

Top Ten Flea Market Secrets for Big Profits

Successful sellers know these top ten flea market secrets for big profits. They use them to turn their weekend flea market business into a lot of cash. If you want to build your own sales business, these flea market secrets can help.

Flea Market Secrets - Stay Legal

Before starting your own flea market business, make sure you have all necessary permits, business licenses, and resale permits required. If you are selling new merchandise, you will probably need to collect sales tax.

Flea Market Secrets - Location, Location, Location

Different flea market focus on different types of merchandise. Study the ones in your area and try them out. What may sell at one venue will not sell at another.

Flea Market Secrets - Merchandise

Study the market you choose to learn what type of merchandise will be the best seller. Should you focus on high end items like electronics, or inexpensive used clothing, or antiques and collectibles?

Flea Market Secrets - Product Sources

Whatever product you choose, you must find a steady, inexpensive source for it. Research wholesale suppliers and liquidators of overstock and return merchandise.

Flea Market Secrets - Wholesale Research

Forget the middlemen that fill the internet search engines. Go direct to the sources by researching manufacturers. Or use respected wholesale membership groups that find the real wholesalers for you.

Flea Market Secrets - Pricing Tips

Profitable flea market business owners expect to haggle when they sell. Price items at least 25% more than the actual price you want. Customers buy more when you offer an item of interest for less.

Flea Market Secrets - Set Up the Table Right

Create an eye-catching flea market display. Keep everything neat and organized and spread out. Place impulse buy items front and center, and use movement to draw shoppers' eyes.

Flea Market Secrets - Late Day Sales

Whether it is because they do not want to pack up their merchandise, or they are trying to hit a sales goal, flea market vendors should offer late day sales. Price your merchandise so you can offer everything for half off in the last hour you are at the flea market.

Flea Market Secrets - Customer Service

Granted, a flea market is more casual than a store, and repeat customers are less possible, but you still need to give good customer service. Be friendly, always have change, and offer bags for purchased merchandise.

Flea Market Secrets - Treat it Like a Business

These flea market secrets are fine for the casual vendor, but if you want to make real money at the flea market, you have to treat it like a business. You can make a full time income selling merchandise on the weekends.

About the Author

Learn how to start your own flea market business at <http://www.FleaMarketMama.com>. Find hot wholesale flea market items at <http://www.PopularFleaMarketProducts.com> and explode your profits.

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