

Collectibles Broker

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Popular culture goes through phases and right now we're definitely in an 'old is new' phase. Collectibles brokers specialize in hunting down old items of value and selling them. This business won't make you rich - it can however be a great way to supplement your income or just keep you busy as a part time job. If you're an avid collector and are thinking of turning your hobby into a work at home business, then read on because this is for you!

Before The Start-Up, Let's Not Get Ahead Of Ourselves

There aren't any qualifications required to become a collectibles broker. You will however need in-depth knowledge of the area you plan on specializing in. Arguably the most important knowledge you'll need is the ability to spot a great deal from junk!

The Start-Up

To get started you'll need to decide on an area of specialization for yourself. Some collectors choose to specialize in a specific item, such as baseball cards or die-cast cars, while others cast a wider net and specialize in an entire era such as the 50's or 60's. What you choose will depend on your interests, knowledge and passions.

You don't need a massive budget to get started. Many collectibles brokers started out with nothing and roll the profits from their first sale into the next and so on. Depending on the ticket value of your items you might consider putting together a modest collection of between 10 and 20 items. Books from your local library, research on the Internet and plenty of time watching auctions on eBay should help you learn what's a good deal and what isn't. Finally, it's best not to spend all your capital on one single purchase, rather try to put together a collection of popular mid-range items that are easy to sell.

Making It Work

Traditionally a collectibles broker would sell collectibles at flea markets, fetes, and fairs. While there is still a market at these places, the majority of the industry has moved online. There are plenty of niche auction websites, however the easiest place to start selling your items is eBay. To get started you'll need some basic office equipment; this includes a work space, desk, comfortable chair, computer, high speed Internet connection and a digital camera (to take photo's of your items). Finally, to sell online you'll need to think about how you are going to accept credit card payments. Depending on where you live you might be able to use PayPal, most sellers on eBay use PayPal as their gateway. If however you aren't able to accept funds through PayPal there are many alternatives such as 2Checkout.

Marketing

Whether you sell online on auction sites or offline at flea markets, the best marketing you can do is to build a solid brand around your name. Work hard to build your knowledge and experience in the area you've chosen to specialize in. As you begin to source and sell more valuable items you'll slowly build your name and reputation as an expert. Finally, don't forget to build a network within the collectibles

industry. Build relationships with brokers and collectors alike. There is no easier place to do this than online. Seek out busy forums and blogs and get involved. Sales, fetes and flea markets are also great places to do this.

Don't Forget

Don't forget to factor in all those little hidden expenses such as rental space at flea markets, listing fee's on auction websites and travel expenses.