



How to Yard Sale: The Unknown Business

By Enock Lynn Norrbom

iUniverse, United States, 2011. Paperback. Book Condition: New. 221 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****.One of the main reasons people organize yard sales is so they can sell enough items to pay the bills. But at the end of many events, most sellers have not accomplished their goal. Before you even hold a yard sale, be sure to steer clear of violating any ordinances. Go to your town or city hall, and check if you need a license. This will be an operating expense just like advertising and promotional costs. But once you take care of it, the selling can begin! In this step-by-step guidebook, you will learn the sales techniques that will make people buy; the appropriate pricing to help your items sell; the importance of having stoppers that will generate a crowd; the strategies to beat your yard sale competitors and maximize profits. Written by Enock Lynn Norrbom, who has been generating revenue from yard sales for decades, this guide offers a better understanding of how selling at yard sales can be a serious home-based business that generates income. Move closer to your customers and achieve your objectives as you...



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