

## Karol Gajda's Special Report

*"How To Make **Killer Profits** On eBay® Using The **Hush-Hush** Techniques eBay's Most Successful Sellers Use... Without Ever Leaving Your Computer!"*

**WARNING!** What I'm about to reveal goes against **everything** you've ever read about making money on eBay®. And **THAT** is why you're still **just scraping by**, **not turning a profit**, and **hopelessly praying things get better**.

I'm gonna bet you're reading this report because you've run into the same problem hundreds of thousands of other eBayers run into:

### ***"What do I sell?"***

You know why I know that? Because (through no fault of your own, of course) you've been misled, misdirected, and misinformed.

To put it bluntly: You're missing the boat!

**The REAL successful eBay® sellers all have one thing in common:** *They know a few secret techniques that help them find hot selling items through wholesalers.*

Then they take these hot selling items and quickly flip them on eBay® for a **hefty profit** without ever having to leave the comfort of their computers! And they do it *again* and *again* and *again*.

Sounds like fun, doesn't it?

Well I'll tell you about how you can use these secret techniques to find hot selling items through wholesalers in a minute...

But first let's get back to that all-important question **"What do I sell?"** and talk a little about what most people do wrong when they go about trying to make money on eBay®.

Here it is, plain as day, no fluff, no filler:

**Sell whatever makes you a profit.**

That means you can spend hours upon hours studying antiques and then going out to antique shows, garage sales, estate sales, and thrift stores trying to find a nugget of gold amongst a pile of rubbish.

This is actually a very popular way of selling on eBay® and I know quite a few people who do this full time.

Or you could just be a general stuff seller, selling anything and everything you find at garage sales, estate sales, and the like.

If that sounds like something that interests you here's a garage sale tip I learned from an antique dealer (and also successful "general stuff" seller):

When you go to a garage sale that has a bunch of stuff you might be interested in make note of it. Then go back literally 3 minutes before the garage sale closes and make a very lowball offer for the whole lot of it. Then don't say a word and be prepared to walk away.

There WILL most likely be some uncomfortable silence so just be quiet!

**\*Don't fall in love with anything! There's always more "stuff" you can buy!\***

And by lowball I mean *lowball*. For example: Got a whole box of books you want to buy? Offer \$2. If the seller won't take it just leave. No big deal.

If you think this is crazy, just try it a few times. You'll see how exciting (and profitable) it is when somebody takes you up on your offer.

Note: The people who will take you up on your offer are what's known as "don't wanters." These people would probably give away the stuff for free just to get rid of it.

But you know what? All of the above is hard work. The sellers that sell antiques and other "general stuff" wake up early in the morning, answer customer e-mails, and then rush off to find more products. They must do this every single day, day in and day out, or they can't provide for themselves and their families.

It's basically like having a job...with maybe a little bit more freedom since you don't have a set schedule. Although if you want to be really successful you'll have to do what other antique and general stuff sellers do: work **way more** than the regular 40 hours a week.

**“Who wants to work more than 40 hours/week?! Not me!”**

But if all that interests you please go ahead and use the above information and RUN with it.

If you just let it sit and don't do anything you're really doing yourself a disservice.

BUT...

**If you'd like to know how myself and other SMART sellers sell on eBay® please read on.**

I'd like to first get something out of the way: Business, *any business*, involves some hard work. I don't wake up in the morning and expect someone else to do the work for me. That'd be nice, but it's just not really possible. ☺

If you're really willing to buckle down and build a business then let's get on with it!

As I mentioned above I work hard...but I also work smart.

I don't have enough time to learn about antiques.

I don't have enough time to visit 100 garage/estate sales every week hoping to find a needle in a haystack.

Nope...this is what I do, and what I think you should be doing too...

## **SMART eBay® sellers use wholesalers and dropshippers!**

I know what you're probably thinking: "Wow, big deal...I already know about wholesalers."

If so, that's great! But do you know *why* SMART sellers use wholesalers and dropshippers?

It's what I call...

### **"The Onesy Syndrome"**

I hear you asking...*"What in Pete's sake is that Karol?!"*

It's simple...

**"The Onesy Syndrome" refers to how horrible our stomachs feel when we think about only being able to sell a product once. These products are called onesies."**

Think about that.

Let's say you have 10 onesies that will each bring you about \$10 profit.

With each onesy you have to:

- Take a picture (or a few pictures).
- Edit and Upload your picture(s).
- Do some research to see what others are selling the same or similar products for.
- Write a title.
- Write a description.
- Figure out shipping.
- Find something to ship it in.

Even if you're super-fast it'll take you at least 20-30 minutes to do all that...for EACH item!

Take into account packing, e-mails, and shipping and you could be at 60 minutes per item!

That's just not smart business.

What you should be doing is...

- Taking a few pictures you can use over and over again. *Note: The more pictures you have the better your item will do and the more money you can make.*
- Uploading all those pictures just 1 time.
- Writing 1 title that you can use over and over again.
- Writing 1 description that you can use over and over again.

Do you see where I'm going?

What you want to be doing is selling the same product multiple times.

Let me repeat that, because it's very important...

**The best way to sell on eBay® is to sell the same product multiple times.**

So let's break down how I do this.

First, I go out on the Internet and find some wholesalers.

**Important:** *I don't care what these wholesalers are selling!*

Many new eBay® sellers get stuck into the "I want to sell electronics" or "I want to sell (fill in the blank)" frame of mind.

↑ **That's a business killer right there.**

Me, I could care less what I'm selling as long as it's *putting cash in my pocket* and it's not illegal or immoral.

Alright, so once I find a wholesaler, I print out their product/price list so I can have it in front of me while I'm doing some simple research. (Sometimes I have to actually contact them (this info is almost always on their Web site) to get this list of products/prices.)

Then I take that list of products and see if people are actually buying them on eBay®. That's easy, just go to eBay.com and search the product names.

If I see that I can make a profit I go ahead and do whatever the wholesaler wants me to do to set up a wholesale account. Usually it's a very simple process: fill out a short form and fax or mail it back to them. Lots of times I can even do it all online.

If I find that the products don't sell on eBay® I don't care... ***I just go to my next wholesaler!***

And that's where I'm different than just about everybody who teaches people how to sell

on eBay®.

→ **Most people** will tell you to find the product first and the wholesaler second.

***I say find the wholesaler first and research the product second.***

Now, if you have a product in mind that's fine. I usually have a basic product in mind when I'm searching for wholesalers...such as maybe fishing lures. But the specific brands or types of products I could really care less about.

Isn't that exciting? You could literally go out right now and put this information to use. You no longer have to worry about "what to sell" because it doesn't really matter.

Let me break it down to the basics...

- Find a wholesaler **FIRST**.
- Research their product(s) by going to eBay.com and doing a search.
- Can you make a profit? Yes? Great! Sign up. No? *Move on to the next wholesaler.*
- Repeat until you're blue in the face and green in the wallet (or purse as the case may be).

If you're still a little apprehensive and just don't want to take that next step then that's fine. I was in your shoes once. Starting a new business venture can be a big task...frightening even...but...

**It can also be the most fun you'll ever have in your life!**

So what I've done to help you is put together a **step-by-step** series of videos that show you **exactly** how to find wholesalers/dropshippers using my *secret techniques*. These videos, called Wholesale Search Profits, work on any PC or Mac computer and come delivered to your doorstep (via Priority Mail) on a CDROM.

If you'd like that extra push then you can pick up my Wholesale Search Profits CDROM at: <http://www.wholesalesearchprofits.com>

Wishing you the greatest success,



Karol Gajda

P.S. The techniques in Wholesale Search Profits helped a man named Ken go from \$0 to \$20,000/month on eBay®. [Click here to read about Ken.](#)

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