

Introduction

This e-Book has been prepared and written by Ray Johnson, Owner of http://www.digitalmediamasterclass.com

Ray is author of his Internet Marketing Blog, you can find that at: http://www.ray-johnson.co.uk -he also has authored "Build Your eBay Empire Classified" "The eBook Download Secret", "The Viral Process" has devised this e-Book to make everyday people – with NO computer experience, taste the thrill of making money from home, and dispelling the myth that money on the Internet is hard to come by. It will show you how to set up a completely automated eBay eBook Business from scratch.

This e-Book has been made for the purpose of sales in the United Kingdom on eBay, and Worldwide through the e-Book affiliate website Clickbank.

YOU CAN EARN 75% COMMISSION BY SIMPLY PROMOTING THIS GUIDE HERE. SIMPLE INSTRUCTIONS – EASY MONEY

If you follow the steps in this guide EXACTLY, you will become an eBay Power seller in a relatively short time, and with ADDITIONAL PURCHASES from his eBay Shop, you TOGETHER with his support, you will build a business, which will, over time, grow into a very profitable income for you.

In fact, many people have written reviews stating that they have been able to quit their jobs and make a living via this method, you can join them – with work. You CAN make it happen!

If you run into any problems - you can contact Ray directly **HERE**

Need Help and Support? Just register with the Digital Media Masterclass Members Forum HERE

Kindest Regards and good luck in your ventures!



Welcome

Hi, and firstly, I would like to thank you for reading this e-Book. The aim of this e-Book is to make you some serious cash using the Internet, including eBay, your website (which you will get shortly), and other successful methods of marketing such as affiliate marketing.

Like any business you only get out – what you put in, and some initial work, will be required. I however will show you with STEP-by-STEP, point and click instructions, how to achieve EXACTLY, what I achieve.

So you can trust that guide "does exactly what it says on the tin".

So, go and make a cup of tea or coffee, and FOLLOW my instructions now.

There may be parts of this eBook, that seem to "not make sense" but PLEASE TRUST ME – if you DO EXACTLY what this eBook says you will succeed. You will see everything come together and you will be ready for the most exciting and profitable money making venture you have ever seen. That is a bold claim, but I have earned THOUSANDS of pounds doing this. You really can too.

Together we will succeed, remember the saying BEFORE you continue..."If you do what you always did, you get what you always got"

This guide covers EVERYTHING you will need:

Copyright Issues

Because of today's world and the way some people are today I have to write this notice:

There is a big problem with copyright theft nowadays and I would like to state that if you have purchased this e-Book from anywhere/anyone else other than:

eBay user i.d. e.z.sell_ebooks

Or

Website:

http://www.digitalmediamasterclass.com/

I would like to help you, by giving you a FULL refund of the money you spent.

In order for me to be able to do this I will need the following details from you:

The eBay user i.d. of the source of your purchase

The eBay ad/listing number of the purchase

OR

A copy of your Paypal receipt for the purchase

Please click the below link to forward the information:

copyright.theft@ntlworld.com

Thanks again for your co-operation in this matter.

<u>IMPORTANT – PLEASE READ</u>

All links within this document – INCLUDING email addresses are CLICKABLE and are from a TRUSTED VIRUS FREE SOURCE.

When a link is clicked, you may be offered to BLOCK or ALLOW the transfer, please choose ALLOW to continue to the link destination.

Also – this guide has been prepared to work WORLDWIDE with different eBay sites – we cannot control changes that eBay may make to their screens or website layout, although we have had eBay's word that all sites are run based on the same site templates and navigation, so if any part of this guide differs in ANY way from your current eBay screens show, YOU WILL STILL be able to locate the required steps relatively simply.

Lets Kick Off

First of all, when operating a business like this, it is <u>VITAL</u> to prepare first. Otherwise YOU are destined to failure.

We will firstly need to prepare your computer for it's job as it will now be working for you from the comfort of your own home.

If you follow this guide that I have written for you, you will own a 24/7 "always open" business that will guarantee to earn you money for however long you want it to do so.

There will be an opportunity for HUGE growth potential to allow you to take your business where you want it to go.

Now lets prepare your computer.

If you are a PC Guru great, (and I am certainly not) \odot you can use your own methods of set-up, but I recommend you follow my instruction as I know that it works.

Very well, and if you run into trouble for WHATEVER reason using your own methods, I may not be able to assist in correcting any issues you may have.

Now as with all businesses - there are small start up costs required.

This business is no different, however, the costs are SO low I nearly fell over in shock...

Tools You Will Need

You will need Microsoft Internet Explorer 6, which also contains Microsoft Outlook Express – this is usually pre-installed in most machines, but there is a FREE download if you do not have it, get it here

Next you'll need WinZip – it doesn't matter which, they are all the same really, and you can use their evaluation version permanently. Get that here

You also need Acrobat Reader – to view your e-Books, but if you are reading this e-Book then obviously you already have it! However if not, get it FREE here

Next you will need Terrapin – An FTP program that makes uploading information to your website/space easy. It is priced at just £19.99 and is a ONE OFF PAYMENT, get it here

Next is a key element of your business, your web space.

I recommend Hostgator.com as they are very reasonably priced.

They are available with telephone and 24/7 email support should you need it.

Get your space NOW here

When choosing a domain name – keep it professional – and remember you are going to be an EBOOK BUSINESS – so try to brainstorm a few good names to call yourself.

Finally – eBay's Selling Manager Pro. Priced at just £4.99 per month with the first month FREE, this is an invaluable tool that will assist you no end in the management of your business.

YOU MUST GET THIS and I show you how later in the eBook.

You will now have to make some folders on your desktop to make the whole process run smoothly.

Firstly, to add a folder – if you do not know already, just RIGHT CLICK your mouse in some space on your desktop, and choose NEW, FOLDER.

To give the folder a name simply RIGHT CLICK the folder again and choose RENAME.

To place a new folder INSIDE a current folder, double click the folder where you wish to place a new one inside, and then RIGHT CLICK and choose NEW, FOLDER.

Now, add a folder to your desktop called ebay

Now, inside the ebay folder make a new folder called ebooks

(This is where you will store the e-Books you have purchased from me, and any other e-Books you currently have. The e-Books will need to be in a zipped format, WHICH THEY ALL SHOULD BE ANYWAY.

However, if they are not, then Win Zip will do this for you no problem)

Get Winzip here

Now – the eBooks (We will be putting these ONTO your CD's to create your OWN digital media products)

Firstly you will need to click EACH of the e-Book links below and save them to the ebooks folder you made.

http://www.ezsellebooks.com/EBOOKS/bonuses.zip

http://www.ezsellebooks.com/EBOOKS/diets_diets_diets.zip

http://www.ezsellebooks.com/EBOOKS/100babynames.zip

http://www.ezsellebooks.com/EBOOKS/cocktails.zip

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http://www.ezsellebooks.com/EBOOKS/around the world.zip
http://www.ezsellebooks.com/EBOOKS/beauty_tips.zip
http://www.ezsellebooks.com/EBOOKS/casinobonuses.zip
http://www.ezsellebooks.com/EBOOKS/icov.zip
http://www.ezsellebooks.com/EBOOKS/surveys.zip
http://www.ezsellebooks.com/EBOOKS/how to eliminate credit
card debt.zip
http://www.ezsellebooks.com/EBOOKS/truth.zip
http://www.ezsellebooks.com/EBOOKS/self confidence.zip
http://www.ezsellebooks.com/EBOOKS/badbreath.zip
http://www.ezsellebooks.com/EBOOKS/learn_tarot.zip
http://www.ezsellebooks.com/EBOOKS/300_scrollbars.zip
http://www.ezsellebooks.com/EBOOKS/dropdown menu.zip
http://www.ezsellebooks.com/EBOOKS/gamecube cheat.zip
http://www.ezsellebooks.com/EBOOKS/ps2 cheats.zip
http://www.ezsellebooks.com/EBOOKS/sony_ps2_repair.zip
http://www.ezsellebooks.com/EBOOKS/self defence tips.zip
http://www.ezsellebooks.com/EBOOKS/ultimate_gambling.zip
http://www.ezsellebooks.com/EBOOKS/psp cheats.zip
http://www.ezsellebooks.com/EBOOKS/icecream.zip
http://www.ezsellebooks.com/EBOOKS/cats.zip
http://www.ezsellebooks.com/EBOOKS/jamrecipes.zip
http://www.ezsellebooks.com/EBOOKS/chicken_recipies.zip
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http://www.ezsellebooks.com/EBOOKS/recipes_for_diabetics.zip

http://www.ezsellebooks.com/EBOOKS/cheesecake.zip

http://www.ezsellebooks.com/EBOOKS/chinese_recipes.zip

http://www.ezsellebooks.com/EBOOKS/martial_art.zip

http://www.ezsellebooks.com/EBOOKS/seafood_recipies.zip

http://www.ezsellebooks.com/EBOOKS/dream.zip

http://www.ezsellebooks.com/EBOOKS/acne.zip

http://www.ezsellebooks.com/EBOOKS/muscle.zip

http://www.ezsellebooks.com/EBOOKS/lipgloss.zip

http://www.ezsellebooks.com/EBOOKS/web_templates.zip

http://www.ezsellebooks.com/EBOOKS/new_psychic_medium_paranormal.zip

http://www.ezsellebooks.com/EBOOKS/crystals_and_gemstones.zip

http://www.ezsellebooks.com/EBOOKS/xbox_cheats.zip

http://www.ezsellebooks.com/EBOOKS/atkins.zip

http://www.ezsellebooks.com/EBOOKS/auto_ebooks.zip

http://www.ezsellebooks.com/EBOOKS/hair_loss.zip

AND AS 2 FREE BONUSES

Please accept this e-Book which will save you TONS of time when it comes to writing your eBay advert and 2000 to sell!

http://www.ezsellebooks.com/EBOOKS/ezyebaybuilder.zip

http://www.ezsellebooks.com/EBOOKS/2000ebooks.zip

These 40 e-Books are the best-selling e-Books on <u>eBay</u> that I used to become a Silver Power seller VERY QUICKLY.

You WILL achieve the same results when using these e-Books providing that you use the methods and follow them EXACTLY as set out in my e-Book.

Your eBay Account

Well we shall start from the beginning, the registration of your eBay account, which sounds silly, as you may have purchased this e-Book from eBay, but as I market this e-Book Worldwide through ClickBank.

You may have purchased from there, or my website. So you may not have an eBay account already.

Remember, I want to keep this guide as simplistic as possible, to ensure your MAXIMUM success...

Even if you do have an eBay account, the steps that follow will allow you to set up the account as efficiently as possible...

Click here to be taken to eBay then simply choose REGISTER.

Next – before you go any further – you need to think of a professional eBay Username – which is relevant to your webspace name, for example – if you have chosen to name your website www.mikesebooks.com make sure your eBay account reflects this too. Your eBay user I.D. Could be the same - mikesebooks

PLEASE NOTE - YOU WILL BE ASKED FOR A VALID EMAIL ADDRESS FOR YOUR eBay ACCOUNT - MAKE SURE IT STARTS WITH purchase

e.g. purchase.mikesebooks@youremailprovider.com

or if you can setup an email address using your web email accounts

purchase@mikesebooks.com

YOU CAN GIVE YOUR INTERNET SERVICE PROVIDER A CALL AND THEY WILL BE ABLE TO HELP YOU SET IT UP IF YOU ARE UNSURE.

THERE IS A VERY IMPORTANT REASON FOR THIS LATER ON IN THE EMAIL AUTOMATION CHAPTER, AND IT IS BENEFICIAL TO SORT IT NOW!

Once you have completed your registration, please return to this e-Book to complete your eBay preferences set-up as detailed below ON NEXT PAGE...

REMEMBER: If you do already hold an <u>eBay</u> account you can just amend your account as required.

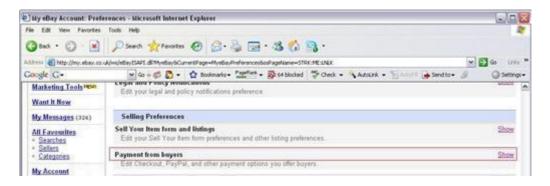
eBay Preferences Setup

Once you have clicked here, the next screen you will see is this on below, CLICK PREFERENCES (on the bottom left of your screen)

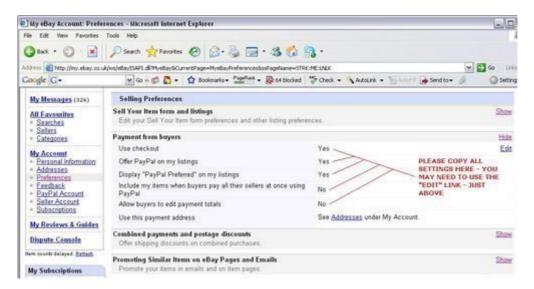
My Account Personal Information Addresses Preferences Eeedback PayPal Account Seller Account

Subscriptions

Now, as shown below, you will need to click the SHOW link.



This will bring the following screen into view...

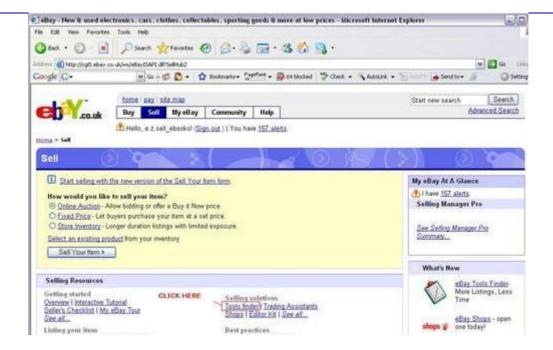


Now, you can customise your checkout pages, invoice pages and end of auction email page plus other different preferences, but we will not bother with this as we are now moving on to <u>eBay's</u> Selling Manager Pro.

Setting Up eBay Selling Manager Pro

Please go back to My eBay and you may be asked to login again. Just pop in your details you gave on sign up.

Now you are logged back into eBay. Now, click on the **Sell** button at the top of the screen - Next click **Tools Finder** as shown below... and you will see the following screen where you should click on "Selling Manager Pro".



You'll then see this screen...



Once you click here – you will see this screen (below on next page) where you can subscribe to SM Pro, (see the circled area below) and you can even take a tour of SM Pro to familiarise yourself with some of it's features. It is an excellent tool, It will dramatically decrease your workload. So click the link shown in the above picture...

You'll now see this screen...



As soon as you click **Subscribe**, just follow all of the on screen prompts from eBay – it is so simple, and there is <u>no download required</u>. The program is all remotely accessed via your eBay account. There is a FREE trial for 1 month, so if you are not impressed (which you definitely will be ^(a)) you can simply unsubscribe using the same link.

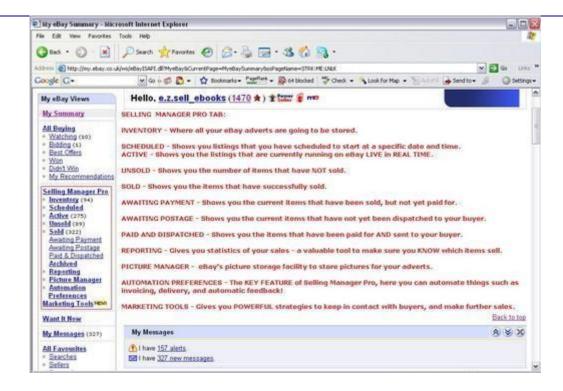
You may also notice that your main <u>eBay</u> screen will look a little different, when SM Pro is installed, this is due to the new additional features you will have at your fingertips!

You will see instantly what jobs need to be done, and there are many tasks that can be done on autopilot.

You can set up all of your eBay adverts as templates, you can schedule what time and for how long you want the adverts to run, you can even automatically re-list (resell) adverts when they end too.

You can personalise your End of Auction email, your Payments Received email, your Item Dispatch email and even set up payment reminders and feedback reminders to your customers...

I will explain in more detail here for you – see these screenshots:

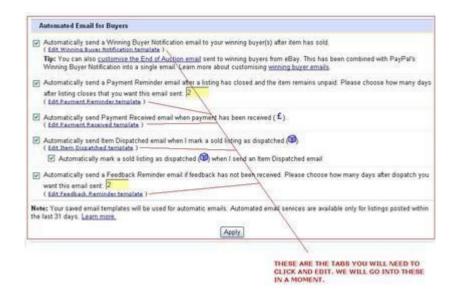


Now please click on the Automation Preferences link (the last one above).

I will use the ACTUAL set-up that I currently use on eBay, so you know that you get off to the best possible start eBay, so you know that you get

You will be taken to the following screen where you can begin automating some of those chores, that – lets face it – no one likes doing!

I am going to WALK you through THE WHOLE PROCESS OF AUTOMATION.



Next, you need to <u>click the link</u> shown which say's **Edit Winning Buyer Notification Template.** As this is the first thing your buyer will see after purchasing your item, it is important to make sure that your buyer is happy and knows exactly WHERE the e-Book they purchased from you has been sent to.

Once you have clicked the link you'll see a box to enter text into. Make sure you copy this text into YOUR screen:

Thank You For Your Purchase From [YOUR SHOP NAME]
Your Digital Media eBook Purchase will be sent to your PAYPAL
registered Primary Home Address.

Please check your SPAM or TRASH FILTERS IF YOU HAVE NOT RECEIVED THE ITEM WITHIN 24 HOURS EMAIL US AT:

[YOUR EMAIL ADDRESS] ANYTIME

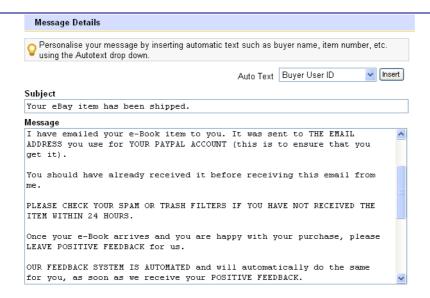
I will tell you why you NEED this text here, later. Obviously, when you have added this text, you will need to click SAVE to keep the settings, YOU will also be returned to the screen shown here...



Next is the item dispatched email. This is where you can send your buyers an email to notify them that their item has been dispatched to them.

Good service from you = Good feedback for you!

Again, like the previous box we edited just click the link, the box screen will pop up, where you can insert this text – see here...



The text reads: (See below please)

I have shipped your Digital Media purchase to you. It was sent to your Primary registered Paypal Home Address (this is to ensure that you get it).

Once your purchase arrives and you are happy with your purchase, please LEAVE POSITIVE FEEDBACK for us. OUR FEEDBACK SYSTEM IS AUTOMATED and will automatically do the same for you, as soon as we receive your POSITIVE FEEDBACK. Thank you again!

[YOUR NAME] [YOUR EBAY SHOP NAME]

Obviously, when you have added this text, you will need to click SAVE to keep the settings, YOU will also be returned to the screen shown.

You will now be back on the eBay Preferences screen as shown here.

The text you need to input is as follows (Again see next page please)

Thank you for purchasing {TITLE}. Please leave feedback for us on eBay and we will do the same for you INSTANTLY!

Every eBay user has a Feedback profile made up of comments from other eBay users. If there have been any problems receiving your e-book "it was sent instantly" so PLEASE CONTACT ME BEFORE FEEDBACK IS GIVEN.

Some email accounts reject email as SPAM and I may need to send it again.

Add your name to this if you wish - it adds to professionalism.

Obviously, when you have added this text, you will need to click SAVE to keep the settings, YOU will also be returned to the screen shown here...



Clicking apply obviously saves all of the amendments you have just made, and the changes are instant to take effect.

Setting Up Your Automated Webspace



Now we will set up your website to store your e-Books to enable your customers to download them.

All you need to do is click "Order" and follow the on screen instructions. You are purchasing a 1 GIG package, which is HUGE, and is plenty enough to begin with, you can always upgrade when you expand your business.

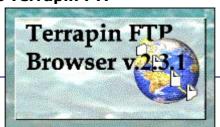
You will receive an email from Hostgator after completion of your order, containing your chosen Domain Name, Username and Password, and a link to your website Control Panel.

This is all you will require at the moment from Hostgator.

Now, Terrapin FTP...

Setting Up Terrapin

You can now begin to prepare Terrapin FTP



Terrapin Internet Ltd No 4 The Stables, Newby Hall, Ripon, North Yorkshire, HG4 5AE, England Tel: +44 (0) 870 800 0808

I gave you the link earlier on to purchase Terrapin FTP - again if you didn't do it then, you must DO IT NOW.

Again, the link to Terrapin FTP User Agreement/Order form here

Just fill in the form provided and your order will be processed.

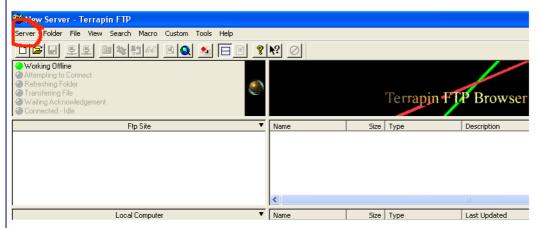
Ok, when this is complete you will receive an email from Terrapin containing a download to the software and a registration code.

Terrapin FTP will either come in the form of a Zip file or an .exe file, either way you need to open the software to install it.

Tip: Make sure you install the software in an easy to locate place, such as your Desktop or Start Menu.

Now you will need to launch the Terrapin Browser program by either double clicking the icon on the desktop you made – or by loading the software from the Start Menu...

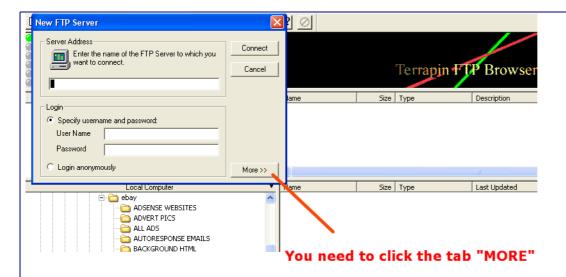
Once loaded, you will see this screen:



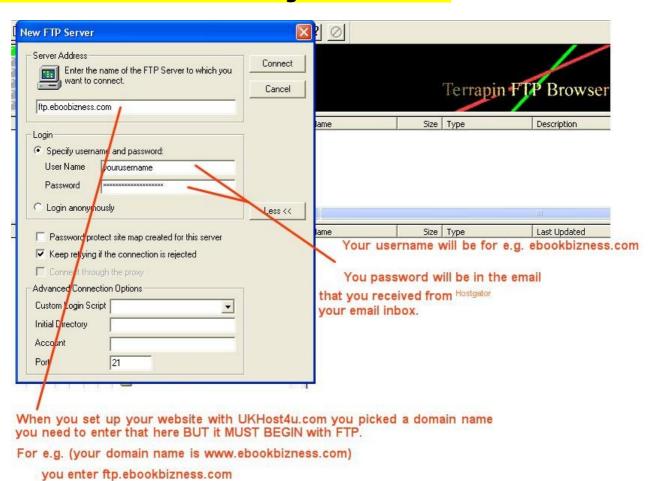
You will probably get a wizard pop up on the screen but you can close this down, as you are not uploading your whole website yet. When you cancel the box, you will see this screen on the top left hand side of your screen.

NOW CLICK THE TAB "SERVER" AS CIRCLED - THEN CHOOSE "NEW CONNECTION".

The next page below, will appear:



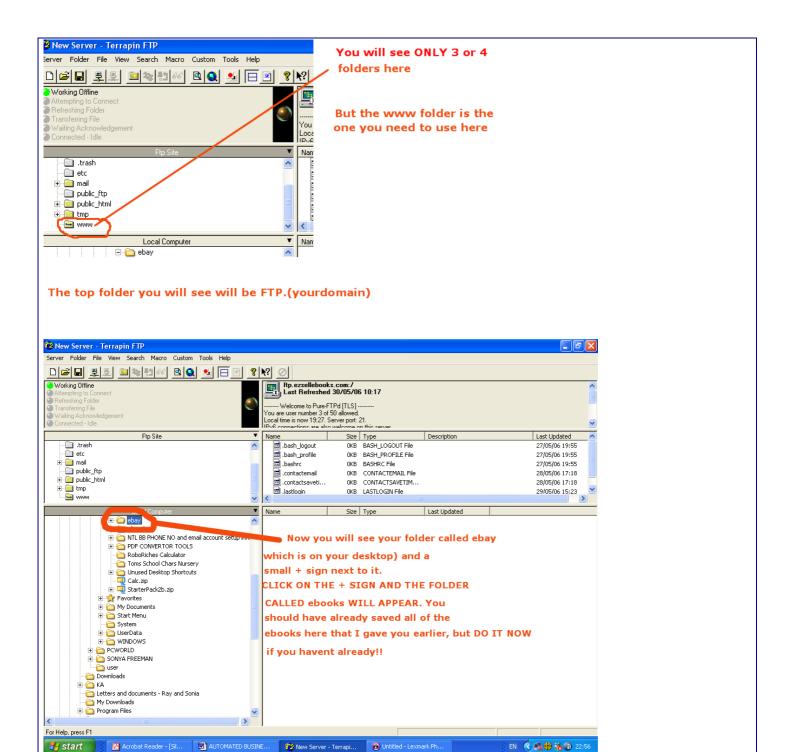
You will then see the following screen below:



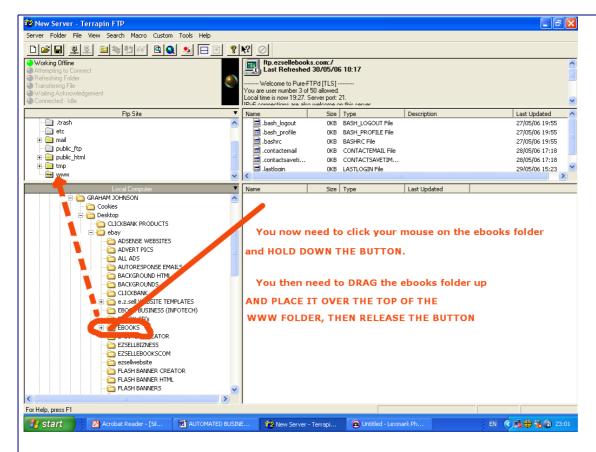
Ok, when you have done all the above, you need to click the tab marked "CONNECT". It may take a few attempts if there are a lot of people trying to do the same as you, but in my experience it usually works first time.

If you experience ANY problems, you call telephone the guys at Terrapin on the number at the start of this section.

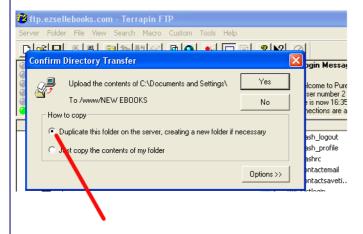
Now you will see the screen below:



You should see this now:



You will see the following box appear:



You need to ensure that the box "Duplicate the folder on the server" is checked here, as it will "MIRROR" the folder on your desktop, up to your webspace. The upload process will begin...

As every e-Book is uploaded to your web space, you will see the Terrapin walk across the screen and hear a cheer in the background. The cheer means the upload is SUCCESSFUL. As shown here:



Now this process may take a while, so don't worry, it could take up to 1 hour, depending on your connection speed.

When the process has finished, shut down the Terrapin box, and you will be asked to save your work, make sure you click YES.

So, that's it, you have now uploaded your e-Books to your web space and are now ready to create the links that your customers will receive to download their e-Book from you.

So, for example – your full text link you need to complete for this e-Book will be:

http://www.yournewebookbiz.com/ebooks/geniusmemory.zip

To explain this more clearly please look at this:



This must be done with ALL e-Books you download.

Any e-Books that contain a space in the name or an underscore sign must show an underscore like this:



Now, because I so good to you ©, I have already given you the text that your customer will see, so all you need to do is change the links.

To do this you need to go back to your desktop and open your eBay folder like this:

Setting Up Your Paypal Account

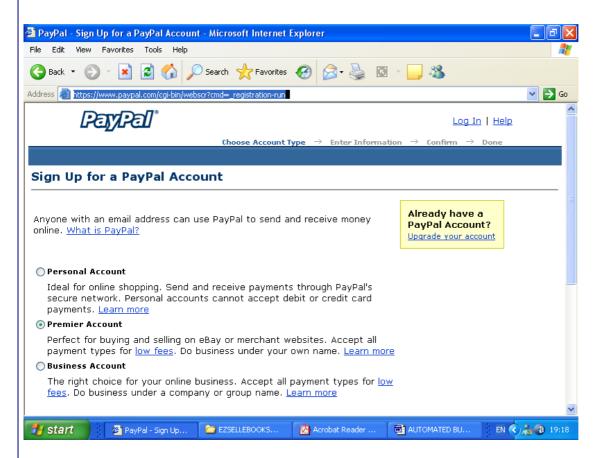
Well, we are nearly done now in this amazing business, and I bet you cannot wait to see it all working!

But what use is a business like this if you can't get paid? ©

This is why you need a Paypal account - get one **HERE**

Then make sure you choose SIGN UP from the LOWER part of the screen...

You will then see this screen:



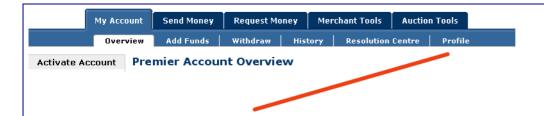
Make sure you check the box for a PREMIER account as you will be able to take credit card payments without paying fees = MORE PROFIT FOR YOU - so it is well worth it.

O.K. now just follow the simple steps (on screen prompts to complete registration).

Easy...

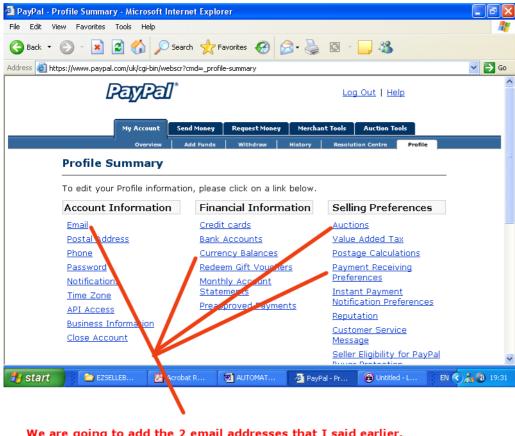
I presume however that you have a <u>Paypal</u> account, as my website and eBay Shop obviously take Paypal payments, so we will continue from AFTER YOU HAVE LOGGED INTO YOUR ACCOUNT.

You will see this screen here:



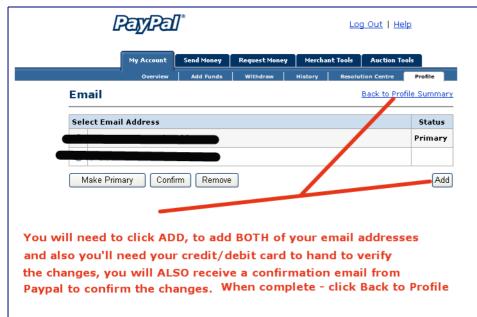
Click PROFILE

You will see the following screen appear:

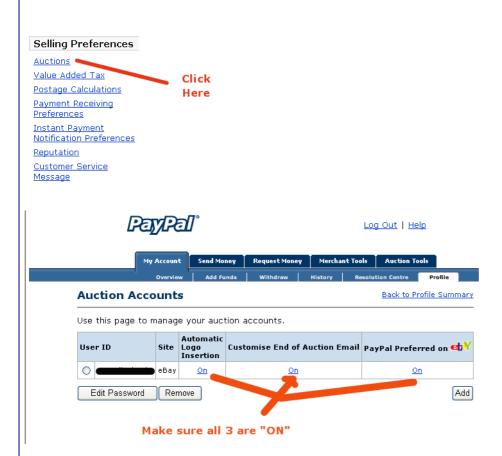


We are going to add the 2 email addresses that I said earlier, one for ebay replies and one for payments. There are also some other tabs that we are using soon, but for now CLICK THE TAB EMAIL

You will see this screen:

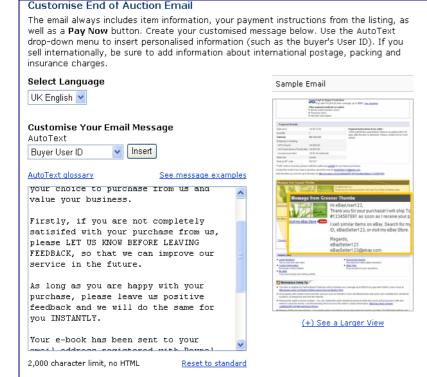


You will return to the Profile Summary page and you will need to click the next tab marked "Auctions" – see below:



You need to select one at a time to turn them on. If they are already turned on, you will need to select "Customise End Of Auction Email" as shown by the arrow above.

You will then see this screen:



Now to save you any more time than you need – again I WILL GIVE YOU THE EXACT TEXT I USE IN MY BUSINESS SETUP, just write this into the box on your Paypal screen.

The text here mentions again, exactly where your customer's e-Book has been sent, again, to avoid any NEGATIVE feedback comments for you.

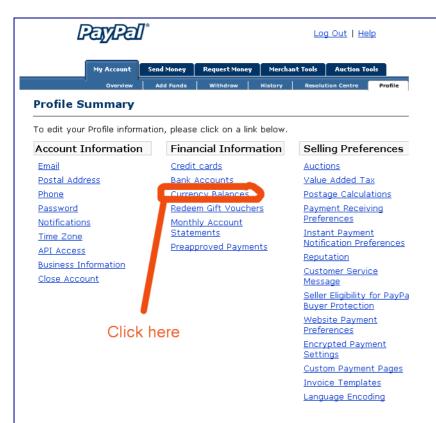
Here is the text (see below)

TEXT HERE***

So let's continue...

When you have completed these changes – click "Save" and you will be returned to the "Profile Summary" screen (I'm sure you are familiar with this screen now ©)

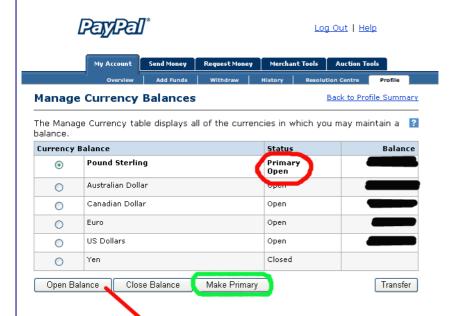
You now need to choose "Currency Balances"



You now will see the screen below, from which you can open ALL English speaking country balances, to allow you to make money in different times of the day, all around the world.

Even whilst you are ASLEEP!

I have been in bed, and woken up in the morning to find I have earned in excess of £1500.00GBP – Now that's what I call GREAT \odot

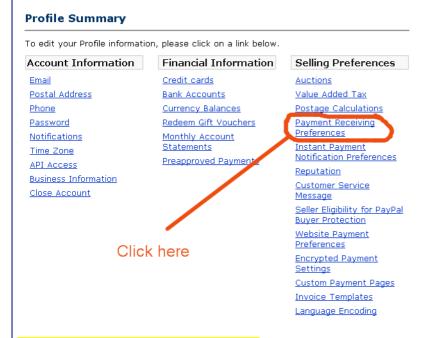


You need to click here to open all english speaking countries balances

This will allow you to take money from all over the world even when you are ASLEEP!

You will also need to make your GBP balance the primary one, see the button above as highlighted in green.

Once you have done all of this – return to the "Profile Summary" screen and select "Payment Receiving Preferences"...



This screen will follow:



All you need to do is do EXACTLY as shown, make sure these 2 boxes are "Yes" - then choose "Save" at the bottom of the screen.

Checklist

Make sure both email addresses are registered (through the email tab with your "Profile Summary screen) making sure your eBay registered email address is set as the PRIMARY account. Make sure your other email account is registered for payments.

Accept all monies/currencies that you want to trade with (from the ("Currency Balances" screen and make sure your local currency account is set as the PRIMARY ACCOUNT).

Customise the end of auction email – do not forget to tell your customer to leave feedback, AND that their e-Book will be sent to their Paypal email address.

Turn on your "Automatic Logo Insertion, and accept Paypal for ALL listings. (eBay Adverts)

ALL THE ABOVE CAN BE FOUND WITHIN THE PAYPAL CHAPTER IF YOU GET STUCK!

eBay Adverts/Listings

Get the complete eBay selling guide here

Go to www.ebay.co.uk, and log in.

Click on the "Sell" tab - see here:



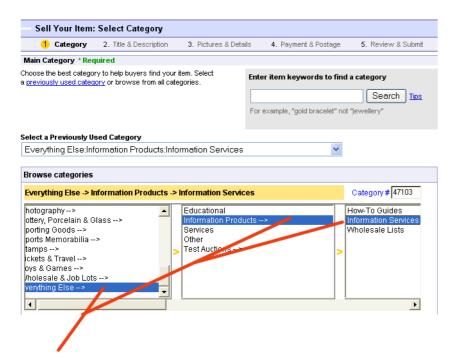
You will then be taken to this screen here – YOU MUST CHOOSE FIXED PRICE – see the picture below:



Fixed price is the best option, because you do not have to wait for auctions to end, you can sell MULTIPLE quantities of the same e-Book, and generally you have the potential to EARN MORE MONEY.

However you will need 10 Feedback rating before you can choose this option, if you have NOT – then I will cover this shortly for you.

Ok now click on "Sell Your Item" as highlighted above in red – you will now see the screen below:



I STRONGLY recommend you COPY this layout here to sell your e-Books as 99.9% are sold in the Everything Else, Information Products, Information Services category, IF YOU DO NOT - you RISK having your advert removed by eBay. SO JUST COPY IT.

Once you have done this, click on the "continue" tab at the bottom of the screen and you will be taken to this screen below:



Above, is the top half of the "Sell Your Item" page. You will see I have used my ***131 SUMMER Home Made Ice Cream Recipes RESELL*** e-Book as the example again here.

http://www.yourdomainname/ebooks/yourebookname.zip

Now Back To eBay...

We will continue from where we left off...



Subtitles are best used for more EXPENSIVE e-Books that you sell, to give buyers an extra INCENTIVE TO BUY FROM YOU.

On lower priced e-Books they eat into profit, this is why I say do not use at this time.

Again, Condition is simply not required.

If you scroll down the page a little - you will see this:



This part is where you can enter your advert description, REMEMBER to describe your e-Books BENEFITS and FEATURES, and ask yourself WHY should someone buy from me?

If you know HTML, you can click the "Enter your own HTML tab" I WOULD RECOMMEND HTML as it often gives a much more professional impression

I always find that a STUNNING looking listing, with FLASH BANNERS and GOOD USE OF COLOUR alongside the above helps CLINCH that sale.

On the next page see below, you can choose to enter pictures as well as other details. Pictures cost YOU 12p EACH AND ARE FREE IF YOU USE HTML!

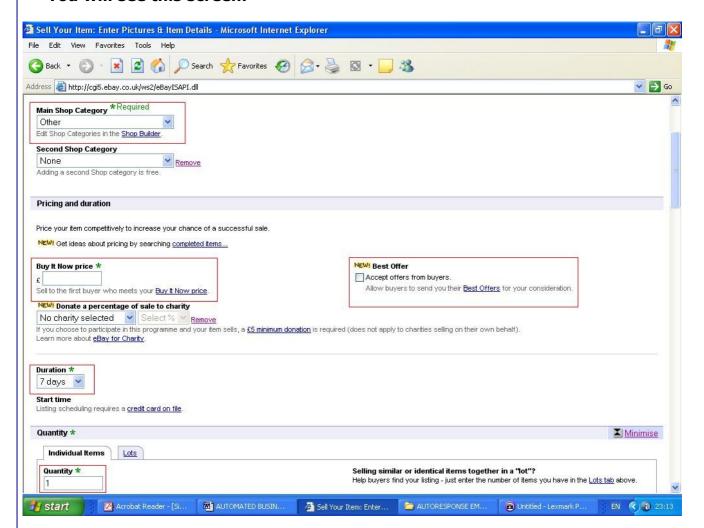
But yet again, don't worry if you cannot use HTML.

I HAVE ANOTHER ACE CARD UP MY SLEEVE PLEASE MOVE ON...!

How To Create eBay Adverts

Ok, so enter your description in here - then click CONTINUE.

You will see this screen:



This is the top part of this screen where you enter the e-Book price and how long you want your advertisements to run for.

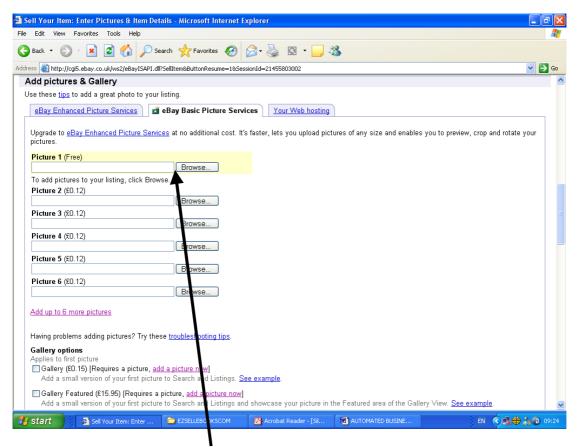
I ALWAYS choose 10 days for more exposure to buyers, I recommend you do the same.

Make sure you check the box "Start listing when submitted" but THINK about Worldwide times, do your research on when countries such as USA, JAPAN etc (countries which you set up in Paypal to take their currencies) to find out the

PRIME times to sell. REMEMBER this IS A BUSINESS and you MUST TREAT IT AS SUCH.

Also select the QUANTITY as 1. This I find gives buyers the impression that if they don't BUY NOW, you will sell out... You see ©

Now lets go the middle part of this screen, just scroll down a touch on your page and you will see this:



As you see here, this is where you can add pictures to your listing. All you would do is choose the "Browse" tab, and locate a picture relevant to your e-Book.

eBay give you one picture FREE, so if you do not know html, use it! Each picture costs, and WILL reduce your profits. Think carefully before using additional pictures!

Anything to make your listing differ from others or stand out in any way is a good thing.

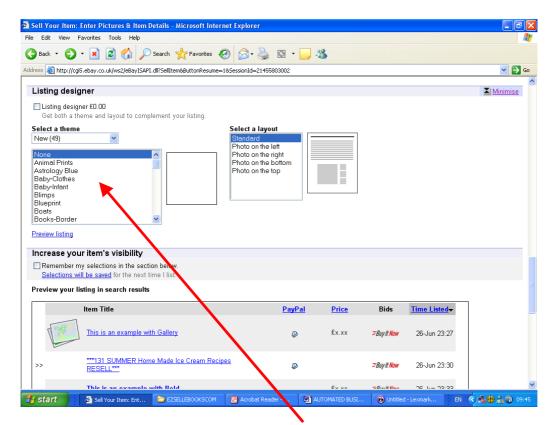
This makes me come back to html, as it is the best way forward...

Remember at the end of this document you can contact me for PRO templates that I design – for a very reasonable price with eyecatching flash banners and FREE pictures.

This is the gallery section, which, for 15p, you can add a picture NEXT to your eBay advert in the search pages to make it stand out. I would only use this for higher priced e-Books that you sell as we again, have to think of profit first.

Lets move on to the next section - scroll down a little more...

Now you will see this screen:

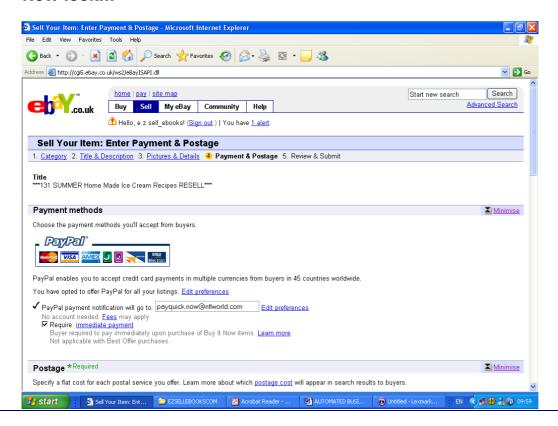


This is the listing designer section – where you can you one of eBays predesigned template for your advert should you wish. Choose one, and select "Preview" to see your listing BEFORE submitting it to eBay's search pages.

There are a few more features here – you can have a look at your own pace, but I really DO NOT RECOMMEND using any, as they again, will eat into profit.

Once you have chosen your preferences here you must click "CONTINUE" at the bottom of the page.

Now look...



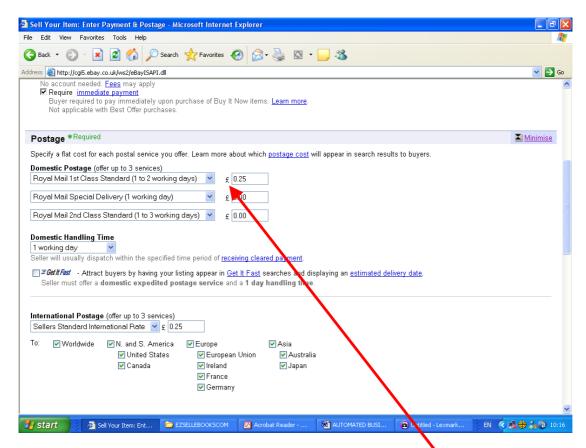
We are now on the payment and postage screen.

We will firstly cover the payments section.

The "Require immediate payment" feature is only available to users who have a 10+ POSITIVE feedback rating so it is vital you get your feedback built up quickly.

This must be selected so that all payments go to your Paypal registered email address. This will allow your business to run automatically.

Now if you scroll down a section further you will see the "Postage" screen see below:



When selling digital media products via mail, you obviously need postage/shipping costs.

The above is just an example price as you will need to WEIGH your complete CD/DVD to gather correct postage costs from Paypal.

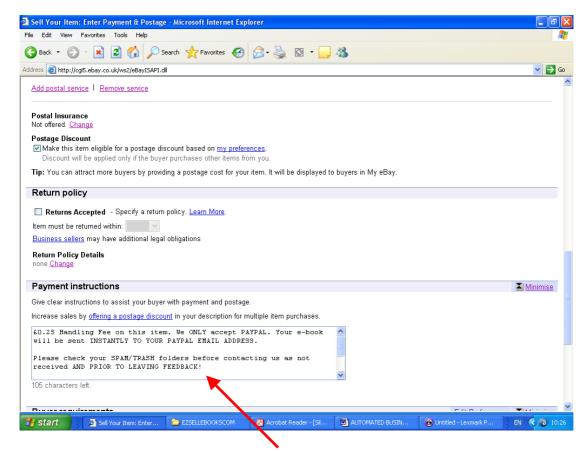
Remember eBay take 5.25% of your profits, so this helps boost a little more money for you.

You will also find with a quality listing, buyers will not mind paying that "little extra".

You will also need to allow buyers WORLDWIDE to be able to buy from you (remember when we set up Paypal "Currency Balances") just tick the box "Worldwide" to sort this out, see the diagram.

Lets move on to the next section on the page....

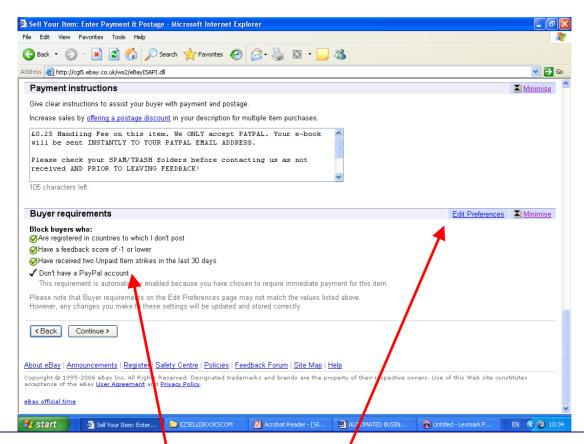
See below.



This is a very important box as it advises your customer of the details of their purchase.

Getting the details correct here will PROTECT YOUR FEEDBACK. As in this box, you must make sure you advise your buyer the following:

Tell them the total price.



I have set these rules up here by clicking the "Edit preferences" tab shown here... I have chosen:

Block buyers who are registered in countries to which I don't post. (This saves you negative feedback for obvious reasons ©)

Have a feedback score of -1 or lower. (This means the buyer may be a NON-PAYER or just a timewaster)

Have received 2 negative strikes in the last 30 days. (Likewise, these buyers are similar to the above)

Don't have a Paypal account. (We block these buyer's as OUR business will not run automatically)

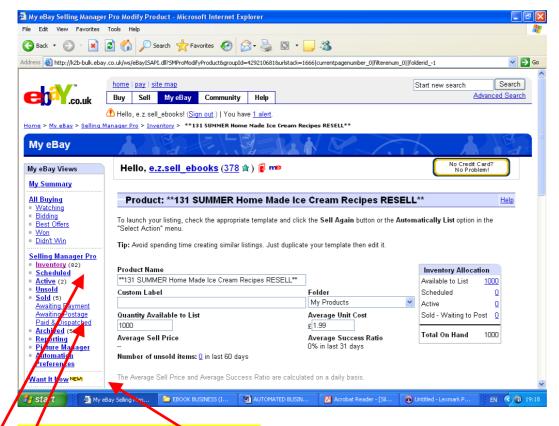
We have now completed the very 1st advert for your eBay business. You need to select the tab marked "continue" which will take you to the last screen.

This will have a preview of your advert tab before you list it.

This page will show the whole advert, section by section and allow you to amend it if you need to.

At the bottom of this screen there will be a SUBMIT tab and a SUBMIT AND SAVE tab.

You need to select the SUBMIT AND SAVE tab. You will then see this screen:



Please continue below:

On this screen you get to give your item a product name.

When you have finished these amendments, click the box "Save" at the bottom left of this screen.

There are also many other tabs to familiarise yourself with, which in all honesty, you can use, but this is dependant on your business requirements so I will leave you to look around these for yourself.

<u>Custom eBay Professionally Designed Templates By</u> <u>Ray Johnson Online Design</u>

As I said earlier, making an impression on your customer is of paramount importance, this is why my own personal eBay adverts are so good. You too, can have INSTANT eBay templates like mine by visiting my professional graphic design website.

My templates are made with <u>Professional graphic design software</u> and will really help catch your customers eye, so that they remember your eBay Shop and then the potential is there for them to re-visit you, and spend their cash with you again and again.

I have made sure, my prices are the LOWEST on eBay and include:

FULL eBay ADVERT TEMPLATES – The "canvas" on which you will advertise your eBook.

FLASH BANNERS – Eye-catching animated advertising banners to really catch your customer's eye.

eBook COVER BOXES - Make your eBook LOOK like a package on a shelf in your shop (a VERY important element)

PROFESSIONAL QUALITY LOGO'S – Your business NEEDS a "Brand" which your customers will grow to recognise.

Buying a complete template from me will save you LOTS of time, and is a 1 time investment as you can also use this template for EVERY eBook advert you create.

INSTANT PROFESSIONAL LOOKING TEMPLATES WITH NONE OF THE HASSLE...

Go and take a look <u>HERE</u>

The Last Words

I hope you have enjoyed reading and using this e-Book, as much as I have done preparing it for you. It took a little effort, but as long as it is easy to use for you – then I have accomplished my goal.

If you would like to comment on this eBook please drop me a line to:

contactray@ray-johnson.co.uk

Please feel free to write a short REVIEW of the e-Book, expressing your thoughts and send it to the same email address.

I wish you all the best with your eBook Business, and hope you will achieve the same level of success that I have in my own business...

If you need support myself and my moderators can help you:

Just Visit My Forum HERE

So that pretty much wraps it up...

Well, not quite...

PLEASE SEE BELOW FOR 2 OF THE BEST OFFERS YOU WILL SEE ALL YEAR... AND I REALLY DO MEAN THIS.

Ray Johnson Mentoring

This really could be your lucky day.

As most of my business is automated these days, and I have a lot more FREE TIME, I am currently offering you a golden opportunity to maximise YOUR earnings.

I am offering YOU, LIVE PERSONAL ASSISTANCE where YOU HAVE INSTANT ACCESS TO MY KNOWLEDGE FOR A FULL 6 MONTHS.

We can personally talk 1-2-1, I will get to understand your goals and develop your business to **GUARANTEE** you will succeed.

If you choose to join me we will cover this entire eBook in detail to make sure you understand everything, plus we will cover all of the following information which IS REQUIRED OFF eBay to succeed.

What Is Covered?

I will set up your eBay Shop correctly, showing you how to DESIGN your shop correctly.

I will show you how to PROMOTE your products correctly for maximum profits.

I will show you how MANY products to sell at ANY given TIME, and the reason for this.

I will show you how to make your OWN products to sell for BIGGER PROFITS.

I will show you how to sell products to target SPECIFIC countries, and the times to list to attract worldwide buyers.

I will show you how to make further profits (upsells) as SOON as your product is delivered to your customer.

I will set you up a website – fully optimised for Google and the major search engines, that will bring you many customers and BIG profits selling just a SINGLE HIGH VALUE eBook, (that you do not even have...) My website is ranked 3 and 4 in Google and Yahoo out of a combined 27 MILLION websites, so I KNOW how to make a fortune on the internet.

I will show you how you can become an affiliate and make £££' selling OTHER PEOPLE's PRODUCTS through a simple email...

I will show you how to design your ME page to sell more affiliate products, without your customer even knowing that they have just made you EVEN MORE money...

I will show you how to BUILD a HUGE customer following and make your customers TRUST you, to make future back-end sales.

I will show you how to BUILD a customer LIST, (perhaps the most important aspect of this internet business)... And how to capture these customers email addresses – allowing you to send them more sales opportunities, making HUGE bursts of cash – simply for sending an email to your list! (I have made over £1200 for sending just one email to my customers – which took me 15 minutes to write...)

I will show you how to use follow up autoresponders to contact your customers with high value offers to sell to them, and keep in constant communication with them, to build TRUST to you and thus create even greater OFF eBay profits.

You need to think of eBay as a STARTING POINT for this business ONLY...

If you join me RIGHT NOW - you will receive a BIG discount on the usual price for my LIVE support.

I will explain everything you need to know to get started.

To find out more and to book your place click **HERE**

*If this offer is slightly over and above your budget, take a look at these:

Did you know that <u>YOU</u> can become the author of "Build Your eBay Empire Classified" (my Google.com No.1 Ranked eBay Classified Ads Guide) and resell this very guide on eBay, Clickbank, AND your website?

Believe me you can...

This is called PLR, or Private Label Rights. However, I have decided to give you more than just PLR, I have decided to give you Master PLR Rights – which means that you can create your very OWN product in an INSTANT, generating huge profits WITHOUT:

Researching the market – Preparing the product – Writing the content in the product – Testing the product – Lauching the product and more...

The product NORMALLY sells for \$217.00 see PROOF of that HERE

BUT I want to give you a HUGE discount, for being a valued customer...

BEFORE you get the discount though, I have had a special video prepared for you, showing you all the immense benefits of you securing your copy right NOW...

WATCH THE VIDEO BELOW - JUST CLICK THE IMAGE TO VIEW



SECURE YOUR DISCOUNT BY CLICKING THE IMAGE BELOW...



This is a truly amazing offer, have a serious think about purchasing, you WILL see your profits skyrocket. That I guarantee. How do I know this? Well, you have paid for eBooks before haven't you!

Thousands of people on eBay and the internet will do the same for you.

To post a review or testimonial click HERE

If you need any assistance - contact me **HERE**

To get help from other members, register with my Forum HERE

Make SURE sure sign up to my FREE NEWSLETTER to get EVERY eBook I OWN, and ADD to your eBay Shop inventory, plus tips, advice and a lot more HERE

ALSO Take a look at Ray Johnson Recommends HERE where I give you all the tools I use to run my business successfully. Take ACTION TODAY and you will put in place, the steps you need to run a highly successfully business EMPIRE!

Warmest Regards

Ray Johnson