

Tickets to Sold-Out-Shows (Concerts, Sports, Theater, Events etc)

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By Dave Hunt

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Tickets to Sold-Out-Show

(on the day)

FROM: MAIN EVENT TICKET GUIDE

If you have ever been unfortunate enough to miss out on tickets for your favourite concert or sporting match but you really want to go, then there are techniques that must be followed to ensure your entry to the show. The techniques you will read will work for most concerts and sporting events. We cannot guarantee that these techniques will work every time, but they will work 99% of the time. That's sorted with, now here is the plan that should be followed in order to gain entry to the show:

The Night Before The Show

First of all, find the arena or stadiums box office telephone number. You need to bypass the typical automated message service (you can usually do this manually by pressing '0' a few times) and get through to a ticket agent. Quote the name of the show, and ask if there are going to be extra tickets available before the show tomorrow. It may be too early for them to tell you this information, but is always worth checking for some peace of mind.

If the ticket agent says 'No' then you now must scan the Internet. Check ticket exchanges, auction sites, and specific bands eam websites message boards to see if there are any spare tickets floating around.

The Day of the Event

It's now the day of the event, you still have no ticket and no way (to your knowledge) of getting them. You must now head down to the venue itself. Make sure you are at the venue roughly 90 minutes before it is to start. This will give you enough time to get your tickets and to get in & settled. You must now follow these steps accurately to be guaranteed a ticket at the cheapest price:

You just arrived at the arena, you must now go directly to the box office. At the box office you must ask if there are any tickets for the event. 90% of the time there will be tickets available, usually on the floor

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seating or side stage (for concerts), ready for you to buy. These are called ticket holds (as described in the Main Event Ticket Guide). The reason for ticket holds is simply for security and calculation. For example, in concerts, the amount of seats on the floor can only be finalized when they set up the stage, therefore they must sell less tickets than necessary to make sure they don't sell too many tickets! Ticket holds sometimes occur for the true fans/supporters who are unable to purchase tickets because of ticket brokers and scalpers. The biggest reason however, is its a security procedure that most events most undertake. Anyway, this is the first step. If there were tickets available, I would recommend you buying them from the box office rather than scalpers.

The next step is to circle to venue, and ask the different tickets scalpers (people who buy & sell tickets for profit) what prices they want for their tickets. You should find that they vary dramatically per scalper, and so try to memorize the cheapest areas. The key places that scalpers flock are the main entrances

and the box office, but are often more expensive in these places. Don't be tempted to purchase tickets just yet - unless your happy with the price/or there are few ticket scalpers around. Scalpers will always be at events that have a high demand and if the event is not in high demand then you should have easily gotten tickets for the venue/club itself! **IMPORTANT TO REMEMBER:** The closer to the event, the cheaper the scalpers will sell their tickets.

The next thing to do is to try and find fans with extra/spare tickets. Fans will not be looking for much for their tickets and so tickets can come cheap! It's quite easy to tell the difference between fans and scalpers. Scalpers are usually interested in buying tickets, not just selling. Scalpers will also be standing in one place, while fans tend to walk around. The biggest difference is of course the clothes (this is easier to tell the difference in concerts). Fans will usually have the team colours (sporting events), or dressed to look good/performers t-shirt (concerts) while scalpers will be in everyday clothes. If you find a fan with tickets buy them here instead of the scalpers, as you will find the prices are cheaper.

You must now buy your tickets from scalpers. The biggest factor now is timing, for sporting events then you are better purchasing tickets for the start, but for concerts it's not so important as the supporting acts aren't so special. Its now up to you how long you wait to get your tickets, the later you leave it, the cheaper the tickets will be. Take into account whether you have been to this venue before. An important thing to know is, as soon as the show is scheduled to start the ticket prices plummet! A decade ago (before my Free Ticket Methods), I used to be able to get tickets for a few dollars/pounds that were worth anything up to £30/\$50. It's truly amazing how much you can save by missing the first 5 minutes of a show.

Enjoy the show!

That's all there is to it. You should never have to miss an event that you want to attend. You have now read how to get tickets on the day of the event and maybe even for a discount, but none of this is as good as getting FREE tickets and even BACKSTAGE PASSES! Click the link below to learn how to do this:

<http://www.ticketsecrets.net>

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Dave Hunt is Webmaster of the Main Event Ticket Guide website, [ticketsecrets.net](http://www.ticketsecrets.net). He has been a ticket broker for 10 years, and unleashes all the insider secrets on how to get front row seats, backstage passes and much more! Check out: <http://www.ticketsecrets.net> for further details

Online Ticket Sales Welcome On Ebay

By Sydney S. Johnston

Selling event and entertainment tickets on eBay can be an extremely profitable niche. Tickets on eBay fall into one of two categories:

1. Events such as concerts, Broadway plays and sports contests
2. Specific entertainment areas like Disney World or Six Flags

The advantages of selling tickets on eBay:

* Demand is strong, strong, strong. We westerners love our entertainment and are willing to pay a lot of money to be amused.

* Unlike many heavier and bulkier physical products, shipping is easy. Slipping a couple of tickets into an envelope and dropping them in a mail box is much simpler – and cheaper – than locating a box and carefully wrapping merchandise so that it will arrive in top condition.

* Because shipping is so simple, there are no high costs to pass on to the buyer. Some merchandise, such as furniture, is so expensive to ship that eBay sellers cannot compete with local deals.

* This is not a seasonal business. Yes, particular events might be seasonal – for example, football games – but when football season ends, basketball and baseball aren't far behind.

The rules of ticket selling:

In some states "scalping" tickets is illegal. Scalping is defined as selling tickets for more than face value. The "face value" of the ticket includes the price of the ticket and any service charge and tax charged by the original ticket provider that is printed on the ticket. In a few US states, you may be allowed to charge an additional fee (usually no more than \$3 per ticket) to the buyer. The buyer can also be charged actual postage costs, but no additional "handling" fees.

Some states have a "face value" policy, which requires sellers to disclose the face value of each ticket (face value includes the price of the ticket and any service charge and tax charged by the original ticket provider that is printed on the ticket). Sellers misrepresenting the face value of their tickets may have their listing ended, may be permanently suspended from eBay, and may be subject to criminal prosecution.

Reselling tickets for up to face value is legal nationwide and that's great if you have tickets that you can't use. But as a profit center, it seems as though these limitations might effectively kill a

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ticket-selling business?

Fortunately, that isn't the case. It's true that some states attempt to regulate the entire ticket industry. For example, in my home state of Georgia, only the original purchaser, a charity or a licensed broker may collect more than face value for tickets sold to events taking place in Georgia.

But the residence of the seller is of crucial importance to the ticket business. In New York, for instance,

residents are restricted in their profits:

a. If the event seats more than 6,000, the ticket can be sold for no more than 45% above the ticket price, plus fees
b. If the event seats less than 6,000, only 20% above the price printed on the ticket, plus fees

However, if the seller is not a resident of New York, there are no restrictions whatsoever! The same is true in Georgia so someone selling tickets to an Atlanta Falcons or Atlanta Braves game can charge whatever buyers are willing to pay – as long as the seller doesn't live in Georgia.

eBay verifies location of all bidders and sellers on events in regulated states using both the bidder's or seller's eBay registration information and a credit card confirmation.

When selling tickets on eBay, it's critical to include a venue seating map and/or sightline picture. Not only will the value of your tickets be enhanced if the seats you're offering are good ones, but in fact, tickets will remain unsold if buyers don't have a clear picture of where they will be sitting. Of course, there are some events that are so incredibly popular that buyers will pay simply to attend, regardless of the seating. That isn't normally the case, though. eBay includes a Venue map for most events, making it easy for sellers to specify location.

eBay offers a service called Vendio Ticket Manager for sellers who deal in large numbers of tickets. The small cost of less than \$20 per month allows sellers to mass import ticket listings and even includes integration with PayPal and FedEx.

eBay loves ticket sales! Especially if you own or you are an affiliate of some travel agency that has discount tickets, be sure to consider this profitable niche.

Contrary to popular opinion, here are multitudes of untapped, non-competitive niches on eBay. Find those that suit your inclination and interest.

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