



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

FROM ZERO TO HERO:

5 MUST HAVE HACKS AND TIPS

TO FIND A TOP SELLING PRODUCT

FOR YOUR SHOPIFY STORE AND SELL

IT USING DROP SHIPPING METHOD

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Hi, guys. Welcome back to Sells Like Hot Cakes, the place where people like coffee and learn how to reach \$45,000 per month by selling on amazon and Shopify!

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

- ***How to ANALYZE the market and learn what Sells BEST; this knowledge is ADVANTAGEOUS to you, make sure you pay ATTENTION!***
- ***I'll DROP a quick TIP on how you can SPY on your Competitors; don't be left in the DARK AGES, use this TIP to keep yourself up-to-date with the latest trends***
- ***Is aliexpress too slow for you? Don't worry I've got some SWEET TRICKS that'll help you sell FASTER!***
- ***Check out some of my SECRET TIPS that'll help you MAXIMIZE Sales; grab a hold of this knowledge and start pulling in HUGE PROFITS!***

In this video, we are going to talk about several exciting ways on how you can find a great product and niche to sell. I call this From Zero to Hero: Five Hacks and Tips to Find a Top-selling Product for your Shopify store and sell it using drop shipping method. You know, I hope you watched my last videos where we talked about finding great ideas and trends, finding your product, and I shared with you amazing tools and websites where you can find new trends and your ideas for your product with a great demand and great sales, and today, I have a few more great hacks and tips for you to share so let's get started. And tools I use are pretty easy, but keep an open mind and you will find a lot of good for yourself in this video I hope.

And to make things even easier I also prepared a special bonus for you that I will share in the end of the video! So keep watching!

Let's get started.

The main idea here is that let the market itself tell me what sells best. I don't want to guess anything, I don't want to rely on my feelings and sixth sense; I just want real numbers and AliExpress can tell me exactly what sells best. I just go to AliExpress and see bestselling. I click "Bestselling." All right, here we can see top-selling products and they are all very, very good for drop shipping because they are super, super cheap. Take a look at these prices; they're all in the range of from \$2, to \$10, to \$15 on average.

So they're all very cheap so you can easily drop ship them and mark up the price, and most of them can sell much higher than the price they're listed at. So let's get specific. For example, here I see this black mini universal infrared TV remote control. Let's check it out. It says it has 11,000 orders and it's only \$1.29 per piece. Take a look at this product; it has amazing, almost five-star rating, super low price. They also have very cheap ePacket option, which is faster delivery to United States.



So let's research what we can make of it and I'll share with you several great ideas how you can be selling this. But the fact that it has so many orders and this is in a top-selling product means that there is a really huge demand for this product, so you can be easily selling this and people will be loving to buy this kind of product. But let's see how much we can make on this.

First of all, I research Amazon bestsellers on this topic, so I go to Sells Like Hot Cakes bestsellers tool and I look for mini universal remote control. See what I found here? Those are similar products, and this one is exactly the same product. You can see it is selling for \$6 on Amazon, and you saw it costs less than \$2 on AliExpress and probably less than 50 cents if you supply in bulk from alibaba. And all other options are listed here; let's check their sales.

You can see total sales of the top 10 sellers is around 4500, which is really good, and each of top sellers is selling around 500 units per month, which is amazing. They have around 60 reviews, which is pretty good; it's not thousands of reviews, and average price is \$13 but we are not going, here, to do FBA. For this reason, it really doesn't matter what the price on Amazon is because we are going to sell on our Shopify store and we can mark up the price much higher.

These numbers we see tell me that there is a good demand for this product and I want to dig deeper now. Now let's see what other people are doing on Shopify with this kind of product and I go to Sells Like Hot Cakes Competitor Spy tool and I search for mini universal TV remote control again, and you can see I found all Shopify stores that are selling universal remote controls here.

You can see those are not mini, but at the same time, the prices they're charging are much higher - \$49, \$29, \$49. And if somebody is buying mini, they must be buying full size as well. And if we check closer, they're selling for \$30, this remote control, but we can easily find similar remote controls under \$5. You can see, \$2, maybe \$5, if we find on AliExpress as well. So imagine how much potential, guys, here, for you to mark up the price and start drop shipping method. One more bonus tip here. Product like this is a perfect click bait – you can create Facebook ads like get FREE infrared remote control and then once they add it to cart you upsell them with related product! Works like charm!

Here is where it is getting even more interesting. We can check not just this bestseller, but as I always tell you that you need to have several related to sell and upsell ... And what is related to remote control? Let's spy on our competitor and see what they're doing. I like to check other pages here of what else they're selling related to remote control. So for example, on page 5, I found that they're selling remote point navigator. Basically, what it is, it's a laser pointer.

Take a look at these amazing prices that they're charging for this - \$129, \$135, \$149. So imagine what kind of money you could be making with this remote laser pointer. Let's see how much they're selling for on AliExpress, for example. Take a look. On AliExpress, I found similar remote pointers and most of them are selling for just \$6, \$8, \$9. You see? Maybe they're not exactly the same, but you can easily find something similar for very low price.



So each of those remote pointers, you can source for under \$5, for example, here you can find \$4, this is close to \$5 with free or very cheap ePacket option, and then you can charge, easily, \$30-\$40 for this kind of product. And you see competitors are charging over \$100 and they're still selling well, so imagine how much profit you can generate here. Here is another hack for you. What if you don't want to drop ship from China? Because it's still, even with ePacket, takes around 20 days to deliver the product.

What if you want to sell much faster and get your customers happy? For example, if you're selling on Amazon using drop shipping method, then AliExpress will not work because this is too slow. But this way, you can try to check eBay, and what you can do is search for your mini universal remote control, and you see, again, you found similar low price as on AliExpress. But it's from China, that's the problem; it will take too much time to deliver.

So how about you go on the left and you click "Item location" and just click "North America"? And you see, right now, you've found several items and, obviously, the price is little bit higher because it's shipping from United States. But imagine how faster it will come if it's shipped within United States. So this remote control, you can source from eBay from United States for \$5.59. You see? And you can easily sell this one for \$15, \$19 on your Shopify store. Here is another one.

Exactly the same, less than a dollar, and again, from United States. The only thing that I don't like, they all say "only one left," so you need to find supplier that has, obviously, more than one. You see those remote controls can be easily sold at \$24, or maybe up to \$30, because people are ready to buy this kind of product. For example, here you can see, for \$6, again from the United States, and they have many more than one unit, so this one can be your supplier for this product.

For example, you can source this unit from United States and it will be UPS first-class mail service, so it will be really fast for you, and this seller is pretty good. So you see, for \$7 plus shipping, you can source this product and you can start selling it for \$15, easily, plus shipping, or maybe even \$19 and this will arrive really fast because it's using first-class mail service and this will be really fast. And you see it's coming from Florida, United States not from China; that means it will come really fast.

Now let me show you another cool hack related to this. I go to Amazon.com and I search for my mini universal TV remote control, and here you see I found one for \$4. And, on the left, I click "Free shipping by Amazon." You see? This means that this remote control can be sourced from Amazon and it will be delivered within the United States really, really fast. So you can be selling it on your Shopify store, for example, for \$19, and then you drop ship it from Amazon. You see? And it costs just \$4 and its one day shipping. Sounds good?

You can easily mark it as a gift, when ordering, and send it to your customer's name. Amazon still allows drop shipping and many sellers still do it just fine, don't believe people who say it's illegal. Check terms of service if you don't believe...



Another good idea is for you to order the items in bulk, if you know they are selling pretty well, you can order big amount of this unit. This one has just 17, but there are other sellers that have similar product. You see? Plenty of them and even cheaper. Take a look. Just for \$2, for \$2; there are more sellers.

So you can order, for example, 100 units, if you know that this sells well. For just \$400, you can have 100 units and then you can use a company that will be doing like temporary warehouse for you. There are a lot of companies, that I shared with you in Sells Like Hot Cakes resources section, that can be doing preparation and forwarding and they can also act as your temporary warehouse, so they can also resend these items on your behalf. When somebody is ordering on your Shopify store, this temporary warehouse will be sending these units on your behalf if you don't want to order from Amazon every time. So there are a lot of different ways, so the possibilities are really endless.

And here is one more hack or trick that you can use to maximize your sales. For example, you plan to drop ship this remote control, but what else is selling well related to this remote control to upsell and increase the order value? As we saw, pointers and laser pointers are selling very well, but Amazon is also going to give out this information, and if you scroll down from this listing, you see "Customers who viewed this item also viewed." And you see?

A lot of people are interested to buy TV jammer prank toy. You see? This is very popular and I've seen it on several listings. And also, a remote control keychain. And if I check other listings of similar item, you see, again, I see that people are looking for this TV jammer, so this is a good idea for you that people can buy related to your remote control. And you see? If you scroll down, you see more ideas. "Customers also shopped for," and also, "Sponsored product related to this item." You can see plenty of ideas related to your product that you can find here and put to your Shopify store.

Here is another great idea that you could be selling in your Shopify store; it's called tempered enforced glass for your iPhone, and take a look. This costs under \$3 on AliExpress, and you can be easily selling this for \$15-\$19 on your Shopify store, so this is amazing profit margin here, guys. So make sure you scroll and research top-selling products on Amazon, eBay, and AliExpress. You can easily find plenty of great ideas. For example, again, hands-free car Bluetooth music receiver. You see it's just under \$4, but you can easily sell it \$19-\$20 or even \$25.

Here is one more great tip... Remember to successfully sell on Shopify and get traffic from Facebook ads your product must be unique, emotional and unusual. And you must reach the passionate communities and groups. People are super passionate about dogs, sports, hiking, cooking, vines, golf, novelty gadgets... But nobody is that passionate about garlic press you know 😊 make sure to see the video about doing Facebook ads and how to make them work!

To make things even easier I also prepared a special bonus for you, top 30 passionate niches and top products to sell to each niche. You will find a download link under the video! Really golden research worth thousands of dollars and my members are getting it for free as a part of the course. What else is best-selling?



Silicone TV remote control dust storage protection. You see? Perfect idea and fully related to your remote control, so you can easily sell it or upsell on your Shopify store together with your remote control.

You can find other great products here. For example, baby products are selling really, really well. I know my friend is doing this, and he's doing six figures on his Shopify store with baby products. Also, this novelty jewelry is selling really well. I know a guy who is selling this kind of jewelry for \$25, and imagine what kind of profits he is making; it's exactly the same kittens. Now everything that is related to the smart phone is selling really well with amazing profit margins.

Take a look, this tempered glass screen protector for Samsung is under \$1, but again, you can easily sell this one for \$19, easily. Probably I'm going to sell this one as well myself. I'm just looking this and getting more and more hungry, so I better stop this video now and get back to my selling because there is so much money to be made here. Thank you for watching and I hope you like it.