

How To Become A Top Rated Seller To Double Your Profits

On the 20th of every month, eBay will evaluate your status as a seller. At a certain point, you can reach Top Rated status, which is a great status to have when you're selling on eBay.

Why would you want to reach Top Rated status?

Well, first, Top Rated status means you belong to an elite group and that you provide unparalleled customer service and you meet all of eBay's guidelines and sales requirements.

It also means that every quarter you get a \$30 credit towards Promoted Listings AND top rated seller status gets you more sales because it boosts your trust value in the customer's eyes. Think about it, who would you rather buy from? A person with little feedback and no status or a Top Rated seller with lots of positive feedback? The Top Rated of course.

To find out if you've achieved Top Rated status, simply log into your eBay account,.

Click Seller,

click Account,

click Seller Dashboard,

and then you can see your status.

Okay, now that we've covered how you find out if you've become a top rated seller, let's go over how you actually become a top rated seller.

1. Your account must be active for at least 90 days.

2. You must have at least 100 transactions totalling at least \$1,000. And that's in one year.

3. To qualify as a Top Rated Seller, you can have a maximum of 0.3% of eBay Money Back Guarantee or PayPal Purchase Protection closed cases without seller resolution over the most recent evaluation period. That means the buyer opened the case, you weren't able to resolve it, the buyer reached out to eBay or PayPal to review it, and eBay found you responsible.

4. You must have less than 3% of transactions with late shipping.

The late shipment rate is the percentage of your transactions that weren't shipped on time. eBay will track how often your items were either shipped within the stated handling time or delivered after the estimated delivery date.

If the shipment receives a carrier scan within your handling time, it will count as being shipped on time.

eBay won't check whether the carrier delivered the shipment after the estimated delivery date.

If the shipment doesn't receive a carrier scan within your handling time and the shipment was late according to the tracking details, it will count as a late shipment.

If the shipment doesn't receive a carrier scan within your handling time and there's no tracking info available, we'll check with the buyer. If the buyer says the carrier delivered the shipment late, it will count as a late shipment.

All this means that you want to make sure to get any items to the post office as quickly as you can after the sale has been made and you've received payment.

5. You must comply with eBay's seller policies. That means you must provide an accurate product origin location. That means if you say you're shipping out of Ohio, you must be shipping out of Ohio. You must be clear about your shipping policies and your conditions and terms. Now, you're not required to offer returns to customers. However, eBay recommends that you do. And so do I. You can still achieve top rated seller status without accepting returns, but in my

opinion it makes it harder. Especially because it increases the risk of you receiving negative feedback.

6. YOU must have a transaction defect rate less or equal to .5%. Transaction defect rate is calculated based on the number of times you cancel a sale because you were out of stock or for no other apparent reason. This is not usually a problem unless maybe something is lost or it breaks before you're able to ship it. I've sold a ton of stuff and I've never had it happen to me once.

And that's it. It may sound like a lot but it's really not. As long as you describe your item honestly, take clear pictures, and ship the product on time you shouldn't have any issues, and if you want, will have no problem reaching a Top Rated seller rating. When you do you'll reap the benefits!

Okay, that's it for this video. I'll see you in the next!