

Buy Low- Sell High Secrets...

He calls himself a "goodies" buyer and seller and his name is John.

This is his story.

He buys used items in his area and from surrounding towns where he lives. He then sells these items for profit.

Mostly he sell the items "as is". But he sometimes clean the goodies - paint the goodies- and fix the goodies.

It is simple. It is powerful. And he always has cash on hand.

Here is John's secret:

Every week John places the following ad in the WANTED TO BUY section of the local district newspaper(s).



Buying: Things you don't want. Household goods, appliances, tools, equipment, books, and other misc. Call John at: 082-xxx-xxxx

The key to this ad is the wording, "Things you don't want."

This eliminates the people who think I'm just going around buying stuff for my health. The people I am looking for are people who have items just lying around -- things taking up space they would rather use for something else.

When they call John he simply tell them he buy things people don't want anymore.

He also tells them he can't pay a lot for the items but would be glad to take a look at them.

Then he asks them what they want for the items.

He only offer them between 50% and 75% of the price he thinks he can get if he advertised the items in the newspaper – online or with poster ads.

Do you want to make money buying and selling too?

Here is the true:

Most people are glad to at least get something for a few items that only take up storage space and items they would have to throw away anyway.

Think about it – if you have 5 or 10 plant holders/pots which you used 7 years ago – and you don't have a garden anymore – wouldn't you take R100 or R200 for them and get someone else to take them away?



Most people will be happy to get someone to clean out the garage and as a bonus, walk away with a bit of cash in their pockets.

If item doesn't work or are broken – decide if you can fix it and offer a lower price.

If it is a total mess - just walk away.

Selling the items you have bought is easy if you have bought them correctly.

The SECRET here is:

"You make your money when you BUY an item, not when you SELL it".

If you have bought your items at a sufficiently low price that allows you to fix them up and sell them BELOW market value, they will practically sell themselves.

Place an ad in your local newspaper – check local online listing pages – local Facebook groups, etc. where you can advertise household items to sell.

If you only have 1 or 2 items wait until you have a group of items before advertising.

Here is an example of how your ad might read:

MUST SELL: LG Toaster - as new: R75. Small Defy Refrig. R950. White Microwave R190. Sony DVD Player R175. All clean and in working order. Call John at 082-xxx-xxxx

It's a good idea to have a copy of your ad(s) and an ITEM LIST sheet handy on you or by the phone.

When someone calls, you will have all the information at your fingertips and can answer their questions immediately.

If they are interested in an item or items arrange a time for them to come over and look at it and tell them you only take cash.

If you don't want people coming to your home – find and hire a small independent storage space in a secure complex or save area where your buyers will feel comfortable to do business.



When the buyer comes over, they will most likely want to offer you a price lower than your advertised price.

If the buyers offer it is reasonable, you may want to consider taking the money. Or, you can reject the offer or make a counter offer.

It is up to you. Sometimes it is better to make a quick R250 than a slow R300.

There you have it...a simple way to earn a few extra bucks on the side.

BUT LISTEN...

If you want the ultimate business that will allow you to **"buy low and sell high"** and earn R2500 per week and even more then you need the LOGO KIT package from the SA Chamber of Entrepreneurs (SACE).



This package will allow you to make and sell Professional Logo's to local business owners very easy. The super smart profits that this small LOGO BUSINESS KIT generates is amazing.

You can download the complete INFO PACK at the link below:

<http://www.sa-chamber.co.za/info-pack-the-logo-kit/>



www.sa-chamber.co.za