



Sells Like **HOT CAKES**

How You Can Get From Zero To \$47,812 Per Month With No Capital
Or Investments Using A Simple Amazon +Shopify System

HOW TO ACHIEVE SUCCESS

DROP SHIPPING

DOMESTICALLY USING Salehoo

DATABASE

www.SellsLikeHotCakes.co



Hi, guys. Welcome to Sells Like Hot Cakes. In this video we're going to talk more about different strategies on how you can succeed with drop shipping. As you know our course is devoted to the business model of creating your Amazon and also Shopify store. In the case of Shopify, we are doing dropship using AliExpress marketplace. However, the main problem of this approach is that your suppliers are located in China and, even if you're using e-packet, which is fast delivery, it still takes up to 20 days to deliver the stuff from China to the United States.

Moreover, in some cases, like food products, you will not, obviously, be allowed to import and dropship food products from China to the United States. How to avoid this problem is through using drop shipping on Amazon and Shopify using domestic suppliers. Let's talk more about it in this video.

Here's a preview of what you'll learn today:

- ***Are you a Novice? Here's your chance to learn the secrets of Drop Shipping and how it works***
- ***Domestic suppliers are EXTREMELY valuable, read on to find out why***
- ***Learn the MOST EFFICIENT way of Drop Shipping and what it takes to be Fulfilled by Amazon***
- ***Services that can HELP you drop ship EFFECTIVELY***
- ***How/Where to EASILY find Domestic Suppliers***
- ***How exactly to interact with your drop shipper to get the BEST Results and a whole lot MORE!***

In case you are new to this, how does dropshipping work? The customer is placing an order on your website or eBay or Amazon and he pays you directly. However, you are not having any merchandise and you don't need to buy any stock or keep any stuff in your warehouse. You simply go to the real supplier, and then you purchase the product on the customer's behalf, and then you ship the product to the customer's other address, and you simply keep the profit difference.

You make a profit on the price difference and you don't even have to see the product yourself at all; you fully rely on third-party sellers. This model is very effective and it's super profitable for you and we have devoted a big chunk of our course into developing your Shopify store using drop shipping methods. Why do you need to try to use domestic suppliers? By domestic I mean, if you are selling in the United States, then for you, domestic suppliers would be North American suppliers.

If you are selling in Europe, then European buyers will be domestic for you. First of all, it's obviously a faster delivery time. If you are dropshipping and selling on Amazon, then you really need to make sure that your stuff is delivered fast because Amazon likes when customers are happy with fast delivery times. If you are dropshipping from China and you are selling on Amazon, then your packages will



take too long to arrive to Amazon and you will be getting a lot of complaints and refunds. Here, there is no such issue.

Moreover, you can get access to restricted categories like supplements, food products, pills, protein shakes, vitamins, you get the idea. We have special video about un gating those categories. Obviously, you wouldn't dropship this kind of product from China. However, if they are produced and shipped inside the United States, then it's totally okay for you because they already got certified by all the necessary certification and they have passed all the quality checks and laboratory tests so you don't need to worry about this. I hope this makes sense.

If you are dropshipping in the United States, you would need an Amazon professional account, which won't be fulfilled by Amazon because you are not buying any stock yourself so you don't need fulfilled by Amazon program here; you will just be fulfilled by merchant. You need to get an employer identification number, EIN. You can do this on the IRS.gov website. You simply apply online, fill the forms, and then you do a quick phone call and you get the number right away.

It's also good to have a USA company and, in another video about incorporation and taxation, we talked about creating your own company and what is needed and how you can do it. Plus you need to have a virtual address; this is used for returns. For example, if a customer wants to return your item, it can be done only within the United States so you have a virtual address which will be then used for forwarding your stuff to your drop-shipper.

You don't get the stuff shipped to you, instead it's just returned to your dropshipper for refund so you get your money back as well and not just lose the money. Plus you need to get a bank account and credit card. It goes without saying, if you have a company, you would obviously need a bank account and credit card. In case you get all of that, you can start with dropshipping. Let me quickly give you an example. There are plenty of services that help you find dropshippers, for example thomasnet.com andSalehoo.com.

Here you can find domestic suppliers, let me quickly show you. Let's do a quick search for protein powder. We are looking for protein powder in all categories and I click "search" and then I get results for protein powder. Here I need to choose region, North America, if I'm going to sell in the United States. I'm not going to dropship protein powder from China, obviously. Also, you can choose supplier type, dropshippers, wholesale, and other types. In this case, we need dropshippers and wholesalers.

For example, the first one is a wholesaler and probably they can be a dropshipper as well because I've already checked their website and they allow you to order just one unit, which means, if someone allows you to offer one unit, it means it can be also your drop-shipper. Let's check the site of Muscle Foods. I've got an account with Muscle Foods USA. Again, when opening an account, they will ask you for your EIN number because they need it to prepare invoices so you need to have this number.



You see I am searching for protein powder and you can see I can order even one unit, which means they are not only wholesale but they can also be a dropshipper for you. They say, "Nationwide wholesaler and distributor of sports and nutrition and health products to retail trade." Basically, for example, their protein shakes here are priced around \$20, \$23, \$18, \$14 per unit, and if we go on Amazon, we see that protein shakes are selling at \$30, \$40, \$60, \$40, so you can see you can easily list protein powder and you will get around at least \$10 or \$15 profit per unit sold.

Basically, you get a listing of your protein powder, then a customer orders from you on Amazon, you go to the website like this, and then you order this protein powder and you put shipping details of your customer so it gets shipped directly to your customer. I hope this makes sense, guys. It's just one of the examples; you can do it in other niches as well, but most importantly, you can do it in niches that are not available to Chinese like vitamin, supplements, beauty, pills etc.

All of that is very, very popular in the United States like weight loss pills, things like that that you cannot dropship from China, you can still dropship inside the country.

Finally, to close this video let's talk about the main rules that you need to pay attention to if you're doing domestic dropshipping. First of all, you need to make sure that the item sells at least at \$30 or more. Ideally, it would be \$50-\$70 because you cannot do this business with cheap items; the profit margins are just too small to bother.

Remember, you need to mark up the price and you just cannot mark up much if your unit is just too cheap. A good margin would be at least \$10 or more per unit. For example, your dropshipper is selling something for \$30 and you are seeing that on Amazon a similar item sells at \$45-\$50, that is a pretty good profit margin for you. Then you need to double check with your dropshipper about their terms, their delivery time, return policy, and also if they allow reselling and if they are really fine with your dropshipping idea because it's really good if you are fully clear with your dropshipper that you are doing this sort of business.

Most of them are, obviously, here to help you; that's their own business model so, of course, they're fine with this and they want you to be dropshipping with them because they want to get sales after all. This is totally legal and this is a great business model, nothing wrong with it, but you need to be really clear with your dropshipper that you are doing this kind of business so they are not asking you why you keep shipping to different addresses and silly questions like that.

Always be clear and open with your dropshipper and first double check everything about delivery times, return policy, return address, refund rules, and things like that so you don't lose money in case a customer is not happy and he wants to send the unit back to you. You simply give him a virtual address, a forwarding service, which will then redirect the package to the dropshipper, who will provide a replacement or a refund so you don't lose any money on this model as well in case the product is not good.

If you are going to go really big later and scale up this business, you can start discussing with your wholesaler about white labeling options. Maybe you can purchase 500 units of this product if you see that this sells really well on



dropshipping method, then you might want to contact your wholesaler and dropshipper and ask what if you order 500 units, for example, can you put your own logo on this?

Then you can even ship these units to Amazon warehouses and go with FBA Amazon, fulfilled by Amazon program, so you can really scale up this business. Plus this will increase your profit margins because you don't need to order one by one unit from your dropshipper, but you have your own stock. Of course, this requires more investment, but your profit will significantly increase using this method.

I hope guys, this is was helpful for you and you will find the links to the services to help you find dropshippers in the Sells Like Hot Cakesmember's area in the resources section. BesidesSalehoo, there are plenty of other services that will help you find domestic dropshippers. For examples,thomasnet.com, also wholesalecentral.com, they have a pretty big list of dropshippers. Then there are also different paid services, for example, worldwidebrands.com and wholesale2B.com.

Guys, there are plenty of services that charge you a small fee and then they will provide you a huge list of the dropshippers and the wholesalers in the country where you want to sell. It's really easy to find and I hope the video was helpful for you. I will see you in the next one. Bye for now.