

E-Bay Selling



Ken Graham, the Club Vice-President, spoke to the Optimist Club on May 12. He sells items on e-bay as a hobby. He has sold 670 items so far. His sister got him started.

To sell on e-bay, Ken signed up on e-bay and set up a PayPal account. Initially he had a lot of items in his attic that had not been touched in years. He takes the items, takes a picture of the item, and makes a short write-up. Then he puts the item for sale for one week.

When selling items on e-bay, the buyer pays the shipping. Ken tries to determine a shipping cost based on the weight and is usually very close.

Ken now goes to auctions and thrift stores to find other items to sell. After selling for almost ten years, he has learned a few tricks for selling and knowing what will sell. He searches for similar things that sold on e-bay in the past 3-4 months to determine a price. E-bay does not let people use inaccurate or misleading terms in ads. For example, you cannot say something is "like new." It is "slightly used."

Ken keeps track of his income and expenses and files a Schedule C for the IRS. E-bay charges about 10% and PayPal takes a percentage also. The most Ken has made in

one year is about \$2000.

Ken has had few dissatisfied buyers. He gives them a full refund, including postage, and tells them to keep the item. He often makes his own boxes or ships in the flat rate USPS boxes.