



Liz Kelley Kerstens, CG, CGL  
editor@digitalgenealogist.com

# Sell your books on Amazon.com

**D**o you have duplicates of any books in your library? Do you have textbooks that you no longer need? Did you receive any books over the holidays that you aren't interested in reading or keeping?

If you answered yes to any of these questions, you may want to try selling these books on [Amazon.com](http://Amazon.com). Amazon offers two ways to list items in its Marketplace: 1) just list your items with prices and descriptions of condition and receive payments through Amazon Payments; 2) become an Amazon Pro Merchant for about \$40 a month and manage your inventory and listings.

Most people that have a few books to sell will do fine with option one. Listing is easy, but the exposure your items receive on Amazon.com's Web site can't be beat. The only limitation on the first option is that you can't add items that aren't already in Amazon's massive catalog of books. Unfortunately, many older genealogy books will fall into this category. If your book does not have an ISBN, or if the title hasn't already been added by someone else, you'll need to sign up as a Pro Merchant to add it. Even that isn't a problem, though. Amazon offers the first month at half price, so sign up, add your items, and then cancel the Pro Merchant account before the end of that month. Your listings will stay active for sixty days (or until sold on the Pro Merchant option).

My business manager, Kristin, and I have listed a number of books on Amazon, along with Clooz and other items I normally sell. I have a Pro Merchant account so I can add items when I need to. Some months I don't sell a whole lot and I wonder if the price is worth it. But recently, both Kristin and I have had some success selling textbooks and other unwanted books. Both of us are taking courses, but don't need to keep the books when we're finished. So why not make them available to other students, especially at the price of today's textbooks.

I've also, on occasion, noticed duplicates of genealogy books on my bookshelves. Since I have too many books already, I don't need to keep more than one copy of anything. As I mentioned previously, a lot of the genealogy books don't have ISBNs because they were privately printed. Those titles have to be added, but once that's done, I have an advantage because I'm the only person selling those particular books.

Amazon takes a fee for each sale, but listings are free and there is no charge if the book doesn't sell. Sellers are credited \$3.99 for standard shipping, so I've found that shipping by Media Mail is the only way to not lose money on the shipping, especially if the book is heavy.

Amazon also offers auctions, but I haven't tried that method of selling my books. I have sold a few books on eBay in the past, but there is always a listing fee, whether the book sells or not. Other auction sites offer listings for no charge. So if you are looking to sell some of your books, you have options. Do a little research to see which site works for you, and create your listings. Hopefully you'll experience success as we have! **DG**