
Special Report Bonuses

- Including:

‘Secrets Of Creating A *£1,056.45 Per Day* Continual Sale System Using Nothing But eBay!’

‘How To Go From Zero To *£1,045.96* With Just One Product In One Market Using eBay!’

‘Top Sites For Sourcing Any Product!’

‘Secrets Of Using Software To Smoothly Run Your Ebay Biz.’

**By Oliver Goehler
‘Auction Kommando’**

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**“Secrets Of Creating A
£1,056.45 Per Day
Continual Sale System
Using Nothing But eBay!”**

INTRODUCTION

Throughout this Special Report I want to look at some ‘inside secrets’ of how I built a continual sale system – based on the exact principles I’ve set out to teach you throughout the DVD series – to build a ‘real-life’ project with sales of thousands of pounds *per week!*

I envy you. To get a PowerSeller to ‘open up’ to you in this fashion is simply *unheard of*.

It’s virtually impossible to get most PowerSellers to truly reveal what they do!

That’s what makes this report so powerful.

So, I’m going to break this report down into several component parts.

Firstly, I’m going to look at how I *found the market* for this particular product. And, how you can look for similar tip-offs yourself.

Then, we’re going to take a look at *finding a product* for that particularly hot market – my *ReversePioneering* approach, as I like to call it.

Finally, we’re going to look at *listing strategies* for products, and this product in particular.

Oh, and one other thing too – we’ll look at *managing* your new Continual Sales System (i.e. a product which you sell on near pure autopilot) for maximum output and minimum effort expended. So, without further ado, let’s look at the initial steps of finding a market for a Continual Sale System.

FINDING A HOT MARKET FOR A HOT PRODUCT!

If you know me, then you'll know that I recommend looking at *markets* before deciding on any kind of product. I explain this fully on your DVDs. I call this my *ReversePioneering* approach – because instead of pioneering, we are actually going to be, well, 'reverse pioneering'!

In short, we're going to let others do the work regarding determining the best markets to enter...the markets that can be plundered in eBay terms.

And this market is absolutely no different.

Remember: we want to find someone who's selling an item on the site consistently and continuously, so, in essence, we can almost copy what they're doing – and add our own twists too.

So, in this instance, one thing I did was simply hit the eBay home page and start *browsing*. I quickly saw the category 'Photography'. How did I find that? Well, as I said, I simply started browsing, looking around, getting a feel for what was what.

And within that category, there are various subcategories...

Now, obviously we are not going to choose just the category 'Photography'.

Why not?

Because it's far too broad and large to take on. We want to sub-divide that niche market. So let's focus and hone down our efforts – and at least take a look at one sub-category. The sub-category we are going to look at is that of 'Digital Cameras'.

Now, looking at this market (I just checked) there are currently 11,876 items up for sale! A big number. So, once again, we may want to consider honing down even further within this niche market.

But, let's take a look in this category (I've included a few pages here to save you having to look on the site for yourself)...

Digital Cameras Finder

Digital Camera Type

Brand

Model

Resolution

Optical Zoom

Display Size


Search Keywords

Show Items

Related Guides

- [Digital Cameras](#)
- [See all related guides ...](#)

Search Options

-  Shop eBay Stores
 - [E-bays Digital Camera Specialist UK](#) (848)
 - [MFN Digital Cameras](#) (544)
 - [DigitalRev Photography Shop](#) (421)
 - [BestPrice Trading Ltd](#) (80)
- [See all matching Shops](#)

[See all searches for Digital Cameras Finder](#)

[See all common keywords](#)

- [Add to My Favourite Categories](#)
- [Sell in this category](#)

11876 items found in

Digital Cameras

List View [Picture Gallery](#)

Sort by:

[Customise Display](#)



Compare

Item Title

Bids

[Price](#)

Postage
to [SK5](#)
[6DN,](#)
[GBR](#)

[PayPal](#)

[Time Left](#) ▲

Featured Items



[~PANASONIC 6MP
LUMIX DMC-FX9
DIGITAL VIDEO
CAMERA+ 1GB!](#)

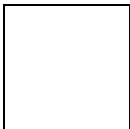
~~Buy it Now~~

£154.95 £11.99



35m

BONUS: 1GB
SD
Card!~£399.99
Value! Ship from
UK!



[Nikon D70s 6MP
Body Kit w/18-
70mm Lens NEW
+ Many Gifts](#)

~~Buy it Now~~

£449.00

£50.00
From
Hong
Kong



38m

[~CANON
POWERSHOT
SD550/ IXUS
750 DIGITAL
CAMERA +~ 2GB~](#)

~~Buy it Now~~

£185.00 £12.99



54m

**FREE 2GB SD
CARD! Value:
£499.99, ITEM
IN UK~NO VAT



[NEW! CANON
S3~iS
POWERSHOT
DIGITAL CAMERA
48XZOOM+~2GB~](#)

~~Buy it Now~~

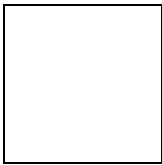
£269.85 £13.99

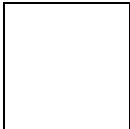


2h 23m


** 2GB SD **
~BRAND NEW
SEALED ~ UK
SPEC.~ ITEM
IN UK~




<input type="checkbox"/>		High Spec Bargain 12 MP 8x Digital Zoom Camera 2.5" TFT	14	£50.00	£10.00		4h 00m
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<input type="checkbox"/>		Fuji FinePix F420 Digital camera-6MP Intrpolat fujifilm	Buy It Now	£69.99	£10.00		4h 54m
		New 12m Warranty- powerseller- BNIB					



<input type="checkbox"/>		2.5" MASSIVE SCREEN new digital camera 12.0 MPIX Vx12	12	£33.00	£10.00		5h 30m
--------------------------	---	--	----	--------	--------	--	--------

<input type="checkbox"/>		NEW PENTAX OPTIO W20 DIGITAL CAMERA WATERPROOF 7.4MP	Buy It Now	£205.95	£12.95		5h 50m
		BRAND NEW IN BOX- TRUSTED POWER SELLER- WATERPROOF- EUROPE					

Now, a few things to notice here...

Firstly, there are some BRANDED and some NON-BRANDED items for sale in this market. That's a good sign – as long as we check and the items are indeed being sold *continuously*.

And that's what we need to determine next – whether these items are being sold, in what quantity and by whom.

Another good sign...if we look at the most popular eBay stores (on the previous pages), we can see that eBay tell us that there are three sellers who are selling more than 400 items EACH. So, this is a good sign that the market is sufficiently hot.

Next thing: we need to check that the sellers in this market are indeed selling the products *on continual sale*.

How do we figure this out?

Well, if we look at a given seller, we can check out *all of their listings*. And here's what we want to look for: we want to find a particular seller who is selling single items *over and over again*. This is simple enough to work out. We just look at their items, and look for the items which they are repeating continuously. Obviously, the more they are listing a given item, then (usually) the better it will be doing for them.

The more of a 'cluster' of items we can find the better too...

Let me explain what I mean on this point:

Let's say that you notice there are a preponderance of handheld video cameras for sale...and, most of the cameras that are on there are 10 'Megapixels' and above. This is usually a good sign to concentrate in the 'higher-end' of the marketplace. Not always, but it can be a good sign.

So – what have we done here?

Well, we've FOUND a market that appears to be paying out for other eBayers. WE know that there is more than one seller who has worked out how to make money from this niche. And so, the next step is to TRY and TEST a product of our own in this market!

FINDING OUR OWN 'CSS' PRODUCT FOR THIS NEWLY-FOUND MARKET!

So, we know this market at least *appears* to be paying out.

What next? Well, we've got to do some product research. But, before we do that, we've got to know what KIND of products to look for.

You see, we CAN come in with the exact same products. But, often we can also find products very *similar* to those already selling – and sell those instead.

We will, of course, want to test these products first however. And, do so with minimum risk.

Firstly though, let's look at how I found a product for this particular market.

Ok...

First thing I did was check out what the top 'PowerSellers' were selling. Then I asked myself these questions:

1. What makes this product appealing – why are people buying it?
2. What's the one thing that people really want from the product?
3. Is the volume of sales in line with my goals (I talk about this on your enclosed DVDs)

In a roundabout way, I was asking what is making this product *sell*...so I can know what I can *buy* to resell myself.

Once I've determined these facts, then I can go about finding something similar to sell for myself.

Now, to SOURCE any given product, we have to understand that our sourcing *approach* is going to differ depending on the category.

For example: in a category like this – 'physical products' – our approach is almost certainly going to be one of importing.

So, we can narrow down our sourcing to looking on various trade sites, and seeing what comes up on these sites, and chasing up on leads gained through these sites.

If our product for 'continual sale' was in the *ebook* category – and we wanted a red-hot publication all about a certain subject – then our approach for product sourcing would differ. In that case, we may look 'over the pond' and search *general websites* who weren't currently selling their product on eBay.co.uk (if we actually determined whether the ebook category was even viable or not).

So, obviously our sourcing approach is going to differ depending on the *product category* we are looking to enter.

In this case, since it's 'physical products' we have to look to import. And that's why I looked on alibaba.com and other sites I mention throughout this course, to try and find a similar kind of camera.

I quickly discovered a camera seller 'over the pond'...

And they stocked very similar models to ones which were already selling.

Of course, after this I had to work out my buy-in price, what the price would be after importation (check HM Customs website for exact details depending on your product – www.hmrc.gov.uk)

After I'd worked out what we were buying at, well, that was it! Of course, I had to determine what I thought it could be resold for (based on, again, what was already selling).

All that remained after this was to look at actually *listing and testing* our new product!

Is it that straightforward? Well, of course, you might get the old 'glitch' but this is really all about there is to the process! Now, let's take a look at the actual listing:

MY LISTING FOR THIS PRODUCT!

New All-In-One 10 Megapixel Video Camera, Camera, DVD and TV Player, MP3 Player, WebCam, Voice Recorder, Large TFT Screen, Remote Control With 'Fat' TFT Screen– IT'S AMAZING!"

Dear Bidder,

When you take it out of the box and use it...

...You're not going to believe you just got it for this price!

You're bidding on one of the hottest video cameras/cameras/ combined media players that you'll find ANYWHERE – you're not going to believe what you can get for this kind of money.

Ah, the joys of eBay!

Don't pay outrageous prices in the shops. Leave your wallet at home. This beauty is made in the same factories as all the big brands (in fact, it even has a Panasonic CCD), but is *far, far* cheaper.

A Quick Overview Before We Continue:

What You Are Bidding: The Latest Model 'Combined' 'Super Gadget' That Is:

A Digital VIDEO CAMERA capable of taking 10 megapixel video (that's astonishing quality!)

A Digital CAMERA also capable of taking 10 megapixel shots!

A DVD/TV Player too! Watch your favourite 'flicks' on the TFT Screen...!

Yep, You Get A Crystal-Clear 2.4-Inch TFT Screen. This clear screen will enable you to see your video as you shoot, in crystal-clear fashion. And, it will enable you to 'see' your digital camera shots as well, and your DVD playbacks. Best of all, it's 270 degree rotatable, so it's flexible enough to cope with the most demanding of users.

In fact, you can even playback your video on this TFT screen. Not bad, huh?

It also acts as an MP3 player, Webcam and Voice Recorder – and more (keep reading)

You can spin around your TFT screen and so this beauty acts like a camera/player, or you can twist it the other way, so this device looks like a video camera as well. The LCD screen which is large, can flip around a very flexible 270 degrees. There's also built-in motion stabilization, so for those of you with 'unsteady hands', you can be sure of sharper shots and clearer videos.

It also contains a night-mode feature, so this thing will work better at parties, and any other night filming you'd care to mention!

Best of all, it only weighs 145 grams, making it perfect to travel around town, or carry with you on a night-out - and fits in the palm of a reasonably large hand!

Specification

Image Sensor	3.2 Mega Pixels Sensor (Interpolated up to 10 Mega Pixels)
Operation Modes	Digital Video Camcorder, Digital Still Camera, PC camera, MP3 Player, Mass Storage Device, Video Recorder, Video Player, AV-In / Out
Special Function	PMP (Portable Media Player)
Lens	F=2.8/5.6
Focus Range	Normal: 150cm ~ Infinity; Portrait: 60cm ~ 100cm; Macro: center 40cm
Digital Zoom	8X
Shutter Type	Electronic Shutter
Shutter Speed	1/15~1/5000sec
LCD Monitor	2.4 Color TFT LCD
Storage Media	Built-in 32MB Flash Memory; SD/MMC Card Slot Support, can be slot up to 2GB
Image Resolution	3584*2688(10M), 2560*1920(5.0M), 2048*1536(3.0M)
Movie Resolution	VGA 640x480 / QVGA 320X240, 30 fps
White Balance	Auto / Sunny / Cloudy / Tungsten / Fluorescent
Exposure	Auto / Manual
Self-Timer	10 second delay
Flash	Auto / Off / On / Anti-Red Eye
File Format	Picture: JPEG Move: MPEG-4(ASF) Voice: WAV
PC Interface	Mini USB 2.0 Port
TV Out	TV: NTSC/PAL; Audio: Stereo
Battery	NP 60 Rechargeable Li-ion Battery
Dimension	105*70*30mm
OSD Language Support	English/ French/ German/ Italian/ Spanish/ Netherlands/ Portuguese/ Japanese/ Chinese-Simplified/ Chinese-Traditional/ Korean
Weight	About 145g

EXTRAS WE WILL ALSO INCLUDE

1. Li-On RECHARGEABLE Battery. No need to buy expensive this light battery is fully rechargeable. Included at no extra charge. Complete with **UK ADAPTOR!**That's right...

...FREE OF CHARGE!

2. Mini USB Cable. Hook your new digital camera up to the PC the day you get it. Once again this accessory is included

...FREE OF CHARGE!

3. AV Cable Hook your new camera up to your TV! Included...

...FREE OF CHARGE!

4. Amazing Earphones Plug these into your new video camera and listen to your favourite video clips, watch your DVDs, or last night's TV! Included...

...FREE OF CHARGE!

5. Holding Pouch Very soft pouch to hold your device in. Included...

...FREE OF CHARGE!

6. Strap - to hang your device on. Included...

...FREE OF CHARGE!

7. REMOTE CONTROL DEVICE! Control Your Camera remotely as well! This model has everything!

But wait! There's even more!

FREE Software CD is included.
On this you'll get:

- Power Director Pro– Easy-to-use but powerful photo-editing software. Load it up, and start editing your new photographs immediately. Included...

...FREE OF CHARGE!

- Photo Explorer and Photo Express– Use your new camera to take your own videos, then load this software to edit away. This is also included...

...FREE OF CHARGE!

- All relevant drivers to get this up and running ASAP – also free of charge.

FINALLY:

- Complete User Manual - printed, and in English. Not a dodgy, foreign manual like you'll find elsewhere.

Order Today and get the whole thing in a very attractive gift box. You'll love the sturdy, attractive box on its own...never mind your new 6-In-1 Video Camera!

Again, all included as part of the package...

What's you are bidding on today is the 2005 model. Accept no imitations. Get the real thing while you can - direct from the manufacturer.

FINAL NOTE: If you want accessories such as more memory etc., just see below and we will help you out. If you want extra 256MB card, for example, we will do these at cost price to you. Just let us know what extra we want, and we'll source them for you.

All part of the deal.

If you want a run-down on all the camera details, then here they are:

Features:

-

Multi-Functions 6 in 1

-

Digital Video: Record using MPEG4 compression giving high quality video in less file size.

Digital Camera: Captures and stores clear, sharp images. The photographic quality exceeds most single-function digital cameras! Its gross pixel can be up to **10 mega pixel**.

Web Cam: Plug it into your USB 2.0 port and it's your video conferencing camera!

MP3 Player: Records and plays back high-quality music files in MP3 formats giving you a compact listening source you can take anywhere!

Voice Pen: A great way to record your voice up to 6 hours for 256 MB (mono)

USB Mass Storage Device:SD/MMC can expand up to 512 MB and use USB 2.0 to connect your PC.

Specifications...

Digital Video

MPEG4 Technology

Advanced digital video camcorder with remarkable MPEG4 technology to enhance image quality and recording time.

High Image Quality -***DVD Quality***

Full Resolution VGA (640×480)

Frame rate -30 fps (frames per second)

Enhanced video recording time

§	20 Min. @ VGA 30 fps for 256 MB memory card
§	40 Min. @ QVGA 30 fps for 256 MB memory card

No Recording Interruption / **Real time** video recording

Audio Performance

Stereo Audio MP3 Player (Earphone and Speaker)

Sampling Rate: 44.1KHz (high definition)

Bit Rate: 64Kbps

Mono Microphone Voice

Sampling rate: 8KHz

Mono A/V Output : NTSC/PAL

Clear and Large Viewer

Large 2.4" LTPS LCD Panel

-
- § LTPS (Low Temperature Poly Silicon)
- § Leading-edge technology Better than TFT (Note: Most current 1.5" LCD has around 70K Pixels)
- § Higher Resolution -300K Pixels (640×480)
- § Higher Brightness
- § Higher Electron Response Speed
- § Lower Power Consumption

There' s still more...

- ✓ Audio/Video Input & Output
- ✓ Earphone (Stereo)
- ✓ Listen to MP3 and playback video at stereo performance
- ✓ Video / Audio Output for NTSC/PAL System
- ✓ Microphone (Mono)
- ✓ Recording Voice (Mono)
- ✓ Recording time up to 6 hours (256MB)
- ✓ Speaker (Stereo)

OK, One Final Thing To Push You Over the EDGE!

Buy this model today, and we' ll throw in a mini, extra **TRIPOD**. This mini, attractive, silver-sheen tripod is only small, but it' s compact nature makes it the ideal complement to this unit. You can use it to steady your camera, use it to take extra-clear shots and generally get full value out of the model.

IT' S FREE WITH THIS UNIT - IF YOU WIN TODAY...and while supplies last!

I just wish I could get this beauty in your hands, so you could see it for yourself. I absolutely KNOW that I if COULD do that, you' d want one *instantly!* It' s that good. Anyone that gets one just can' t believe that they' ve gotten it for this price.

Well, you have! Check our feedback for our track record - *100% positive*, and full of glowing comments. You' ll love this...and our customers say that too!

**But just to kill any doubts - we want to give you
a full 30-day guarantee to boot!**

That's right! Try and find that option anywhere else. You won't. Your purchase is fully guaranteed. Get this product, check it out, and see what you think. If you're not satisfied, or don't like it for *any reason whatsoever* - just let us know.

You can simply return it (in resalable condition), and get an instant refund. Will any other camera retailer offer this guarantee? NO! Only we do.

- Fair enough? Told you this was a good product! Otherwise, we wouldn't be offering such a strong guarantee! Bid today, right now - get your bonus tripod, and amaze your friends! Bid today!

We'll bend over backwards should you have any queries or need support. AND you're fully protected by your guarantee. Simply return the camera (in resaleable condition) at any time within 30 days - and we'll cut you an instant refund should you want one.

We don't think you will though!

Bid today! You won't find a better, easier to use and higher resolution video camera anywhere else on the market for this kind of money. Get one of the latest specification '6-in1' video cameras and combined entertainment units!

SHIPS FROM THE UK - NO ADDED VAT (NO VAT IS PAYABLE ON YOUR PRICE), NO PAYPAL SURCHARGE...GET IT BY TOMORROW!

Recent Feedbacks From Our Customers

Well, as you can see here...there are a few notable things to draw out of this:

1. The description is LONG! I've actually cut some parts out of this, because it just goes on and on. But when I say that a description is best of being l-o-n-g...then I mean it! And this goes some way towards proving my case.
2. The description INCLUDES feedbacks from customers, *within the description itself*.
3. The description goes some way towards POSITIONING itself against other sellers. After all, if you are using my *ReversePioneering* technique, then it's a given that you'll be in competition with other sellers. As such, you have to 'position' your product against them – tell people why your offering is better than theirs!

Of course, after you've done your listing – there's still your 'listing strategy' to think of – and that's what we'll look at next.

LISTING STRATEGY!

Ok...so we've identified our market, got a product for that market – and created our listing. Surely, that's everything?

Well, almost. But not quite...

...because we still have to work out exactly HOW we are going to list it – what we're doing to do with the listing that we've actually created.

Are we going to list in that category, or this category? And what times are we going to list at? Well, these questions and others are going to form the core of our listing strategy.

But let me tell you what I think is the BEST way of approaching this...

...simply go with what's working for others!

That's right.

Once again, we want to follow what's working. We don't want to reinvent the wheel. So, go with the flow, and check out the listings of other eBayers...and follow their lead.

You will want to identify a few things here:

1. The TYPE of listing being used.
2. The CATEGORIES the item is being listed in
3. The TIMES of the listings.

These are the main factors to look out for. For example, what is the type of listing? Is it a *featured* listing, or is a 'normal' listing. Does it have a reserve price? How many pictures? And so on.

And what about the *categories* for the listing? Is the listing only in a single category, or more than one. Again, the visibility of the marketplace will help you no end here.

And finally: the *times* of the listings. How often is the seller listing, and what appear to be the optimum listing times. Again, this is all here for you to check on yourself, and to give you a very quick start with this material.

OVERALL STRATEGY...

Phew. Look's like we're done, right?

Well, almost – but not quite...

You see, on your 'main' DVDs in with this package, I also talk about your OVERALL STRATEGY. And that's important here, because if you don't offer the purchaser *something else* once they've bought from you, then you're probably leaving profits on the table.

So, let me tell you the process I used for this particular product, once the customer had actually purchased their camera...

Immediate email...

Once they'd purchased, each new customer would get an email like this:

Subject: About Your eBay Order

"Hi there,

Thanks for your recent purchase of XYZ product.

For best effects with this model, we also are offering 'SD' memory cards. These allow you to store more pictures on your camera – there are various models to choose from. Currently we have the following in stock...

Etc. etc."

And about 20% (I can't remember the exact number) of people would buy one of the memory cards. Best of all, people aren't as *price-sensitive* with this kind of purchase, so you can charge more for products like this.

Once again, this 'upsell' (or 'cross-sell' – however you want to phrase it) strategy can be applied across the board, and to the products and markets you are considering too.

Now, I think we're finished! Except of course, we can then keep adding more products to our line...

CONCLUDING COMMENTS

I'll hazard a guess...

....that most people reading this report will think that there's 'something else' to this – something other than what's already been outlined.

But, there's isn't.

As I hope I've shown throughout this Special Report, this is all a SIMPLE process. Is it 'easy'. Not necessarily! Simple? Yes.

It's really the techniques and principles that I've gone over throughout that I want you to look at, because they can be applied *across markets and products*. That's the whole point of this – to show you how you can apply it in your own way, to the markets and products that you want to apply it to.

Best of luck!

Sincerely,

Oliver Goehler
'Auction Kommando'
www.AuctionBlast.co.uk

A FURTHER SAMPLE PROJECT!

**How To Go From Zero To £1,045.96 With Just
One Product In One Market Using eBay!**

INTRODUCTION

Wow!

What an experience this turned out to be.

You're about to learn how to go from ZERO to over £1,000 per week on eBay...in only 31 days!

And here's the really interesting this: *I was only 'playing' with this project*. Fact is, I could have gotten up to double that if I'd really wanted to...

...that'd be £2,000 per week – and with minimal effort to boot...

Why 'minimal effort'?

Because as you'll see throughout, the only work to do with this is shipping the product. And even that can be done by someone else (if you're really bone idle). Remember that you're doing this with just ONE product – and your listing the same product over and over again...which is the beauty of this.

The rest comes down to:

- 1. Identifying the market**
- 2. Locating the product**
- 3. Listing the product**

And, of course, making sure the customer gets their 'stuff'. But that's about it.

If nothing else, I'm hoping that this report will give you a great deal of inspiration. You'll see this done FOR REAL. There's nothing better for most people than actually believing that something like this...

...can actually be done...

Very best of luck with your project goals.

Sincerely,
Oliver Goehler
'Auction Kommando'

Market Identification

Well, let's start with our first step.

The market!

As always.

Once again, starting at the beginning, it was a case of 'going in and looking around' at what was already selling. From there, it didn't take me long to hit upon the *Skin Care* category, where there are plenty of other PowerSellers operating.

From there I realised I needed to get a product for this market – but one which was *slightly different* to what was already for sale (this is exactly what I mean by my '**uniquely similar**', further explained on your DVDs.)

Once the market was identified – what next? We need a **PRODUCT** for that market.

Here's one technique I used here...

Finding A Product For This Market...

So where would I start trying to find a product for this market?

Well, as you'll see on the DVDs, I use something called my '*Cross-Country*' Method of get/test product.

And that was the case here.

In short, I got a product from the US (eBay.com) marketplace and then tried it over here. I improved the description and listed it.

Once that product had sold...I then (and only then) WENT to the PRIME source – to get more product, for a lower price.

But, by testing it, I validated the concept *first*.

Can you test products or FIND products by visiting other eBay country sites? I'm sure you can. It's entirely possible and I know customers of mine who've used this technique also.

Listing The Product...

So, now I had to list the product.

How?

Well, I wanted to 'position' my product against the existing sellers. And that's exactly what I did through my description – telling people why my product was better than the competitions.

I wrote a very long description again. Much longer than my competition.

And I also gave a guarantee (I also explain this on your DVDs).


I listed the product in the categories my competition were in.


And for maximum results, I applied a 'sneaky trick' ...in short, I changed the picture on the listing and listed three times per week – instead of listing once per week, like most of my competition were doing.


Furthermore, I also then listed the product on the *international eBay sites* – and got a major result!


On the following pages you'll find SOME of the sales that were made in 7 days or so, using various eBay country sites.


(8) £14.95 1


(17 ) £14.95 1


(10 ) £14.95 1


(34 ) £14.95 1


(10 ) £14.95 1

(12 ) £14.95 1

(91 ) £14.95 1

(70 ) £14.95 1

(14 ) £14.95 1

(66 ) £14.95 1

International Expansion

Here's some of the results from listing on International eBay sites...this was used in conjunction with *freetranslation.com*.

It took virtually no more effort to list the items internationally (it only took me 30 pounds to get the listing translated, using *elance.com*), but it massively boosted my profits.


Again, I also used my 'secret' of listing multiple times in the same week, using different titles and pictures each time.

Take a look!


([6](#)) EUR 19.95 1 Germany

([106](#)) EUR 19.95 1 Germany

([private](#)) EUR 19.95 1 PDT Germany


([15](#) ) EUR 19.95 1 Germany


([105](#)) EUR 19.95 1 Deutschland


([20](#) ) EUR 19.95 1 Germany


([0](#)) EUR 19.95 1 Germany

([87](#)) EUR 19.95 1 Germany


([14](#) ) EUR 19.95 1 Germany


([501](#) ) EUR 19.95 1 Germany


([37](#) ) EUR 19.95 1 Germany


([36](#) ) EUR 19.95 2 Germany


([0](#)) EUR 19.95 1 Germany


([11](#) ) EUR 19.95 1 Germany

([40](#) ) EUR 19.95 1 Germany

([17](#) ) EUR 19.95 2 Germany

([72](#) ) EUR 19.95 1 Germany

([26](#) ) EUR 19.95 1 Germany


([23](#) ) EUR 19.95 1 Germany

EUR 19.95 1 Germany

([5](#)) EUR 19.95 1 Germany

([7](#)) EUR 19.95 1 Germany

([3](#)) [No longer registered with eBay](#) EUR 19.95 1

[41](#) ) EUR 19.95 1 Germany

Another International Listing – This Time From Australia

Price		Qty	Action	
1 (private)	AU \$29.95	2	Australia	Print Shipping Label <input type="checkbox"/>
(5)	AU \$29.95	1	Australia	Print Shipping Label <input type="checkbox"/>
(14 )	AU \$29.95	1	Australia	Print Shipping Label <input type="checkbox"/>
(6)	AU \$29.95	1	Australia	Print Shipping Label <input type="checkbox"/>
(8)	AU \$29.95	1	Australia	Print Shipping Label <input type="checkbox"/>
(10 )	AU \$29.95	1	Australia	Print Shipping Label <input type="checkbox"/>
(14 )	AU \$29.95	1	Australia	Print Shipping Label <input type="checkbox"/>
(145)	AU \$29.95	1	United Kingdom	Print Shipping Label <input type="checkbox"/>
(17 )	AU \$29.95	1	United Kingdom	Print Shipping Label <input type="checkbox"/>

A Note About Categories

One of the interesting things about this project was the category listings.

Or, in short, the lack of them. I mentioned that I used the categories used by the most successful sellers...and that's right. That's what I did.

But: I didn't try even more listings.

Sure, I was in the best category already...but that certainly doesn't mean that I couldn't have expanded into other categories (I mention the category of *Men's Skin Care* as just one example, which I didn't list in at all).

This is another way of expanding out this (or practically any other) project.

It's like placing an advertisement for a product in more magazines or newspapers. You'll reach more people that you wouldn't have reached otherwise (because some people don't look in certain categories, just as some people don't read certain newspapers or magazines – think of your own experience).

Still, this product produced some very nice results for a very small market.

How can you use the techniques outlined in this and your previous bonus report in your own projects?

Best Regards,
Oliver Goehler
'Auction Kommando'

TOP SITES FOR SOURCING ANY PRODUCT!

On your DVDs, I give a very brief example of a couple of sites you can use to start sourcing product. Of course, a comprehensive list would be practically impossible to put together. There are thousands of sites to get products, and the sites you'll want to choose are dependent upon the niche market you want to trade in.

But...what I can do here is give you a sprinkling of the top sites which people use to find suppliers – generalised sites, which I'm sure will come in handy.

A brief disclaimer here...before sending money to any supplier on these sites, or for that matter ANY place else...do your research. Ask for samples. Keep orders small. Check the company out. See if more than one person works there. See if you can get references etc. etc. In short, take precautions (I mention this on your DVDs too).

That stated, here are seven sites that are certainly worth checking out (bear in mind here that it will pay you to watch your DVDs first, otherwise this information won't be nearly as useful).

www.alibaba.com - possibly the largest tradesite. Tens of thousands of products ready to import.

www.made-in-china.com - The name says it all! Huge range of products direct from China.

www.ectrade.com - A large business-to-business marketplace with a huge range of categories.

www.globalsources.com - Sourcing site where you can also find more about global product sourcing fairs.

www.ec21.com - Another large business-to-business marketplace.

www.asianproducts.com - Large asian product sourcing site with additional emagazines.

www.b2bchinasources.com - Similar to made-in-china.com. A large resource of Chinese suppliers.

As you browse the above sites, you'll undoubtedly find a lot of overlap amongst them. But you'll also find many, many products that may be potential candidates for you. Just be sure you do your 'due diligence' before placing a large order.

Good luck!

SECRETS OF USING SOFTWARE TO SMOOTHLY RUN YOUR EBAY BIZ

Dear Reader,

Ok, a quick confession here...

On your DVDs, I said that 'later' I'd talk about using software to run your eBay business...and then promptly never got round to it!

So...I've included the information which should have been on the DVDs in this, special bonus report today.

Let me say firstly that there are a LOT of options out there for you. Nearly all of those I have zero experience of, and as such don't know how good they are. Why have I zero experience? Because almost exclusively I've used...

eBay's very own *Selling Manager Pro...*

And, although I'm sure you'll find some people who'd disagree, I don't think you need much more if you're going to sell items continuously.

What does it allow you to do? Most things. Including: scheduling your listings, listing at the times you say, listing on the days you say, handling 'inventory', automate the emails to your buyers...and plenty more.

In fact, I'm sure it will do things that I didn't even know it can/could do – because, like most of these things, you'll probably end up never using half of the features!

But that's why I say you don't really need much else other than this if you are listing on continual sale.

So what's the cost?

It currently only costs around £5 a month, and that's conveniently added to your monthly eBay invoice. I use it. And I recommend it. You can find more details at...

http://pages.ebay.co.uk/selling_manager_pro/

You can try the software for no charge at all for 30-days...and see what you think .

One more thing...I wouldn't use this if you're only just starting out and testing concepts. You probably won't need it. But you might well find it very, very useful after you've got up and running. Then will be the time to check it out for yourself!