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***Becoming a Garage Sale Millionaire - About the Book and the Official Start of Your Treasure Hunting Journey***

Leave the boring and mundane stuff at your 9-to-5 job (or *jobs*), and let us, you and me, have a lot of fun *together* as I will teach you the ins-and-outs, the vital and crucial information so you, too, can strike it rich by buying and selling collectibles for profit. With the assistance of my co-author, Jeffrey Kern, you will gain the insider knowledge of 60+ years of our combined treasure hunting experience so you can search out and make some serious money from the world of buying and selling moneymaking items.

By the time you've finished reading *The Garage Sale Millionaire*, you'll have the confidence, be well-equipped in this money-making journey, and will know exactly where to look for those hidden gems and buried treasures as you strike out on your own to claim your treasure hunting fortune.

***1. To Buy or Not to Buy - The First Big Question Answered***

To give you a jump on your treasure hunting competition, I've compiled a very detailed list of items which will continue to increase in value over the years and will most likely make you the sizable profits you're seeking upon resale (***What to Buy***). Conversely, I have also included those items which have no substantial monetary resale value whatsoever and those items you should stay away from (***What Not to Buy***). This chapter will not only show you how to determine which items are actual treasures and which are purely trash.

***2. Mastering The Art of the Deal - Negotiating Like a Pro***

When you find that hidden gem of a treasure, should you negotiate or pay full price? When do you use cash to pay for an item, and when do you use your credit card? Is the way you're dressed at an auction or sale just as important as the size of your wallet or pocketbook? I will explore these questions, and many more, as I explain how you can get the best deal. When you're done reading this chapter you will be able to master the art of the deal, negotiate like a pro, and go home with more money in your pocket.

### ***3. Fakes, Replicas, and Restoration - How Not to Get "Taken"***

Some of the most critical lessons to learn as you begin your quest to find those buried treasures and hidden gems is telling the difference between an authentic item, a fake, a replica, or a reproduction.

For every great collectible item there's also a fake or replica made of that item. If you have a collectible you love, and it's worth money, someone, somewhere, has already realized how they can make more money from that same collectible by creating an authentic-looking fake. Whether that item is an autographed piece of sports memorabilia, a Civil War-era item, a piece of American presidential memorabilia, a movie poster signed by the cast and crew of your favorite film, or a 125-year old antique, there's always someone working diligently to forge and replicate authentic items to make them look like the real deal so they can make a quick "buck" from you.

In these tough economic times, every penny counts. In this chapter, I will personally share my secret tips that have protected me throughout my 30+ years of collecting.

#### ***4. Launch Your Own Treasure Hunt - Searching Out, Finding, and Making a Serious Profit on Items from Craigslist to Estate Auctions to Garage Sales***

When is the best time to arrive for auctions and garage sales? How can you use your computer to help you be a more profitable treasure hunter? What important items should you bring to sales events to help make your treasure hunt more rewarding? What are the best strategies to make the most money when dealing with garage sales, yard sales, estate auctions, storage unit auctions, everyday items right in your home, *eBay*, and even *Craigslist*? I'll answer these questions, and more, as well as showing you how to use all these resources to your best money making advantage.

#### ***5. eBay - Virtually Limitless Potential to Buy and Sell Collectables for Great Money***

For any potential *Garage Sale Millionaire*, one location rises above all others for the potential to make amazing amounts of money. It's where almost any object...baseball cards, toys, action figures, sports memorabilia, art, antiques, watches, DVDs, magazines and books, sporting goods, home and garden items, movie memorabilia, electronics, and even cars can easily be sought out, acquired, then flipped and sold for sizable profits.

In this chapter, you'll learn many valuable insider tips gleaned from my own years of experience working on eBay that will allow you amplify your quest to make money more quickly. These are personal tips which you will absolutely not be able to find anywhere else. My main goal within this chapter is to show you how to make your eBay experience not only more gratifying and fulfilling, but exponentially more profitable.

#### ***7. How to Assign a Value To Your New Treasures***

Properly valuing your new found treasures is one of the most important aspects of becoming a successful *Garage Sale Millionaire*. If what you find during your treasure hunting endeavors is not valued correctly, when you decide to sell your items; you could be shortchanging yourself and losing out on a lot of money. Treasure hunters far and wide fight extremely hard every day to find those hidden gems which they believe can be resold for substantial profits. To become a successful *Garage Sale Millionaire*, you need to spend less from your out of pocket expenses and save time wherever you can.

By following the step-by-step advice outlined in this chapter, you'll be able to be more successful in finding out immediately what your collectible is worth. I will walk you through essential ways to find out how much your item is worth in less time while limiting the out of pocket costs to you.

### **8. Putting on “The World’s Greatest Garage Sale”**

What does it take to hold “The World’s Greatest Garage Sale?” More than you think, if your goal is to make as much money as possible from your sale. I’ve been holding profitable garage sales since I was a kid and I know what it takes to make good money at these events. I want to share that knowledge with you, so, you, too can have a very successful and money making garage sale.

### ***Glossary***

The most in-depth and detailed glossary of collecting terminology available in one resource.