathon to track some of my auction activity.

Sellathon is a great program that allows you to see exactly how someone found your auction. You can get a free trial at:

www.Sellathon.com

I also print the results for my auctions every week, when the auctions end, and those are actually my inventory sheets and my control sheets for shipping. So sitting right here in the room behind me, I have about a six-inch stack of these sheets of paper listing my auctions. So it's really easy for me to go through those sheets and say, "Alright, I sell Lionel trains. When I use the word

"diecast" in a listing, it brings more money than if I don't."

And also, remember, the collectibles I sell are mass-produced goods. So I'm selling similar items over and over again. And I see these things and I can say, "Okay, last time I described this as a diecast flat car, it got \$30. Whereas when I just described it as a flat car, it only brought \$20."

So, obviously, there's something going on. The word "diecast" causes people to reach into their pocket and spend a little bit more money.

It's testing and saying, "If I take five Hot Wheels cars and put them in a lot, how much will they bring? Next week, I'm going to list each one of the Hot Wheels cars separately and see if that brings more money," then looking at the results.

Selling the same things over and over again allows me to do that. Even though each piece is different, I do get to see what's happening.

Debbi: That's really helpful. Terry, I know some people and I've heard of people that have had tremendous success, like you, selling on eBay and others who say, "Oh, I'm giving it up. I don't make any money. All I'm doing is losing money on listing fees, etc."

Are there common mistakes that people make that cause that to happen, that hurt their sales?

Terry: Yeah, there are common mistakes.

But as far as the people who fail on eBay, primarily they're people who either do not have people skills or they don't have access to products.

Now, there's no help for the people with poor social skills, and we could spend hours talking about locating products. There are some articles on my site about finding products so I won't go into it here.

For other people, some of the common mistakes are things like using eBay photo hosting.

Right now, the average cost when you use eBay photo hosting is about 90¢ per auction. Whereas if you set up your own website or use the space that your internet service provider gives you free with your account for your images, you can host images either for free or for as low as \$5 a month.

So these little things actually cut down on your costs. And, when you host your own images, you get more control over them.

For example, in my auctions I use images about 6 inches wide and 4 inches tall. This is about twice the size of the eBay hosted images.

I use a really big, clear image. If I were to use eBay's photo hosting, I would have to put the image in there and then allow them to manipulate it, where people could click on it in order to get a bigger view.

This not only makes buyers work harder, but I'd also have to pay extra for the larger images. As an aside here - my tests have shown eBay's slide show image option consistently brings lower bid amounts than using a larger clear image.

Instead, I just put a big image in there that's very clear and costs me basically nothing because I have the web space anyway.

Debbi: That's great. I think that's not expensive to get web space, and there may even be free places to do it. That's a good idea.

So part of the selling mistakes are just don't spend money wastefully.

What's something else that's a common selling mistake you see people make.

Terry: Failing to cross link auctions is another common mistake. I am talking about including a hyperlink the viewer clicks on to get a list of all my other auctions.

So when someone looks at the picture and the description, right below that is a link to my other auctions.

I know if someone looks at one of my auctions, and I have 25 auctions going at the same time for similar items, there is a possibility they will go and bid on my other auctions, especially since I offer a discount on shipping when they buy multiple items.

Now, the best way to get the highest amount is to get people to bid. The more bids I can get on my auctions, the higher the ending price will be.

So by making it easy for people to bid on more than one of my auctions at a time, it increases my sales.

Debbi: That's a great hint. Another common mistake - we were talking about this the other day - I had heard about how effective this is, but I don't really know how someone uses it effectively. We were talking about the eBay Me page. What are some of the mistakes people do with that?

Terry: The biggest mistake that people make with the Me page is not having one at all. Probably only 5% to 10% of eBay sellers actually use a Me page.

I mentioned this earlier. I bring people out of my toy train auctions into my toy train websites, and perhaps some of the people on this call came from one of my toy train auctions that they saw on eBay.

Well, I'm literally bringing people out of eBay into my website, where I have a chance to build a relationship with them, to have a newsletter, to give them more information about myself, to build credibility, and to offer them additional products.

I first found the benefit of this years ago, with my toy train website. I was trying to learn about affiliate marketing back then, and I had a newsletter I started on the toy train website. I got an email from one of those dot-com toy companies that was going bankrupt, offering items for 40% off wholesale and paying huge affiliate commissions.

So I wrote up a little email and sent that out to my list, which at that time had maybe 150 people on it. I got a check for \$800 by sending that one email out, telling people that they're having this big sale at Toys.com or

whatever the name of the website was, with insane prices and putting my link in there.

And once I did that, I was hooked. I knew that not only could I make money on eBay actually selling a products, but I could pull these people over into my website, get them onto a newsletter, sell them other things directly from my website, and even promote other products like I did in the earlier example.

Today, the dot-com's aren't selling stuff below cost anymore, because they all went bankrupt. But there are still a lot of opportunities to promote products as an affiliate.

Debbi: Okay. So when you were talking about how eBay is such a good lead generation tool, you were talking about Me page?

Terry: Yes. Back when I started selling on eBay, I used to put links directly in my auctions that said, "See my toy train collection at my website." And people could click right on the link in the auction and go right to my website.

I used to get thousands of people a week coming into my website.

Then eBay changed the rules so you can't put links in your auctions to outside sites. So now, you have to put the link on your Me page.

So what you do is you put something into your auction description telling viewers to go to your me page, along with a link. In my auctions I give away the eBay Buying Guide on the Me page.

In my auctions I say, "See my Me page to get a free copy of the eBay Buying Guide."

Then once I get them onto the Me page, the Me page itself has the links to my website.

Now, a lot of people have asked me questions about this, because they read the eBay rules that say you can't sell anything on your Me page, which is true. You can't put "go buy this" on your Me page.

However, eBay does allow you to link to outside sites. eBay even allows you to link to outside sites that sell things. The rule says you can't use selling language.

That's one of the reasons I created the eBay Buying Guide - there's no selling language whatsoever with the eBay Buying Guide. It's just click on this link to go to my website and get this book for free.

And that's one of the questions a lot of people have. They're afraid to break the rules or they're reading the rules wrong.

Debbi: Okay, great. Let me ask you. I'm hoping that we can leave a couple minutes open for questions. Can you, very quickly, go over some of the other common mistakes? I think the fact that somebody doesn't make money on eBay is not necessarily what they get for the item, it's because they're spending money the wrong way or they're doing things that just aren't real effective.

Can you go over those, just some other things that we need to know about real quickly?

Terry: Sure.

Here are some of the most common mistakes on eBay:

1. Using colored backgrounds that make it harder to read the text in their auction.
2. Using animated pictures. You are selling, not entertaining.
3. Charging extremely high shipping fees. I bought something once on eBay that was \$3, and the guy charged me \$11 to ship it to me in a little envelope with two first-class stamps on it. I understand that the person's losing money selling the item, but trying to make it up on the shipping removes any chance of getting future sales from buyers.
4. Writing meaningless or cute titles. I've seen titles like "Choo-choo, woo-woo, train set" and "old train things," which is not descriptive. You need a title that says exactly what you're selling to get searchers to look at your auction.

5. Not having text describing the item. Text helps eBay searchers find it, because that's what's indexed. But it also lets people know what they're bidding on. We've all seen auctions that say, "See picture for item." This doesn't make the potential buyer feel confident. That's a big part of selling on eBay, because this is anonymous and the press has done a lot of articles about online auction fraud. Doing the little things that make people comfortable with you, writing a couple-paragraph description, stating exactly what the problems are with the item, really go a long way to building your credibility.

6. On the other hand, some people use overly-wordy descriptions. I see some auctions pretty regularly in the train listings, that probably run five to seven pages long, where people have things like the rules of the auction - you've got to pay within 10 days, you've got to notify them if you're going to pay them within three days, you've got to do this, you've got to do that." This type of language really turns off buyers.

A simple description of this is what it is, this is what the condition is, this is what the item does, and this is how I'm going to ship it to you and how much you're going to have to pay for shipping is more than adequate and it's simpler for users.

Debbi: Wow, Terry! This has really been great information. You have definitely whetted my appetite to clean out my closets and make some extra money. Thank you so much.

We're going to open it up in just a second, for questions. I really appreciate your time. I think everybody gained so much knowledge about selling on eBay. And maybe we're starting to feel a little bit more confident to do that.

One question that Manning asked Terry is what about the reserve not met items on the vehicles on eBay? Is that legitimate?

Terry: I'm not really clear what the question was.

Debbi: You know how sometimes you'll see, on all different types of auctions, where there's a reserve price and it

says, "Reserve not met?" The question is what about reserve not met items on buying vehicles on eBay? Is that something that people could do?

Terry: I'm still not really clear about the question. Years ago, when we first started selling on eBay - and I'm talking we as like the group of myself and my friends and some of the other weirdo hang-on's in the train club - a lot of people would list items with high reserves or cancel them just before it ended in order to cheat eBay out of their end-of-auction fees.

Remember, on eBay you pay a fee to list an item and a percentage of the ending price if it meets reserve. I think on cars, and I'm not really familiar with selling automobiles on eBay, I think it's about \$50 to list the car, then you pay them another 5% on the backend if it sells.

So there is an incentive to put the reserve so high that it won't be met, and then try to broker a deal off eBay. And people do try to cheat eBay out of their fee. eBay actually calls it fee avoidance, and will get you thrown off the system.

I don't recommend doing it. People that I know that play those kind of games are cheap bastards. Plus, I think some of them actually end up spending more on listing fees trying to avoid paying end of auction fees than they save. You're better off putting the stuff up and selling it.

Now, if you're asking a question about buying the items where the reserve's not met, that can be fruitful. I mentioned earlier about eBay arbitrage, which I cover completely in *The Auction Revolution*.

One of the things I do is I look for trains here in the metropolitan Phoenix area on eBay, where the people have absurd reserves on them. And then, I bid on the train and contact the people selling them to ask them if I can come over and look at them. Maybe I'll meet their price.

Then I go over, and instead of buying the trains - I don't think I've ever bought trains from one of these people - I look around their garage and buy other things. Just

basically anything else I can get my hands on while I'm there.

Debbi: Terry, we have another question. Is there an optimum length for auction descriptions?

Terry: I don't think there is. I look at what needs to go in there. There's actually an article on the IWantCollectibles website that lists a bunch of questions that you need to answer in your description. This is explained in The Auction Revolution too. It's a list of questions like: When was it made? What does it do? What's the condition? Does it work? Who made it? And other questions a potential bidder might ask.

So yes, the description can be too long, and it can be too short. But as long as you're answering all of the questions the buyer would find relevant, it's not going to be too long.

The old saying, "There's no such thing as a sales letter that's too long, there's only such things as sales letters that are too boring" applies here.

Debbi: Okay. We have another question, and then Steven, your question will be the last one.

Valerie asked, "I see expensive items being started at \$1 with no reserve, when I know they've spent \$10 or more for the item to get it, that they're listing it for. But they'll list it for \$1. What's your take on that?"

Terry: Starting an item at 99¢ and then letting it be bid up causes people to get attached to it. I do this all the time.

When you look through the listings in eBay, it shows how many people bid. And the higher the number of bids, the more attractive your item seems to other bidders. It gives you credibility. These other people are bidding, so it must be worth bidding on.

The second thing that happens when you start an item with a low bid is you get people to start feeling a sense of ownership. They put a bid in on something and, in their mind, they're thinking they already own the item, what it's

going to be like to have it, and how it's going to impress their friends.

Then, all of a sudden, bang, they get an email from eBay saying, "You've been outbid."

So in order to get back into that sense of ownership, back into that dream they're having, they need to go back and bid again.

Now, I start the majority of my auctions with no reserve and a \$4 or less opening bid. I only use reserves on items where there's not a large market or really high demand.

But for the most part, I just blow the stuff out on eBay. I go out and buy the trains from people. Then I put them on eBay. I know what I paid for them, and I have the experience and the trust in eBay that they will get bid up to at least the price where store owners are bidding in order to buy it to sell it in their store.

So really, all I need to do is get one end user - the guy who wants to buy it and play with it - to bid on it, and I'm getting what it's worth. After all the eBay auctions I've done, I trust the bids to go to that level and have seen that happen over and over again.

Debbi: Boy, I've got to tell you, I had to take a break buying on eBay, at one point. I'm a jewelry designer and when I first saw eBay I didn't sell anything on it, but I used to buy gemstones and cabochons and so forth. I would get so mad if I was outbid that I sort of got crazy sometimes and probably bid over what I could have bought it from a wholesaler.

But that psychology of ownership definitely takes place on eBay. And I do want to mention for people that are also interested in how to be smart buying on eBay, your website also has information on that. Right? I just wanted to remind everyone, Terry.

Terry: Yes there is buying information on my website.

Debbi: We thank you all very much. Thanks again for participating.

Good night, all!

Links

Below you'll find links to the books and free reports mentioned in this interview. If links do not open, open Internet Explorer, then come back and click on the links.

The Auction Revolution - the comprehensive how to sell on eBay manual:

<http://www.auction-revolution.com/>

The website and articles:

<http://www.news.iwantcollectibles.com/>

Antiques and Collectibles Buying System:

<http://www.iwantcollectibles.com/collect5.html>

The eBay Consignment Package:

<http://www.iwantcollectibles.com/consign5.html>

IWantCollectibles Forums:

<http://iwantcollectibles.com/board/>

Free eBay Buyer's Guide:

<http://www.news.iwantcollectibles.com/buyerguide.shtml>

Free eBay Seller's Guide:

<http://www.auction-revolution.com/sellerguide.shtml>

Free eBay Images Made Easy Report:

<http://www.auction-revolution.com/ebayimages.shtml>

If you would like to know more about the different webinars Debbi does as well as receive some pretty cool tools that she comes across, you can subscribe to her newsletter. Send a blank email to:

SuccessPack@GetResponse.com