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The Handmade Marketplace: How to Sell Your Crafts Locally, Globally, and On-Line

Kari Chapin

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Turn your craft into a successful business! Even the most expert crafters may find it challenging to market and sell their wares, but with Kari Chapin you have an experienced guide at your side. Learn to determine your cost of goods, set prices, identify the competition, and understand the ins and outs of wholesale and retail sales. Explore the various sales venues available, including independent craft fairs, Web sites such as Etsy, and traditional stores, and learn to maximize your visibility and sales in each one. Want to start your own website? Chapin shows you how to style and prop your crafts for photography and explains how the most popular Web marketplaces operate. You'll find everything you need to turn your talent into profits.

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