
The Key to
**MAKING MONEY
ON CRAIGSLIST**

How I Make
Thousands
in My Spare
Time



STEVEN FIES

The Key to Making Money on Craigslist: How I Make Thousands in My Spare Time

Steven Fies

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The Key to Making Money on Craigslist features a complete system for building sustainable wealth through merchandise resale. Over the course of more than 275 pages, Steven Fies shows you exactly how he did over \$20,000.00 in sales and earned over \$6,000.00 in gross profit in one year on Craigslist - all in just a few hours per week. With a core focus on teaching you reliable and tested methods for profitable resale, this book delivers immediately usable steps to harness your business acumen and realize success.

In the book, you will: -Learn how to analyze pricing, spot deals, craft killer advertisements, take intelligent risks, and negotiate successfully with others. -Study real-life examples, actual transactions with buyers and sellers, and the underlying thought processes that lead to successful deals. -Discover the hard and fast rules for instantly becoming more profitable and avoiding the most common pitfalls.

One chapter at a time, you will learn exactly what to buy, why to buy it, how to thoroughly research price points, and what to say to buyers and sellers to close deals. Graphs, screenshots, and even mathematical equations are introduced to help you grasp every concept in detail, so you can replicate the exact processes required for positive cash gains. Key concepts are reinforced and illustrated in context through insightful stories of the author's transactions.

The first chapter provides a "bird's eye view" of the entire system from a big-picture perspective. Chapter two supplies psychological tools to help you conquer your fears and develop the mental strength to take calculated risks. The human fallacy of Loss Aversion is explored in depth, including a startling explanation of how this phenomenon sabotages our ability to succeed - and how to put it in its place before it gets the better of you.

The third chapter offers several viable ways to raise money when getting started, even if you're dead broke. By exploiting a relatively unknown gold mine, you are given the know-how to easily accumulate several hundred dollars in a short period of time - and you will learn exactly how the author turned an unlikely free item into \$500.00 cash in a matter of weeks.

The fourth and fifth chapters provide business-planning advice to help you achieve a definitive focus for your buying and selling activities. By the end, you will approach your dealings with a firm sense of context, and know precisely how to accumulate relevant price and product information. Then, in the sixth chapter, you'll be shown a powerful way to automate this information gathering and analysis to free up your precious time.

The remainder of the book builds upon this foundation with some crucial insights: -How to always be the first buyer to respond to a new listing - without ever having to check the listings! (How to leverage technology to generate powerful automated notifications.) -How to craft superior listings that demand higher prices for items that normally sell for less. -How to avoid the classic mistake that immediately destroys sales listings every time. -How to price your items to psychologically attract more buyers - all while raising your prices! (Plus, how to use this same tactic in reverse to your advantage when making offers to sellers.) -Why you should conduct an economic analysis of your niche market and how to do it properly, based on textbook principles of Microeconomics. -How to leverage trades to capture significant extra profit as a buyer or a

seller. -How to frame any email, phone, or in-person price negotiation for a win from the first moment.

This book instructs on solid business principles that can be applied in any number of transactional markets. Whether you buy and sell daily or infrequently, *The Key to Making Money on Craigslist* will ensure you consistently achieve maximum possible earnings.

The Key to Making Money on Craigslist: How I Make Thousands in My Spare Time Details

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From Reader Review The Key to Making Money on Craigslist: How I Make Thousands in My Spare Time for online ebook

John says

"The Key to Making Money on Craigslist:" Is an interesting read and packed with some good information, and some basic info about Craigslist. I would recommend this to anyone interested starting a business on Craigslist. I won this book on GoodReads and like I do with most my wins I will be paying it forward by giving my win either to a friend or library to enjoy.

Whitney says

This book had so much more information than I was expecting. I loved the author's supplementary sections because they made it easier to reproduce what he did. This book, at the very least, taught me the skills required to maximize my dollars when selling on craigslist while giving some entertainment value.

Sally says

I quit reading.If you want to buy stuff on CL and then resell ion CL, read this.

Sharon says

A very clear and concise, easy to read book full of helpful material.

DC Gay says

I've been interested in using Craigslist to make a few extra bucks for a while. It's obvious there's an inherent inefficiency that can be taken advantage of through the process of buying and reselling used items . I figured that if I wanted to do this, all the "pro-tips" should be available for free on the internet... there's plenty of blogs and webpages dedicated to teaching you how to flip items on Craigslist. So why would you spend money to buy a book when you can get the info for free?

Because Steven Fies book on this subject is not a collection of a few "pro-tips". It is an exhaustive, authoritative text-book. Steven clearly outlines detailed tactics and advanced negotiation strategies that are extremely useful, and are clearly written by someone who has used these techniques successfully. I thought that after browsing the available blogs and websites that promised to teach you how to flip items on Craigslist that this book would just be repetitive. In contrast, Steven reveals tips and insights that I haven't found elsewhere, and I'm quite excited to try them out. From ways to detect problematic listings to crafting and fine-tuning your own ads, I can say with great confidence that there is no better resource available to learn how to buy and resell items on Craigslist than this book.

Although the subject matter is presented almost from an academic standpoint (flipping through the book you'll find a number of graphs and tables), Steven finds a way to make the material accessible to anyone, regardless of their current familiarity with Craigslist. I would recommend that even those extremely familiar with buying and reselling on Craigslist give this book a chance, I'm very confident it will sharpen your skills, and probably teach you something you had not considered before.

After reading this book, I feel that similar material that you can find online is pretty limited in comparison. I wouldn't even recommend wasting your time with it...the price of the book pales in comparison to the profit you could realize by employing the strategies and techniques you'll learn from reading it.

Ronald says

Whenever I've looked at Craigslist in the past, it has always seemed to be disorganized and filled with junk offerings. Steven Fies treats it in a different way in his book "The Key to Making Money on Craigslist: How I Make Thousands in My Spare Time". He sees Craigslist as a source for inventory procurement and the sale of musical instruments. Fies recommends that anyone interested in making money on Craigslist establish a niche. By establishing a niche, you become highly knowledgeable about a certain type of product.

Once a niche is determined, Fies warns the reader that he may never be successful unless he also adopts a certain mental attitude about buying and selling. Indeed, this is important as a good part of the beginning and end of the book address mental attitude. Thinking and treating your Craigslist activities as a business goes a long way toward ensuring your success and mental well-being when dealing with rejection.

There are several chapters in the middle of the book that give you tips and techniques for making deals. Those chapters are filled with examples from Fies's own experiences that illustrate the point being made. Fies also includes web links to resource sites that may prove useful in starting a Craigslist business. At the end of the book are several appendixes. Some have resource links and others explain simple accounting principles that are beneficial to the business initiate who should be keeping track of their buying and selling activity. According to Fies, it's important to know how you're doing numerically as well as instinctively.

This book is a great resource book for anyone thinking about starting a business, whether on Craigslist, eBay, or elsewhere appropriate to their niche. It's also a book that the reader will come back to from time to time when he or she hit the inevitable stumbling blocks in their businesses. The appendixes were probably included in the book with that thought in mind.

C.D. Ryle says

I did not make it all the way through. If you live in Memphis or Vegas...perhaps Hollywood, this might work for you. Basically you buy things on craigslist from desperate people then relist at a higher rate. I don't have the time to sit around and reload craigslist to catch bargains like that, plus there are a whole lot of desperate for money people here.

Tena says

I never received my copy that I won in a GOODREADS giveaway back on May 28, 2017. I've reached out with no response. Sadly, I need to clear my reading queue & shall assign a 1 star rating. I was excited to have won & looked forward to reading. If I ever receive it, I'll read & post corrected review.

Jane says

I want to send my thanks to Steven Fies, author and Goodreads First Reads Giveaway for my copy of *The Key to Making Money on Craigslist: How I Make Thousands in My Spare Time* that I won in the Giveaway.

The Key to Making Money on Craigslist: How I Make Thousands in My Spare Time is very well organized with a guide at the front to direct the reader to topics that interests them the most. I enjoyed all of the book with the examples of sales, how to negotiate and making a profit. I have started looking at items to start my adventure into Craigslist and have put up the first item. Steve makes his money selling musical equipment, which I know nothing about so I am researching items that I am knowledgeable about and that can become profitable for me to buy and resale. The basic principles in the book can be applied to any items so I am excited to give this a try. I loved the encouragement, positive attitude and helpful suggestions that Steve included in his book, thanks!

Dennis McCrea says

I won this book as part of Goodread's Free Book Giveaway program. And for winning it, I promised to read it and give a review.

This is the first book I've won this way that disappointed me. I see by other reviews that those readers gained much insight into the subject by reading this book. I was not one of those people. I expected a book that would offer me great insights. Instead, the book offered basics that I have garnered over the years intuitively.

Melinda M says

The Key to Making Money on Craigslist: How I Make Thousands in My Spare Time by Steven Fies is a basic book on selling on Craigslist. It is basic common sense and nothing earth shattering to me .It is a good book to use if you are just starting out selling.

I received a copy thru a Goodreads Giveaway.

Randal White says

As a sporadic buyer and seller on Craigslist, I found this book to be interesting. There is a lot of information, some of it common sense, interspersed with some "tips" to help buy and sell. It's an easy read, and you can go through it quickly.
