



“TURBO-CHARGE your  
Auction Store”

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How to **SELL MORE** & **SAVE 90%** on eBay listing **FEES**

A book by Marjory Howes

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## INTRODUCTION

Face it, folks. eBay is where the money is. At last count, the online auction giant was generating \$26,000,000 in sales every day.

Staggering, isn't it? It's one thing for a software giant like Microsoft to have that kind of sales level—I mean, we expect computer geniuses to be making the big bucks, right? But when you realize that eBay is made up of a big pool of individual sellers, regular people like you and me, now that's impressive!

Yeah, you heard right. Regular people like you and me can share in eBay's \$26-million-per-day pie. This course will show you how to:

- **SELL MORE**, and **make more \$\$\$** on each sale.
- Save over 90% on eBay listing fees.
- Tantalize every looker with other products you have to offer. This technique will help you **UPSELL** like Crazy.
- Advertise **ALL** your goods 24/7 for pennies per week.
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- most powerful tool for drawing business to my store- and it's totally approved by eBay : )
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## **ABOUT THE AUTHOR**

I'm Marjory Howes and I learned to make money with auctions the hard way. I started goofing around on eBay to make a few extra bucks from home. I took one of my artistic talents, writing names on grains of rice, and started selling personalized rice necklaces to collectors. Lo and behold, the orders starting coming in!

Let me tell you, it was great for a while. My stuff was selling pretty well, but my eBay invoice was taking a big chunk of my profits. I bet you can relate to that, can't you?

It took me nearly 2 years of selling my name on rice necklaces to figure out how to work the system the smart way. I discovered a way to SELL MORE and pay less.

Let me say that another way: I sell more items while paying much lower listing fees, and you can too!



The secret is using an eBay store along with a proven system to drive crowds of buyers to it.

**You get to SKIP the learning CURVE!**

I'm going to show you the fast track to a more profitable eBay business. After studying this course you will be armed with the information you need to maximize your own eBay store and turn every auction you run into a giant billboard for the rest of your inventory.

If you don't have an eBay store, you'll want to open one after reading this! It's the key to saving 90% on your listing fees.

## **HOW THE HECK CAN I SAVE 90% ON LISTING FEES???**

I know lots of sellers who don't get an eBay store because the subscription fee is \$9.95 per month. For some reason, they feel that's just too much money to ask. I know because that's what I thought at first too. Then, I took a minute and did some figuring.

Consider this: You can list one \$9.95 item for auction for 30 cents. Add 25 cents for gallery and 10 cents for a 10-day auction. That's 65 cents for 1 item. With an eBay store, you can list 1000+ of the same item for 5 cents a month!

Go ahead-- splurge and add the gallery picture for an extra penny :) I'm not kidding with you- gallery pictures for store items are just 1 cent. I love that.

What's more, Ebay now has store listings that are good until you cancel them, and I say it's about time. Once you have your mini-gallery and store items set up correctly you don't need the hassle of re-listing expired store listings.

Of course, if you want you can specify a 30, 60, 90, or 120 day listing that will expire on its own.

The 30 – 120 day listings are prepaid, but the unlimited ones are charged to your account monthly at 5 cents per listing.

The best part is **any** storefront listing will be 5 cents per month NO MATTER how much you are charging for your stuff, or how many are offered in each listing. You could list 1000 big screen TVs in your eBay store costing \$6,000 each and the listing would still cost just 5 cents per month.

Imagine the money you'd save if you put one TV up for auction and told customers to BUY IT NOW in your eBay store. That auction would cost you somewhere between \$3.30 and \$4.00 depending in whether or not you added a gallery picture and if you got the 10 day listing.

Using my techniques, you can literally advertise all 1000 big screens all month long for under \$12. It would cost you nearly \$4000 to run them all as auctions. [For more info on eBay's store fees, click Here.](#)

See why that \$9.95 store fee per month is a drop in the bucket when you consider the listing fees you'll save?

Now do you see why you NEED an eBay Store?

The one tricky thing about store listings is they won't come up when someone searches in the auctions. To make sales, you must run some auctions, and you must get those auction-goers to your eBay store to shop. That's where a mini-gallery comes in.

Before we start the tutorials, I'm going to assume that you already have some experience on eBay, either buying or selling. If not, spend a few days browsing in categories that interest you. Register with eBay, and buy something. Pay attention to what sellers are doing well in the listings you see.

For beginners, I recommend this e-Book, "[eBay Marketing Secrets 2002](#)." It's designed to help you get started using eBay. It will get you up to speed on the basics of placing listings. I've arranged with the author to give my readers a special deal. The book normally retails for \$24.95, but you can get it for just \$9.95 through my website.

["eBay Marketing Secrets 2002"](#)

Click the title to get it for \$9.95

For those of you who don't have products to sell yet, I have a neat deal for you too. The author of "[Wholesale Sources 2002](#)" has given me permission to sell his book from my website at a big discount. It's yours for \$14.95 instead of the regular \$24.97.

## “Wholesale Sources 2002”

Click the title to get it for \$14.95

I’ll also assume that you use Windows. If you’re a Mac user, I’m sorry that I can’t be more specific in instructions for your system. The basic concepts I’ll share apply to Mac users the same as windows users, but if you use a Mac you’ll need to find Mac software to edit your photos and edit HTML.

### **Essential Tools**

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- Photo-editing Software like Photoshop or Paint Shop Pro to make your gallery photos. You can download a free trial version of Paint Shop Pro at [www.jasc.com](http://www.jasc.com). Chances are, you have some kind of photo program already on your computer. Mac users, look for your Appleworks or ClarisWorks paint program.
- Online Photo Hosting Service. Free and low-cost hosts work fine for this. I use yahoo Geocities for \$4.95 a month. If you don’t have a service yet, just go to your favorite search engine ([www.yahoo.com](http://www.yahoo.com), [www.altavista.com](http://www.altavista.com), ect) and search for “image hosting”.

- Quality Photos of all your merchandise. Make sure they are in either .jpg or .gif formats. If you can't get a decent photo from the manufacturer, you'll need a scanner or camera to take your own photos. (Don't panic. You're going to learn how to take great photos in the first tutorial.)
- Image Optimization Tool: I use **GIFBOT**, a free and easy tool that 'squishes' file sizes down so they load faster. Some of my photos were taking 12 seconds to load, but Gifbot got them loading in just 2 seconds. Most people won't wait around for 12 seconds waiting for your photos to load . . . they'll shop elsewhere.
- HTML Authoring Program like Microsoft Frontpage or Netscape Composer. Frontpage comes with Internet Explorer and Composer is usually built into Netscape. Mac Users, try Dreamweaver. Get a free trial version at [www.download.com](http://www.download.com). Before you buy it full-price, I recommend looking on eBay or half.com.

# TUTORIALS

## TAKING Your Own PHOTOS

You will need good, clear photos of the stuff you are selling in order to make the best of your eBay store.

If your supplier has professional photos that you can use, lucky you- use 'em! If your product is being sold on the Internet already, try searching [Altavista.com](http://Altavista.com) for the item. When you find a good photo you'd like to use (be sure it's not copyrighted) simply right click on the photo and save it to your pictures folder.

If you can't find a good photo anywhere, you get to learn to take the photos yourself. Don't panic! I'll tell you a really easy way to do it.

I prefer a scanner for small items and a digital camera for larger ones. (By all means, shop eBay for these items!! I got my scanner for \$20 on eBay, and my digital camera for about \$150. Both would have cost me 2 – 3 times that in the mall)

Of course, you can use a regular camera, but remember you'll have the extra cost of all that film and developing. You'll be taking lots of photos, so

you may want to borrow a digital camera from a friend if you possibly can.

## Tips for shooting great photos

How do photographers get merchandise to look so great?

The secret is in the lighting, and NO you don't have to go buy some expensive light kit. I figured out these tricks when I was selling dresses and kids formal wear. Virtually anything looks better under soft light, and I found 2 easy ways to get it

- Shoot your photos outside on a clear day either before 10 am or after 4pm. The sunlight is softer during these times of day because it isn't so direct. It also cuts down on squinting eyes and sharp shadows.

Chances are, you can find something pretty to use as a backdrop outside too. I've had kids stand in front of my lilac bushes, sit in my swing, or sit on the grass for pictures, and it looks great.

But let's say it rains a lot where you live and you can't wait get outside for a few days. NO PROBLEM.

- Get a sheet of opaque landscaping plastic from your hardware store and hang it over the window in one of your sunniest rooms. I like to use my bedroom with south windows since there's plenty of sunshine throughout the day in there.

Make sure your blinds are open all the way so the light is only filtered through the plastic. I like to lay down a piece of fabric to use as a backdrop and put my items on top of it.

You can experiment with the color of the backdrop to see what shows your merchandise off the best.

I used a neutral sort of sage colored drop for my kids clothing. My husband got great results with a black backdrop when he sold his Nintendo stuff. It's really up to you.

I put my things facing the window so there is plenty of light on the front of them, and then stand with my back to the window to take the photos.

## MINI-GALLERY Tutorial



In my tutorial on building your mini-gallery, I'll take you step by step. Those of you with experience linking photos and working with URL links will probably be able to do this without the step-by-step instructions. (TIP: if you are going to skip the step by step and go it alone, be sure to link each photo individually to a search results page in your eBay store- more on that in the last portion of the tutorial)

You should have all your product photos gathered and saved in a folder on your desktop or someplace you'll be able to easily find them.

Now is a good time to **optimize your photos** so they will load as fast as possible. Like I mentioned earlier, I like the free Gifbot tool offered at [www.netmechanic.com](http://www.netmechanic.com). You will be able to upload each photo individually and get it optimized to your liking.

Gifbot will show you several different file sizes, and you choose the one that looks the best for the amount of time it will save to download. You'll only have to do this once, so hang in there! It is amazing how much faster your images can load and still look great.

Optimize your photos and save them to your picture file.

Once you have the photos you need and optimized to your liking, open your picture editing software (Paint Shop Pro, PhotoSuite, Photoshop etc). If you use a different software, make sure it will edit and save .jpg and .gif files.

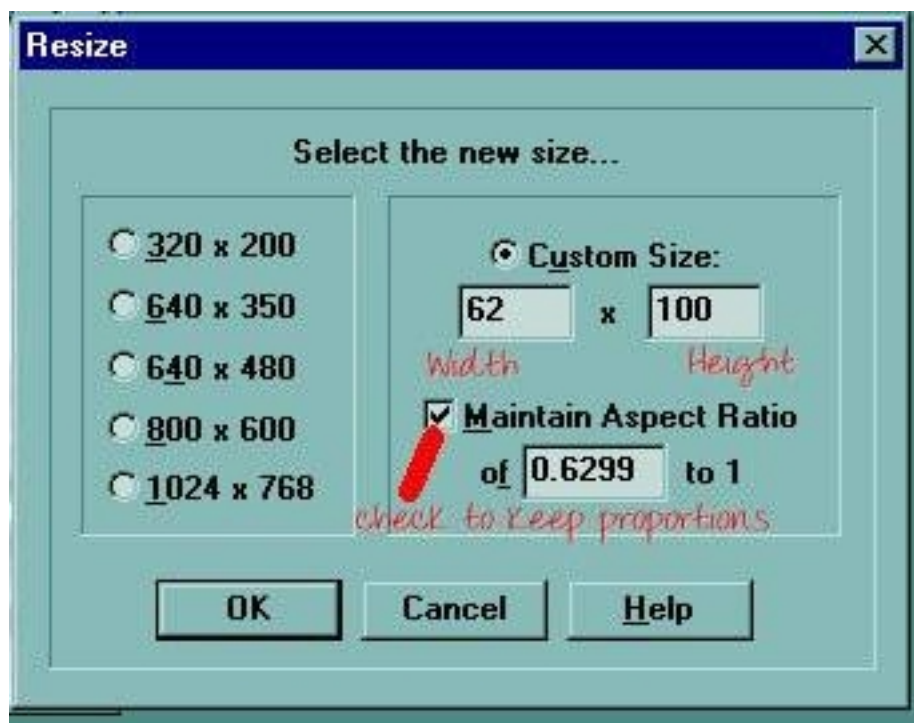
**One warning:** Windows comes with a program called "Paint" but it only edits .bmp so it won't work for this project. If in doubt, remember you can download a trial copy of Paint Shop Pro (PSP) from [www.jasc.com](http://www.jasc.com). Look in their free downloads section.

## **Making Thumbnails**

***The instructions here are written as if you will be using PSP to do your photo editing.*** If you are using another tool, the menus will be different, but they should still be similar. Take a few

moments to look in each menu and see what's there before you start this tutorial.

- Open one of your full-size product pictures, and make sure you are viewing it full-size by choosing View> Zoom In> 1:1.
- Now from the menu, choose: Image> Resize. You will see a box pop-up with several size options for you to choose. Select “Custom Size” and make sure to check “maintain aspect ratio.” You don't want your photo to be disproportional, right? Right!



- See the number boxes just below “Custom Size?” They represent the width x height of your photo.

To make a nice-looking mini-gallery you will want all of your mini-photos to be the same height. I like my gallery photos to be between 75 and 100 pixels high, depending on the stuff you are selling.

All of my gallery photos for CrazyRice necklaces are 100 pixels high, but they are tall and skinny photos. If your items are squarer try making them 75 pixels high.

- For this lesson, let's say your items are tall like mine. Enter 100 in the second box (height) and tab to see the width automatically change to the correct number. Click OK.
- Look at that great thumbnail of your stuff! If you wanted, you could have text on the photo too, but you don't have too. Most products speak for themselves.
- Now select "File> Save as" from the menu and give this smaller photo a new name. For example: If your larger photo is of a dog and is saved as "dog.jpg", save this new one as "dogsm.jpg"

- Go back and make a small version of the rest of your photos, saving each as a new name. Be sure you don't save over the original large version. (You'll need the large one for the listing in your storefront, and the small one to put in your mini-gallery to drive traffic to the storefront.)

Great job! Let's move on.

Did you find a free or really inexpensive image host yet?? You'll need it now so you can upload these great photos to it. Remember, to find one, just search for "image hosting" in your favorite search engine.

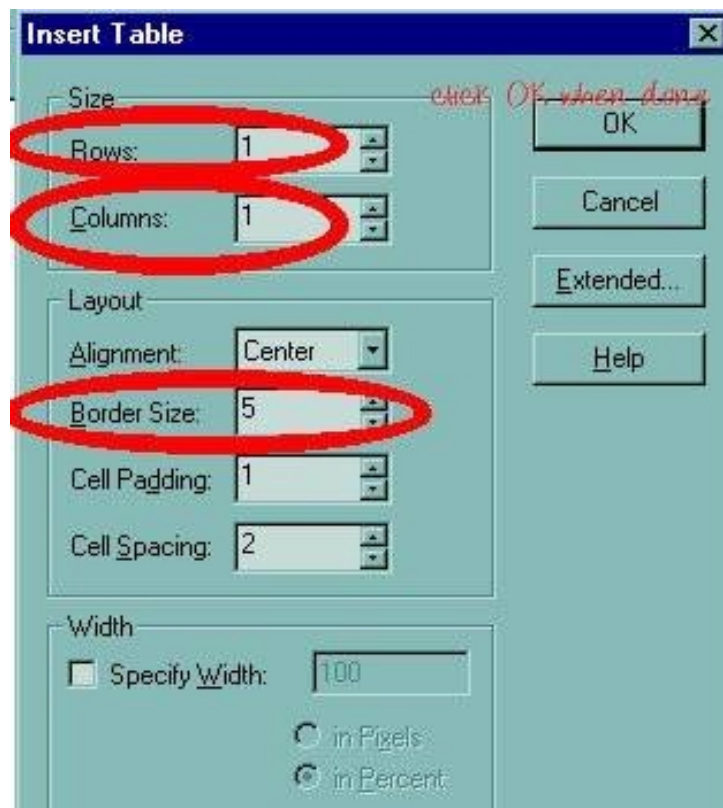
Follow your service's instructions to upload all your full-size and mini photos to their server. It's a good idea to leave the browser open at the directory where your photos are so you can copy their locations in the next step.

Okay, cool then, right? Pat yourself on the back because you're half way through this mini-gallery thing :) Take a break if you need to, and come back ready to finish up.

## Building an Image Table

Now we are going to line these mini-photos up and make them link to your store items. Here's where your HTML software comes in. As I said before, most browsers now come with some kind of html authoring built in.

I use Internet Explorer's "Frontpage Express," but there are many others you can use. Netscape has "Composer" that does the same thing. Microsoft Word 2000 will also create tables and web links.



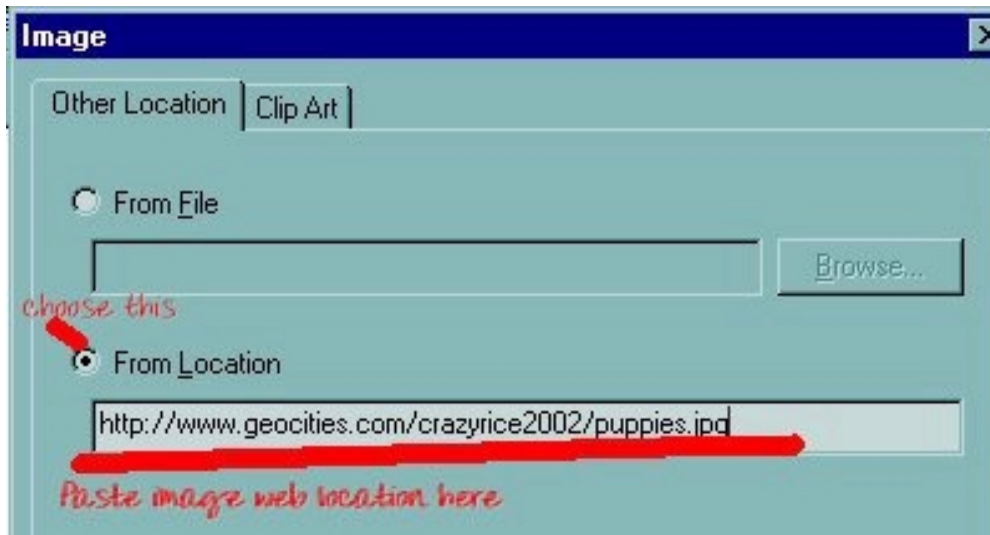
- Open your HTML software to a new document. In the menu choose: Table> Insert Table. A pop-up box will come up asking how many **rows**, **columns**, alignment, **border size**, cell

spacing, and cell padding. I bolded the only ones you need to worry about right now.

- Enter 1 row, 1 column, and 5 in border size. Click OK.
- Now's the fun part. You want the html to pull the pictures in your mini-gallery from your image host and not your hard drive- Let's start linking!



- Put your cursor inside the table, and choose: Insert> Image. (You can also just click the image icon in the menu bar.) A pop-up box will open asking for the image location. Choose the option “from location.”
- Remember that browser window you left open after you uploaded your photos? Go there and click on one of your mini-photos to see it's web location, or URL. It will look something like this:
  - <http://www.geocities.com/crazyrice2002/puppies.jpg>.



- Select the picture's web address from the URL address bar and either right click and COPY or push ctrl-C to COPY.
- Switch back to the window with your HTML program and paste the image location into the pop-up box "Image Location" field.
- Continue with the same method, placing all of your small photos inside the table to look like this:



- **SAVE YOUR WORK!!!** I like to VIEW; HTML and save the HTML code into a wordpad file. I name it “Minigallery.txt” and save to my desktop. Put it wherever you will be able to find it easily.

**HANG IN THERE!!** Remember, you’ll only have to set up your mini-gallery once and then it will work forever, or until you decide to add new products : )

### **Linking to your eBay Store**

Okay, now we have to make the mini-photos link to the correct listings in your eBay store. **YOU DON’T HAVE** to have all your store listings setup before doing this . . . we are going to set it up so that these gallery pictures will search your store for any listing that matches it, even if the store listings aren’t up and going yet.

You **DO**, however, need to have your store subscription setup before we begin the linking. If you haven’t done so yet, go [sign-up for your eBay store](#).

Let me take a quick second to explain something. You may be wondering why you can’t just link your mini-gallery photo to the item number of a listing you already have going in your store. The answer is that **you can if you want to**. But, remember if you link to a listing that will expire sometime, that link won’t work

anymore! You will have to go back to your mini-gallery code and re-link to a current item. On the other hand, if you follow my instructions and link to a search results page in your store, as long as there's a listing in the store that has the right search terms in the title, the link will go to that item. This method also allows you to show all the items with the right search terms in it.

If that was confusing, see if this example makes more sense.

**Example:** I have my mini-gallery photo of a dolphin necklace linking to the search term "dolphin" in my eBay store. Now, anyone who clicks on the dolphin thumbnail will see what's in my store this week with dolphins. Any store item that has 'dolphin' in the title will be displayed to my customer. If I decide I want to change the color of beads on the dolphin necklace, I can end the old listing and start a new one without worrying about updating the mini-gallery link. Make sense?

Okay- back to the tutorial.

Open a browser window to your eBay store main page. Near the top and to the right is a search box. Uncheck "Search titles **and** descriptions."



We are going to make your first gallery picture search for any related listings in your store. If your first photo in the gallery is a leather purse, type “leather purse” in the search field.



When the search results come up, look at the URL address bar. It will look something like this:

<http://search.stores.ebay.com/search/search.dll?MfcISAPICommand=GetResult&sid=5708382&store=Crazy+Rice+n+Kids+Boutique&colorid=7&fp=0&query=leather+purse>

- Notice these important parts of the address:
  - 5708382 is my eBay store number. Your eBay store will have its own number that will be here.
  - Crazy+Rice+n+Kids+Boutique is the name of my eBay store. The name of your eBay store will be here.
  - leather+purse is the phrase I searched for within my eBay store.
- All you have to do to have the system search for your other store items is replace the purple search terms with new ones, SOOOOO . . .

- Select and Copy that long, ugly address we just got after searching for leather purse.
- Switch windows back to your html software and double-click your first mini-gallery photo.
- Paste your long, ugly search results address into the default hyperlink field.
- SHORTCUT - to save time of linking the rest of the photos to their correct search results, PASTE that same long address into the default hyperlinks of the rest of your mini-gallery photos.
- GREAT TIME TO SAVE AGAIN . . .
- Now, go back and double click the second photo. In the default hyperlink field where you pasted the long address, just replace the search terms at the very end of the address with the correct terms.

For example: If your second picture is of leather gloves, edit the long hyperlink address to say “leather+gloves” at the end instead of “leather+purse”

- Double click the rest of the gallery photos and update their search terms to match each mini photo.
- **SAVE IT AS A .TXT FILE.** From the menu choose: View> HTML (or source). Select all the HTML text coding and save it as a .txt file using wordpad or another word processor.

You should now have a mini-gallery of photos that link directly to a search results page in your eBay store! If you've done everything correctly, each photo will link directly to all the items in your store that have the specified search terms in the title. (NOTE: If you haven't listed all of your store items yet, be sure to do so before you start running auctions with the mini-gallery. Otherwise, nothing will come up when customers click the photos)

Now, if you'd like, add some text to your mini-gallery such as "More items available to BUY IT NOW in my eBay store!" or "Get a FREE BONUS when you shop my eBay store for these other items"  
(See the **Keyword Spamming warning section**)

*Don't want to wait for the auction to end??*

Please visit [my eBay Store](#)  for more necklace styles you can buy today!



*Let me write YOUR NAME on Rice!*

## RULES OF THE GAME

Beware Keyword Spamming:

[http://pages.ebay.com/help/index\\_popup.html?policies=listing-keywords.html](http://pages.ebay.com/help/index_popup.html?policies=listing-keywords.html)

The idea behind eBay's keyword spamming policy is to keep sellers from taking unfair advantage of the eBay search feature. Basically, you may not pack your item description with a bunch of unrelated brand names or keywords that are not for sale in that auction.

I learned about the Keyword spamming policy by accident. When I first started selling my "Name on Rice" necklaces, I mentioned all of the styles I had available in every auction I had. In my auction for a horse necklace, I said,

“I also carry fish, crosses, dolphins, turtles, cats, dogs, and unicorns.”

It wasn't long before I got a not-so-polite email from eBay telling me that I was breaking their Keyword Spamming policy and they ended all of my auctions.

Please be careful when writing your descriptions! I still wanted to tell my customers that I had tons of other styles, so I came up with the mini-gallery idea. My customers can see my other products without my saying (or typing) a word : )

This is perfectly legal because it doesn't interfere with the search feature, yet the photos still advertise my other products. You can use this method when up selling in your listings too.

I started putting a photo of matching earrings into my necklace listings, and saying, “Get matching accessories in my eBay store.”

Get matching accessories in my

eBay Store



I didn't say, "Get matching earrings" because that would be keyword spamming. EBay *will* allow you to say "accessories," but you *cannot* say "earrings"

unless you are selling earrings in that auction.

### Also Beware of eBay's Linking Policy

<http://pages.ebay.com/help/community/png-links.html>

My mini-gallery is in accordance with eBay's linking policy, but it's a good idea to read through the policy so you are aware of what you cannot do.

## SUPER SELLER TIPS

- Don't offer BUY IT NOW directly in your auction, because when one person buys it now, the auction is over! Remember, these little auctions are mainly ads to get people to buy from your store.

Instead, make it clear that shoppers can BUY the same item NOW in your eBay store and give them the link. If you got the buyer to your eBay store to make their purchase your auction is still going, and drawing more buyers around the clock.

- Sell inexpensive items at auction when possible. The lower your minimum bid, the lower your listing fee. Studies show that more people look at less expensive items.

Everyone loves a bargain, and you want anyone interested in your product to think, "Hey, I can afford that!" You want everyone to look at YOUR listing because then they will see all the related items that are in your store.

A good friend of mine uses this method all the time and has great results. Her name is Sydney Johnston, and she showed me how to take a \$1 item draw in **thousands** of targeted

shoppers. The lady has some **amazing** ideas—more on her in just a minute . . .

- Feature your hottest item, and let it drive customers to your other listings through your mini-gallery.
- Run all your regular auctions for 10 days. It costs an additional 10 cents, but well worth the extra time that listing will draw targeted buyers to your store. See how just three 10-day auctions give you an ad on eBay an entire month?
- Make shopping in your eBay store **EASIER** or more rewarding than bidding in the auction:
  - Offer reduced or free shipping on eBay store items
  - Offer a **FREE BONUS** with items bought from eBay store.
  - Offer package deals in your store. Ex: Camera starter pack with a special price.
  - Offer to combine shipping on items bought in the store.
- Pick related items to sell in your store and auctions. If you sell digital cameras, sell more memory, camera bags, and photo software in your eBay store.

## What else can I sell in my eBay store??

- **Services:** Offer gift-wrap service for your products in your store. This is big at Christmas time, but also works great for Valentines Day, Mothers Day, etc.
- **Accessories** to your auction offerings. Sell rechargeable batteries in your store if you sell electronic gadgets. If you sell DVDs, offer a scratch repair kit, software to organize your DVD collection, maybe even movie posters.
- **Digital products** that customers can download. This is my favorite! There's nothing to pack and ship, and delivery is immediate as an email attachment or instant download. Write your own product, or sell someone else's and get paid commission.

That brings me to my affiliate program.

- List my eBook "Turbo-Charge your Auction Store" in your eBay store and I'll split the profits with you 50/50.

Set it up once, and you're done!  
There's no better way to get started in selling digital products than this. You'll be

able to see for yourself how much easier selling digital products is than packing and shipping.

In fact, that's how I got started with digital products- selling other authors' e-books for commission. I'll provide you the sales copy, book cover photo for your mini-gallery, and show you how to get set-up with my affiliate program software so your commissions are automatic.

To get started now, visit my website:

<http://www.auctionsalesmachines.com/aff.html>

- You will be amazed at how much easier making money is with digital products. Eventually, you may want to write your own! Until then, there are thousands of e-Books out there that are available for you to re-sell for a good profit. If you hate shipping, this is the perfect option for you.

## **PUTTING YOUR BUSINESS on AUTOPILOT**

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- Subscribe to a service that sends out your winning bidder notifications for you. I like Auctionwatch because it has tons of features to help you sell, get paid, ship, track, leave

feedback, and follow up easily. I also like Auctionwatch because I can set it up to insert my mini-gallery into EVERY listing that I run. [CLICK HERE for a FREE 2 week trial.](#)

My favorite thing about AuctionWatch is its recurring auction feature. It will launch auctions for you over and over so you don't have to do it by hand! It also has a feature that will place static information into your auctions. For example, anything that you say in every auction you run can be set-up to just go in automatically. By all means, use that feature to put your mini-gallery into every auction you run.

I used Frontpage to make a simple page with my mini-gallery and all of my policies on it. Then, I copied the html into Auctionwatch. That way, AW put that info into every listing without me having to type it all over and over.

Another thing that will help you automate your business is using autoresponders. If you start getting emails from buyers that all have the same questions, make up a FAQ file and put it on an autoresponder. You can then mention the autoresponder in your store and auction listings.

Of course, there are tons more ways to use autoresponders. If you want more information on

them, checkout “Auto-responder Magic.” It is full of ideas and templates that you can tailor to your own business. Email me for more info on that e-Book, or you can usually find it for sale on eBay.

For more in-depth information on how to make your business run itself, check out my friend, Marlon. He’s a really nice guy with tons of experience building Internet businesses that run themselves. He will share some of his best secrets with you for FREE. Check out his website "[Automate Your Web Business](#)" and look for the pop-up ads that offer a free email course.

## **Taking your Auction business to the next level**

Remember my friend Sydney I mentioned earlier? She’s the one who taught me how to turn a \$1 product into thousands of customers. She also inspired me to write this eBook, and it has honestly **changed my life.**

Sydney has been doing business on eBay since it was brand new and like I said, she really knows her stuff.

I highly recommend Sydney’s **AUCTION GENIUS© Course** . Every student will take one

product and understand how to turn it into a profit center. Just one product.

Doesn't even matter how much money you make.

Because once you understand the 'how-to', the method, then all you have to do is **add** products or **increase your per product/profit**, to reach whatever amount of money you wish. And **you are independent of anyone else.**

Finally!

**Listen to a FREE online class**

**"The AUCTION GENIUS© Course: Triple Your Profits In Half The Time"**

**right on your own computer, anytime you wish.**

In closing, I'd like to wish you the best of luck in all your Internet endeavors! I spent thousands of dollars on other business opportunities, but never made a cent until I found eBay! It has truly changed my life and I know you too can make a profitable business using the eBay store techniques I outlined in this book.

I truly hope this information has given you some new insight to marketing on eBay! I'd love to hear how your sales go when you get your mini-gallery and eBay store working together!

Drop me a line at  
<mailto:marjory@auctioncashmachines.com>

## **FREE UPDATES**

This e-Book comes with free updates for life.  
You can check for the newest version at this link:  
[www.auctioncashmachines.com/update.html](http://www.auctioncashmachines.com/update.html)

In the mean time, keep selling, and keep learning!

Best Regards,  
Marjory Howes  
[www.auctioncashmachines.com](http://www.auctioncashmachines.com)

PS: You are personally invited to become an active participant in my e-Zine “Saavy Auctioneer” and to submit your ideas so others can be inspired by your success. To sign-up, visit  
[www.auctioncashmachines.com](http://www.auctioncashmachines.com)