

**Easy
Money
With
Craigslist**

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**A real world, simple way to
use Craigslist.com to put
instant cash into your
pocket**

Make Easy Money With Craigslist

The Real World Version

By Zachary Ninteman

Unless you have been living in a bomb shelter for the last 6 months, you know that the economy is not in the best situation. As a matter of fact, it down right sucks. At the time for writing this, unemployment reached 11% and the Dow is at its lowest since 1997. Those 2 facts mean that people are 1) not working and 2) losing their investments. This is the most disheartening fact in this downfall of the economy for me. People who were only a few years from retirement, slowly watch their life earning dwindle away, and NOT have the income from a job kills me. It even affects people my age who want to make all these advancements in life, but cannot because the economy is just too slow at this moment.

But there is a solution. Something so basic that making money with it is almost a no brainer. Anyone can do it-Old, Young, Tech Savvy, Not Tech Savvy-I will show you how. In the contents of this eBook are not only ways you can make some extra change in this economic turmoil, but make a decent amount of change, have fun doing, and work only part time. Part time money coming in plus a full time income really helps the bottom line, which is crucial to come out of this downslide on the plus side.

There are many books that tell you how to [MAKE MONEY ONLINE](#). I have read quite a few and I am here to tell you that most of those books are unreasonable. They tell

you to do things now that will pay off later. If you are anything like me, you do not have time to make a site, write on it 2-3 times *everyday* and hopefully in a year, you will make an extra few bucks a month. You want big, instant results. And while there are no such things as "Instant" results, I can tell you how you can make a few hundred dollars in a week, even a weekend, using a dead simple method. When you get to the end of this book my goal is to have you have 2 reactions:

1-Wow this is easy, I can do this and

2-Wow this is easy, why didn't I think of this before!

Did you catch that theme? I want you to be saying "WOW THIS IS EASY" through this entire process. What I am doing to make extra cash is not rocket science. You can do it. Believe in yourself that you have the ability to do this, and you CAN do this.

What I am going to do in this book is to show you a few ways to yield instant success using easy tools that anyone can use. Most of these types of books tell you to treat these ventures like businesses. I am here to tell you that it is not business. It is life. It is making sure you have enough money to get by. You don't need a business license. You don't need employees. You just need you and your determination to make money.

So are you ready to learn how I am going to help you make a few extra bucks? The main principle behind this is a basic selling/investment concept: **BUY LOW AND SELL HIGH**. If you buy something for \$10, then sell it for \$100, you get \$90-*INSTANTLY*. No waiting for commissions checks, no waiting a year for traffic.

INSTANT MONEY IN YOUR POCKET. Isn't that what you want? If not, please stop reading. But if you want to put money in your pocket, keep reading.

Now, you are probably thinking-"Great here comes the eBay pitch-This is another one of those guys pushing me to eBay and wants me to work countless hours getting feedback high, finding product, and selling on eBay". Yes and No. I love eBay and I use these same concepts of buying low and selling high on eBay as well. But on eBay, you post auctions for 7 days at a time. Then the customer has to pay (2 days). Then the money has to get cleared (2 days) then you have to request a transfer from PayPal (2 days) and before you know it, it is close to 2 weeks before you get your money. But eBay *does* offer great reach in getting product worldwide and to a more diverse audience. I highly recommend using eBay in your venture, but for the sake of getting you what this book says, *instant* money in your pocket, 14 days for payment is not realistic. However, for your reference, I will touch base on eBay ONLY AS A REFERENCE at the end of this book.

Ok, Lets get to it.

Buy low sell high is not a new concept. It is a no brainer concept. If you buy something for \$10, sell it for \$100 the same day, you get \$90 in your pocket. **Cold Hard Cash.** But sometimes, you don't have money to spend to buy something to sell it for more. Or you just don't like the risk of spending money to make money. That is OK. This first part of this book, I am going to show you how to utilize your talents and trades, spend zero dollars, and make a profit. I know what you are thinking: "Wait, you are telling me I can spend no money and actually make money!" Isn't that the idea? I think

spending money to make money defeats the purpose of making money. In the end, it is actually better to start spending money to make money, because you will be able to sell bigger things. But for starters, I am going to show you just how to make money without spending a dime. I am going to do this using both paper classifieds, such as your local paper, and online classifieds such as craigslist. Now I know what you are thinking-"Here it is. I knew this was too good to be true! Here is another guy with the same sales pitch as everyone else on how to spam craigslist". WRONG! While other people tell you how other people made money, I am showing you a way that I MAKE MONEY! Nothing I am going to say is theoretical. I put it into use every weekend to earn a few hundred bucks every weekend. I won't lie-It takes work. It won't put income on autopilot. It won't make you a billionaire. It WILL put money in your pocket and in these times, every little bit helps.

Ok-Enough talk. Let's get started making you money.

In your paper, on craigslist, and other sites such as freecycle.com, they all have places where people can post their items they are giving away. These "free" sections are a great starting place. The idea is to get free items, even if they are little messed up, and sell them, making a profit. For example, here is one I recently did. In my local area paper there was this posting:

“Table-composite table with 4 chairs. Table missing a leg. First person to take away gets it. You load/haul.”

Only missing a leg huh? Well it is well worth at least a look. I drove to the address and sure enough, the table was missing a leg. But the leg was there!! It just broke off. I threw it in the back of my pickup and took it back home. I threw some Gorilla Glue on that leg and pressed it over night. The next morning I put an ad on craigslist:

“ ***USED TABLE-OK SHAPE \$50*** I have a used table that had a leg broke off. It is glued back together and functions. 4 chairs in great shape. Just want to get rid of it. First \$50 takes it off my hands.”

The emails came pouring in. I easily sold that table for \$50. Cash in my hand. And I was not dishonest about the posting. It was in OK shape. The broken leg was glued on and I really just wanted to get rid of it. I made \$50. Easy, right? And there are hundreds of items in each of these ways (paper and craigslist/Freecycle). This is where your skills come in. Can you sew? There are plenty of couches that need stitching that are offered for free. Are you a wood worker? My table example is perfect! Think about what you bring to the table and check out those free items first. If you can pick up an item, do a little work to make it look new, and resell it, you will make more money. If you don't have any skills, you still can find great items, do no work, and still pull a nice profit. People the post free stuff either just want it gone, or don't want to deal with making money. Whatever the reason, you are going to take advantage of it.

OK-Let's breakdown this process a little more so you really can get a grasp on what is going on to be as successful as possible. First thing is first, go to craigslist.com, find your area and click on the "FREE" link under the **FOR SALE** section. Just look around at the different things are offering for free. If you are a visual learn, by purchasing

this eBook, you have access to quick little videos that will **SHOW** you what I mean instead of reading this. Just [click HERE](#) and you will be taken to our video training section. I just did it and I found a mattress, some lumber, a riding lawnmower, and some organic peanut butter. Click on any of them that interest you. If you look closely at all of them, they all have the same type of listing-a quick one or 2 lines ad. The person on the other end just wants to get rid of the item. I am going to use the lawnmower as an example. I am pretty mechanical, so let's look at that ad more closely:

“Riding Lawnmower: May need new spark plugs. Doesn't RUN right now and I'm moving and don't know how to fix it. Come pick it up! 9**-***-**** Also have old sticky couch if u want it.”

OK, so the lawnmower doesn't run and the seller says it MAY need new spark plugs. I can easily change the spark plugs, but as stated, that may not be the answer. My next step is to see what these lawnmowers are selling for WORKING. A quick craigslist search will do that. So go back to the main craigslist page and the item into the search engine. After a quick search I find that I can make about \$150 buck if I sell it WORKING. \$50 for plugs that MAY NOT fix it; I have decided that it is not worth the risk. That is how you find items to sell: You pick an item that you think you can sell, do a quick search on what it will sell for-Ask yourself this important question: IS THIS WORTH THE MONEY? Only you can answer that question. If you like a \$5 profit, take it. Personally, if I am going to drive out and pick something up, I need to get at *least* \$50, but that is just me.

As I am writing this, another posting just came to my attention that seems promising:

“2 Large wooden book cases - approximately 6' tall, 3 1/2' wide; 2 wooden double wide bookcases - approximately 6' tall, 4 1/2 ft. wide. 2 sections of entertainment center - wooden, 6 ft. tall, 3 1/2 ft. wide - drawers and shelves in unit. Will hold 26" TV unit. All wooden, all in good shape, moving and must move them by tomorrow morning. Also have an oak microwave stand which I was using as a printer stand. First come basis. 6**-***-****. Located in La Mesa, Mt. Helix area. Call for directions and bring your own truck - or full sized SUV.”

This seems very promising. A quick search shows book cases of this size selling for \$150 to \$425 dollars. This would be one you want to go after. A quick call to the seller and I find out I am a few hours too late, which brings me to my next point:

ACT QUICKLY

A lot of people check out the "free" section because they want a free item, probably not to resell them. There is a lot of competition for these items. Once you determine that an item is worth getting GO GET IT! Things will move fast and you need to be ready to call the owner and go right then and there to get it. Remember, the seller wants the item gone AS SOON AS POSSIBLE. This means you probably can't jump on the computer at 10 PM and expect this to work. Here is how I work craigslist:

I assign 2 Saturday mornings a month to making money via craigslist. I love Saturdays because people clean out their houses, garages, yards, whatever and want to

move their items. And I have Saturday mornings to sit on craigslist and jump on great product first. I do 2 Saturday's a month. You can do every Saturday, or Saturday and Sunday, or even during the week! It is totally up to you and how much money you want and how hard you are willing to work. Now to me, it is a waste of my time to get one item, run out and pick it up, then come back and do the same thing. I usually line up 3-5 items that I want to pick up that are available before I go out and actually pick them up, just to maximize the trip. After all, maximizing means spending less on gas, which means even a bigger profit if you are counting your coin.

So the steps so far are:

- 1) Look under the "Free" Section of craigslist.
- 2) Find an item you think maybe worth your time to sell
- 3) Search for the item on craigslist to make sure you CAN resell it.
- 4) Go get the item.

So now you have an item (or 2, or 3, or 4, or 5). And now you are ready to make money! First think you need to do is snap a picture of the item. Make it as nice of a picture as you can get, but remember you aren't winning any awards with the image. Once you have a picture of your items, upload them to your computer and make any adjustments need (lighting, cropping, etc). Pick the 4 best for each item and let's get you an ad up on craigslist.

Getting an ad up on craigslist is very simple. But there are a few things you need to know before you start. First is Craigslist HATES spammers-So don't do it. They have a

very strict “no spam” policy. Basically, don't post the same exact thing twice. There are some books out there to tell you to create a whole bunch of email address so you can get your products out into the world. To me, that is still spamming. You are not here to spam and you do not need to spam to be successful. You only need one email address. I would suggest maybe creating one more email address if you are going to be doing this for any length of time. I have my personal email address and do not want craigslist replies, especially the BS ones, clogging up my inbox. Gmail, Hotmail, and yahoo all have free email services. Gmail is my choice because they allow pop3/IMAP capabilities. Since you are only going to be using this email as craigslist emails (or really anything you want), you do not have to think of anything fancy. yournamecraigslist@gmail.com. younamemakesmoney@gmail.com. Anything will work. You can even use your personal email address if want (you can keep it secret on Craigslist-More on that later). So the first thing you need to do is to create a [craigslist account](#). If you go to craigslist.com and select your area in which you are selling, there is a link on the left said that says "My Account". Click on the link and follow the directions to create an account.

craigslist: Account Log In

Log in to your craigslist account

NOTE: Not all prior posters have craigslist accounts.
If you are not sure, check for the existence of an account by having your [password reset](#).

Email / Handle:

Password:

(Cookies must be enabled)

[forgot password?](#)

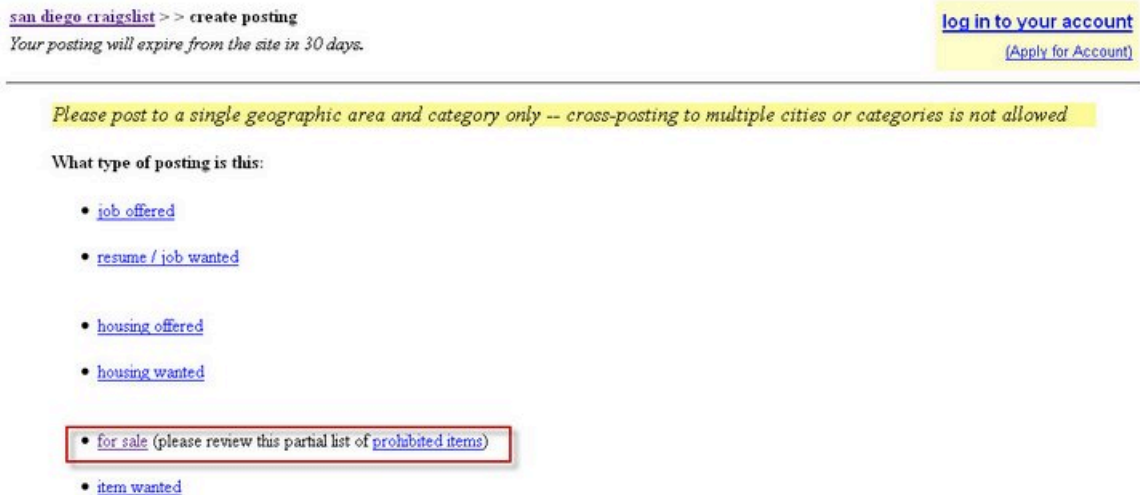
Don't have an account? [Click here to sign up.](#)

need help? [Click here for additional information.](#)

They do a very cool voice authorize thing once you sign up. After you are signed up, go back to the home page and click on "[Post to Classified](#)".



The next screen that comes up is where you want to post your classified. Since you are selling an item, click on the "FOR SALE" tab.



Now you are a vast amount of choices on the categories on where to sell your item. Most of the time, it should be pretty easy to know what category to sell the item. If you have any questions, search craigslist for the item you are selling and see what other

people are using the category. Once you have your category selected, depending on where you are at, it may ask you for more specific location. Now you are presented with the screen on where you will actually write your article. So let's take a few moments and look at the art of writing a great ad article.

WRITING A GREAT SALES AD

If you are worried that this section of this book is going to be a bunch of BS sales verbiage to get you to be a top salesperson, DON'T! Writing a good ad has nothing to do with being a good sales person. That is one thing I love about doing this craigslist selling, you don't have to be a salesperson. BUT, there are a few things that you DO need to do in order to be successful. So let's start at the top.

san diego craigslist > east SD county > furniture - by owner

Posting Title: HEADLINE GOES HERE

Price: \$

Specific Location:

Reply to: Your email address Type email address again

hide anonymize (will show as: sale-xxxxxxx@craigslist.org) [?]

Posting Description: Description goes here

Add / Edit Images

You want to select this option to keep your email private

POSTING TITLE:

The posting title is the most important aspect of your listing. The posting title is what is going to get people to click on your ad. If no one clicks on your ad-you don't sell.

Some things to remember:

- 1) PEOPLE HATE TO READ!-A customer searches for something and a ton of hits pop up, They will quickly glance over the listings, picking out only key words. They will skip LONG headlines and headlines that are not relevant.
- 2) YOU NEED TO STAND OUT! - A craigslist's eyes are quickly scanning the plethora of information that they are receiving. They will pick and choose carefully

With these factors in mind, now we can talk about creating your headline. Think KEYWORDS. What are you selling? Be specific. Don't just say "Couch For Sale". Say "8 foot grey couch-Great shape". This title should be convincing to a consumer. They know how big the couch is, the color, and the condition. Don't waste your time with words like "Cool" or "we loved it" or "from our house to yours". Use keywords and make it specific.

Now make it stand out. Just writing a great headline is good, but there are a lot of great headlines. Get your headline noticed by using symbols. Unlike eBay, you don't have a certain number of characters to use. Try something like this:

****\$**8 foot great couch-GREAT SHAPE**\$****

Using symbols grabs the consumer's eye in a sea of regular headlines. This is a great way to get people to click on your headline, which is the key to getting people to your ad, and getting the sale.

PRICE

Now it is time to list your price. You should have done your homework by search what others are selling similar items for. Remember, people are on craigslist for a deal. If you put \$50, people will offer you \$40. That is just how it rolls. So if you know what you want to sell it for, add an extra \$10-15 bucks on it. That way, if someone wants to talk you down you have room, and there are some people who will take it for what you offer, and now you have made an extra \$10-15 bucks! No downfall to this method. Well talk more about the art of negotiation in our section of trading product for money.

SPECIFIC LOCATION-Pretty self explanatory here.

REPLY TO:

Enter your email here. You can either show you email, or keep it hidden. Even though I have a separate email account for craigslist, I still always hide email.

POSTING DESCRIPTION:

Ok, so you created a great headline and now people clicked on your ad wondering what you are going to say. So say something! Write all your details and keep it human. People want to deal with other people, not computers. Make you ad sound real, human, and that people can trust you. Here is a very basic template you can use for this part.

" I have an older _____ that I have gotten great use out that I no longer need and want to pass on to someone who will get the same great use out of. It is ***LIST DETAILS HERE INCLUDING FLAWS!***. I am asking \$\$\$PRICE\$\$\$ for this item. First come first serve."

This is a great basic template. It shows that you have actually used the item and loved it, and wants to make sure others love it too. The first come first serve puts a sense of urgency on the ad and will get people to respond quicker. By all means, change this template around. One of the keys to creating a great ad is knowing what works and what doesn't. Keep making tweaks on every ad until you feel you are content. I am never content and always make small tweaks and tunes on my ads.

UPLOAD PHOTO:

This is where you load the 4 photos that you took. If you are new to uploading photos, [click HERE the see a video](#) on how to do it. Click continue. You will be asked to type in some numbers to verify you are an actual person. You will then be shown a screen saying something along the lines of "Check your email". So, check your email. You will be receiving an email from craigslist; again making sure your email is valid. When you get it, click on the link. It will take you to a page that will show you your posting, along with the options to edit or publish your posting. If you want to change something, click edit. If you are ready to make money-click publish. You now have an ad on craigslist. Pat yourself on the back.

Now comes the fun part, making the money. Someone will email you about your item. Most emails will look like this:

"Is this still available? Would you take \$\$PRICE\$\$ for it? I can pick it up today"

Since we put a few extra bucks on the item, more than likely an offer is worth taking. You can either wait for a few emails to come in and take the best response. I hate

sitting on product thought. Since I pad the price, 98% of the time the first offer I get I take (remember, you paid nothing for this item, so anything is a profit). When you get an offer you like, reply to the email. Remember they have no contact information except of your hidden email. You can do everything via email; I find it is easier to call. So when I reply, I normally add my phone number to call and have them pick up. Whether phone or email, the result of the conversation needs to be that you have a time and place and amount. The rest is history: Show up at the time and the place, take the money, give customer the product. PROFIT. Repeat.

There are some people who really REALLY want to get a deal on craigslist. If you ask \$50, they will say \$40 on the phone, and then get you down to \$30 in person. Don't be afraid to say NO, especially if your item has a lot of hits. Tell them you have other people who want this item and you can sell full price if they don't take it.

There it is. That is how you make money without spending money. Yes, it is that simple to make money. You just spent zero money and in a short amount of time, made money. Yes, this does require some work researching, writing and picking up merchandise. But you have to admit, it is very minimal work for making money. If I calculate my time per hour I do this, it ends up I am making close to \$150 an hour! That isn't bad for only working Saturday mornings.

The process that was just laid before you is the same process if you get product from your local classifieds, or freecycle.com. Freecycle is a site similar to craigslist, but *only* offers **FREE** items. There are only a few locations that are on it as of now, but still a great place to check. Whatever mode of getting product use the same steps:

- Get product for free
- Get it up on craigslist
- Get potential buyers
- Get money

So that is it in a nut shell. If you want to up the deal and the money, searching craigslist for items and paying a low price for a nicer item, *COULD* fetch a little more of a profit. And if you get adventurous, eBay is a great place to do the same thing (BUY LOW/SELL HIGH) but reach a bigger market (INTERNATIONAL). However, doing eBay is a little more intricate than craigslist. If you are interested in a book very similar to this book, but focused on eBay, email me and tell me you are interested and I will write one. I use eBay, so it should not be too hard to write how I use eBay, and send it to you. We can even work a deal where since you bought this book, an eBay book could be discounted.

My contact information: I have made a special email just for this book. If you have any questions on what you read, need advice, or anything else, shoot me an email. I will try to answer every single email. May take me a day or two, but I will give you a response.

EMAIL: Info@easymoneywithcraigslist.com

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Please don't do it.

