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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 click for 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 free search engine traffic because search engines have an unpaid listing area. eBay [Store Owners] should use the relevant keywords in their store URL, their store title, description, category names and page copy. If you want to grow your business on eBay, where should you increase your marketing efforts? Silk: the largest and most profitable tool is is 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 conging 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 that And I earn money. So at the end of the year, if you have a lot of sitting inventory, you could actually be debt taxes and I don't even know. Planning for Bestbarbara Weltman, Weltman, by The Complete Idiot's Guide to Start at eBay Business and monthly newsletter Big Ideas for Small Business, gave us the lean about preparing a business plan for eBay. What is the first element of a successful business plan for a business on eBay? Barbara Weltman: For many companies, not only those on eBay, it is not uncommon to lose money in the start years, while you are acquiring inventory or other equipment you need for your business. So what you want in your business plan is to show how you expect to make money. You need a reasonable expectation that you will make a profit, that is in a year or two years. Usually for companies on eBay, you can be profitable rather quickly. Do you need to include the same things in your eBay business plan that will appear in any business plan? Absolutely. Just because it is easy [to have a business on] eBay does not mean that you want to overlook any legal procedure. You may want [your business plan to include steps] to incorporate the business or 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 just expanding your product line. The other is to expand as you sell. [open] an eBay Store, for example, which is actually like having an online catalog, if your product line is big enough, or have your own separate website and other than eBay, where you drive traffic to eBay and eBay push traffic to your website - those kinds of things. Should your business plan include contingencies for any difficulties? In the eBay environment, what should new businesses be prepared for? Weltman: If you're thinking about doing this as a business, don't quit your daywork until you've established yourself. Try the water. Make sure that's something you really want to do. It may look great, but working alone and doing all the necessary tasks [to run] a business on eBay can not, in the long term, be something you want to do [full] time. If you've thought of this as a full-time business, make sure that this is something you can really do, and that you're suitable. Also, be realistic about what sales are going to be. Not everything that is sent. Selling rates vary with items sold, and just because you list something, there is no guarantee that it is going to sell. There's no guarantee he'll sell for what I hope he'll sell. Technology 101 To know the technological side of your company on eBay, we asked Mike Hogan, technology editor at Entrepreneur magazine and author of Accounting for Non-financial Managers for his advice. What technology do you need to start a business on eBay? Mike Hogan: There is very little equipment that you need for selleBay: a PC, a printer, a digital camera. There are no technical obstacles. There are also some amazing multifunction devices that come out Suitable for entrepreneurs, and include printers, scanners, photocopiers and faxes for \$ 200 or less. You will cost you almost nothing to get rolled, and it's the kind of stuff that you would probably have bought for your family anyway. Until you have a considerable volume of transactions, you are in place. [To find high volume software that measures your needs, verify product reviews to the kinds of www.auctionsoftwareView.com.] What software programs can help entrepreneurs develop their businesses on eBay? Hogan: You must keep Track of all your sales and all your 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 balance the flow of goods through your company. That requires having an accounting program like Peachtree, QuickBooks or Microsoft Small Business Accounting. They cost a couple of hundred dollars and have entry-level versions. As you grow, you can switch to the next size in these products. TurboTax intenses is hands down the best tax software to use for your business. Intuit has a website called Tax Center for eBay Sellers (www.taxcenter.turbotax.com). This is a tremendous resource because it faces the editions that eBay sellers in particular address with taxes. Intuit also has a site to help you with the deposit of the estimated taxes (www.estimatedtaxes.com). Embrace these tools à € "don't escape from them. It's not optional. These tools will teach you how to make the best trade. Law of law, you want to stay from the difficulty with the law when you start your full-time business on eBay. Esico cliff, small business lawyer and ebay university instructor who specializes in the legal and tax functions of using eBay, offers his advice. qual is the first legal element that you must recall in the installation of your business on eBay ? Cliff Enico: The hardest point for most people is right to find a good name for trade. When you think of a really cool name, make sure you can [use that name]. Check for patent registrations and US brands at www.uspto.gov address. If someone has registered something as a federal brand, you can't use it, point, end of history. Check the office of your Secretary of State and make sure no one in your state has registered the same name. Finally, go to the office of your county chancellor, and make sure that no one in your city or county is using the same name as a DBA. [Moreover, make sure you can] get the domain name. Search Google and see if someone has already that site. If it seems [clear], go ahead and register the URL. then discover if [you need to] get sell the stuff on eBay. Believe it or not, you may need a license to sell certain items. My little rule of thumb: if you are selling something that could harm someone if abused, then you probably need to get a license from your state. Take a look at www.sba.gov/hotlist/license.html; it is a directory of Agencies that can tell you if you need a license or not. If you're not sure, call the Agency and find out. From a legal standpoint, how will you prepare to grow in a broader business on eBay? Enico: there is always a big question: do I have to create a legal entity for my business? Should I be a company? Should I be an LLC? If you're going in collaboration with someone you don't know very well, [you might want to consider it]. What common legal errors make new eBay sellers? Enico: the biggest mistakes people make do not realize that they have an Business first and forgetting to pay their taxes, they fail to charge sales tax to internal customers and not spelling what their terms and conditions are. Design your terms and conditions and make sure they appear on each list. My advice is to draw on your own and have a lawyer look at them, but don't put them on legal terms. Declarations are another legal problem: All you say in your list Description of an item on eBay is a legal guarantee. If you don't know much about your merchandise, declaim all the express and implied guarantees. Make it clear [to the buyer]: you are giving many photos, answering questions, but you are not making any warranty, so [they] should look at the item and make sure they are at the comfortable offers. You can solve a lot of legal issues, in case a transaction goes wrong, warning your buyer in advance on what your policy will be. be.

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