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*Dennis L. Prince, Lynn Dralle*  
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## **How to Sell Antiques and Collectibles on eBay... And Make a Fortune!**

**Dennis L. Prince, Lynn Dralle : How to Sell Antiques and Collectibles on eBay... And Make a Fortune!** before purchasing it in order to gauge whether or not it would be worth my time, and all praised [How to Sell Antiques and Collectibles on eBay... And Make a Fortune!](#):

1 of 1 people found the following review helpful. Good book to help get you started or to confirm what you've learned. By R. Gilbert Many of the ideas here will be learned by eBayers who have done it for a while. The keys to success on eBay seem to boil down to a few key factors that, on the whole, are common sense: 1. buy low, sell high; 2.

know the prices of what you are selling;3. provide good descriptions and photos;4. volume = fortune. That's not all the information in the book, nor a complete rundown of what it takes to be a successful seller. Patience is another attribute because some buyers simply aren't going to be in the market right away. Knowledge is key. The authors have simply put together a few strategies that really become second-nature to the seasoned eBay, but might be quite useful for the novice. I dislike book titles that suggest get-rich-quick is possible without much work; it sounds like so much snake oil. While selling on eBay is not super difficult, there are some tricks of the trade that the authors provide readers and they never make it sound like you'll make a fortune overnight. They do provide real suggestions that are practical and workable. I'm still starting out in eBay and have made a couple of mistakes that made me want to learn more about the process in order to avoid costly mistakes in the future. I'm trying to make money to help defray medical costs for my father, so any additional information is welcome. Knowledge is powerful and the idea of using the eBay community to help gather additional information about items is one such useful gem from the book. 0 of 0 people found the following review helpful. This makes it sound like some easy get rich scheme. I almost didn't buy this book because it said "And Make a Fortune!" in the title. This makes it sound like some easy get rich scheme. I read the reviews and since the price was decent I bought it anyway. It is a very informative book written in a down to earth way. The only thing I didn't like about the book is that the photos they used to show examples of antiques were in black and white and not very clear. It was shipped quickly which is always a plus. 0 of 0 people found the following review helpful. Very helpful book! By Umbrella Cockatoo Very helpful book when looking to learn more about selling on eBay and also with antiques. I like the book for being easy to read and understand. It helped me to sell more collectibles on eBay. I recommend this book to anyone that would like more information on selling antiques and collectibles on eBay.

Dennis Prince teams up with antique and collectible expert Lynn Dralle to provide all the information necessary to reap the huge benefits of selling antiques and collectibles on eBay. Written by an eBay Power Seller whose earnings topped \$20,000 a month, this book helps you: Research types--and eras--of antiques and collectibles Find the best merchandise Use language that gets buyers to pay the most for the seller's items Price strategically. . . and much more!

From the Back Cover Imagine opening an antiques and collectibles store... and 19 million people show up! That's the power of selling on eBay. Every year more than 19 million people, or roughly the populations of Illinois and Massachusetts combined, browse and buy antiques and collectibles on eBay. In order to reach this growing market, and get top dollar for your merchandise, you need the right listing, the perfect presentation, and two of the world's leading eBay experts to answer all your questions--fast. *How to Sell Antiques and Collectibles on eBay...and Make a Fortune!* gives you insider tips on untapped selling opportunities in this popular category including: buying tips for building your inventory; expert advice on evaluating the condition and appraising the value of your antiques and collectibles; proven ways to target customers; clear instruction on how to navigate the eBay network and make it work for you; quick answers to questions about start-up costs, taxes, and legal issues; and reliable key words, descriptions, and images that will make your listings stand out and get results. List items on eBay for maximum visibility Use antiques trading to get the highest bids Find, appraise, and buy the five hottest categories Use your eBay store to attract customers Create a selling strategy that fits your market Handle, store, and ship fragile merchandise Price strategically for the eBay market About the Author Lynn Dralle is the author of *The Unauthorized Beanie Baby Guide* and has lectured around the country on how to buy and sell on eBay.