



# The eBay Business Handbook: How Anyone Can Build a Business and Make Money on eBay

*Robert Pugh*

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## **The eBay Business Handbook: How Anyone Can Build a Business and Make Money on eBay Robert Pugh**

In this new book top Powerseller Robert Pugh covers everything you need to know about succeeding on eBay; from the very first act of choosing your eBay user name through to the creation and management of your own business. eBay is very easy to use, to sell on eBay is not complicated and requires no sales experience. However, to use eBay to it's full potential, to maximise returns and develop a robust online business, does require an understanding of sales, marketing, and business processes. This book has been written for anyone who has ever considered the idea of owning their own business and being their own boss. Whether you want to supplement an existing income, or you want a complete change in life, this book is for you - giving you the confidence and knowledge you need to make that step. Written in plain English, this guide does not require the reader to have a grasp of complex industry jargon, all that is required is a desire to succeed and an open mind. Unlike other eBay guides, this handbook is based on the personal experiences of an established Powerseller. Everything from the practical concerns of international sales to the purchase of packing materials is covered here. With a fresh, common sense approach to selling, the book includes many hints, tips, and personal recommendations that can be applied to all of your eBay activities making this book essential reading for both experienced and non-experienced eBayers alike. Perhaps one of the most valuable sections is the one dedicated to finding stock to sell. Where traders obtain their stock is a closely guarded secret and often finding where to buy can be quite daunting. This guide will inform the reader where to look, how to buy from different sources and, the most interesting of all, how to us

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