

Sample copy of Valuable Book Lists Newsletter:

<http://www.SellChildrensBooks.com>

Hello,

I hope your Thanksgiving was great. Ours was. Our sales have been gangbusters all weekend. For that I am very grateful. Today I'd like to revisit the topic arbitrage and give some additional thoughts and advice. Be sure to check out my bookmark for a wonderful source for some yummy gourmet gifts. Finally, consider opening or sprucing up an eBay store this month. Speaking of sprucing up, we have had a total website makeover. I love it. Take a hop on over and tell us what you think.

<http://www.FamilyBusinessIdeas.com/blog>

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**From the desk of Julie Anna**  
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<http://en.wikipedia.org/wiki/Arbitrage>

**Arbitrage** n.

The purchase of securities on one market for immediate resale on another market in order to profit from a price discrepancy.

intr.v., -traged, -trag<sup>Â</sup>-ing, -trag<sup>Â</sup>-es.

In the bookselling world the commodity is, of course, books.

Nice arbitrage opportunity when you search general terms and look in listed lots

[http://books.shop.ebay.com/items/\\_W00Q\\_dmpTZUSQ5fChildrensQ5fBooks?\\_nkw=little+golden+lot&\\_sacat=267&\\_trksid=p3286.m270.11313&\\_odkw=little+golden+books&\\_osacat=0](http://books.shop.ebay.com/items/_W00Q_dmpTZUSQ5fChildrensQ5fBooks?_nkw=little+golden+lot&_sacat=267&_trksid=p3286.m270.11313&_odkw=little+golden+books&_osacat=0)

Arbitrage is all around us.

The knowledge is what will make or break your business

When you have a seller like this who is either clearing her shelves or clueless you want to take advantage of the opportunity afforded. You can search many listings where the seller will only put in the title "huge book lot" or something close to that. In this case, perusing the auction and taking a quick minute to view the pictures is the quickest way to see if there is a valuable title stashed away amongst the worthless books. Sometimes you will have to open the auction and read through the book titles, but I have found looking at the pictures to be quite effective and quick. In the case of the above book auction you can see the collector or seller was asking clear value related questions in which the seller was quite cooperative in answering and displaying the questions publicly. A strategy that may work better so as not to alert the other arbitrage seekers may be to email the seller through her private email and ask the questions. This is not always possible but worth a

shot to keep competition to a minimum.

A wonderful and quite effective way to arbitrage is to know the value of single copies within a set of books. For example, the book series Value Tales printed in the 1980s. This set is sought after on eBay and can fetch a decent price. However, almost always the set goes for at least two many times five times the going price on Amazon. Additionally, there are titles within the set that command premium prices alone. It is worthwhile to research that a bit and perhaps buy a set on eBay to divide up and make more on Amazon.

[http://cgi.ebay.com/26-VALUE-TALE-BOOKS-1ST-EDITION-Awesome-Collection\\_W0QQitemZ170317514538](http://cgi.ebay.com/26-VALUE-TALE-BOOKS-1ST-EDITION-Awesome-Collection_W0QQitemZ170317514538)

This set has Imagination which has the price of \$30ish on AZ. This whole lot sold for \$52.

Here's quick tip: with the title Leadership I took a minute and did an internet search and found only one single copy net wide listed for \$55 on ABEbooks.

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**Economy got you down? Restructuring from within?**  
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Are you ready to take the next step in selling books online? We sell books on ten different venues. This is possible. Our book selling income this month is nearly \$6,000. I'd love to help you invest in your future through diversification. We'll have more on this next month. Watch for our special edition email.

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**Do you have an eBay store? You really should.**  
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The best advice one can utilize in selling on eBay is not only opening a store but creating a professional as possible looking store front. There are many eBay store fronts and you want yours to shine above all the rest. You want to set yourself apart as soon as possible.

One way to do that is to identify yourself with a unique brand. You can utilize the eBay tools at the site and design the eBay store yourself or you can employ a designer to do it for you especially if you have better things to do like marketing your wares. You may want to put some thought into the design. Are you specializing in a niche already? Do you want to include other items outside of your specialty and if so you may want to title your store with that thought in mind. An example would be Julie's Books and Things.

Here's a page that has what they term as a toolkit. Sure wish they had such great help back when I started in 2001.

<http://pages.ebay.com/storefronts/seller-landing.html>

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**Favorite Bookmarks**  
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Great place to get a very reasonably priced Christmas gift.

<http://www.bdrizzled.com/gourmet-popcorn/?category=7>

My favorite learn everything about eBay site. Jim Cockrum teaches so many techniques besides straight sales. He really knows his stuff and is very reasonable in price. <http://www.MySilentTeam.com>

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**Top Ten Book Sales November 2008**  
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FOL stands for the Friends of the Library. These are the organizations that sell the book which were donated to raise funds for various public libraries. If you go to eBay and put the item number which is in parenthesis you will see the closed auction and each picture of the item. You have more valuable books imprinted on your brain if you take a look.

Encyclopedia Britannica 24 Vol. (Encyclopedia Britannica)~\$300~orig boxes~AZ  
Pd. \$10 FOL

2002 World Book Encyclopedia - Complete Set - 22 Books~\$223~AZ  
Pd. \$50 FOL

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**VALUABLE BOOK LIST**

This will be attached to the newsletter delivered every month at the last day. Of course, there are SIXTY links. This is only a sample.

**BONUS BOOKS**

SKETCH BOOK FROM JEAN WALMSLEY HEAP ~1936~HB~\$50  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=250379413730>

ELOISE 8" CHARACTER DOLL~ Thompson~ Crocodile Creek~\$60  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=160315188173>

STRUWWELPETER~ Elle J. Wilson~ Heinrich Hoffmann~HB~\$70  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=130287321965>

### **ANTIQUÉ BOOKS**

BOY WITH THE U.S. MAIL~Francis Rolt-Wheeler~HB~\$53  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=290296802610>

BOOK THE KNAVE OF HEARTS ~ Maxfield Parrish~Louise Saunder~1925~PB~\$310  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=150325918862>

### **VINTAGE BOOKS**

IF JESUS CAME TO MY HOUSE~Joan Gale Thomas~1951~HBDJ~\$35  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=250376579876>

THE HIDDEN HOUSE ~Margaret Wise Brown~1953~HB~\$90  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=260360558931>

GATOR PIE~Louise Matthews~Jeni Bassett~1979~HB~\$40  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=390028923656>

### **MODERN BOOKS**

THE RED CASTLE~Seckatary Hawkins~Robert Schulkers~2007~HB~\$122  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=330307109991>

### **POP-UP BOOKS**

BUCK ROGERS POP-UP~STRANGE ADVENTURES OF THE SPIDER SHIP~Dick Calkins~1935~HB~\$168  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=270345380391>

### **BOOK SETS OR LOTS**

THROUGH GOLDEN WINDOWS ~10 vol~1958~HB~\$44  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=350167040105>

SERENDIPITY ~Stephen Cosgrove~lot of 52~HB PB~\$137  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=220364055015>

## **REVIEW BOOKS**

WALT DISNEY STORY LAND ~Uncle Remus/Tar Baby~1962~HB~\$25  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=250376800040>

DANIEL BOONE~James Daugherty~1939~\$53  
<http://cgi.ebay.com/ws/eBayISAPI.dll?ViewItem&item=220364623638>

We have our subscription service available at only \$9.99 a month normally. For a limited time it is at \$7. Think one or two less lattes and invest in your business today!  
<http://www.SellChildrensBooks.com>

Partner in Your Bookselling Success  
Julie Anna Schultz  
<http://www.FamilyBusinessIdeas.com>  
[JA@familybusinessideas.com](mailto:JA@familybusinessideas.com)