

THE TWO HOTTEST "USED" PRODUCTS TO SELL

An easy business to get into is selling used products. Many things, from books to furniture, are commonly sold when used. However, there are two products which are exploding into the "used" market.

These are Compact Disks and Video Game Cartridges.

Compact Disks (CDs) have almost totally replaced records and tapes as the most popular way to listen to music. They have all the advantages: they provide the highest quality sound, and won't wear out, like records and tapes will. The only disadvantage is the price.

CDs retail for around \$12 to \$17, depending upon the local competition. The fact that they won't wear out, though, makes them ideal for the used market. People frequently buy CDs and either don't like them, or get tired of them. What you can do is buy them for resale.

Advertise in a classified ad that you will buy CDs for \$2 to \$5. Pay the higher price for the more popular and newer CDs. Be sure the booklet insert that came with the CD is included, and the CD is relatively free of scratches. You can then easily resell them for \$7 to \$10.

Selling used CDs can be done by mail, or in a retail store. In my city, there is a store that sells ONLY used CDs, and they are ALWAYS packed full of buying customers. If they can do it, so can you!

Along the same lines, Video Game Cartridges are a goldmine. New games for the Nintendo and Sega systems go for up to \$70! Yet, people buy a game and get tired of it, or figure it out. Offer them \$5 to \$20 for their old games, depending upon the popularity of the games they want to sell. You can then resell them for \$10 to \$35. Make sure the instruction booklet is included with the cartridge.

Both CDs and Video Game Cartridges take up little room, and can easily double your investment upon sale. Ideally, you should handle both, so you can expand your potential markets.