

# **EBAY CONSIGNMENT SALE INFORMATION**

## **Personal & Sales Information**

Tom Jacomet  
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EBAY seller name: lurelore

I've been an eBay seller since 1997 and have a 100% feedback rating. I specialize in selling collectibles but have sold a wide variety of items including pottery, glassware, fishing lures and tackle, toys, games, books and pens to name but a few. I will provide references from past consignees upon request.

**I SELL TO THE WORLD!** Unlike many eBay sellers, my listings are open to international bidders if the item being sold can be exported. To date, I've sold to numerous buyers to over 48 countries including Japan, Canada, Brazil, Australia, Denmark, Sweden, Norway, France, England, Thailand, Italy, Spain, and Turkey to name a few. This has resulted in higher bids and overseas sales for 2010 and 2011 accounted for 35% and 40% of total sales respectively!

In order to sell your items, I must have them in my possession in order to take appropriate pictures and determine condition. The cost of shipping items to me is the consignee's responsibility but if feasible, I can arrange for direct pick-up.

As your 'seller' here is what I do for you:

1. Do all the work!
2. Take pictures (or scans), edit them, and upload them to a server. I have both a digital camera and a scanner. In some cases, I've also created a special web page to provide additional information to the viewer, depending upon the nature of the item.
3. Write up the eBay description and work with the seller to insure the description is accurate and contains information the seller wants potential buyers to know.
4. Establish a starting price and optionally a 'buy-it-now' price and/or reserve price with the consignee if requested.
5. Post the items at the best times to insure maximum exposure.
6. Email you when I've listed your items.
7. Pay all eBay and other fees as per the fee's section below.
8. Answer all bidder questions via email.
9. Send out notices to successful bidders and arrange for payment.
10. Take care of all shipping costs including packaging and any claims. The successful bidder pays all shipping costs.
11. Worry about bad checks, deadbeat bidders, feedback, returned items, etc.

12. Leave feedback for successful bidders.

### **Consignee's Responsibilities**

1. Provide information on the items you are selling, including identification and anything that may affect value. That would include items that may be considered scarce or rare including colors.
2. **NOTE: I do not sell reproductions or fakes so any such items will be returned at your expense!**
3. Note any repairs to your item(s). This is critical to listing the condition of your item accurately and to insure that the item is not returned by a successful bidder because of some undisclosed problem. This saves both of us time and money in the long run! (See 'RETURNS' section).

### **Fees**

I charge a sliding commission rate based on the final sale price of the item as follows:

**\$0.01 - \$50:** 35% of the closing value to \$50.00

**\$50.01- \$100.00:** 35% of the initial \$50, plus 30% of the remaining closing value balance to \$100.00

**\$100.01-\$500.00:** 35% of the initial \$50, plus 30% of \$50.01-\$100 plus 25% of the remaining closing value balance to \$500.00

**\$500-\$1000:** 35% of the initial \$50, plus 30% of \$50.01-\$100 plus 25% of \$100.01-\$500 plus 20% of the remaining closing value balance to \$1000

**\$1000.01 +:** 35% of the initial \$50, plus 30% of \$50.01-\$100 plus 25% of \$100.01-\$500 plus 20% of \$500.01-\$1000 plus 15% of the remaining closing value balance in excess of \$1000

Fee Example: Final Sale price is \$135

$35\% \text{ of } \$50 (\$17.50) + 30\% \text{ of next } \$50 (\$15.00) + 25\% \text{ of } \$35 (\$8.75) = \$41.25$

That commission covers the following eBay and PayPal fees:

1. Insertion fee: A fee charged by eBay to list an item. The fee varies in cost as it is dependent upon the starting price of the item.

2. Sales fee: A fee charged by eBay based on the final selling price plus the amount charged for shipping. This fee varies in cost as it is a sliding percentage.
3. PayPal fee: Fees charged by PayPal to collect payment for the item.

### **Reserve Auction Fees**

If you choose to place a 'reserve' price on an auction item AND the item does not meet the reserve price you set, I charge the following fees for such items:

1. A \$5 per listing service charge.
2. The eBay listing & reserve fee

As an example, if you listed an item with a \$9.99 starting price and a \$500 reserve and the item did not sell, your cost would be:

\$5 listing service charge  
\$5.00 eBay listing & reserve fee

Total: \$10.00 (the commission rates do not apply since the item did not sell)

Please note that these fees ONLY apply if the item DOES NOT MEET THE RESERVE.

If you choose to re-list an unsold item, these fees still apply even if the item would meet reserve and sell the second time.

### **Starting Bid Fees**

All items will have a \$9.99 starting bid unless otherwise requested by the seller. The seller is responsible to cover the extra eBay fees incurred with higher starting bid above \$9.99. Should the seller set a higher starting bid and the item does not get any bids, I charge the same fees as for a 'reserve' auction except the 'reserve' fee which is not applicable.

Should I feel the item isn't worth \$9.99, I will consult with the consignee to determine a lower starting value OR look to 'lot' similar items to justify that starting price.

### **Unsold Items**

There is a 50 cent service charge for any listing that does not get a bid. Unsold items will either be re-listed at a lower starting price of \$5.99 or be combined with other item(s) in a future listing unless the consignor specifies otherwise.

## **Payment**

Within 14 days from the receipt of payment for an item, I will arrange an electronic transfer to a designated account of your choice OR send you a check. I do not advance funds from sales until I have received payments from the buyers.

Included with the payment, you will receive a complete listing of all the items listed and/or sold, including eBAY#, date of sale, sale price, commission, net price and buyer name.

In addition, you will receive a year-end summary showing total sales and commissions paid.

## **Returns**

To maintain my perfect eBAY rating, my return policy is 100% of all costs. That includes the bid amount plus all shipping costs both to the buyer and the return cost. Most eBAY sellers will not refund shipping but my policy has resulted in 100% buyer satisfaction and I wish to maintain that as it benefits not only me but insures that bidders are confident in bidding on my items which results in better results for the consignee.

Over the time I've been a seller, I've had few items returned, most for all for reasons of either damage (not caused during shipping) and/or missing parts. None-the-less, should an item be returned for any reason, the bid amount will be charged back to the consignee. The shipping costs will be my responsibility. EBAY fees are refunded by eBAY when the successful bidder and seller agree to 'void' the auction so those costs are not a factor.