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Today's Collector
New Opportunities

Know Your Product When Selling Online



bs31 C13 20ctv Coat of Arms Perf 12 Mint lite hinge est \$20-40 Nice VF

This is a difficult stamp in the series of the C of Arms. Beauty, Priced to sell \$19.50

Last week, after I finished giving some good tips on mailing, setting up an ID system, and doing scans that could be broken down into individual stamps. Well, I was also talking about 102 cards, yes, the little stamp holders made with index card paper that have a clear plastic glued to the front for slipping the stamps into. There are some of these cards that are larger for, you bet, larger items. Anyway, the important thing I am covering today is what you put in the small area on the card for the stamp details. I used these for all sorts of things that might only say the country's name, or the type of stamp is in the holder. Well, the material you are putting up is not only pencilling in Mexico or Early Issues. We will be talking about what you will need to describe what you are selling.



fe81 #1684ctv Mint OG in Extra Fine Jumbo, est \$20-40 priced to sell \$17.50

The first thing to know about selling stamps is that collectors are likely further along in the knowledge of the stamps you are selling. They want to see how you describe the stamp and whether it has this or that characteristic. Is it used, mint, condition, has faults, where is it from, and how was it used? Then there are catalog numbers and values. The stamp is what denomination, and where it was used, what the overprints might mean, and "Hey," everything else. What you put on this stamp holder will guide the title of what you are selling. The cards I use have a preprinted space for value and price at the top-right corner. I used to put the catalog value for the value space, but, following what auctions do, I started stating an estimated value that ranged from low to high. So, all these things are just the starting point. Don't

forget to put the little tab in the holder with the stamp that has the scan file ID. The ID will be the first thing in your title. It makes a location in your box of sales material, and it can be used to tell you where your scan is for the stamp in your computer file.



This is the example stamp and 102 card covered below and not listed on eBay at this time.

Interested? Please send me an email.

In my world of selling Mexican stamps, I found it unnecessary to put the country name first. I know the country, and anyone buying will see that it is on the Mexican stamps guide on eBay. Besides, it is easy to see the name Mexico on almost every stamp. Now, if you are selling, let's say, European stamps, you need to separate the countries, and placing the UK or France on the holder will make it easier for you. I skip the Mexico name, and go directly to the catalog number, #21a, then comes the value, 1R, with mine it might have a district name, 'Orizava', and a consignment number '238.1864'. Then we have other things like postmark, Sz(stands for Schatzkes) 'Sz1094'. I figured an estimated value of \$40-60 and priced the stamp at \$21.45. Next, I will state the physical condition F-VF. Now, one of the most essential things needed is described on the card: anything faulty. I put this on the lower far left of the information space, Lt Crease. If you forget to check a stamp's physical condition and put it down, the fault may go unnoticed during listing, sale, and shipping. Well, I check almost every stamp going out for faults I might have missed. This completes the process for listing what will likely be used in the Title of the lot on eBay. One thing is essential: Do Not List the stamp's fault in the title. You have plenty of room in the description column to discuss any faults. If listed in the title, no one will open up the lot, and you will not find a buyer.



Yay28,C51-53, 20ctv-1Peso, Palace of Fine Arts p12 Mint LH beauties est \$60-85 for sale at \$62.50

The more you can squeeze into the writing space on the holder, the better you are at listing on eBay, with much of the research done ahead of time. It adds up to you working time on the net, trying to list something like finding the cancel or the other things you forgot to put on the holder. If you are prepared to list, it is so much easier when you have everything you need to write the title. It will put a smile on your face if the listing goes easily. If not, and your listing becomes a drag, you will feel like you ran a Marathon.

Enjoy!

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