

# Written and Published by: Robert Corrigan

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#### INTRODUCTION

One of my great passions is easy start- up home businesses, I started my first business from home selling computers and upgrades from my box room. I am now in the fortunate position of being able to run my entire business interests from my own home office.

In February 2014 I was asked to review a product called Easy Auction Income. I reviewed the content about selling prints on eBay and found it a really simple business to set up, easy to operate and the results were excellent all in all a highly profitable business.

I soon realised that putting a different spin on the basic idea that there was a very profitable business to be built both on eBay and Amazon in the poster market. So I researched the market then I did a little bit of testing and the results were impressive

The great part of this idea is that you can test ideas for pennies and then focus in like a laser beam on the highly profitable niches.

I hope you find the information interesting, informative but most of all profitable.

To your success.



Robert Corrigan

### YOUR EBAY AND AMAZON PRINT BUSINESS

Selling prints is big business on eBay and Amazon but only if you choose the right type of prints to sell. The business model is very simple you sell prints printed on your home printer that are either in the public domain or that you have purchased a a licence for that allows you to sell the prints. Most sellers of prints are missing a trick, by adding posters to your inventory you can massively improve your profits.

There are a few ways to approach this.

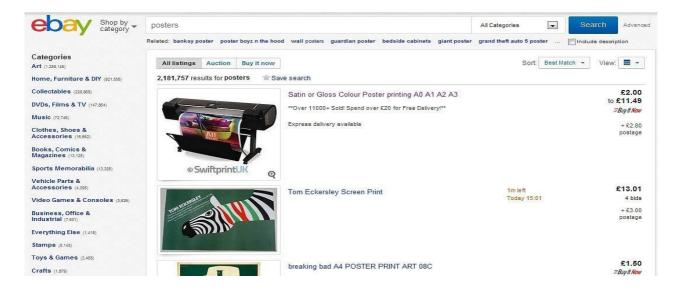
- You can source a selection of posters from a specialist wholesaler. Beware the packs of assorted posters.
- You can source royalty free images, public domain images or images you can reproduce under a Creative Commons (CC) licence you can also produce your own versions of good selling posters or subjects.
- Print the images onto other media such as mugs, t-shirts etc.

If you already sell prints choose your best selling best selling prints and produce these as posters A3, A2 or larger if the image will scale without loss of resolution. You can have these printed at a local print shop as required, and then invest in a larger stock of your best sellers by buying in bulk. You may not make much from this initially, you are just validating the idea to find what sells and what doesn't. If you do not already sell prints just follow the plan below, you can add prints to your business later

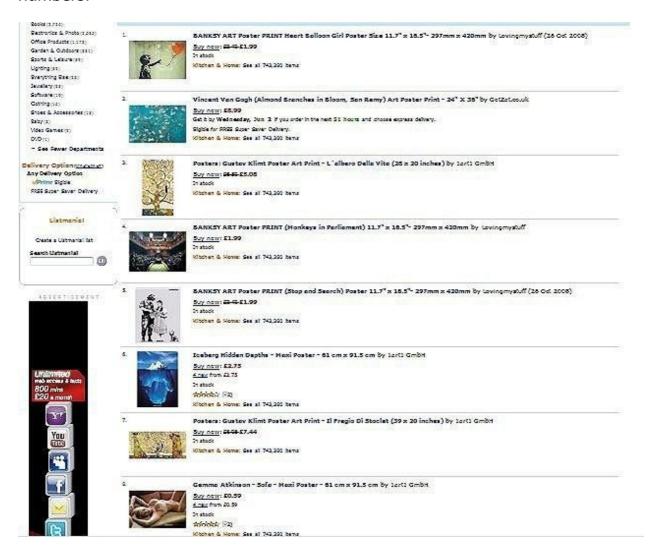
Magazines that deal with the trade such as "The Trader" will have many adverts for posters. In this approach you could be offered a selection of posters for a fixed price, typically some of these will be good sellers and others will never sell, so it pays to be rather more selective about what you are offering.

This is where you will need to research your market, the obvious place to start is eBay and Amazon. To give an idea on how vibrant this market is here are some screen grabs from eBay and Amazon. Look at the quantities sold in the eBay listings, this is more difficult to do with Amazon but a good guide is to look at feedback scores and multiply it by 3 or more (it is not an exact science but just a guide).

It is possible to print posters on your own home printer as some printers will print up to A3 however this could prove very expensive in ink so it will be much cheaper to use with a local print services or one of the many advertised on eBay or Amazon. A simple google search will also bring up many good candidates for your printing needs.



To sell quantity on Amazon you will need a pro seller account. This attracts a monthly subscription so only upgrade when you are selling the volume of posters that make it economical to do so check out the options <u>HERE</u>. Always watch your numbers!



At the time I made this Amazon screen grab there were in excess of 800,000 posters and prints for sale on the site. Some of the vendors even offer a framing

service as an additional cost option, (works better on Amazon). See below.

If you cannot source the exact prints you want cheaply enough, then go for something "uniquely similar." Here is an example of what I mean. "Keep Calm And Carry On" posters are a big sellers. Here is an A3 poster version.

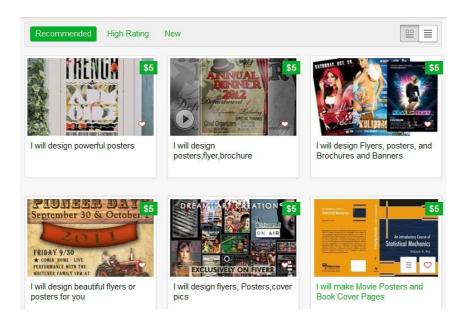




This was originally a UK war poster, but look at some of the modern derivations of this poster. There are a lot of options available on this listing just look at the sales.



Would it be too difficult to think of a few ideas of your own and produce your own in a simple graphics programme? Something like this it not really very difficult to do, or if you really want to, outsource the work for someone to make you the poster for you. If it is a simple poster then why not outsource to Fiverr



# **Finding Free Images**

Just because an image can be found on the internet **DOES NOT** mean that you can be use it, the reality is that the image will often be subject to copyright. Lets get this straight right away if you use an image that you do not own or have the right to distribute then that is theft and you will be found out and the punishments are very severe. No excuses you have been warned!!!! See the section at the end of this book for sources of Public Domain, Creative Commons and Royalty Free images.

# **Looking on Amazon**



Two of these posters are reproduced from Public Domain images.



There are many images similar to this in the Public Domain, antique prints are always a steady seller. Always remember that there is often a price disparity between similar items sold on eBay and on Amazon, so go with the one that offers the highest return. Always know you numbers

# **A Worked Example**

Here is a print for sale on Amazon, the selling price for this is low but I have included it as an example of how easy this can be too do.





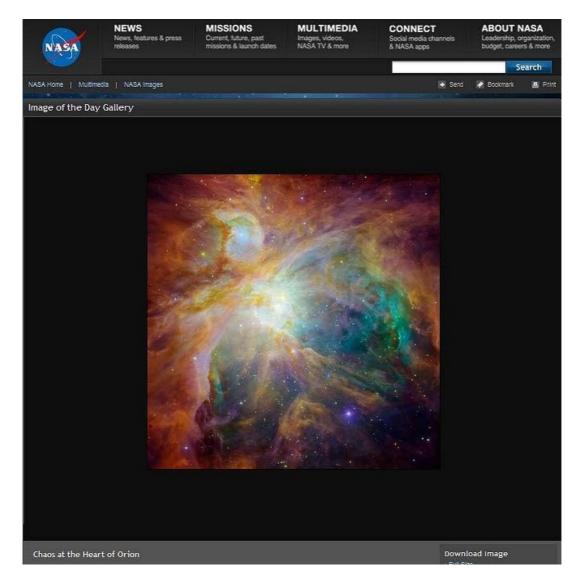
Imagination (Nebula, Albert Einstein Quote) Art Maxi Poster Print - 61x91 cm

Price: £0.68

Usually dispatched within 3 to 4 days.
Dispatched from and sold by Poster Revolution UK.

4 new from £0.68

An image from the Hubble space telescope and a quote from Einstein, about 5 minutes work! And below is the original image, this took me a nearly a full minute to find and it is in the Public Domain. Here is the original. Always make sure that the image you use is of the highest resolution 300 dpi.



How fast could you churn these out? You can build a complete poster business using only free images.

Find a good selling poster and produce (or have produced your own version). Look at the more niche markets as there will be much less competition and you may find you will have this almost to yourself, as least for a while.



Hot Sexy Carwash Girl PAPER POSTER measures 36 x 24 inches (91.5 x 61cm)

by <u>Posters du Monde</u> Be the first to review this item

Price: £6.99

#### Only 5 left in stock.

Dispatched from and sold by Les Posters Du Monde.

- Hot Sexy Carwash Girl PAPER POSTER measures 36 x 24 inches (91.5 x 61cm)
- Measures 36 x 24 inches (91.5 x 61 cm) approx. It also comes Encapsulated in 75 micron film
- heat sealed Lamination for total protection for years to come, Why buy a paper poster when a
- · Laminated/Encapsulated poster is going to last for years and years,
- can easily roll up, ...Posters du Monde.... Quality At Affordable Prices... Check our catalogue!!!
- > See more product details

Could you find a similar image by using photo agencies such as <u>iStock</u> or <u>Fotolia</u>, to use this as a poster? To do this I will need an extended licence that allows me to reproduce a poster version.

### **Example**



Sexy Girl And Car Metal Combined Poster Tin Plate Sign 16"x24"

by tinsignvilla

Be the first to review this item

Price: £34.99

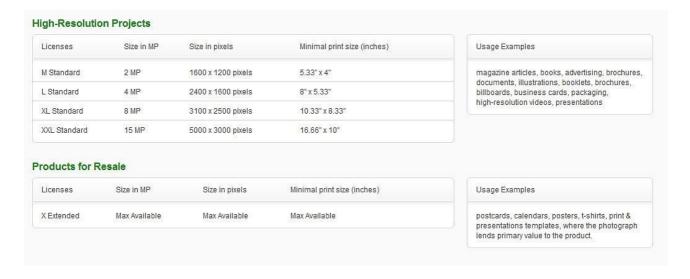
Usually dispatched within 2 to 3 days. Dispatched from and sold by tinsign.

- 8 color offset printed on metal
- Size: 16 x 24 inches (combined with 4 pcs 8" x 12" sign)
- Size: 40 x 60cm (combined with 4 pcs 20x30cm sign)
- · Free Shipping / Postage to Worldwide, No limit
- · Pre-punched holes (for easy hanging)
- > See more product details

Although this is not a poster the seller has bought the licence to use this image on other media. Here is the original image from the photo agency site.



As you can see the extended licence is 100 credits (approx £100 or \$150), which works out rather expensive so try the cheaper options first and only buy the image if you are sure you can see a good return on your investment. Below is an example of an extended licence, explaining what you can do with the image.



Some of these sites even allow you to download low resolution watermarked versions so that you can test the image in layout before you purchase the higher resolution image and the licence.

You may want to try and come up with your own version of good selling posters, if it is just a straight forward image this is easy but if it requires more work (such as a composite) you may need to outsource the work.

Try <u>eLance</u>, <u>People per Hour</u> or <u>Fiverr</u> to get a photo shop expert to create a poster for you, if you are struggling to find a suitable image then send them a screen grab of the poster you are trying to emulate and ask them to find or create a suitable

image, of course this will be a more expensive option than finding your own image.

When you post a specification for a job give as much detail as you can, this will help the designer to produce a finished poster as close to your idea as they can.

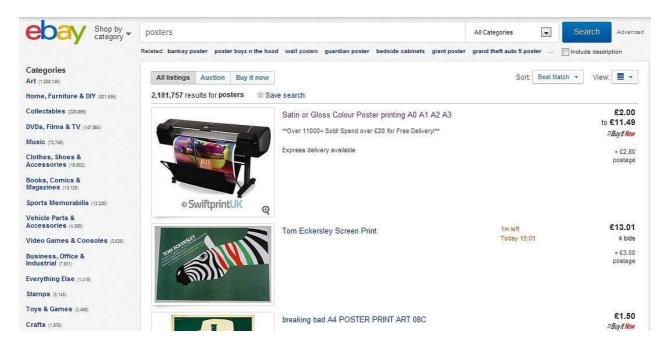
Make sure you look at the outsources portfolio and the feedback in their profiles, and take your time to find the one that looks right for your work. Also check delivery time and customer satisfaction. Don't be afraid to negotiate on the price and make sure you agree a price before they start.

#### FINDING A PRINT SERVICE

For small numbers or testing purposes you may well feel that using a local print shop is the answer, but this can prove expensive in the long term. Check out the adverts under eBay listings for print services there are some excellent deals being offered.

Look at there requirements does the file need by in CMYK or RGB? This is important as you will need this information if you use a designer.

Here is just one example I have found on eBay UK there are quite a few others.



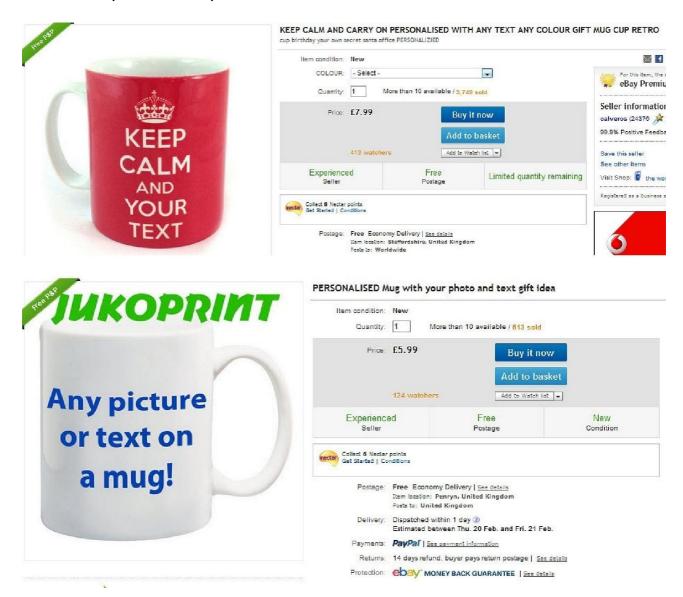
Don't forget to look at the sponsored links at the bottom of the page. There are some good deals to be had here.



The same applies to your packaging such as poster tubes. Look for the deals on eBay first you may find that the company will supply a better deal if you deal directly with their website.

# PRINT THE IMAGES ONTO OTHER MEDIA (MORE BANG FOR YOUR BUCK).

Some example from eBay and Amazon



Obviously this sort of approach would need some investment into equipment such Brought to you by: <a href="http://robert-corrigan.com">http://robert-corrigan.com</a>

as a sublimation printer for the mugs but there is a really serious business that can be built here just by using the same stock images.

#### What about t-shirts?



Look at the numbers, there are plenty of t-shirt printers in your local area or inexpensive online options so that you can get a really good deal by shopping around. What about.....



Just another spin on the same content.

Remember always to do your sums and check the terms of your licence agreement before you order 20,000 t-shirts!

#### **EXPAND YOUR BUSINESS**

If you find that running a business selling prints and posters is for you then you may want to consider expanding it by offering other services.

#### FRAMING PHOTOGRAPHS AND PRINTS

A very simple start up opportunity which can be run from a spare room or workspace in the home. The start up costs are very low as basic framing kits can be bought for well under \$100 from eBay, Amazon and specialist craft shops either online or on the high street. It is unlikely that you will get much trade from eBay but it might be worth a shot as an up-sell on Amazon.

I see this really as a local service as there is always a demand for high quality framing work which ranges from photographs, prints, paintings, sports memorabilia, post cards, collectable cards to press and magazine cuttings. The basic requirement (apart from the cost of the framing kit) will be mounting board, frame moulding, tape, fixings, non reflecting glass or plastic and the ability to cut these items to size.

The growth of the business comes with its continual promotion and repeat sales, so the ability to frame a print or photograph to a high standard is of paramount importance. Practice in framing is therefore essential. Have a go at framing a variety of your own prints to gain experience at zero additional cost.

Frame the largest first as you will be able to re-use the materials to frame smaller photographs or prints. Use these as examples of your work so that customers can see the quality of work that you produce. Add this service as an extra with your eBay or Amazon listing.

#### **ADVERTISE YOUR FRAMING BUSINESS**

The obvious place to start is with friends' and family, this will allow you to gain much needed experience and therefore learn "your trade". When you are happy with your results advertise in local shop windows, the local free press and the local

paid for press. Have a high quality leaflet produced and use a leaflet distribution agent to distribute these in your chosen area, the cost is usually so many \$ per thousand leaflets or multiples thereof.

This strategy will need to be repeated on a frequent basis, have a high quality business card printed and use every opportunity to distribute these.

#### **EXPAND YOUR BUSINESS**

Expand into framing sports memorabilia such as sports shirts, autographs or programs. Try to offer as many options as possible without carrying too much stock, this costs money and the longer you have it without it generating income the longer you will have capital tied up with it. So beware of carrying a massive stock line of different frame mouldings or mounting card. Some mouldings will be more popular than others. You will need to tinker with your business to find out what works best for you in your area or your online listings.

You can expand onto the internet, but I rather suspect that there will not be a lot of business to be had as most people who require a framing service will use a local framer rather than an Internet based service. So you will need to look at alternatives that will enhance and expand your existing business.

# To recap here are the advantages and disadvantages of this business model

#### **ADVANTAGES**

- Very small start up costs for materials.
- You can start with free images.
- Easy to operate from home.
- Prints can be easy to obtain if you do your research properly.
- Large potential profits for a small investment.

#### **DISADVANTAGES**

- Framing business, you will need to re-advertise this on a continual basis as this may just be a local business opportunity, some scope as an Amazon up sell.
- Availability of suitable prints will vary, you need to trial the market and work in different areas to maximise profit potential.

#### **Recommended Resources**

# **Easy Auction Income**

The original blueprint for your desktop print business, EAI take you by the hand and shows you using video instruction how to build your business from scratch on eBay using free images and your desktop printer. Include in the package are some images to get you started right away plus some specially produced eBay listing templates to give your listing a very polished appearance.

I have also grabbed all buyers of this product a \$10 discount.



# **Access Easy Auction Income HERE**

#### **Prints Make Profits**

Print expert Stuart Turnbull explains every step from identifying in demand book print niches where items change hands at \$20, \$30, \$40 and more to where to buy those exact same items for cents each plus matting, packaging and listing tips in his easy to follow videos.

Nothing is left out and you really can go from completely green newbie to making your first online \$'s in a matter of days!



A perfect addition to you arsenal and together with Easy Auction Income And Your Poster Business. A complete solution to setting up your own profitable business on eBay, Amazon and beyond.

# **Access Prints Make Profits HERE**

#### Poster Ideas.

The best place to research ideas for posters to sell is eBay and Amazon. Look at some of the examples in this book to give you a start.

Here are just a few ideas

- Early learning ABC or counting posters
- Educational posters for any age group
- Animals
- Cute puppies or kittens
- Girls
- Cars
- Motor cycles
- Girls and cars
- Girls and motor cycles
- Landscapes
- Movie posters (check copyright status)
- Vintage

This is not an exhaustive list but from this list you can see the potential.

# **Obtaining Images For Posters**

There are many sources of images that can be used to make good selling posters, the Public Domain is a good place to start. Here are just a few to get you started.

# **Wikipedia Public Domain Image Resources**

**Wikimedia Commons** 

**Morque File** 

**Public Domain Images.com** 

**Creative Commons.org** 

**Pixabay** 

Remember it is YOUR responsibly to check the licence terms of any work you intend to use and particularly those made available under the Creative Commons (CC) licence. A search for images using the term CC0 will return picture that can be used for any reason without attribution or permission of any kind. Picture Agencies

You can build an entire business using just Public Domain images but it does limit you as to subject and quality. A easy way to get content is to buy the rights to use a royalty free image from a picture agency.

Earlier in this book I showed you an example of how images licensed from a picture agency can be used to create your own range of posters.

Here are some popular Picture Agencies

**Fotolia** 

**iStock** 

**Getty Images** 

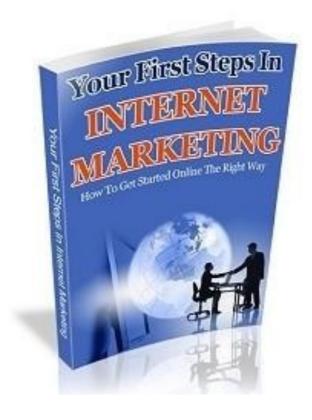
# **Shutterstock**

There are plenty of these agencies a simple Google search is all that is needed to find many more. Use these agencies to build a range of posters **AFTER** you have made a good profit from you free and inexpensive images. THIS IS NOT THE WAY TO START!

# **Free Stuff**



# Sign up for my newsletter and receive my guide to Internet Marketing FREE



**Grab It Here** 

http://robert-corrigan.com

# **Selling On eBay**

If you want to be an eBay Powerseller learn from a Power seller. <u>Plugin Auction</u> <u>Profits</u> is a 3 module e-course that really shows you how to start form scratch and build your business on eBay.

