

## Creative methods to make money on eBay

One of the biggest challenges that face every growing eBay business is making the decision about adding the first new employees. To make money on eBay is much easier when there aren't employees who must be paid before profits are computed. However, there is a point in time when the right decision is to add extra help.

Start by examining the business for opportunities to improve overall operating efficiency. Make the necessary improvements. Not adding the expenses associated with outside help is important to make money on eBay. The more efficiently you can operate your business the better. Eliminate redundant tasks. Improve the flow of every operation. Eliminate all of the non-value added tasks.

Next examine outside support options such as contract support. The rule of thumb should be to transfer tasks that take owner time, yet produce the lowest income. Leverage the owner's time toward tasks that make money on eBay. There are several online sites where administrative and support tasks can be listed for bid. One-time tasks, such as creating a booklet or writing sales copy are ideal for this approach as well. Be sure to check references on anyone you consider transferring tasks to. Sellers need to continually be on the lookout for creative ways to find products to sell on eBay. They need to look at products and methods of packaging those products to spur added sales. Creating sale packages that contain multiple counts of the same items is one of those creative methods to make money on eBay.

Grouping identical items together into packages is an especially effective way to make money on eBay in situations where more than one item is normally desired and purchased. For example most people don't have a single towel in a specific color and pattern in their home. They will buy sets. If you were selling towels, packaging them into matching groups might be an effective method of selling.

For buyers these packages can save time since all of the items are already packaged together. In the right situations buyers will also save considerable money on shipping costs.

For sellers there are also many advantages. Rather than pulling packing and shipping all of the items individually, there is time savings in selling them as a package. The average sales price of each listing also increases since a single listing contains multiple items. Rather than selling four, five or six auctions of one item, all items were brought together into a single auction. These are all critical pieces of the puzzle for anyone who wants to make money on eBay.

This strategy will not work in every situation. Some testing will be required to verify that it will work for you. We have tried it with very different market niches and have found that we are able to make just as much for each item as we were getting when selling the items individually. It has turned into a great way to make money on eBay for us.

Finally to make money on eBay, examine options for bringing part-time and/or full-time employees onboard. After examining the previous two options, consider adding an employee to help off-load tasks. Check all the local, state and federal laws and regulations regarding conducting a business from your home first. There are also rules and regulations regarding employees. Be sure that you understand and adhere to all of them.

## About the Author

About the Author For more useful tips & hints, please browse for more information at our website:- [www.auction-words.com](http://www.auction-words.com)  
[www.auction.reprintarticlesite.com](http://www.auction.reprintarticlesite.com)

Source: <http://www.zogol.com>