



The ante – getting started

You will need -

- A business or sales name such as - Our Friend's Book Shop
- An e-mail address
- A bank account for automatic deposit of the proceeds
- Possibly a credit card to be used to establish your account
- Packaging materials to protect the books during shipment

The waiting game – the fixed price sites

Sites with no listing fee

[www.amazon.com](http://www.amazon.com), [www.half.com](http://www.half.com), [www.librarybooksales.com](http://www.librarybooksales.com),  
[choosebooks.com](http://choosebooks.com),

Good for: recent text books, scholarly and technical works, books on specialized topics. [choosebooks.com](http://choosebooks.com) is also a venue for signed copies.

Sites with monthly listing fee

[www.abebooks.com](http://www.abebooks.com), [www.alibris.com](http://www.alibris.com), [www.amazon.com](http://www.amazon.com) (high volume)

Good for: all-of-the above plus non-fiction.

There is usually a percentage fee at the time of sale and some sites charge an additional flat fee at that time. Most sites reimburse you for some or all of the postage costs.

Some considerations:

- Someone needs to monitor email daily
- Someone needs to pack and mail books quickly
- Textbooks and encyclopedia that may not sell at your sale, sell well.
- You may look up books by their ISBN number more accurately
- Accuracy in your condition descriptions is essential for maintaining a good seller rating.
- Most sites use automatic deposit into your account to pay you.
- You may need to get a credit card to set up an account
- You can send items via Media Mail - very reasonable.
- **Have fun with this and you can make a lot of extra money.**

## Going, Going, Gone – The Auction Scene

[www.ebay.com](http://www.ebay.com) - just about the only game in town

There is a listing fee, whether your item sells or not. If it sells, there's also a percentage commission. You need to arrange to receive payment (online services are available - one is [www.paypal.com](http://www.paypal.com)). It is best to use images, so you need a digital camera and/or a scanner and very basic graphic editing software.

Good for: celebrity collectibles, catalogs, manuals, craft items such as needlework patterns, items of local interest in some other community, odds and ends.

Web sites for searching book values

[www.amazon.com](http://www.amazon.com)

[www.alibris.com](http://www.alibris.com)

[www.rarebook.com](http://www.rarebook.com)

[www.abebooks.com](http://www.abebooks.com)

[www.librarybooksales.com](http://www.librarybooksales.com)

[www.half.com](http://www.half.com)

[www.bookfinder.com](http://www.bookfinder.com)

[www.21northmain.com](http://www.21northmain.com)

[www.ewanted.com](http://www.ewanted.com)

[www.choosebooks.com](http://www.choosebooks.com)

[www.addall.com](http://www.addall.com)

Other valuable sites:

[www.usps.gov](http://www.usps.gov) - the US postal service, with complete rates and zip codes and mailing advice.

[www.booksalefinder.com](http://www.booksalefinder.com) - to publicize your sale, for free.

[www.seriesbooks.com](http://www.seriesbooks.com) - the latest of Nancy Drew and all series books, especially the vintage series that turn up in donations.

[www.paypal.com](http://www.paypal.com) - You will need to arrange to receive payment.

[www.123pix.com](http://www.123pix.com) - A place to order supplies of packaging materials (caters specifically to the needs of online booksellers)

Sales Tax Reporting

The gross amount of Internet sales are reported. However, documented out of state sales can be deducted as not being subject to sales tax on the report form.

Resources

[www.folusa.org](http://www.folusa.org) - click on "Friends Selling Books Online" for a list of the libraries and Friends throughout the United States know by FOLUSA to be selling books and other donated items.

Windwalker, Stephen.

*Selling Used Books Online: The Complete Guide to Bookselling at Amazon's Marketplace and Other Online Sites.*

Harvard Perspective Press, 2002