

The First-Pallet Checklist

Pick a marketplace, prep your space, and plan your first buy.

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1 Choose your marketplace

☐ eBay

Best all-rounder. Search SOLD listings to price items — not asking prices.

☐ Facebook Marketplace / OfferUp

Local sales, no seller fees, meetups or porch pickup.

☐ Amazon

Stricter rules: customer returns must be listed as Used; some brands need approval.

☐ Flea market / swap meet

Sell the same day for cash — no shipping, no listing fees.

☐ Bin store or market booth

Sell by the pound or at fixed prices; great for bulk loads.

TIP Pick ONE marketplace for your first pallet. You can always add more once you learn what sells — spreading out too early makes everything harder.

2 Prepare before your pallet arrives

☐ Create your seller account

Confirm your payout / bank details and your shipping address.

☐ Check resale certificate rules

Requirements vary by state — it can save you sales tax on inventory.

☐ Gather supplies

Boxes, tape, poly bags, a shipping scale, and a scale-friendly sorting table.

☐ Set up a sorting space

Clear floor or table space, good light, and a phone stand for photos.

☐ Learn how pricing really works

eBay: filter by Completed / Sold items. Amazon: check the Buy Box and rank.

3

Plan your first purchase

☐ **Set your all-in budget**

Pallet + shipping + supplies. Leave breathing room — don't spend it all upfront.

☐ **Tell Lot Wicket your budget and category**

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☐ **Ask for the load details before paying**

What's in it, the condition, and the exact price — before you commit.

☐ **Decide pickup or shipping**

Pickup keeps costs down if you're local; we quote shipping before you buy.

☐ **Choose your payment method**

Zelle, PayPal, Venmo, CashApp, or bank transfer.

☐ **Plan your sort day**

Sort, test, and photograph items the day your pallet lands — momentum matters.

Know the math before you buy

Fill this in per item (or per pallet). Fees vary by marketplace — check their current rates.

What the item sells for	\$ _____
Marketplace fee (often ~13-15%)	— \$ _____
Shipping + supplies for it	— \$ _____
Your share of the pallet price	— \$ _____
Rough margin left	= \$ _____

Example: a \$25 item, \$3.50 in fees, \$1 in supplies → check what your share of the pallet leaves you.

ONE HONEST NOTE

This checklist is general guidance, not a promise of profits. Results depend on your load, your prices, and your effort. We describe every load honestly so you can decide before you buy.