

HOW TO MAKE CASH FROM YOUR CLUTTER



How you can make back the cost of this e-book plus much more, How to turn your trash into someone else's desperately wanted treasure, 3 Must know tips when selling stuff on e-bay or your local internet seller, 7 mistakes that create a garage sale disaster even if you are selling great stuff

by Jane Alais

How to Make Big Money from Your Clutter

Making money from clutter is a big motivator to let go of those things that have been hanging around the house taking up space.

Re-selling is fun. It's a little adventure that is a great way to learn some new skills, meet some interesting people and create another avenue of income with very little effort and time.

Selling clutter has another advantage. It makes it easier to let go of the clutter that you paid a lot of money for.

Things like those expensive shoes you bought that don't quite fit, the sports equipment that was used once, that side table that you no longer love and would like to change and all that stuff you have stored in the garage or spare bedroom.

So look at selling the things you no longer love or use as another way to let go of clutter and get rewarded for it.

Clutter you can sell

- It can be inherited or gifted but for whatever reason you have decided to let it go.
- It can be a shopping mistake
- It can be a hobby you have taken up but decided not to continue and you want to resell it
- It can be tools, sports equipment or camping equipment
- It can be a gift you got but no longer want
- It can be a household item you want to sell because you want a change in style or to upgrade
- It can be big, such as furniture or artwork
- Or small as in jewellery, books and toys
- It can be things your children have outgrown
- It can be things you no longer like to see, use or have

Does any of your clutter fall into these categories?

All it takes is a little research to find out who and where to sell it and then take action to do it.

Some examples of selling clutter

Over the years I've made thousands of dollars selling my decent quality clutter. Until you try you don't know how easy it is to sell.

My first experience of selling was furniture. I was downsizing because I was going to travel around the world for a year. My goal was to minimize my possessions, reduce storage costs and make it easy to move.

My first resell was some large good quality bookshelves that I intuitively priced for \$650 without remembering what I had paid for them in the first place.

Later I discovered I sold them for about fifty dollars more than brand new. I didn't do my research and neither did the buyer!

Since my furniture was from a popular and fashionable store at the time I found it was snapped up. It was easy. I placed an ad in the local paper, people came to my house and removed the items. Other than a nice chat and receiving money I didn't do much.

When I started seriously decluttering my home and my life I had a massive amount of clothing, furniture and knick knacks that I really had to get rid of. I had moved everything from Canada to Australia and a lot of my stuff was permanently in storage.

So I decided to do a market stall for a day. It was wonderful. I made \$400 dollars selling books, clothing, rugs and small furniture. I met interesting people and had a relaxing refreshing day on my own. I took my family out for dinner to celebrate my first foray into selling my clutter.

I followed this with about four garage sales always with a friend or group, where I made from on average \$200 and up.

Helped organize a moving house garage sale that made \$1500.

Sold a wooden doll house my daughter didn't want to the kindergarten at her school for \$150

Resell good label clothes, purses and shoes making over \$1000 for the year

Sold around \$300 worth of books that I no longer liked.

Sold three vintage furniture items- a plant stand, trunk and small cupboard for \$500 which were picked up from my garage.

Sold around \$500 dollars of dishes and small items to a vintage store which I resell to every time I have a little declutter of my kitchen.

Sold some really ugly gold jewellery I inherited for over \$1000

Sold furniture and kid's stuff easily on E-Bay

My son has made close to \$1000 selling toys, books and other items he no longer wants just by putting ads on our community bulletin board. Letting your children keep the money from the items they sell that they no longer want is a great way to get them to clear out their rooms.

So as you can see the total is around \$6000 dollars or more just from decluttering unwanted items from my home. Everything sold I no longer wanted, used or loved.

Your clutter is worth money, sometimes big money sometimes little money but it all adds up.

I hope this gives you some creative ideas on what and how you want to sell and also the idea that you can make money by decluttering your home.

What to Sell?

You can sell just about anything that is in good condition. As the saying goes what is one person's trash is another person's treasure. So don't sabotage yourself, if you bought it someone else will.

The three facts about selling clutter

Brand or well known names often sell quicker for more money

Must be in almost new condition unless vintage

What doesn't sell in one venue may sell well in another, so if you get zero response from a newspaper ad it can mean that isn't the right way to do it.

Where to Sell Your Clutter

Just to get your creativity flowing and thinking laterally I'm going to start with where to sell things starting with the most common to uncommon.

So let's start with the one thing almost everyone has done to sell their unwanted stuff. The garage sale.

Garage Sales

Garage Sales can be a lucrative way to sell clutter and are simple to do. They can be a good start to selling baby and children's clothing and toys, little stuff you don't care about; books, small furniture items, tools and all sorts of sports equipment.

The best way to de-stress a garage sale is to make them social occasions. See if any friends are interested in decluttering and having a sale. This way you can take breaks, socialize and sell at the same time. Choose the location that has the most walk or drive by traffic.

Seven Mistakes to Make a Garage Sale Disaster

Garage sales can be very lucrative or they can be a lot of work with no results. To avoid a garage sale disaster, here are the seven things **not** to do

1. **Don't advertise.** This means you rely on people walking by and stopping for a look. There are a lot of people out there who are hungry bargain shoppers and you want them stopping by.
2. **Don't tell your friends, family and schoolmates.** Again you want to aim for as many people as possible stopping by for a look.

3. **Over price things.** People won't look. Think about how much money you would like to make in total. \$150 to \$300 is a good take for a garage sale. Look at what you have and how you can price things a little lower but still aim for that lump sum.
4. **Don't put your best items in the front.** I've seen too many garage sales where people put their cheapest stuff at the front so no one is interested. Put your nice items in the front. You want people to browse.
5. **Throw everything in a box.** Biggest turn off as passing traffic cannot see what you have to offer
6. **Don't price things.** Not having items priced wastes everyone's time and you could lose a sale.
7. **Not having lots of change.** This is inconvenient. If your buyer needs to get change, chances are they won't come back for the item.

So the success tips are

1. The more people that walk through the more you sell. Get together with some friends and have the garage sale where there is the most street traffic.
2. Post at least ten bright easily read signs three days before and check that they are easily read
3. Place your best stuff where every one passing by can see them so traffic will stop and browse
4. The garage sale may take a whole day, with time for making signs and hanging them up plus organizing the clutter you want to sell.
5. You may want to place an ad in the paper. These usually cost between ten and twenty dollars
6. Post signs
7. Write in big letters so the information is easily seen
8. Use bright colors so it stands out

9. Make sure you have the date, time and address
10. Weatherproof your sign if you need to
11. Post signs two or three days in advance
12. After the garage sale, take down your signs
13. Invite Everyone You Know
14. Price your items so they are cheap enough to be attractive but you have a little room to negotiate. On smaller items you may want to price them so you are willing to decrease the price a few dollars and bigger items have around a 50 dollar wiggle room.
15. Decrease your prices as the day goes on. Your goal is to get rid of everything and get a little something for your clutter.
16. Garage sales sell more if they look interesting. Everything you sell looks better if it is clean, neat and well displayed.
17. Group similar items together. Have a clothing section, home wares section, toy section. Leave enough space so items can be seen.
18. Have a bargain table where everything is priced 50 cents or a dollar. This saves you time pricing everything.

And Most Important

At the end of the day pack up all the unsold items and donate them to charity. Don't take any clutter back home.

Pros: Takes a day. Can sell a wide variety of small items, get's you motivated to clear out small stuff and can get children motivated to clean out their rooms.

Cons: Takes time to advertise

Tips: Do it with a group of friends. A lot more fun and you get a lot more traffic.

E-Bay and Online Selling

E-Bay and online selling are another lucrative way to sell clutter. On e-Bay you can sell any thing. At the time of writing the most viewed items were I-pads, starter tattoo kits and nail art tips.

Time: If you are a beginner to selling on line you may need to take a couple of evenings to get your account set up, do your research, take photos and get going.

Cost: Can vary with the item or items you are selling

Three Keys to E-Bay Selling

- Choose the best keywords for your item so it gets displayed on more pages
- Research and decide on the best online selling method for the item you are selling
- Get your payment first before sending the item to the customer

Requirements to sell on E-Bay

To sell on E-Bay you need to set up a sellers account. This requires:

- Valid credit card, debit card or bank account
- Decide how you would like to pay seller fees
- Decide on the payment method for buyers
- Fill out a feedback profile
- And, decide if you want your account Pay Pal verified

So you can see there is a little foundation work in setting up an account.

Keyword Research

Keywords are the words that customers type in to find products. They describe the product the person is looking for. Some keywords are not popular and get limited views, other keywords will get hundreds of views.

Check out similar items to what you are selling and make a list of the keywords they use to describe the item. For example I was selling a white bedroom cupboard with a mirror. When I searched similar items I noticed that using the keywords cupboard/dresser doubled the pages the item appeared on.

So how do you search for what keywords are used on E-Bay?

Easy!

1. Click Advanced Search on top of the E-Bay pages.
2. Enter keywords and any other search information.
3. Select completed listings
4. Click the search button

Look at the descriptions, most common keywords, what items keep coming up and what keywords they use.

While you are researching your keywords look at the quality of the items and what **price** they are being sold at.

If you hold an auction you don't want to price it so high there won't be any bids. You don't want to price it so low you feel you are underselling.

To check out the price similar items have recently sold at check out **Completed Listing** which will give you an idea of the selling price.

Pros: Great for selling large items you don't want to move

Cons: Need to spend time learning the E-bay system and their rules.

Tip Spend time on getting your keywords right and taking the best photographs.

Different Selling Methods

There are three different selling methods on E-Bay and part of your research will be deciding which method is best for the product you are selling.

Auction Style: this is where bidders complete for your item.

BIN: This means buy it now which is one set price for buyers

Classified With Best Offer: This means there is a set price but buyers are allowed to negotiate.

Some tips about Auctions

Selling an item by auction can take anywhere from 3 to 10 days. If your item doesn't sell in the first auction round at the click of a button you can relist it.

I once had a vintage table from France that did not get one bid during the first two auctions but sold for \$180 in a bidding war in the third auction.

That was the best advice I ever got which was to relist the item.

Pros: Can sell anything. Has the potential to sell at a higher price by auction. Learn new internet skills

Cons: Takes time to learn the system and set up an account.

Specialist Stores Reselling

Garage Sales and E-Bay are great venues for selling generalized clutter but specialist venues can be a very profitable way to resell. It also lets you develop good relationships with vendors who are happy to re-sell good condition goods from a seller that they know.

Market Stalls and School Events

Market stalls are good places to sell good condition clothing, children's goods, rugs, furniture and even appliances that are in good order.

There is a cost to rent a table but often you get more people looking at what you are selling and consequently sell more.

My son and his friends from grade one to three had a second hand stall at their schools coffee shop. They cleaned out their rooms, checked with parents what they were selling was o.k. and sold. The boys usually made over \$100 dollars plus they paid for all their own treats!

Antique Shops

Antique Shops can be a good source of revenue as they are always looking for good deals. If they like what you have they may even come and transport it to their shop themselves.

If you do have nice but older furniture you want to let go of, look in the yellow pages for some antique shops in your area. Pay them a visit, look at the style and quality of the furniture and bring some photos of what you have.

Have a chat to the vendor. You will be surprised at what they may be interested in.

Many shops buy outright so you get cash or trade. If they think your item might be slow to sell they may sell it on commission and you get paid when it sells.

Most shops have a 50/50 or 60/40,(40% for you) sale plan.

Vintage/Retro Sellers

I have called this kind of shop vintage as they usually deal in smaller goods. This is the kind of place that may be interested in older but good condition dishes that you have.

Again, take a look in the yellow pages and pay the shop a visit. See if what you want to sell suits the style of the shop. Items that are smaller in value usually aren't bought outright. You are paid when the item sells.

Second Hand Clothing Shops

Have any clothes in your closet with the price tags still on? Take them to the second hand clothing shop, make some room in your closet and get some money back on some items you have never worn.

Often good brand labels are more popular than others. These shops sometimes accept costume jewellery, shoes and handbags. All items need to be clean, in immaculate condition. Usually there is payment on sale and a deadline if the clothes don't sell they are donated to charity or returned.

Book Shops

There is a second hand bookshop in every city I've been to. The money is usually not so great but books are the one thing people hang on to.

You can get anywhere from 50 cents to two dollars per book so if you are really clearing out a large amount of books

Jewellers In every city there are usually places that pay for gold, silver and copper. Just google this information in your local area. You can get a pretty penny selling jewellery you no longer wear.

Here's to living a little lighter

Jane Alais

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