



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

**FUFILLED BY AMAZON:
GREAT TIPS ON HOW TO
REPLY YOUR SUPPLIERS**

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Hi, friends. Welcome back to Sells Like Hot Cakes video series. Today we are going to talk a little bit more about finding a perfect supplier for your white labeling product. In the last videos, we talked about Alibaba marketplace to find suppliers and I gave you advice on what kind of questions you should ask from your suppliers. Now, before diving in-depth with how you communicate to the supplier and the factory, I will give you a few more tips on that.

But before we get into all that, check out a preview of what you'll learn:

- ***I'll give you some GREAT places where you can FIND suppliers to do business with.***
- ***Should you accept initial prices you're given by your supplier? I'll show you WHAT TO DO and how to handle everything***
- ***How to know if you're DEALING with an Experienced Supplier who is familiar with FBA: This is important if you don't want issues with labeling.***
- ***How to know if you're dealing with a Professional Factory Or a Trading Company***
- ***Shipping by Sea vs. Shipping by Air: Which is better? I'll give you my professional opinion on this issue and So Much MORE!***

First of all, there are different places where you can find suppliers. This is not just Alibaba, like I already showed you, but there are also different other sites. For example, Alibaba wholesale market. This market allows you to buy, wholesale, a big amount of product in case you don't need to put a label on it. For example, you can buy 500 pieces or even less of the product. When the branding is not very important, it's faster and cheaper to buy wholesale without developing your brand. For that reason, you will use wholesale market.

Another site where you can find suppliers is called tinydeal.com. One more that you can use is called globalsources.com. All of these sites you can use to research your suppliers but it's no secret, Alibaba is the best and the biggest and everybody is looking there first. Only if you don't find good suppliers on Alibaba, you need to search on more sites like that. And of course you can visit china yourself or ask your sourcing agent to find suppliers or visit the Expos and Fairs.

In the last video, we talked about what kind of questions you need to ask your supplier when you are reaching them. In this video, let's talk more about how you choose a supplier and what replies and responses you are going to get. It's no secret that my main recommendation is to outsource this kind of thing because, if you are not in China and you have no skills and no experience dealing with China.

You'll get much faster and easier results if you just outsource the work to your sourcing agent that will do everything for you, he will find a supplier for you, he will negotiate the prices and you can concentrate on what you do best, creating your listings, creating marketing, creating the launch for your product and driving the traffic instead of just wasting days and days on communicating with Chinese suppliers and discussing the prices.



That's why I highly recommend that you outsource this kind of communication to your sourcing agent instead of doing this yourself. However, if you insist and if you want to learn, let me teach you... in fact that's what I did myself when I was just starting, I didn't use any sourcing agent and I decided to do all by myself just in the purpose of learning. For example, I was looking for some umbrellas to sell using white labeling business.

Here, I made a search for umbrellas and I reached several suppliers of umbrellas and I asked those five questions that we discussed with you. Let's see what one of the replies I got. Take a look; in fact, I asked six questions. First of all, I asked if this is a trade company or it's a real producer and they are saying that they are real umbrella factory and they passed Disney audit, which means they have a big client and a big factory.

Then I asked if they do a wrap pack and also, of course, I asked if it can be branded, if I can put a logo on it, and they are replying to me, yes, the umbrella has a bag and they can brand it and minimum of the quantity is 5000 pieces, which is a lot, but you can negotiate this down to 1000 easily. Then I asked what variation of length, strength, and color do you provide and they're saying they have two sizes of umbrellas.

Then I asked them what is the price per piece and what colors they offer, and they attached the document that I'm going to show you. Then I asked if there's a possibility to ship directly to Amazon fulfillment centers, and they said that FBA is okay, which means they are an experienced seller and they are working with FBA so I don't need to explain them labeling process. Then I asked if I can get a sample to Portugal to one of my team guys that can analyze the sample, so they said the charge is 100 per piece, which is pretty high, but they usually ship by FedEx, that's why it's pretty expensive, and you can just PayPal the sample fee and later you can deduct the sample fee from your order.

Then you can see they're giving me information about their company. It's a professional factory and not just a trading company, and then they gave me two umbrella samples. You see over here, I see umbrellas that they are offering, and I can see all the information that I need. I can see the fabric they use, the logos options, the minimum quantity, and what's most important is the price. For example, I can get \$5.75 for 500 units if I'm ordering 500 umbrellas.

You see, they can do also a logo, and the mass order lead time is 45 to 60 days and they require 30% deposit. This kind of information you are going to get when you get a reply from the supplier. Let's just compare to a different supplier before we place any orders. Remember you need to negotiate the price and compare the samples of different suppliers.

Here is another quotation I got from another company offering proof umbrellas, and here you can see that they give me all the information that I need. The minimum quantity is 500 pieces and the unit price is \$5.40 per piece. Here is another supplier that replied me about my umbrellas, and I'm giving you guys real examples so just watch and learn :) I suggest that you reach at least five different suppliers before you have a whole picture about the prices and terms before placing any orders.



This supplier also replied all my questions by email, but I also suggest that you reach your suppliers by Skype because a lot of people in China like to use Skype and most of the factories are reaching you by Skype. These guys also have experience with FBA program, but they say they never ship goods by sea, which is a bad sign to me because shipping by air or air express is just too expensive even for umbrellas.

Now I asked them about the prices for 100, 200, 500, 1000 units and they told me that the minimum order quantity is 500 pieces, which is pretty much standard in the industry, and they gave me information about the umbrella. Then I asked about the printing branding and logos and colors and they gave me all the information below about the umbrella that they're producing. Here you see they sent me photos of their factory, so you can see it's a real factory and not a trading company and it's very professional company working with big brands like Repel.

Once you discuss all the details with your suppliers and you find a supplier that fits your needs and provides good prices for you, you start placing the order with them. Usually, you give them at least 30% deposit. This is how the pro-forma looks, in my case, for umbrellas. I had to pay them 30% deposit and the 70% I will pay when the umbrellas are produced. You can also sign the purchase agreement papers or contract but in most cases it's just a useless paper, because heck, good luck suing china :) If you did a good due diligence upfront you'll be fine.

Remember factory wants you to re-order in future and interested to cooperate well! My sourcing agent will verify the quality and then give me a green light to pay the remaining balance before the umbrellas are given away from the factory. You need to have some cash to invest into your product when you are starting out because minimum quantity is usually 500 to 1000 pieces no matter what kind of product you are ordering, but you will have full control of the merchandise and you will be shipping it directly to Amazon warehouse and start selling.

Guys, this might sound a little bit complicated, but if you give this job to your sourcing agent, this will really help you to get started faster. You will find some links to the sourcing agents in the member's area of the Sells Like hot cakes. I hope you enjoyed and find it helpful, and I'll see you in the next videos. And dont forget to share and hit likes :) I really appreciate all your support!