

**Five speed manual**

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## Five speed manual

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Continent in Market to make your business growing on eBay really penetrate the market, Catherine seda, a university eBay instructor and author of search engine advertising, offers the following advice.Entrepreneur: when someone is thinking of taking a business of Hobbies on full-time ebay, what marketing problems should consider? Catherine seda: you want to drive offline and internet traffic in your store. Make sure your URL is on your business card - and elsewhere you can mention it. Online, there are two [ways to get the search engine traffic that] are particularly fond of: through search engine optimization per click per payment. Through search engines, buyers are actually looking for special products - they are ready [to receive offers], and are in shopping mode. When people are in shopping mode, how do you take them in your store? Seda: per pay-per-click, you could start on Google, MSN or Yahoo! - These are the three large US search engines. Through the pay-per-click, you can make an offer on any keyword you want and pay only a price per click per click; The highest offer generally gets the highest position. Also, if you want your products to be found online, you have to go where the buyers are. Many buyers compare products to shopping comparison sites [like] bizrate.com, price grabber.com and shopping.com.Internet marketing can be a challenge because there are so many messages there outside. How can you adapt your marketing message so you can be heard? Seda: being the most descriptive possible - not only [about] product objects, but if you have brand names, brand names sell very well on the internet because there is already [Name] Recognition. Even [specify] the types of products or model numbers. What typical marketing errors do new business owners online? Seda: Do not use relevant keywords in your store or website. If you use relevant keywords, You can get the free search engine traffic because search engines have a non-paid insertion area. eBay [shop owners] should use relevant keywords in your shop URL, their store title, description, category names and copy of the page. If you want to grow your business on eBay, where should you increase your marketing efforts? Seda: the biggest and most profitable tool is if you spend all your time driving a new traffic [to your site], and people come to your website and leave without leaving their contact information, you must constantly look for new perspectives. That's why I highly recommend [Next] A newsletter as soon as possible, even if you are simply sending [ENIT quarterly]. When people come to [your] website or store, market your newsletter. Provide a way to stay in touch with your potential customers and customers. What final marketing tips would you provide new eBay users? Seda: Once you're creating business, you want to keep that first-quality awareness with your customers. Then enter your commercial name and URL into [every] newsletters and invoices [invite] through Paypal. And when you ship things, putting a piece of marketing information in the box you ship is a great strategy to remember [accurates] to return and make purchases more often. The man of the taxes that comungu a hobby of eBay in a full-time business Many fiscal ramifications, so we asked Diane Kennedy, CPA and author of tax loopholes for eBay sellers, to share some tips. What does it take to be considered an official business on eBay in the eyes of the IRS? Diane Kennedy: That's what they're looking for. They want to see that you are [manage your business on eBay] in a similar business. Then have a separate bank account, a way to maintain receipts and a storage system. [Run] Financial balance, perhaps only once a year, to prove to have a real business. You are really [inspection] time and effort to create a business. If you're selling on eBay and you can prove that you're doing it, you'll pass that test. If you're not making money now, you have a plan and you're looking. The goal is to make money and depend on income. If you have any losses, they're reasonable. If you have expert consultants that help you in the business, as through eBay workshops, you are showing that you are trying to get more education. It is really built a business that has some value for this, which you can maybe sell even at some point. The idea [main] is that you are doing it in a similar business way. It's no longer a hobby. What common tax errors do new eBay entrepreneurs? Kennedy: [say, ] "I'm just selling some things, so I don't have to pay taxes." I'm talking to Ebay Live! Community conference, and I cannot tell you the number of times I receive the question: Does Ebay report these sales? [No, Ebay does not report sales of IRS vendors, but] IRS is very aware that millions of people are selling on eBay [in the United States]. For example, you could buy a lot of inventory; You're buying things you're going to sell. Those are not a current cancellation; In reality they are considered a good of [your] company because they are something thatAnd I earned money. So at the end of the year, if you have a lot of inventory sitting, you could actually debt taxes and I don't even know. Planning for Bestbarbara Weltman, Weltman.The complete idiot's guide to starting an eBay Business and Monthly Newsletter Great Ideas for Small Business, gave us skinny on preparing the business plan for eBay.What is the first element of a successful business program for a business on eBay?Barbara Weltman: For many businesses, not just one on eBay, it's not uncommon to lose money in years startup while you're purchasing inventory or other equipment you need for your business. So what you want in your business plan is to show how you plan to make money. You need a reasonable expectation of making a profit, whether it's a year from now or two years from now. Usually for trades on eBay, you can be profitable pretty quickly. Do you need to include the same things in your eBay business plan that would appear throughout the business plan?Weltman: Absolutely. Just because it's easy [having a business on] eBay doesn't mean you want to neglect some legal steps. You may want [your business plan to include points] to understand business or to form a limited liability company, especially if you are doing business with someone else.How do you plan to grow your business on eBay?Weltman: There are various ways to expand. One is expanding your product line. The other is to expand how you sell: [opening] an eBay store, for example, which is as effective as having an online catalog, if your product line is large enough; or having your own website, separate and separate from eBay, where you drive traffic to eBay and eBay drives traffic to your website - That kind of thing. In the eBay environment, what should new businesses be prepared for?Weltman: If you're thinking of doing this as a business, don't give up your day job until you've settled down. Try the waters. Make sure it's something you really want to do. It may sound great, but running alone and doing all the required activities [to run] a business on eBay may not, in the long run, be something you want to do [full time]. If you think of this as a full-time business, make sure it's something you can really do, and you're right for. Also, be realistic about what your sales are going to be. Not everything that is published [sells]. The sell-through rates vary with the items being sold, and just because you list something, there is no guarantee that it is going to sell. [There is] certainly no guarantee that it is going to sell for what you hope it is going to sell for.Technology 101To learn about the technology side of your business on eBay, we asked Mike Hogan, Technology Editor at the Entrepreneur Magazine and Author of Accounting for Non-Financial Managers, for his opinion.That Do you need to start a business on eBay?Mike Hogan: There is very little equipment you have to sell on eBay: a PC, a printer, a digital camera. There are no technical obstacles. There are also some amazing multifunction devices coming out that which Appropriate for entrepreneurs, and include printers, scanners, photocopiers and faxes for \$ 200 or less. You will cost you to nothing to roll you, and it's the kind of things you would probably have bought for your family anyway. As long as you won't have a considerable volume of transactions, you will be ready to go. [To find a high volume software that fits your needs, consult product reviews on www.auctionsoftwarereView.com.] What types of software programs can help entrepreneurs grow their companies on eBay? Hogan: You need to track all sales and all sales costs, and you need to make estimated quarterly tax payments. If you have people working for you, you have to keep track of salaries. Suddenly, you have an accounting challenge. With eBay, you want to be able to balance the flow of goods through your company. This requires you to have an accounting program like Peachtree, QuickBooks or Microsoft Small Business Accounting. They cost a couple of hundred dollars and have entry-level versions. While growing up, you can switch to the next size in these products. Intuit turbotax is hands down the best fiscal software to use for your business. Intuit has a website called Tax Center for eBay Sellers (www.taxcenter.turbotax.com) This is a huge resource because it deals with the problems that eBay sellers in particular addressing with taxes. Intuit also has a site to help you deposit the estimated taxes (www.estimatedtaxes.com) embraces these tools ... don't escape from them. It's not optional. These tools will teach you how to do business better. Law school finally, you want to stay out of trouble with the law when you start your full-time business on eBay. Cliff Ennico, small business Attol-Ney and ebay university instructor specializes in the legal and tax aspects of using eBay, offers the advice of him. What is the first legal element you have to face to set your business on eBay? Cliff Engico: the most difficult pitch for most people is just finding a good name for the business. When you think of a really cool name, make sure you can [use that name.] Check the US patent and trademark recordings on www.uspto.gov if someone has registered something as a federal brand, you can't use it, period , end of history. Check your Secretary of the State Office and make sure that no one in your state has registered the same name. Finally, go to the office of your county employee, and make sure that no one in your city or county is using the same name as DBA. [Also make sure you can] get the domain name. Google and see if someone out already has that website up. If it seems [Clear.] go ahead and record the URL. Then find out if [necessary] get a license sell stuff on eBay. Believe it or not, you may need a license to sell certain items. My little thumb rule: If you are selling something that has the potential to hurt someone if it is abused, then you probably need to get a license from your state. www.sba.gov/hotlist/license.html; is a directory of agencies that can tell you if you need a license or not. If you are not sure, call the agency and find out.From a legal point of view, how should you prepare yourself to grow into a bigger business on eBay?Ennico: There is always a big question: Should I set up a legal entity for my business? Should I be a company? Should I be an LLC? If you're going into association with someone you don't know very well, [you might want to consider them].What common legal mistakes do new eBay sellers make?Enemy: The biggest mistakes people make are not realizing that they have a business in the first place and forgetting to pay their taxes, failing to charge sales tax to customers in-state and not specifying what their terms and conditions are. Draft the terms and conditions, and make sure those appear on each list. My advice is to design them yourself and have an attorney observe them, but don't put them into legale.Warranties are another legal issue: Anything you say in your description of an article list on eBay is a legal warranty. If you don't know much about your merchandise, disclaim all express and implied warranties. Make it clear [to the buyer]: You're giving a lot of photos, answering questions, but you're not making any guarantees whatsoever, so [they] should look at the item and make sure they're comfortable deals. You can solve a lot of legal issues, in case a transaction goes wrong, by notifying your buyer in advance about what your policy is going to be.

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