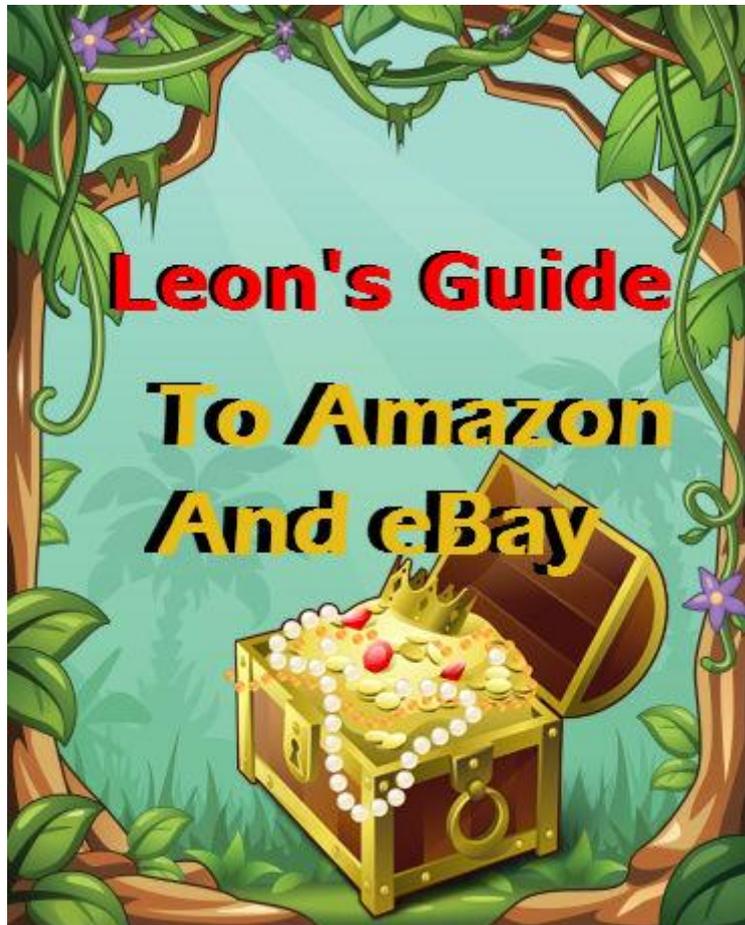


## How to Make Money Selling On Amazon & Ebay!



By Leon Tran

# Chapter Content

<b>Introduction</b>	<b>Page 3</b>
<b>Method #1: Amazon To Ebay</b>	<b>Page 4</b>
<b>Method #2: Cross-Selling On Ebay</b>	<b>Page 9</b>
<b>Method #3: Reselling The Big Bucks</b>	<b>Page 18</b>
<b>Take Action</b>	<b>Page 23</b>

# Introduction

Here's my Ebay powerseller account screenshot showing \$6192 made in 30 days:



Here's my new Amazon account, I've made over \$15,500+ in 30 days!



Okay so my profit off of \$21.5k is actually around \$6k. Not bad at all though for 30 days...wouldn't you say so?

Alright, I have three great strategies that you can use to make some good money selling physical products online. Let's get started!

## Method #1 – Amazon to Ebay

Admittedly; this strategy may take a little longer to make money (*depending on how long your listing takes*).

Nethertheless; it's still a great way to build some quick, and easy cash! :)

“I don't have anything to sell”, I hear you say. Don't worry.

With this strategy, you don't need to go and find things that are “lying around” your house. “I don't have any money to buy things”. Don't worry.

You are going to be listing things on Ebay that you find on Amazon. Then, when someone buys something from you – you can then get their money; go over to Amazon, and buy their item for them. (*While keeping a portion of the money*). Essentially, you are the middle-man.

You find something on Amazon that you see is selling for more on Ebay, and “move” it over. You increase the price of the product from the original Amazon price, and keep the difference.

Ok, so let me show you a quick example:

Here is a product I found that sells for \$28.51 on Amazon.



The image shows an Amazon product page for NatureWise Garcinia Cambogia Extract. The product is a white plastic bottle with a white cap. The label features a green tree logo and the text "NatureWise Garcinia Cambogia" in large letters. Below the name, it lists benefits: "Appetite Suppressant", "Supports Fat Burning", "Supports Lean Muscle", and "Non-Stimulating". It also states "Dietary Supplement" and "180 Vegetarian Capsules". A blue badge on the label says "60% HCA". To the left of the main image are four smaller thumbnail images of the product. Below the main image are "Better Deals" for "Garcinia Cambogia" at £24.99 and "Free Shipping" at £24.99. The product title is "NatureWise Garcinia Cambogia Extract Natural Appetite Suppressant and Weight Loss Supplement" by NatureWise, with a 4.5-star rating and 1,803 reviews. The price is \$28.51 (\$0.24/count) with free shipping on orders over \$35. The list price is \$54.95, and you save \$26.44 (48%). The product is in stock but may require an extra 1-2 days to process. It ships from and is sold by Amazon.com. Gift-wrap is available. The size is 180 count, with a 360 count option also visible.

Oh look – the same product on Ebay, which is selling for \$42.99



The image shows an Ebay product listing for NatureWise Garcinia Cambogia Extract. The product is a white plastic bottle with a white cap, identical to the one on Amazon. The listing title is "NatureWise Garcinia Cambogia Extract Natural Appetite Suppressant Weight Loss S". The seller is "redgregg44" with a 47-star rating and 100% positive feedback. The item condition is "--". The time left is 27d 04h (Feb 05, 2014 12:05:58 PST). The price is US \$42.99. There are buttons for "Buy It Now", "Add to cart", and "Make Offer". Below the "Make Offer" button are links for "Add to watch list" and "Add to collection". At the bottom, there is a "100% positive Feedback" badge and a "Best offer available" badge.

That's \$14.48 more than on Amazon. Therefore, if you went to Amazon – found this product, and then moved it to Ebay; you could make \$14 per sale (*minus fees*).

Imagine how much money that you could make if you have 20 different products; doing the same. I know people who have built million dollar businesses doing this. ☺

Powerful stuff!

Also, the neat thing is that you don't need to write any new sales text. You don't even need to create any pictures. Just copy from Amazon, and paste onto Ebay.

Look! Here's the bullet points that Amazon provides:

- Non-stimulating, safe and effective [appetite suppressant](#) and [weight loss supplement](#)\*. Zero fillers, zero binders, and zero artificial ingredients
  - NatureWise [Garcinia Cambogia Extract](#) standardized to 60% HCA with naturally occurring calcium and potassium for maximum absorption
  - Twice the number of milligrams and value per bottle than most leading brands. 500 mg per capsule. 180 vegetarian capsules per bottle. Made in the USA following strict GMP manufacturing standards
  - Garcinia Cambogia has been clinically shown to help curb appetite, reduce caloric intake, [burn fat](#), reduce body weight 3-times more than diet and exercise alone, and promote healthy cholesterol and serotonin levels\*
  - Participants taking Garcinia Cambogia in two 8-week clinical trials using our daily Weight Control Serving size lost an average of 5.4% of their [body weight](#) and body mass index (BMI)\*
- 

And look what I found on the Ebay listing...

## **NatureWise Garcinia Cambogia Extract Natural Appetite Suppressant and Weight Loss Supplement...180 capsules....**Only \$44.00****

- NatureWise All Natural, Non-Stimulating, Safe and Effective Appetite Suppressant and Weight Loss Supplement. Zero Fillers, Zero Binders, Zero Artificial Ingredients.
- 100% Pure NatureWise Garcinia Cambogia Extract standardized to 60% HCA and bound to naturally occurring calcium and potassium for maximum absorption
- Twice the number of milligrams and value per bottle than most leading brands. 500 mg per capsule. 180 vegetarian capsules per bottle. Made in the USA following strict GMP manufacturing standards.
- Garcinia Cambogia has been clinically shown to help curb appetite, reduce caloric intake, burn fat, reduce body weight 3-times more than diet and exercise alone, and promote healthy cholesterol and serotonin levels



Powered by [Selling Manager Pro](#)

Surprise, surprise.

So, the key thing here is to find a couple of products that have a higher mark up on Ebay, and then copy and paste them from Amazon.

**NOTE:** It doesn't matter if people already have done it. Just post yours, anyway!

Imagine how many iPhones there are selling on Ebay. However, if you list yours; chances are you are still going to sell it. Again, the goal here is to be consistent when copying your items from Ebay. There is a TON of money to be made here. Perhaps a couple of thousand per month and maybe even more!

**Method #1 Conclusion:**

I hope that you have enjoyed this very, very brief method, and have gained some value from it. The potential here for you is incredible. I know people who have built five figure per month incomes; using this simple strategy. So, go ahead and list a couple of things on Ebay.

## Method #2 – Cross-Selling on Ebay

OK, so this next strategy is pretty simple. However; it can take some time to get it up, and running. Basically – what you are going to be doing is offer people **cheaper alternatives** to high ticket products that are selling like hot cakes.

Your alternative solution will be in the form of a course (ebook or video guide) that teaches people how to solve a particular problem.

*(In order to comply with Ebay's new policy – you will need to burn your course ((PDF)) to a DVD, and ship it to your customers. I will talk more on this, later.)*

Here are the steps that you will need to follow for this strategy:

- 1) Find a HOT, high ticket product
- 2) Verify that it's selling
- 3) Create a guide that teaches people how to achieve the same result as a course
- 4) List your guide using the same keywords as the product
- 5) Look for other products that will help people achieve the same result, and re-list your product with those keywords
- 6) Repeat

OK, so let me give you an example!

### **1) Find a HOT, high ticket product:**

First things first – you need to find a product that people are buying. For this – I like to go into the health niche. This is because people who are having health problems are looking for answers NOW.

They are ready to BUY!

An example for this is acne. People who have acne will be actively out there on the internet; looking for a way to cure it...as fast as possible. Therefore; they will be willing to purchase ANYTHING that will help them cure it quickly.

Also, I already know that there are HUNDREDS of different HIGH TICKET products that people are selling. So... we now need to validate that people are buying a CURE for acne.

### **2) Validating that it's selling:**

For this, go to: <http://www.Ebay.com> and type in some keywords that will bring up products related to the problem that you are targeting (i.e. acne). After doing a quick search – I found a product that's selling for a rather high price. Perfect!

Here's the listing:

Save 25-30% on Skin Care [See all eligible items](#)



**Rodan + Fields Unblemish Dual Intensive Acne Treatment 2 x 0.5oz** [Add to watch list](#)

Seller: [beautyemporiumonline](#) (24368) 99.5% Positive feedback

[Follow this seller](#) | [See other items](#) | Visit store: [Beauty Emporium](#)

Item condition: **New** 

Quantity:  4 available / 4 sold

Was: ~~US \$94.99~~

You save: **\$5.00 (5%)**

Price: **US \$89.99**

Sale ends in 7 days

[Buy It Now](#)

[Add to cart](#)

2 watchers

[Add to watch list](#)

[Add to collection](#)

Experienced Seller	More than 50% Sold	New Condition
--------------------	--------------------	---------------

Mouse over image to zoom

As you can see – this listing has already sold four lots. So, we can see that there is some demand for this. All I did now was copy and paste the title into the search bar.

This is what it brought back:

7 results for Rodan + Fields Unbl... [Follow this search](#) Your location: EX31 3FJ

	Rodan and Fields Unblemish Dual Intensive Acne Treatment	3h left Today 6:45PM	<b>\$61.00</b> 9 bids
	New Unopened Rodan & Fields UNBLEMISH 3rd step Dual Intensive Acne Treatment		<b>\$57.00</b> Buy It Now
	Rodan + Fields Unblemish Dual Intensive Acne Treatment #3		<b>\$65.00</b> Buy It Now

OK, there are only 7 products listed here. Therefore; if we were to post our product here – it would be sure to stand out. In order to be sure that these products are selling – here’s what you want to do:

First – next to the search bar; click on “Advanced”

Rodan + Fields Unblemish Dual Intensive Acne Treatment All Categories Search **Advanced**

Refine your search for Rodan + Fields Unblemish Dual Intensive Acne Treatment  Include description

And now select “completed listings”:

Enter keywords or item number

Rodan + Fields Unblemish Dual Intensive Acne Tre  All words, any order ▼

Exclude words from your search

See general [search tips](#) or [using advanced search options](#)

In this category:

All Categories ▼

**Search**

---

Search including

Title and description

Completed listings

Sold listings

---

Price

Show items priced from \$  to \$

This will now bring up all of the listings that have been completed.

Therefore; you will be able to see whether they have been sold, or not.

Also – you will be able to see exactly how much they sold for. This step is very important; because we are now able to validate whether people are actually buying this high ticket product, or not.

*(If the price is in green – it means that people have bought it. If it's in red – it means that it didn't sell.)*

	<p>Rodan and Fields UNBLEMISH Dual Intensive Acne Treatment Jan-29 11:35</p> <p>Customs services and international tracking provided</p> <p><a href="#">View similar active items</a>   <a href="#">Sell one like this</a></p>	<p><b>\$89.99</b> Buy It Now</p>
	<p>Rodan + Fields UNBLEMISH #3 Dual Intensive acne pump Treatment Jan-28 09:20</p> <p><a href="#">View similar active items</a>   <a href="#">Sell one like this</a></p>	<p><b>\$85.00</b> Best offer accepted</p>
	<p>Rodan and Fields UNBLEMISH Dual Intensive Acne Treatment Jan-28 08:01</p> <p>Customs services and international tracking provided</p> <p><a href="#">View similar active items</a>   <a href="#">Sell one like this</a></p>	<p><b>\$89.99</b> Buy It Now</p>

OK, so as you can see – this product is selling pretty well. I recommend that you target a product that is priced **more expensive** than \$60. This is because we are going to be offering a cheaper alternative. Therefore; if you are offering an alternative for \$20, and people can actually buy the product for \$30 - chances are that they will just buy the product.

However; if the product is selling at \$89.99 – and we offer a \$20 alternative; chances are that people will be more inclined to buy OUR product. Not bad. Right?

### **3) Creating a PDF ebook or video guide that is CHEAPER:**

OK, so now you need to create a guide that teaches people how to get the **same result as what they would get after buying the product**. So for my example – people would buy this acne cream because they want to cure acne.

So, you need to find out how people can naturally cure acne, and create a guide about it. Here – you have a couple of options:

- Google it – there is the power of Google. Dig around, and you will find answers
- Search for PLR product – products that you can buy (for about \$10), and re-sell them. Just go to google and type in: “[Your problem] PLR” e.g. “Acne treatment PLR”.
- Buy other guides, and turn them into your own. Extract the best parts, and re-package them in your PDF guide

Here; you simply need to think outside of the box. Ask yourself: “How can I find a way to solve X (your problem)”?

Okay, once you have got your guide created; you’d then want to post it for sale on Ebay.

#### **4) Listing your product with the SAME KEYWORDS:**

You need to make sure that you list your product with exactly the SAME keywords as the product that you are targeting.

For my example – the title of my listing would be:

*“Rodan + Fields UNBLEMISH #3 Dual Intensive acne pump treatment Alternative”*

All you need to do is to copy the title from the other listings, and add in “Alternative” at the end.

This little simple strategy will then give you a TON more traffic. People will see that you are offering a solution that is a LOT cheaper, and they are more likely to buy YOURS instead.

Once they buy it – you simply want to burn your PDF ebook or video guide to a DVD, and send it out to them. **I recommend that you price your guide from \$12-20. Depending on how expensive the product that you are targeting is.**

## 5) **Look for other products that are the same:**

OK, so now that you have created your guide – you can find **other** products on Ebay that teach people how to achieve the desired result (i.e. curing acne).

All you need to do is spend some time searching. Type in some different keywords, and see what it pulls up. Maybe you want to put the price range at \$50-\$100?

Once you have found a product's name that's selling for a higher price – simply copy it into the search bar, and run through the same process that we followed in step 2 (validating that it's selling).

## 6) **Repeat:**

Simple. Huh?

That's all you need to do. Your goal here is to get your guide listed on Ebay under 5-10 different keywords. Trust me – this will bring you in a TON of more visitors and essentially sales! So, that's pretty much all there is to this strategy.

## Method #3 – Reselling The Big Bucks!

This method is quite easy to do but does require more physical work (packaging and shipping) and time involvement but the reward is much bigger. This is how I'm able to achieve the majority of \$21.5k+ in sales while only selling around 100 items a month.

It all started when I sold my old laptop on Ebay, I made about \$325. Then I went on craigslist and bought some more used laptops for cheap and tried selling them online. I was making about \$50-\$100 pure profit for each laptop. I still can't believe how easy it was to start! Before you know it, I started buying more cheap things from all over and reselling them online. Soon, I was able to reach \$21,500+ in a 30 day period selling electronics on Ebay and Amazon.

I sell mainly electronics that are worth \$150+ each, and every sale has to make me around \$50+ profit. I focus on selling higher priced electronic items because they are more profitable and require less work.

Would you rather sell 1000 items for \$5 each with packaging and shipping; or would you rather sell only 50 items for \$100 each with packaging and shipping?

I mainly sell phones, tablets, and other electronics that have a selling price of \$150+ or at least \$50 in profit. That's my niche because I enjoy

electronics and they are small and easy to store and ship. You can choose whatever niche you like, but make sure the items can easily be packaged and shipped as well as having good profits preferably around \$50+ on each sale. You should get into a niche that you enjoy and know the products quite well.

Where do I find items to resell back on Ebay and Amazon? Here are the methods I've used to buy and resell items online:

- 1) Buy stuff from craigslist.org and resell online. There're a lot of good deals on here. You need to do some digging around, but it's a good way to get started in getting quick products to sell online. So for example, in 1 day you can buy just 2-5 items off of craigslist, and your profit for each item should be \$50+. That's around \$100 - \$250 in profits for a day's work.
- 2) Buy from estate sales, yard sales, and local auctions. Do your research, it is very important to know your products' features and prices before you spend the cash.
- 3) Buy from local shops with coupons and resell online. When big box retailers like Walmart or BestBuy are running specials during the

Holiday season, this is when you cash in!

4) Buy from Ebay and resell the same items again on Ebay and Amazon.

That's right, buy stuff directly on Ebay with one account and resell it with another account. My secret weapon is using a free auction

sniping tool called: <http://www.gixen.com>

What this tool does is that it will automatically make a bid for you at the very last second on any Ebay listing. With this amazing free tool, you'd be able surprised other bidders and basically swoop in and steal auctions easily.

What I would do is find 20-50 Ebay listings, log into gixen.com, set my max bids. Walk away. Come back at the end of the day, see what I've won, then pay for the items. Wait for them to arrive, and relist the same items on Ebay and Amazon.

Sometimes I would buy items in small lots from Ebay. If I see an Ebay seller selling a lot of items in my niche for really cheap, I would contact this seller and ask to buy 5 - 10 items at a time with a discount.

5) Buy wholesale. Once you make a lot of sales and profits, it's time to join the big dog league and buy your products in bulk (50 - 100+

items) without wasting time sourcing the products. The day you have at least \$10k in cash profit, then you can start to think about buying wholesale. It's a big investment, so make sure you know what sells before making the big wholesale purchase.

Normally, when I sell my electronics, I usually include extra stuff with it so that I can sell for at a premium price, and to make my items stand out from the rest of the other sellers. For example, when I sell smart phones, I would include some extra bonuses such as screen covers and phone cases. These extras only cost me about \$0.25 - \$0.50 each (since I buy in bulk), and then I can charge a premium price for my phones.

Don't worry too much about competitions, there's always gonna be competition. To me, competition means that there's money to be made in this niche. You just got to get a piece of the pie and there's plenty for everyone. So you don't always have to be the cheapest, make your items stand out and sell at a competitive price.

Again, here are the rules I go by when buying & reselling items: it must be easy to package and ship, and it must make at least \$50 profit per sale.

There's really no secret sauce to this method, you just got to get the ball rolling and just do it. There's nothing too technical, you simply buy an item for a good price, list the item, then ship it once it's sold.

**ANYONE CAN DO THIS!** Grandmas, stay at home moms, dads, teens, **anyone!** Selling products online is an unbelievably easy way to make REAL money from home.

## **TAKE ACTION NOW**

In this guide – you have now learned three great methods for making money online selling real products on Amazon and Ebay.

I hope that you don't over-look these strategies. You are NOT going to make any money just by sitting there, and reading, so go out there and get busy!!!!