



The Key to Making Money on Craigslist: How I Make Thousands in My Spare Time

Steven Fies

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The Key to Making Money on Craigslist features a complete system for building sustainable wealth through merchandise resale. Over the course of more than 275 pages, Steven Fies shows you exactly how he did over \$20,000.00 in sales and earned over \$6,000.00 in gross profit in one year on Craigslist – all in just a few hours per week. With a core focus on teaching you reliable and tested methods for profitable resale, this book delivers immediately usable steps to harness your business acumen and realize success. In the book, you will:

- Learn how to analyze pricing, spot deals, craft killer advertisements, take intelligent risks, and negotiate successfully with others.
- Study real-life examples, actual transactions with buyers and sellers, and the underlying thought processes that lead to successful deals.
- Discover the hard and fast rules for instantly becoming more profitable and avoiding the most common pitfalls.

One chapter at a time, you will learn exactly what to buy, why to buy it, how to thoroughly research price points, and what to say to buyers and sellers to close deals. Graphs, screenshots, and even mathematical equations are introduced to help you grasp every concept in detail, so you can replicate the exact processes required for positive cash gains. Key concepts are reinforced and illustrated in context through insightful stories of the author's transactions. The first chapter provides a “bird’s eye view” of the entire system from a big-picture perspective. Chapter two supplies psychological tools to help you conquer your fears and develop the mental strength to take calculated risks. The human fallacy of Loss Aversion is explored in depth, including a startling explanation of how this phenomenon sabotages our ability to succeed – and how to put it in its place before it gets the better of you. The third chapter offers several viable ways to raise money when getting started, even if you’re dead broke. By exploiting a relatively unknown gold mine, you are given the know-how to easily accumulate several hundred dollars in a short period of time – and you will learn exactly how the author turned an unlikely free item into \$500.00 cash in a matter of weeks. The fourth and fifth chapters provide business-planning advice to help you achieve a definitive focus for your buying and selling activities. By the end, you will approach your dealings with a firm sense of context, and know precisely how to accumulate relevant price and product information. Then, in the sixth chapter, you’ll be shown a powerful way to automate this information gathering and analysis to free up your precious time. The remainder of the book builds upon this foundation with some crucial insights:

- How to always be the first buyer to respond to a new listing – without ever having to check the listings! (How to leverage technology to generate powerful automated notifications.)
- How to craft superior listings that demand higher prices for items that normally sell for less.
- How to avoid the classic mistake that immediately destroys sales listings every time.
- How to price your items to psychologically attract more buyers – all while raising your prices! (Plus, how to use this same tactic in reverse to your advantage when making offers to sellers.)
- Why you should conduct an economic analysis of your niche market and how to do it properly, based on textbook principles of Microeconomics.
- How to leverage trades to capture significant extra profit as a buyer or a seller.
- How to frame any email, phone, or in-person price negotiation for a win from the first moment.

This book instructs on solid business principles that can be applied in any number of transactional markets. Whether you buy and sell daily or infrequently, The Key to Making Money on Craigslist will ensure you consistently achieve maximum possible earnings.

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