

DEVELOP an EYE For WHAT to BUY & SELL on eBay

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Dedication

I dedicate this book to my loving Husband, “Irish Jimmy”.
He has developed an “EYE” for what to buy!



<http://stores.ebay.com/The-Irish-Shamrock-Company?refid=store>

Thanks for the many years of hearing and saying
that dollar sign word we BOTH love so much :

BINGO!

**Jimmy and I have this little game we play when we shop together!
If I find something that is a SURE HOT item for eBay or if he finds a KNOWN
HOT item, we will shout out: BINGO!
You too will be able to shout out BINGO as you Develop an EYE for What to BUY!**

Let's get started!

THE THRIFT STORE

When entering a re-sale shop for the first time. Learn the layout! Make a mental note while walking around the shop. Learn the area of the shop for future reference.

Each local shop you visit, you will need to plan a weekly or monthly route.

When I first enter a shop, I stay to the LEFT as a rule of thumb. I create a map in my mind and have a plan of “attack!”

EXAMPLE:

Book area is the first section to my left. Then the Toy area. Moving right along to the back wall of shoes. Next to that is the Purses. Far right wall is loaded with glassware. Next section has LP record albums. Finishing off by the exit door is sleepwear. The center of the store holds racks and racks of clothing: Men's, women's, and children's. Backroom of the store has electronics and furniture.

Once I have a plan, I go back to the starting point and sort through the items. I start to “dig in” looking for those MAGIC items that I can easily turn into cash!

If I do not have a lot of time to spend I may skip the book section and return at a later date to sort out books. Looking through books can be time consuming. Sorting through the racks of clothing can be time consuming as well. Keep this in mind when you have a limited amount of time. Leave those areas for another “rainy” day! And do not worry about missing anything. There is PLENTY to go around!

You will soon develop your own routine. Creating your own style when entering a NEW shop!

Introduce yourself to the employees. Find out the days they add more items

to the floor. See if they have special sale days? Do they ever do “Fill a Bag” sales?

Many shops have sales that allow you to “fill-a-sack” for a buck or three bucks, depending on the store. Be sure and watch for sales like that!

I prefer the “small” thrift stores compared to the Goodwill store. Goodwill has raised their prices because they have so much overhead now. You will pay anywhere from \$2.00 , \$4.00, \$6.00 on up for a Hardback book at a Goodwill store. The same with clothing. The only time I head to goodwill is when they have a SALE. Or to drop off my own stuff. I take all my leftovers to Goodwill because I rarely shop there.

In a small shop you can work out deals with them. If I find many LP record albums or books I am interested in. I pile them up then find the sales clerk. Asking if they will work out a deal with me, if I buy in bulk? 9 times out of 10 they will say “NO PROBLEM.” Once they give me the OK to do this, I will spend a long time sorting through and filling a shopping cart!

Learning to SORT through the racks and displays throughout the store can be a challenge. Let’s get started with:

DEVELOPING an EYE for WHAT to BUY!

The SHOE Area

Used shoes do sell well on eBay if you have the RIGHT kind! Easiest kind of shoe to spot right away is the classic black and white “SADDLE SHOE”! And if you are having a lucky day, you will find the rare red & white saddle shoe! If you find one of those, that is a sure shout out :: BINGO !

The older the Saddle shoe, the Better! Buyers from around the world love the classic Saddle shoe. If you do not offer worldwide shipping, I highly recommend offering it on Saddle shoes.

Saddle shoes come in different styles: Men’s, Ladies, children & Golf. Children’s do not sell as well as adults. Unless they are an original Vintage style. Stay away from the cheap imitations. Unless you pick up a pair for 10

cents, then I would give it a try!

After looking quickly up and down the shoe displays for Saddle shoes, I would back track, starting over. Now I'm looking for DESIGNER type shoes, interesting shoes, name-brand sneakers and clean cowboy Boots!

Another type of shoe style to watch for is the LARGE high heeled ladies shoes. Like in a size 10 with a designer label or fancy name brand. The kind of HIGH HEELS that a "Manly" type woman can wear. I have done VERY well with shoes of this sort. Shipping them to a man named BAMBI!
((wink))

SHOES TO LOOK FOR:

MENS :

CROCODILE Loafers
GUCCI Brand
Vintage NIKE Sneakers including AIR JORDAN
VINTAGE 80's ADIDAS MICROPACER
Cowboy BOOTS
Vintage Converse Chuck Taylor
Vintage Adidas Wilhelm Bungert 1960's
Leather & SUEDE BOOTS
SNAKE Skin
Dan Post Boots

LADIES:

Vintage LEATHER Capezio Cowboy Boots
70s PLATFORM SHOES
VINTAGE CHANEL
CYDWOQ VINTAGE ORGANIC SHOES / SANDALS
Leather & SUEDE BOOTS
HIPPIY Boots/Shoes 1970s
GUCCI
CROCODILE
BCBG GIRLS Heels/Pumps
Ballet Slippers
Fuzzy Slippers "vintage"
Size 10 + Fancy High Heels
Mary Jane's (Designer brands only sell)

CHILDREN:

JAZZ & DANCE SHOES

Ballet Slippers

Leather & SUEDE BOOTS

NIKE

GUCCI

Gymboree

(Note: Baby & Infant shoes are great to Box-lot into one auction)

THE CLOTHING AREA

Usually this area is by sections: MEN'S, Women's Children's , etc...

I like to start with the T-SHIRTS! Some shops have shirts in order by COLOR. This is a great system for finding shirts quickly. Black and XL t-shirts are the BEST sellers.

What to Look for:

T-Shirts/Shirts:

Concert Shirts (ANY Kind of music Concert)

Signed/Autograph Shirts

Promotional Type

(Skip the Walk-a-thons, They are a DIME a dozen)

Harley Davidson

ABERCROMBIE

Hollister

JACKET/COATS

Vintage NIKE

Coca-Cola

Employee Logo's

BLUE JEANS:

GAP

LEI

Vintage Levis

Blue Jeans can do well in BULK sales.

Box Lot them by size from: men's, ladies, children, even baby Gap.

KIDS CLOTHES

GYMBOREE

Pageant / Fancy Girls Dresses

Formals (Boys Tuxedo's/Flower Girl Dress)

Create a plan in your mind how you will "dig" for items.

- NOTE: When listing CLOTHING items on auction. I recommend posting this statement:
- COMPLETE REFUND GIVEN IF MY ITEM DOES NOT MATCH MY DESCRIPTION.
-
- Stay away from words like: NO REFUNDS or AS IS.
-
- Safe way to word your terms :
- IF THIS ITEM DOES NOT MATCH MY DESCRIPTION, I WILL GIVE YOU A COMPLETE REFUND!
-
- This protects you from a refund SIMPLY because it does not fit, or they decided they do not like the color or style, or WHATEVER, there will be no refund.
- Be CLEAR with your terms to prevent SILLY kinds of returns.
- Keep all that in mind ESPECIALLY when listing clothes.

Jewelry & Watches

CAMEOS

BAKELITE BRACELETS (red is the HOT seller)

CHANEL

EDWARDIAN STYLES

OLD GOLD

ART GLASS

Vintage PLASTIC POP-Together BEADS

PURSES

Coach Tags Hanging

Gucci

(all designer)

METAL MESH evening bags

(sometimes these are found in shop display cases)

TAPESTRY

HIPPY Style DENIM

GOLF

Odd and strange styles too!

VINYL LP RECORDS

This is a tough area because records are a dime a dozen. Developing an eye for which ones to look for is important. Or you will end up with tons of unwanted records. I have learned to thumb through them and keep an eye open for these styles.

JAZZ

BELLY DANCE

EXOTIC

LATIN/ DISCO

SESAME STREET

ELVIS (I like to box lot)

Beatles WHITE ALBUM

Sealed

DJ / Promotional Copies

PORTABLE Record Players are usually HOT items!

Especially if it has a good needle in place and is in good working order.

Compact with fold down lid, sturdy carry handle, and built in speakers.

8-Track Tape Players

Bright Radios

Bakelite Plastic Items

60's BRIGHT Portable items

REEL-to-Reel Players are a SURE thing!
8mm SUPER 8 Projectors
Home-made Films

CB RADIOS
HAM Radios

GLASSWARE

This is an area that takes time to learn.. I look for anything with ROSES. Old Plates, cups, bowls , most dishes with a ROSE pattern.

Other items to grab:

BUTTER DISHES (w/Lids)

COIN GLASS

WATERFORD

IRISH BELLEEK

BUDWEISER STEINS

TOBY FACE MUGS

Carnival Glass

MELMAC DISHES

Gun Cases/ Holsters with Maker markings.

BOWLING BAGS: Let the shop keep the ball.

BED SHEETS

SMURFS

STRAWBERRY SHORTCAKE

MUPPETS

SESAME STREET

Vintage: Star Wars, Superman, Batman ++

TOYS

Fisher Price: Any of the older wooden items.

The Little People are HOT Sellers!

My Little Pony. The ones with Hasbro on the hoofs, from 1980's!

TRANSFORMERS

Hot Wheel's with Red lines around the tires

CABBAGE PATCH 1980's

Polly Pockets

VINTAGE BARBIE DOLLS To tell if a Barbie is OLD. A friend taught me a trick! Simply rub the Barbie Dolls butt and SNIFF! If it smells like OLD CRAYONS, you have found an OLD Barbie!
Silly but True!

BOOKS

BRIDGE BUILDING

Original FOXFIRE Books

Most ANY book bound by EASTON PRESS

Engineering

WILTON Cake Decorating

(most Wilton Cake Pans are a SURE thing too)

School YEARBOOKS

TOOL MAKING

CAST IRON DOORSTOPS

The Older the Better

Most "old" Cast Iron Items sell very well

Beware of imitations. Learn how to tell the difference If you run into these types of items. There are many fake banks and doorstops on the market pretending to be OLD. You can tell the age by the Older type screws used. Learn about this on the net if it interests you.

FISHING

Lures, poles, reels

Tackle boxes

Wading Boots

**IT TAKES TIME TO LEARN AND DEVELOP AN EYE FOR WHAT TO BUY!
THIS E-BOOK IS SET-UP TO BE A BASIC START TO GET YOUR MIND
WORKING. YOU WILL NOW UNDERSTAND HOW MANY HIDDEN ITEMS
THERE ARE JUST WAITING FOR YOU IN THE THRIFT STORES AND**

GARAGE SALES NO MATTER WHERE YOU LIVE. ITEMS JUST SITTING AROUND WAITING TO BE DISCOVERED!

Once you get to know your local shops you can PLAN a route at least once a month. Pick the days to visit each shop. Set-up a time when to visit sections. Example: Monday you can sit and look through books! If one shop you visited had way too many LP records to look through, then Tuesday could be your day to visit that section. Set Goals for yourself each week . Keep motivated and list those items as soon as you can.

MOVE EM IN, MOVE EM OUT!

Continue developing your “EYE” for what to Buy! Never stop researching and learning. Do an ADVANCED search from any eBay page. Check the box: COMPLETED ITEMS with highest item ending first. Type in a few key words on some of these items I have told you about and see for yourself!

What’s HOT and What’s NOT!

The advantage of learning about items, it will prevent you from guessing and buying up items you THINK may sell on eBay. I bet you have at least one box of “stuff” right now of items you picked up at sales, thinking they would be HOT items! Now is the time to put an end to that madness. Spend some time checking out items, looking around ebay and

DEVELOPING AN EYE for WHAT to BUY!

SPECIAL THANKS to my Sponsors for making this book possible!
Please stop by their websites and tell them: Danna Sent Ya!



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STAY TUNED for the GRAND OPENING!

Any questions **JUST ASK** :: Danna@askdanna.com

MY eBay Store:



http://stores.ebay.com/ASK-DANNA_eBay-Selling-TOOLS?refid=store

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