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**Kendall F. Svengalis, Rhode Island
LawPress**



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Making Auctions Pay Marques Vickers, 2014-06-01 Making Auctions Pay by California author Marques Vickers is the first easy to follow guidebook for successfully buying consigning and reselling valuables through regional auction houses The editions straightforward language cuts through the traditional misconceptions surrounding auctions and simplifies the process of buying with the purpose of reselling for profit This book is designed to help you avoid the roadblocks I endured learning how to buy and sell knowledgably at regional auction houses notes Vickers in his Preface The book creates a blueprint for success for individuals seeking innovative primary and secondary sources of income Vickers shares his experience directly from the auction floor His northern California based online store Marquis Gallery sells rare books fine art and collectibles Auction houses have become a staple source of acquiring inventory Making Auctions Pay concisely breaks down the fundamentals of how regional auction houses operate The book address important defining elements including appraisals value estimations bidding options strategies and increments previews and advance research reserves buyer and seller premiums warranties shipping and delivery options A critical component of the book stresses proven sales strategies for reselling auction purchases Emphasis is concentrated on optimizing selling exposure through major online outlets including eBay Amazon Craigslist and Barter Exchanges as well as direct selling vehicles such as consignment shops and estate liquidation services eBay and Amazon s proactive consumer marketing programs are showcased featuring training and data resources to compliment innovative distribution and promotional opportunities Two distinctive chapters focus on selling previous metals and their derivative products and the necessity of cultivating positive buyer feedback from even difficult customers Making Auctions Pay emphasizes how global Internet exposure technological advances and easily employed live bidding applications have distinctly altered the auction landscape Online influence has expanded the worldwide base of auction participants and enlarged the scale of opportunity Broader participation has also introduced complicated ethical issues involving authenticity non paying and shill bidders shared marketing data sales tax legislation and collusion An extensive database of website references is included along with a glossary of relevant auction industry and online usage terms The book s clear and practical instruction empowers both novice and seasoned professional to maximize their selling potential notes Vickers Dynamic opportunities continue to broaden With the phenomenal television viewership following programs such as Antiques Roadshow Storage Wars Pawn Stars etc a substantial demand for understanding the hidden potential of auctions exists Making Auctions Pay is an essential reference book for enabling individuals to expand their financial resources and destiny Author Marques Vickers has had work published in AntiqueWeek The Artist Magazine Art Calendar and wrote Marketing and Buying Fine Art Online through Allworth Press of New York He has published numerous works on fine arts the auction industry southern France and photojournalism *From One Auction Buyer and Reseller To Another* Marques Vickers, 2023-10-29 This edition is the easy to follow guide offers detailed and practical advice on

successfully buying consigning and e commerce reselling of valuables and inventories through live regional auction houses The book s straightforward language introduces little known profit outlets and potential passive income streams and through the lucrative fast paced industry of auction buying and selling The content cuts through the traditional misconceptions surrounding auctions and simplifies the process of buying with the purpose of reselling exclusively for profit ecommerce reselling sales outlets and resources are explained in detail Entrepreneurs and selling beginners seeking financial independence and freedom can easily grasp the hidden explosive income and passive goldmine potential auction houses may provide The book stresses obstacles that author overcame in learning how to buy and sell knowledgeably Proven strategies and steps create a blueprint for success for individuals seeking innovative primary and secondary sources of income The author shares his experience and observations directly from the auction floor and behind the computer monitor His online store sells rare books fine art and collectibles Auction houses have become a staple source for his operations to acquire inventory for e commerce and passive income sales outlets This edition concisely breaks down the elements of how regional auction houses operate The book simply defines staple auction terms including appraisals value estimations bidding options strategies and increments previews and advance research reserves buyer and seller premiums warranties shipping and delivery options An extensive database of website resources and references is included along with a glossary of relevant auction industry and online usage terms The book stresses proven ecommerce sales strategies for reselling auction purchases Emphasis is concentrated on optimizing selling exposure through major and innovative online ecommerce outlets including eBay Amazon Walmart and Facebook Marketplaces Etsy Craigslist and Barter Exchanges as well as direct selling vehicles such as consignment shops and estate liquidation services eBay and Amazon s proactive consumer marketing programs are showcased stressing their innovative seller promotional and marketing tools for success Cultivating positive buyer feedback from even difficult customers is emphasized as critical to longevity and cultivating additional passive income ideas Other distinctive chapters focus on selling precious metals their derivative products and fine jewelry From One Auction Buyer and Reseller to Another emphasizes how global Internet exposure technological advances and easily employed live bidding applications have distinctly changed auctions and live auctioneers Online bidding has radically expanded the worldwide base of auction participants and opened explosive new income opportunities Broader participation has also introduced complicated ethical issues involving authenticity non paying and shill bidders shared marketing data sales tax legislation and collusion The book s clear and practical instruction empowers both novice and seasoned professional to maximize their selling potential Dynamic opportunities continue to broaden Vickers publication is an essential reference book for enabling individuals to expand their financial resources and destiny

30 Passive Income Ideas: The most trusted passive income guide to taking charge & building your residual income portfolio Darryl James, 30 Passive Income Ideas The most trusted passive income guide to taking charge and building your residual income portfolio Edition 3 Updated Expanded

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