

## selling on the internet

There are many people who make a living online, and some of them do so by selling things. Though most larger, more established companies have their own web sites, individuals can also get in on the action to come extent. Some use sites like eBay to sell to others, and some people have a product that they sell from their own home via their own web site. Though most rules about sales online are the same as they are in regular stores, there are a few tips about selling on the Internet that any potential seller should remember.

One of the biggest points to successful selling on the Internet is that you have to bend over backwards for your customer. Though you may be able to get away with some shoddy customer service once in a while in a retail location, you are not going to get away with it online. This is especially true if you do your selling on the Internet on eBay. It only takes one or two bad deals or comments to drive away people who may have otherwise bought something from you. Though sellers have the option of rebutting a bad comment, most won't care. They see trouble as trouble no matter who really is to blame or who is right.

You also have to think about safe ways to make money transactions when selling on the Internet. You have to have a secure network when people order or half of them are not going to order from you. You can also take payments through Paypal, but beware of those who may have trickery involved. Know the rules of both Paypal and eBay before you start so you immediately know what to do when it appears that problems are about to start.

When selling online, you also have to be aware that shipping is going to be a huge part of your day. You are going to have to ship everything you sell, and you are going to have to learn to pack things so that they are secure. You may have to stock up on boxes and packing materials when selling on the Internet, but you can also claim those things as a business expense when it comes time for taxes. Lastly, don't forget to keep records of every single transaction that you make. When you own your own business, even online, you have to account for everything or risk an audit.