



STAY OUT OF EBAY JAIL!



New rules for eBay product sourcing & listing 2019




Kathy Terrill
I Love To Be Selling



Heads up, eBay seller!

eBay's selling rules have changed, big-time...and non-compliance can jeopardize your eBay account. Know the rules about what you can and can't legally sell, so you don't land in eBay jail.





Here are the acceptable ways to source inventory for eBay:

1. Personal possessions — source from your home.
2. From friends and family - they give you items they no longer need or want.
3. Consignment selling — people bring you items to sell for them; you work with them, with or without a signed contract, and charge them for this service (It's best that you hold the inventory).





4. Thrift stores, yard sales, consignment shops, estate sales, and auctions including storage unit auctions and sales – you buy items from these sources and then sell them online.



5. Retail arbitrage – you purchase items from a brick-and-mortar retail store such as Macy's, Target, Walmart, etc., and then resell those items on eBay.



6. Online arbitrage (very similar to retail arbitrage) -- you buy items from online sites and hold the items, then list and resell your purchased inventory.





7. Wholesale inventory – you buy from wholesale sources and resell online; wholesale sources include liquidators like **BULQ** as well as manufacturers and closeout specialists online and that you meet at wholesale trade shows.



8. Drop shipping – there are legitimate drop shipping companies whose inventory you can legally list on eBay; when an item sells, you purchase the product from the drop shipper, and they ship it to your customer.

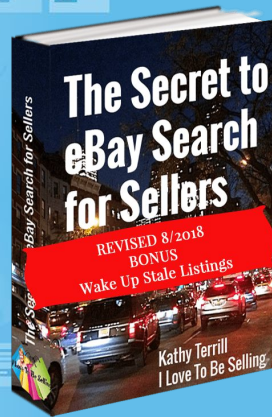




Sourcing great products isn't enough to get you sales on eBay.



Listings that are optimized for eBay search get found by shoppers and sold!




Increase your sales with the proven listing strategies in
“Secret to eBay Search”





Here's what has **changed** on eBay:

Some sellers take listings from other sites and then list those products on eBay. The seller **does not own** the product, nor are they listing a product from a legitimate drop shipping service.



When the product sells, the seller goes to the website where that item is listed, buys it, and has it shipped to his or her customer. The seller is using site XX to fulfill their eBay order. **THIS IS NO LONGER ALLOWED!** If you do it, you are putting your eBay account in danger.



[HERE](#) is the link to the relevant eBay policy.



Beware of the bot!


Some Top Rated Sellers are getting caught by a bot (automated robot scanning eBay listings) that removes their Top Rated Seller status. The rationale given is that **eBay suspects you of this illegal practice**. The bot's programming makes it think that you're selling and having another retailer fulfill the order. If you get caught by this bot, and you are **not guilty** as charged, reach out to eBay customer service **immediately**. A great way to contact US-based reps if you are a US or Canadian seller is through the eBay For Business Facebook page.

Click "Message", and state your case. You can also contact customer service through [eBay.com](https://www.ebay.com)






An important note about warehouse fulfillment:




Many large sellers use Amazon's FBA or other similar warehouse services. In this business model, the seller's inventory is stored by the fulfiller, and when a sale is made, their warehouse ships the seller's stored inventory. The key here is that **the inventory belongs to the seller**. The seller is **storing** his or her inventory in a fulfillment company's warehouse. It is **not** the warehouse's product. This continues to be **FINE**.





F.A.Q.

Sometimes I sell an item and can't find it. So I find it from another seller and buy it for my customer, then arrange for it to be shipped directly to them. Is that OK?



Answer: Yes. You did not intentionally list something that you don't own.





In short, **yes, you can drop ship legally** on eBay. But it must be done through a legitimate drop shipping service/arrangement. You can no longer list items from a non-drop ship site and fulfill orders by buying from the non-drop ship site when you get a sale for item X on eBay. As outlined in [eBay's drop shipping policy](#), if eBay finds you doing this, ***you are endangering your selling status and even risking account suspension.***





About the Author

Kathy Terrill is here to help you crush it on eBay! She is a New York-based professional actress who has more than 25 years of experience in brick-and-mortar retail and over 6 years as an on-air product presenter for QVC, the shopping channel.

Kathy started her eBay selling in small way. Kathy sold items from her Manhattan NYC apartment while caring for sick family members. Kathy's eBay business has grown and she is now a Top Rated Powerseller.





You'll find Kathy regularly on Facebook as the founder for the seller group [eBay Stores Nothing but eBay Stores](#) which has over 3500 global members, [eBay Selling Basics Nothing But Selling Basics](#), and [Online Selling Nothing but Online Selling](#).



Kathy is an eBay Influencer as well as an in-demand speaker and private sales coach. She loves to share her expertise at eBay and ecommerce events all across the USA. In 2017, Kathy was chosen from among more than 600,000 members of eBay's Small Business Ambassador Program as the winner of eBay's Small Business Advocate Award. She speaks nationally on eBay selling. Kathy has appeared on Fox News as a small business expert.





She is here to help online sellers of all levels increase sales with practical advice she gleans from her extensive retail and on-air selling experience. Many popular eBay classes plus great tips for increasing online sales are available at Kathy's ecommerce blog site, [I Love To Be Selling](#).



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