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How to Have **eBay** Selling Success!

The ULTIMATE Learning Guide

Tips and Tricks for **eBay** Stores”

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Written by Author: Tonya Becker

Owner and Certified **eBay Store Designer at:**

TonyasDynamicDesigns.com

and WheresYourBid.com

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Tonya Becker is a certified eBay Store Designer, Website Designer, and Social Media Marketer.



*****Thank you so much for downloading my eBook. 😊*****

I highly recommend that you save this eBook on your computer, so you will have a copy of it to read at any time and for future references. This eBook will come in very handy for you and your eBay business for many years to come!

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In this eBook, you are going to learn about how to have eBay selling success with a few easy tricks that I have learned about over the years since I first started selling on eBay back in 2006. I hope you will enjoy reading this eBook as much as I enjoyed writing it.

I love helping others to succeed on eBay. I am not happy, unless you succeed and that is why I decided to write this eBook because I have been asked for help from so many wonderful people and this eBook is for you. I hope and pray that this eBook will be a very wonderful blessing to you and your eBay Business.

Many of these strategies have helped my eBay Business to grow above and beyond my expectations and are still helping my business to grow TODAY! These tips and strategies will also help your eBay Business to grow more and help your eBay Store to be the very best that it can be!

*****How to have eBay selling success!*****

Anyone can have EBAY SUCCESS if they just put their mind to it and KEEP GOING! If there ever comes a time that your selling strategy is *not* working to its fullest potential, simply tweak your prices some and add some more KEYWORDS to your eBay listings. See what works the best for you and stick with it!

Check out [this eBay seller's success story](#) that is truly inspiring to me! She makes \$30,000 a month selling her original art on eBay!

Here is another eBay success story about an eBay seller makes a whopping amount of money selling on eBay! I am talking about millions of dollars each year! No kidding! Please check out her AWESOME eBay Success Story on [ABC News](#) and be inspired like I was!

I have personally worked with other eBay sellers who make sales of approximately \$50,000-\$100,000 or more per month on eBay, so I know what products sell on eBay and what does not.

A very popular website that is **Certified by eBay** to get products from is [Worldwide Brands](#) and you can learn more about this company by watching their [3 minute YouTube Video](#).

By the way, if you did *not* want to do *drop shipping*, many eBay sellers will search for "wholesale lots" on eBay to buy real items to resell on eBay in order to make a profit.

Some of the HOTTEST items to sell on eBay are the following:

- ***Health Related Items** (vitamins, weight loss items, any other health related items, etc.)
- ***Electronics** (i.e., GPS systems, video games, game systems, TVs, computers, tc.)
- ***Entertainment** (i.e., DVDs, CDs, video games, board games, fun stuff, etc.)
- ***Brand Name Items** (i.e., clothing, ladies handbags, makeup, men's clothes, etc.)
- ***Sports Related Items** (i.e., clothing, music collectibles, mugs, sports collectibles, etc.)
- ***Auto Parts** (i.e., car parts, truck parts, motorcycle parts, etc.)
- ***Stamps and Coins** (i.e., US and foreign stamps and coins)
- ***Jewelry** (i.e., jewelry, charm bracelets, rings, necklaces, beaded jewelry, etc.)
- ***Clothing** (i.e., big and tall clothing, plus size clothing, sports team jerseys, etc.)
- ***Handmade Items** (i.e., handmade clothing, handmade cards, handmade jewelry, etc.)
- ***Rare and Hard-to-Find Items** (i.e., items from other countries, vintage items, etc.)

*****HOW TO GET LISTED ON THE 1st PAGE of EBAY's SEARCH ENGINES*****

Throughout the years, I have noticed that the majority of eBay sellers do not know how to get listed on the top of eBay's search engine. So these tips below will really give you a great advantage over your competitors if you use these techniques on a regular basis.

To get listed on the 1st page of eBay's search engines for the **LOWEST PRICE**, you will need to list a lot of your item(s) for 1 penny, 50 cents, 99 cents, or anywhere in between these prices for each of your store categories with **FREE** shipping or very low shipping charges.

By doing this selling technique, this will help you to get placed on the 1st page of eBay's search engine when eBay shoppers are searching on eBay for the **LOWEST PRICE** for your particular item. However, if one of your competitors has listed the same or similar item as you have at a **LOWER PRICE** than your price—then their item will get listed on eBay before your item does.

So, it is best for you to keep tabs on your competitors by doing multiple searches on eBay a few times a week and/or month to see what items are showing up at the **TOP** of eBay's search engine for your particular items.

***Below is an eBay search that I did for the **LOWEST PRICE**. Please click on the link below and check out the price and the keywords put into eBay's search engine for the 1st item showing at the main top of eBay's search engine:**

http://shop.ebay.com/i.html?_nkw=shirt&_sacat=0&_sop=15&_odkw=shirt&_osacat=0&_trksid=p3286.c0.m270.l1313

Another way to get listed on the 1st page of eBay's search engine is to list a few of your items per store category at the **HIGHEST PRICE**. To do this, you might want to list a lot of your items in a "lot" or a "wholesale lot" to where you will be selling a bunch of items for a fixed price of hundreds or even thousands of dollars. Thousands of dollars usually works the best in order to dominate eBay's Search Engine for the **HIGHEST PRICED** item.

By listing your items at a very **HIGH PRICE**, you will have a very good chance at showing up on eBay's search engine on the 1st page of eBay's search engine when someone is searching by the **HIGHEST PRICE**. However, if one of your competitors has listed the same or similar item as you have at a **HIGHER PRICE** than your price—then their item will get listed on eBay before your item does.

So, it is best for you to keep tabs on your competitors by doing multiple searches on eBay a few times a week and/or month to see what items are showing up at the **TOP** of eBay's search engine for your particular items.

***Below is a search that I did based on the HIGHEST PRICE.**

Pay attention to the first item that is showing up in eBay's search engine:

http://shop.ebay.com/i.html?_trkparms=65%253A15%257C66%253A4%257C39%253A6&rt=nc&_nkw=shirt&sticky=1&trksid=p3286.c0.m14&_sop=3&_sc=1

I *highly* recommend that you run a few 1 cent items and then have an item in your store priced extremely high in order to show up in eBay's search engine for the LOWEST PRICE ITEM and the HIGHEST PRICED ITEM for the item that you are selling. You will also need to do multiple Bay searches for your items a few times each month in order to keep an eye on your competitors' prices which will let you know what prices that you need to set your items at in order to beat them on eBay's search engine.

*****HOW TO TRACK YOUR PACKAGES THAT YOU HAVE SHIPPED TO YOUR BUYERS TO MAKE SURE THAT YOUR CUSTOMER GETS THEIR ITEM*****

If you use [Internet Explorer](#), you can track packages that you have sent by **USPS** by adding this ADD ON to your IE web browser by clicking on http://www.ieaddons.com/en/details/searchhelpers/USPS_Shipment_Tracking/

***You can also track packages that you ship to your customers** with the simple click of your mouse with this really cool IE Add On. <http://www.ieaddons.com/en/details/searchhelpers/Packagetrackrcom/>

***Visit the website at** <http://www.packagetrackr.com/>

***You can also track packages sent by DHL with this IE ADD ON at** http://www.ieaddons.com/en/details/searchhelpers/Track_Package_with_DHL/
<http://track.dhl-usa.com/TrackByNbr.asp?nav=TrackBynumber>

*****How to get on the 1st page of Yahoo, Google, and Bing Search Engines!*****

I can help you to RANK HIGH on Google! One of the best ways to get ranked HIGH on search engines is by buying DOMAIN NAMES from <http://www.GoDaddy.com> that have your MAIN KEYWORDS in the DOMAIN NAME and make a web page or a blog with that domain name.

A DOMAIN NAME looks like this: [TonyasDynamicDesigns.com](http://www.TonyasDynamicDesigns.com)

Buying domain names with your keywords in them will help you to get more traffic from Yahoo, Google, and Bing when people type in those keywords. Traffic is never a guarantee for anyone, but this technique can most certainly help you to get more traffic.

Make sure that you have your MAIN KEYWORDS in each of your DOMAIN NAMES. For example, if you are selling “red tshirts” then you should have DOMAIN NAMES like:

RedTshirts.com and/or **RedTshirt.com**

LadiesRedTShirt.com and/or **LadiesRedTshirts.com**

MensRedTShirt.com and/or **MensTshirts.com**

WomensTShirts.com and/or **LadiesTShirts.com**

and do the same process for all of your other items that you sell on a regular basis

After you get your DOMAIN NAMES set up, you will need to post your links on the MAIN BOTTOM of your eBay Store ABOUT ME Page and also on your Blogger Blog as well as on your Social Networking Sites in order for search engines to find your new links.

It can take a few weeks to a few months before you will see your DOMAIN NAMES showing up in search engine results. That is what my own experience has been with my own DOMAIN NAMES, but the search engine traffic that you will receive is well worth the wait!

#1 SEARCH ENGINE RANKINGS FOR YOUR KEYWORDS = MORE VISITORS = MORE SALES 4 U!

After you purchase your DOMAIN NAMES, you will need to create a simple website or blog for each DOMAIN NAME. If you would like for me to set up the web page or blog for you, I can. Simply contact me at tonya@TonyasDynamicDesigns.com and I will be happy to help you and give you a price quote. Simply, let me know how many DOMAIN NAMES that you want me to set up for you.

Just go to Google and do a search for any of the items that you sell and you will see what websites come up on the first page of Google. Your eBay Store will have a better chance of showing up on the first page as well with the more domain names that you order.

Traffic to your site is never a guarantee, but if you buy lots of extra DOMAIN NAMES with your MAIN KEYWORDS in the DOMAIN NAMES--your chances to get traffic *are* much higher!

You can even buy up domain names that have **MISSPELLED WORDS** in them because some people will type in keywords incorrectly on search engines. If the name is not available, just add an **S** or take off an **S**...and usually this will help you to buy the domain names.

All e-commerce sites like yours *only* use the **.COM** because that is where one is selling items. It can take a few months to up to 1 year before your extra domain names show up in search engines because search engines are unpredictable about the time part, but your domain names will eventually be seen on search engines. It is best to buy up the DOMAIN NAMES as quickly as you can before someone else gets the idea to do it.

You can also buy **Pay-Per-Click Ads** to get more direct traffic to your store.

*****How to make repeat sales!*****

There are 2 main ways that will help you to make repeat sales on eBay!

1) You can email your past customers through an email marketing campaign. Your eBay Store has a **FREE eBay Store Newsletter** that you can send out by going to: **MANAGE MY STORE >> EMAIL MARKETING**

With [Mail Chimp](#), which is who I use, you will be able to market to your past customers and also be able to acquire new customers which means more sales for you! You can use Mail Chimp for FREE for your first 2000 subscribers! I can also **custom design email newsletters** to make it match your eBay store or website. Simply, [contact me](#).

2) Another way to make repeat sales is by including your business card and flyer in all of your orders. I can **custom design your business cards and flyers** to match your designs for you too! Please [contact me](#) at for a FREE Price Quote TODAY!

*****Your next important business step to take is this!*****

The first step in the right direction is having a custom designed eBay Store that will help you to stand out from your competition from the thousands of eBay sellers. After getting your eBay Store custom designed, your next important step to take will be to get the word out about your store. If no one knows about your store—it is as if your store does not exist!

The most popular and effective way to do this is through marketing on Social Media Websites such as [Twitter](#), [Facebook](#), and [Google+](#) as well as writing blogs on [Blogger](#) or [WordPress](#) about your business. Getting all of these sites custom designed first and then posting submissions on these sites are crucial to your ULTIMATE online success! I can custom design and make postings for you to save you a lot of time.

I can also create video commercials about your eBay Store and the items that you sell and upload them to your very own [FREE YouTube Channel](#) which will give you even more FREE online exposure! I get tons of traffic from YouTube now!

Using YouTube Videos to market your business can help you to:

- Raise awareness about your eBay Store and items that you sell
- Generate word of mouth advertising
- Improve your search engine rankings
- Increase referrals to your eBay Store
- Personalize your brand

Most YouTube Videos are *only* 1-3 minutes each.

It's optional, but YouTube users can also earn extra income by simply uploading their videos to YouTube and turning on [Google AdSense](#) where Google will display ads when users are watching their videos. YouTube is also owned by GOOGLE which is the #1 Search Engine!

If there are any additional designs or services, that I can help you with, please check out [my website](#) for a complete list of designs and services that I offer for **YOUR ULTIMATE SUCCESS!**

Thank you so much for your business
and I hope you will have a wonderful day,
Tonya

Website: [TonyasDynamicDesigns](#)

FREE Promotion Website: [WheresYourBid](#)

Email: tonya@TonyasDynamicDesigns.com

John 3:16

I strive to get 5 Stars Detailed Star Ratings and Positive Feedback.

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***Disclaimer:**

Any advice that Tonya Becker gives is given as anecdotal business advice and tips. All sellers' sales will vary from seller to seller and are never a guarantee. Due to the increasing rate in which technology is always advancing and changing, Tonya Becker reserves the right to revise, edit, and change her advice in order to meet new industry, sales, and marketing standards in order to give her clients the most up-to-date business advice and tips.