

# Buy **Anything** Wholesale



The #1 Wholesale  
Suppliers Guide

Buy **Anything**  
Wholesale

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## Introduction

You have just bought the best wholesale supplier, drop shipping, overstock, and closeout information product available on the Internet today!

How do I know that this “wholesale list” is the best there is?

First of all, I have interviewed over 50 eBay power sellers and asked them to reveal exactly where and how they get their hands on the products they sell. I didn't just guess, and I didn't just search through the Internet, copied all of the supplier web addresses and sold what I copied to you.

I have also bought my competitors' products (wholesale lists), and I can tell you that my product is hands down the best there is.

This wholesale resource product is the best because it doesn't only give you links to wholesalers, manufacturers and drop-shippers, it tells you **where to find them** as well.

Regularly all you would get from a wholesale list is just a bunch of useless links to suppliers' websites. Most of the links would probably be dead and the suppliers out of business.

And that is the problem with most wholesale lists, they simply give you a bunch of links and always leave out the part on where they got those links. And that is the biggest difference between this wholesale guide and most wholesale lists.

This guide actually teaches you exactly where to find wholesale suppliers contact information your self, so you will never have to rely on someone else for wholesale supplier information again!

## “SECRET” WHOLESALE SUPPLIER SOURCES

Before you see all of the resource links, I must tell you again that this is not a wholesale list. The links below are web directories full of manufacturers, suppliers, drop-shippers, wholesalers, liquidators etc. This is exactly where eBay power sellers and wholesale list makers get their information from. ENJOY!

Here it is, here is the information you paid for. The links below will open up a whole new world, where a supplier's website or contact information is no “secret” and where there are literally hundreds of thousands of products at your finger tips.

The websites below are not actually secrets and you can easily find them if you know where and how to look. The people that make these websites secret are the creators of wholesale lists. The information below is what no wholesale list seller in the world wants you to know about.

**IMPORTANT:** You are about to receive the information you need in order to start your own online business, you are about to take the next step. What I ask of you is not to take the following information for granted, but put it to good use and make the best of it.

If you are truly serious about taking the next step and starting your online or offline business, than the following information will help you a great deal. But it is up to you to put that information into good use. Knowing this information alone will not accomplish anything, you must take action!

And that is exactly what you should do as soon as you read the “Buy-Anything-Wholesale” Guide....take action! And don't stop until you accomplish your goals!

**Note:** If you can't find the product you want in one of the following websites, either try different keyword or look for it in another website.

### **The Best of The Best:**

**<http://www.yellowpages.com>** – (or .ca or .co.uk) *I recommend you try this before you try anything else. This is the best way to find suppliers in your area and you can do it over the Internet! This website will find you suppliers in your area, give you their addresses and phone #'s and even shows you where they are located on a map. Remember, **a good supplier close to home is better than a great one far away.***

This is a very underrated and overlooked website. The reason you should use yellow pages is because it will find suppliers in your city (why look in India when you can get it in your city?).

To use this website properly simply type in “wholesale” into the search box and you will be given a bunch of sub-directories. It’s amazing how many suppliers there are **right under your nose!**

<http://www.alibaba.com> – this is a huge directory of suppliers from all over the world. It works like a search engine: type in what you want and chances are alibaba has it. Not all of the suppliers on this website are actually real suppliers (some are manufacturers while other are retailers), but you will definitely be able to find a lot of products to sell on eBay.

<http://www.ec21.com> – this is very similar to alibaba. Suppliers from all over the world

<http://www.globalsources.com> – another great website directory with suppliers from all over the world. The suppliers on this website are all legitimate businesses. Most of the suppliers in this directory are the actual manufacturers of the products they sell, that means you get the absolute lowest prices (this is where wholesalers get their stuff).

<http://www.exportbureau.com> – another web directory. All the suppliers are legitimate businesses and a lot of them are the actual manufacturers of the products they sell.

<http://www.surplus.net> – a very good website. Thousands of wholesale, overstock lots and pallets for sale. Mainly overstock, surplus and refurbished products. You can find some incredible deals on this website. I mean 80% off wholesale prices! You can find just about everything here.

<http://www.fashions.net> – clothing suppliers, overstock, surplus and salvage clothing – some insane discounts here!

<http://www.computers.org> – computers, laptops, printers etc.

<http://www.made-in-china.com> – suppliers and manufacturers from china. Similar to alibaba and ec21 – very good.

### **Second Best:**

<http://www.wholesale411.com> – this website is not as good as the ones listed above but is still 100 times better than a wholesale list.

[http://directory.google.com/Top/Business/Wholesale\\_Trade/](http://directory.google.com/Top/Business/Wholesale_Trade/) - The Google directory is also a good place to find links to supplier websites.

<http://www.toydirectory.com> – toy wholesale directory.

<http://www.fleamarketguide.com/wholesal.htm> flea market guide.

<http://www.topwholesalesuppliers.com> - another supplier directory. Not as easy to use as alibaba or ec21 but worth a look anyway.

<http://www.wholesalehub.com> - a small directory. Has links to wholesalers and drop shippers.

<http://www.4wholesaleusa.com> - a USA wholesale directory.

<http://www.wholesalecentral.com> – wholesale directory.

<http://www.andale.com> – in case you can't decide what it is you want to sell, you can go to Andale and type your choices into their price finder tool. This tool lets you see the average selling price the item(s) you want to sell go for on eBay and tells you if the product is "HOT" or not. Andale also has a supplier search tool.

**Note:** You can find out if the product you have decided to sell is hot or not by going to eBay and searching for it. If most of the listings that show up in your search don't have any bids, your product is definitely not hot. In that case you should find another product.

<http://www.ebay.com> you can also find suppliers on eBay, you can do this by searching "wholesale lot" or "wholesale". Believe it or not, many power sellers actually started out by buying off eBay and reselling the stuff they bought on eBay...for a profit!

What ever it is that you want to sell, Nike shoes, designer clothing, laptop computers, cell phones, binoculars, ladies underwear, mini motorcycles, ATV quad bikes, watches, mp3 players, beads, fabric, car wheels etc. Chances are you can find it through one or more of the above websites.

You can also find suppliers by searching for them on <http://www.google.com> You have probably already tried but have never been able to find a good supplier. The reason for that is you probably didn't know what to search for, or the key words you should use in order to get the best results.

When searching try key words like: "overstock", "closeout", "liquidation", "salvage", "auction", "surplus", "refurbished", "refurb", "wholesale", "supplier" and other similar words. Try these words by themselves as well as together with the name of the product(s) you are searching for, for example: "refurb camera", "laptop liquidation", etc..

While Google is a much slower way to search for suppliers, you can sometimes find suppliers on Google that you can't find anywhere else. Because supplier directories can only find suppliers that are included in the directory, Google on the other hand can find just about any website on the internet.

I have found a very good and reliable watch supplier by using Google. The web address of this supplier is <http://www.switzarmy.com> or <http://www.swissoutpost.com/> and he sells Swiss army watches and knives. This supplier has a large selection of new and refurbished (best value) watches. If you would like to give this supplier a try, email him and ask about wholesale prices because the prices on the website are NOT wholesale.

The wholesale prices this supplier gives are as low as they get and when I was buying from him, there were no minimum orders (that means you don't have to buy a certain amount of watches in order to get the wholesale discount).

## Advice

Now, before you go and contact all of these suppliers, there are some things you should know:

### **Getting creative and thinking outside the box:**

**If it can be bought, it can be sold for a profit.** What ever you are looking to sell, you will find it if you look hard enough. What I want you to know is that not every product can be found in a conventional way. By conventional I mean, looking up a supplier in the yellow pages or the internet. Sometimes you just have to get creative.

First you must get rid of all the mental blocks and limitations that are in your mind. You need a **can-do-attitude**. More often than not, the spoils come to those who think the sky is the limit. Thinking outside the box is just that. The limitations and mental blocks are “the box”...you must completely ignore them!

So what do I mean by thinking outside the box while looking for a supplier? I mean, your supplier doesn't have to be an actual supplier... your supplier can be a store, website or even another eBay seller that has access to the products you want to sell. Another eBay seller!? Why would the competition want to help me? Well, not everyone is going to want to help. But the smart eBay sellers know that this is a chance to make money off of the competition as well as their own eBay business. A smart seller knows that with the extra products he/she orders to supply you, he/she will probably get a greater discount.

eBay is a great opportunity to make money from home, with little or no risk and a small amount of startup money. But guess what, not every real supplier is going to want to deal with you when your first order is only \$100 worth of products. You must understand, if you can't go in through the front door, just go around and try the back. As you read on, there will be examples of getting the products you want to sell through the “back door”.

Does anyone actually use this “back door method”? Yes! Almost every single eCommerce website that sells expensive watches (TAG, ROLEX, OMEGA...) uses the “back door method”, because the manufactures of the watches only supply directly from the factory and only to authorized dealers....Oh and the watch companies forbid the selling of their watches over the internet. So what most of these websites and eBay power sellers do is befriend a jewelry store that has access to the products they want to sell. So if some of the biggest most successful power sellers and websites do it, why can't you?



Most people are uncomfortable thinking outside the box and taking the road less traveled. Because when you do what everyone else does, there is a clear path, there are guidelines and it is much easier and less uncomfortable to follow an already made path than make your own. Please know that you don't have to follow "the rules" when looking for a supplier. **Anyone that sells what you want to sell is a potential supplier to you.**

Now, not everyone is going to agree to do business with you. But you must remember, there are thousands of people out there that would agree to be your supplier, the sooner you get rid of the ones that don't want anything to do with you the sooner you will get to the ones that want your business and are open to your ideas.

If you are a self motivated person with a can-do-attitude and lots of energy, you won't have too many problems. If you are a lazy, shy person you may need some help. I am not a persuasion expert nor do I claim to be one. There is a book out there that can help you, it is full of great advice on persuasion and if you are one of those people that needs some help, get this book! It's called "How To Win Friends And Influence People" by Dale Carnegie. There are no books out there about "back door" suppliers... maybe I will write one in the future, but for now the Hot eBay Sources book is absolutely, positively all you need!

**MAKE MONEY WHEN YOU BUY.** This is **HUGE!** I hear many people tossing the term around carelessly, not really knowing what it means. First of all, you can't make money if you are buying something for your own personal use, you can only save money. You can only make money when you buy, if you are buying something for the purpose of reselling it. So, how is it that someone can make money when buying something?

Let's say you are about to buy 100 sweaters from a supplier, \$10 per sweater, which equals to \$1,000 for 100 sweaters.

Let's say the sweaters can be sold on eBay for \$15 each, it would look something like this:

Bought for **\$1,000**  
Sold for **\$1,500**  
Profit **\$500**

Now let's make some money when we buy! Before buying the 100 sweaters for \$1,000, why don't you try and get the price down a little, maybe to \$9 per sweater. It will only take a few minutes, sometimes just asking will be enough and sometimes you might need to haggle for a half hour.

Anyways, let's say you succeed in getting a better deal, you buy the hundred sweaters for \$9 each and sell them for \$15 each:

Bought for **\$900**  
Sold for **\$1500**  
Profit **\$600**

Look at that, you made \$100 dollars extra in profit just because you decided to make some money when you buy as well as when you sell. What? It's too much bother? You don't want to spend half an hour trying to get \$1 off every shirt? If you are actually saying those words, what you are really saying is, it's too much bother to make \$100 in a half hour. "I don't want to make \$100 in a half hour."

Making money when you buy is a **way to increase your profits without raising your prices**. Why everyone doesn't do this is a mystery to me. In the example I provided, you learned how you can make \$100 when buying a wholesale lot. If you are planning to be a power seller, you will be making a lot more than a \$100.

If you are a power seller, you may be selling 500 sweaters per month. In the previous example, you were able to make an extra \$100 of profit for 100 sweaters sold. If you sell 500 sweaters per month, which means you will be making an extra \$500 per month just because you haggled for a half hour, an extra \$500 per month, \$6,000 per year....all in a half hour....don't you think it's worth it?

**Buying below wholesale.** The less you pay for the products you sell, the more money you will be able to make. That's what making money when you buy is all about.

Besides haggling with your supplier in order to make more money, you should also look for a supplier that provides you with the lowest prices possible. It sounds obvious, but let me explain:

If you sell new products, there is a concrete price set that you can buy them at from the supplier, and you usually can't go below that price. New products are the most expensive kind of products and are sometimes the least profitable to sell.

What you need to look for are products that are practically new, but not quite.

Surplus, liquidation, overstock, refurbished and closeout products are the most profitable kind of products you can sell. Why? Because more often than not, the only difference between these products and brand new ones is the length of the warranty they come with, but when it comes to the prices at which these products can be bought at, the difference is huge!

Products from overstock lots can be purchased for as low as 80% below wholesale! That is not always the case, but it's not unheard of to get those kinds of discounts!

The truly amazing thing about buying something that costs a fraction of the wholesale price is when it sells for close to retail price!

And that is what can happen on eBay. A refurbished or overstock product will often sell for the same price as brand new one. Now here as an example of what that can mean to you:

Let's say you are selling a brand new video camera that you bought at a wholesale price. The retail price of the camera is \$1,000, and you have bought it for \$500. When you post your camera up for auction it ends up selling for \$720:

Bought for **\$500**  
Sold for **\$750**  
Profit = **\$250**

That's great! You have just made \$250 dollars. Now let's see what would happen if you had found a better deal instead and bought the same camera from a liquidator:

Let's say you were able to buy the same camera for 50% below wholesale, that would mean that the camera cost you \$250. When you posted the camera up for auction it sold for \$100 less than the new camera:

Bought for **\$250**  
Sold for **\$650**  
Profit = **\$400**

Now that's WOW! Even though the refurbished or overstock camera sold for \$100 less, it still made \$150 more in profit than the new one!

So why would people spend almost as much on a refurbished or overstock product as they would on a new one? Because usually, the only difference between them is the length of the warranty they come with.

Refurbished and overstock products come with boxes, warranties and even a new smell just like new products. To the bidders, the differences between refurbished and new products are almost non-existent. But to you the difference is a couple of hundred dollars in profit!

Go to <http://www.refurbdepot.com> – and check out the insanely low prices. Don't these prices look like wholesale prices to you? Yes they do, but what you must realize is that the people that are selling these products paid a lot less than wholesale for them, so even though they are selling their products at extremely cheap prices, they still make big profits on each sale.

So where can you get products at such cheap prices? Go to <http://www.surplus.net> and browse around. You will be able to find some "hot" items for extremely low prices. And if you can't afford some of the minimum order quantities, keep reading and you will learn about two things called **OPM** and **OPP**.

**Note:** there is more information on refurbished products later on in this book.

## ALWAYS ORDER SAMPLES

If you don't have a chance to inspect and see the products you are ordering in person, always order a sample. Many people that are starting out on eBay make the mistake of placing a big order before actually seeing what they are ordering.

By ordering samples you will be able to not only see the quality of the products you are ordering but the service, communication and legitimacy of the company you are ordering from.

There are way too many scammers out there, especially on the Internet. Some websites may have clear pictures of the products they are selling, but don't make the mistake of assuming that the pictures on their website are actual pictures of the products you are ordering.

If you are thinking of selling designer clothing on eBay, be extra careful when ordering your supplies from the Internet. There is way too much fake (counterfeit) clothing being sold on the Internet. Remember, the pictures on the supplier's website may look real, but that doesn't mean they will be sending you what's in the picture.

Order samples! If you don't, you are begging to get ripped off. If the person you are buying from won't allow you to order a sample, simply stop communicating with that person before they have the chance to take advantage of you. Some "suppliers" actually have the nerve to have \$5,000 - \$10,000 minimum order quantities and not allow their future costumers to order samples. But that's not all, a lot of these idiots will also want you to pay by wire-transfer!

So please, if you find a great deal but the "supplier" won't allow any sample orders and wants you to pay through an untraceable method, do **NOT** continue to communicate with the idiot. People like that are simply looking to rip others off and a lot of these sorry losers have their local authorities looking for them.

## **Something to think about if you don't have any money to start with:**

**OPM and OPP:** I understand that even though you may want to start selling on eBay, Yahoo, Amazon or open your own Internet store you might not have any money to start with. After all most suppliers have large minimum orders and don't look after the little guy's interests.

Well, fortunately for you, there is a way for you to start with virtually no money to invest in your business or any products to sell.

You may not have any money, but other people do. Isn't that right? Banks have money, credit card companies have money, and lone sharks have money. But you already knew that, and maybe you have already tried to borrow money but for one reason or another (bad credit, you already owe everyone, etc.) you were not able to let anyone lend you money. But the fact remains, other people still have money.

How can you get these people's money? You can sell them something! Oh yeah, I forgot, you have nothing to sell either. But don't other people have stuff to sell?

So, in order to get your hands on some money, you need to sell someone something, but in order to sell something you need to have something to sell. But, you don't have anything to sell, and in order to get your hands on something to sell you need money which you don't have.

This is your answer:

**OPM – Other People's Money**

**OPP – Other People's Products**

What you can do is use **other people's money** to sell **other peoples products**.

How?

By listing something you don't own up for auction, collecting the money (OPM) paying for what you just sold (OPP) with that money and keeping the difference for yourself.

All you have to do is look in a newspaper, find something for sale, call up the owner and say you will buy it in one week....guaranteed!

Then post the item up for auction, and wait until it sells.

Collect the payment.

Go to the owner of what you just sold.

Haggle over the price a little bit.

Pay the owner for the item.

Keep the money that is left over (profit)

And send your customer the product they paid for.

There you go! Did you use any of your own money? No. Did you sell anything that you owned? No! All you did was put OPM and OPP together and kept the profit for yourself!

How much money can you make? Depends on the product you sell. If you sell a pair of used shoes you might make 5 bucks, if you sell a Rolex watch you can make over \$1,000! It all depends on what you sell.

This is similar to drop shipping, except with OPM And OPP you have to ship the products yourself.

## The BIG “secret” about “drop shippers”

Before you go searching for the “drop shipper” of your dreams, there is something you absolutely must know.

**A real “Drop Shipper” is simply a wholesale supplier that can provide you with drop shipping.** In other words, drop shipping is simply a service wholesale suppliers can provide to their clients...not a whole new type of supplier.

So why is that so important? Two reasons:

1. Instead of looking for “drop shippers” people should look for a good wholesale supplier and simply ask them to drop ship their products. That is why it can be so hard for most people to find a reliable supplier that will drop ship their orders, it is because most people look for “drop shippers” not wholesalers.
2. There are online companies out there that call themselves “drop shippers”. These so called “drop shippers” are nothing but middle men, who simply take your orders and forward them to their wholesale supplier who then ships your products. Meanwhile you are charged with a “drop shipping fee”.

So when you search for a “drop shipper” you usually won’t come across anything good, because most of the time all you will get is a bunch of middle men.

**So, how do you find a supplier that will provide me with drop shipping?**

It is really quite simple, all you have to do is find a regular wholesale supplier and ask them to drop ship your orders.

## Getting around minimum order quantities:

I am sure you already know that many suppliers and manufacturers have a minimum order quantity. This can be a big problem to most people that are just starting out in eBay. Most people can't afford the minimum order quantity set by the suppliers, and this is the time most people usually give up their dream of becoming a successful eBay seller.

Well guess what, there is an easy way to get around the problem of big MOQ's, and it works! This method is not something that is very often talked about, but a lot of eBay power sellers used this exact method to start up their now enormously successful businesses.

In order to be able to use this method to its full potential you must understand that people are humans, not machines. And humans can be easily persuaded into doing what you want them to do.

Let's say you are extremely thirsty, so you walk into a convenient store and decide to buy a drink. You put the drink you want on the counter, reach into your pocket and realize that you are 5 cents short. Can you convince the person at the cash register to make an exception? Yes, of course. More often than not all you will have to do is ask.

Now, let's say you are extremely thirsty, so you walk up to a vending machine, reach into your pocket and realize you are 5 cents short. Can you convince the vending machine to make an exception? No way, you can plead with it all day and it won't even listen to you. You couldn't convince it even if you had a gun!

Something else you absolutely must know is exactly who you're dealing with. Are you dealing with the owner of the wholesale company? No, most likely not. You are probably dealing with a sales representative or a manager. This is very important because sales representatives and managers usually don't have big fat salaries and are a lot easier to convince than a highly paid president or rich owner.

So what exactly is this method for getting around MOQ's? Well it's quite simple, you need to make "helping you" something that is in the best interest of the person you are dealing with. If you are simply going to go into the sales manager's office and say "c'mon, let me buy less than required...c'Mon, it would make me a lot of money", if you say stuff like that, you wont get anywhere. You need to say things that are in the person's best interest, not yours.

So what is it that you should offer the person that has the power to help you become successful? **Offer them a part of your profits.**



What has worked for me in the past and many power sellers I have talked to is, offering the person you are dealing with a commission for every product you sell. This is a very attractive offer and most people will not be able to turn it down. That is of course if you present it properly. Here is an example:

Let's say that the product you want to sell is a highly profitable one: luxury car wheels. What you need to do before you meet the supplier (sales manager) is work out how many wheels a month you are going to sell, how much profit you will make per every sale and how much money you will be making per month. With the car wheels you want to sell you can expect to make a profit of \$500 per sale and maybe even higher.

So you work out the profit you will make per every sale (\$500), now you need to figure out how many car wheels you will be able to sell per month, let's say around 30. That gives you a monthly income of \$15,000/ month (30 sales multiplied by \$500 = \$15,000).

After you've figured out your projected profit/sale and income/month, you need to decide how much of that money you are willing to pay to the person (sales manager) that is going to make it all happen for you. I usually give 20%, and so do other sellers, and so should you. What does 20% mean to the sales manager? It means \$100 for every set of wheels you sell, if you meet your goal of 30 sales/month this will mean a \$3,000 monthly commission for the sales manager. Now, tell me, if you were offered a \$3,000 passive monthly income, would you turn it down?

An eBay power seller I have interviewed told me that the best way to present this proposal is in a friendly and comfortable environment, something like a café or bar. The reason for this is because an unfamiliar office can be an intimidating environment. You need to be somewhere comfortable, this will make both you and the sales manager a lot more open and friendly.

You should also type up the offer and print it out, stuff it in an envelope and leave it with the sales manager after your meeting is over. This is a powerful trick, because when the sales manager opens the envelope and looks at everything you have just proposed to him, all broken down and calculated, it will be hard for him not to see it your way.

When you type up this offer make sure to clearly break down all of the numbers you mentioned. The typed up offer should not include a lot of text, just a break down of the money the sales manager would be making if everything goes as planned. Example:

Estimated profit per/ sale: \$500

Estimated monthly sales goal: 30 sales

Commission: 20% or \$100 per sale, \$3,000 per month

You can also include an explanation of how you came up with those numbers.

Now I know that this may sound a little fishy and unethical, but nothing could be further from the truth. If you do something like this, it will be a win-win situation for everyone: you will be making money, the sales manager will be making money and the wholesale company would not only be making money but also gaining a long term business partner (you) that is a true asset to the company.

Multi million dollar deals are made every day using these kinds of “fishy” methods, and almost every business and successful corporation that ever existed was once involved in under the table deals when it was still in its infancy. You will not be breaking any laws or hurting anyone by conducting this type of business. Oh and as for that minimum order that you couldn’t afford, if you stick to your plans and meet your goals you will be buying a lot more than the minimum order required, every single month. Like I said, it’s win-win for everyone, because you’re making money, the manager is making money and the wholesale company is not only making money, it’s gaining a valuable asset (you).

Like I said before, this is something not a lot of eBay power sellers’ talk about but a lot of them do. It is important to know that you don’t have to keep paying the sales manager a 20% commission forever. You can stop as soon as you make enough money to be able to afford the MOQ. This is something that only has to be done in the beginning (if you have no start up money) and is done by countless amounts of new businesses every day.

My personal motto is: “If I can’t use the rules to my advantage, those rules don’t apply to me.” A lot of successful people seem to agree with me, because this method of getting what you want is exactly what “playing by your own rules” is all about. You have played by someone else’s set of rules all of your life: your parents’ rules, your school’s rules, your boss’s rules. It’s time to follow your own rules and follow in the footsteps of millions of successful people that did it before you.

Think outside the box, strive to achieve your goals and play by your own rules. In other words: think for yourself.

**Note:** you don’t have to use this method in person for it to work, but it works best when you actually do meet the person and talk to them face to face. If the supplier you have found is in another country you can always talk over the phone and send the “break down” of the numbers by email.

## “Back-door” suppliers:

Not everything you want to sell can be found by simply searching for it on one of the websites I have given you. This is because the manufacturers of some products chose to sell only to a certain kind of buyer. A good example would be luxury brand watch manufacturers (Omega, Rolex, Tag etc.). There are no wholesalers of expensive watches because the watch companies supply stores that sell their watches directly from the factory. There are no warehouses full of Rolex watches that are open to anyone that can afford a watch.

In fact, most watch companies allow only authorized dealers to sell their watches and prohibit their products to be sold on the Internet. This is done to keep the exclusivity and prestige of the watch company and to protect costumers against fakes.

So how do eBay sellers and internet stores get their hands on these hard to find watches? They get them from authorized dealers.

You see, most watch companies require their authorized dealers to order a certain amount of watches per month (usually a lot), a lot of the smaller watch stores can't afford the minimum orders that the watch companies require, but even though they can't afford the minimum orders they still want to sell the expensive watches and keep their dealer licenses.

What eBay sellers do is, offer to split the cost of the minimum order that the authorized dealer can't afford. This way the dealer is happy because he can keep his dealer license and continue selling the highly profitable watches, and the eBay seller is happy because he now has a supplier of brand new watches that are extremely hard to come by and sell very well.

Why is all of this relevant to finding a supplier? Because if you want to sell Rolex watches, or expensive hand bags or any other exclusive items, you won't always be able to find a supplier on the Internet. You will need to find someone that already sells what you want to sell and try to get it through them.

**Note:** when trying to convince someone to do something, don't talk about what you want, talk about what's in it for the other person. Talk about the extra money they would be making if they help you and other things that are of interest to the person you are trying to convince.

Like I said before, if it can be bought it can be sold for a profit. And the more exclusive and expensive products out there can earn you a lot of profit.

## Money made per transaction:

The more money you make per every transaction the less time and effort it will take you to make the money you want to make. It is so simple it is beautiful and so obvious it is often overlooked. Most sellers know this, but they don't understand the significance and importance of "money made per transaction."

I believe, it is not enough to simply know something, you must understand what it is that you know, and that is why I like to explain everything. It is so you understand how important and useful the information I give you really is.

It is simple: to make lots of money in a short period of time, you need to make as much profit in dollar amount as possible from every single sale (transaction) you make. And the obvious way to do this is by selling high ticket items, items that make you hundreds of dollars in profit per sale. If you want to make \$1,000, what do you think will take less time: selling 100 products that make you \$10 in profit per sale, or 5 products that make \$200 in profit per sale?

I'm sure you know the answer, but I will give another example. Lets say that it takes you 1 hour to make 1 transaction (list, accept payment, email customer, pack and ship). Now let's say that you want to make \$10,000. You can either make it by selling products that make you \$50 per sale or you can sell products that make you \$300 per sale. Let's compare how long it would take you to reach your goal of \$10,000 if every transaction you make takes 1 hour to complete:

To reach \$10,000 by selling products that make you \$50 per sale, it would take a total of 200 transactions. To make 200 transactions it would take you a total of 200 hours to make \$10,000;

**$\$10,000 / \$50 = 200$  transactions,  $200$  transactions x  $1$  hour =  $200$  hours**

Now let's compare that to selling products that make \$300 per sale;

To reach \$10,000 by selling products that make you \$300 per sale, it would take a total of 33.3 transactions, to make 33.3 transactions it would take you a total of 33.3 hours to make \$10,000:

**$\$10,000 / \$300 = 33.3$  transactions,  $33.3$  transactions x  $1$  hour =  $33.3$  hours**

**WOW**, it would take you 6 times **less time** to make \$10,000 if you sell products that make you \$300 per sale instead of \$50 per sale. Can you see the value in that? Can you see the value in selling products that give you the as much profit per transaction as

possible? Sure it is harder to get your hands on high ticket items, but the effort is more than worth it.

I'm sure you get the big picture now, but I just can't help myself, I must give you another example:

This is how much money you would make if instead of working 33.3 hours and making \$10,000, you worked 200 hours:

**200 hours x 1 transaction = 200 transactions, 200 transactions x \$300 = \$60,000**

By now I am really sure that you get the picture!

This is why you must stop at nothing to get your hands on those products that give you the biggest profits per transaction. This is why it's worth the effort to find someone with the products you want to sell. It is because the more money you make per transaction the more money you can make and the less time and effort it will take you to make it.

**Note:** as promised, I will give you a supplier of ROLEX watches and expensive jewelry. This man is a very nice man and is one of the first eBay power sellers I have interviewed. Over 100 jewelers buy from him, this man makes A LOT of money and you shouldn't bother him unless you seriously want to make some big bucks. Go to <http://www.beckertime.com>

Now I'm sure you are wandering about one or to thing you have just read:

**Why does it take the same amount of time to sell and ship a cheap product and one that costs 6 times more?** Because expensive products are usually not bigger or harder to pack than cheap products. Would expensive watches take longer to pack and ship than cheap watches? No, they would not. And the same goes for electronics. There are \$60 MP3 players and there are \$500 MP3 players, \$15 phones and \$800 phones.

And even if the expensive items are slightly larger, it doesn't mean they will be harder to pack and ship.

**Expensive products are great, but wouldn't it be easier to sell cheap stuff?** Actually that couldn't be further from the truth. Expensive products (laptops, camcorders, watches, jewelry) usually get more bids than less expensive products because there are a lot less people selling the expensive stuff. Even though there are 100's of times more cheap stuff being sold on eBay, the expensive stuff gets more bids because there is often less products being sold than there are people looking to buy.

Besides the prices and exclusivity of the products you are going to sell, you should also think about their condition:

**Refurbished products** fall somewhere in between new and used products. Refurbished products are not new, but they aren't used either. In case you don't know what refurbished means I will explain:

Most retail stores offer a money back guarantee, sometimes the customer that buys the product returns it for a refund. The item is then returned to the factory, given an inspection and sold as refurbished.

The packaging of an item can be damaged during shipping. In that case the item is sent back to the manufacturer, repackaged and sold as refurbished.

Items that have a slight defect or flaw like a scratch or mechanical flaw are returned to the manufacturer. The manufacturer repairs the items, repackages them and marks them refurbished.

Demonstration units are also considered refurbished, but only when they are returned to the manufacturer, inspected and repackaged.

Brand new overstock items can also be marked refurbished. These items are brand new, but sold as refurbished.

Sometimes the packaging of an item is opened, this is also marked as refurbished. The only thing "wrong" with these items is the box was simply opened.

Refurbished items almost always come with manufacturer warranties, although sometimes the warranties that come with refurbished items are for a shorter period of time. The products are usually in mint condition. Most refurbished items look brand new and some are overstock, damaged packaging, open box etc, but are marked refurbished and come with shorter warranties.

Selling refurbished products is in more ways than not more profitable than selling new or used products. Refurbished products have many advantages and a few disadvantages

#### **Refurbished products disadvantages:**

Refurbished is not NEW. Even though refurbished products can be exactly the same as new ones, people simply want new stuff. That's why so much stuff has big yellow NEW stickers on it.

Refurbished products are sometimes last year's models. With products like watches it won't matter, but if you are selling computers or electronics it might bring the selling prices down.

**Refurbished products** can be very profitable, even more profitable than new products. The fact that refurbishes come with warranties and boxes makes them as good as new but much cheaper.

Here are a few examples of websites that sell refurbished products;

<http://www.refurbdepot.com> – you can see that the prices are extremely low, but remember this website makes a nice big profit off of each product. Imagine how cheap these products can be had if you buy bulk directly from the supplier!

<http://www.hotbuy4u.com> – also has very cheap products, they also provide drop-shipping for eBay sellers. But I do NOT recommend using them as a supplier. Everyone seems to use them and there is way too much competition if you chose to sell their stuff.

<http://www.swizarmy.com> – sells mainly new watches and knives, but also sells refurbished products. This is a great supplier if you want to start selling watches. Their refurbished products are very cheap and sell well on eBay.

By visiting the websites above you can see how cheap refurbished products are! If you are thinking of making one of the above websites your supplier, don't just buy from them. Contact them first and try to get a wholesale discount. Most of these websites are run by people that are interested and open to new things, so try and work out some sort of bulk discount deal.

There are thousands of similar websites on the Internet and most wholesale lists are made up of them. The thing about these websites is they sell to the end user, they are not actual suppliers and their prices are much higher than a real supplier's prices. That still doesn't mean you can't make any profits, just remember to contact the company first and try to work out a bulk discount.

## Final Words

You now have the information you need to find suppliers, and get your hands on the products you want to sell (or keep). But **this information is completely useless unless you use it to your advantage.**

As you read this sentence, millions of people are making the kind of money you have always dreamt of by selling on the internet (eBay, yahoo, internet stores etc.).

This is your chance to join them. This is your chance to make your dreams come true and afford the kind of life you have always wanted.

I hope you realize the significance of the information you have been given in this “book” and I hope you put this newly found knowledge to good use.

The last thing I want to leave you with is this:

Could you turn \$1000 into a million? No, but you could turn it into \$2,000

Could you turn \$2,000 into a million? No, but you could turn it into \$4,000

Could you turn \$4,000 into a million? No, but you could turn it into \$8,000

Could you turn \$8,000 into a million? No, but you could turn it into \$16,000

Could you turn \$16,000 into a million? No, but you could turn it into \$32,000

Could you turn \$32,000 into a million? No, but you could turn it into \$64,000

Could you turn \$64,000 into a million? No, but you could turn it into \$128,000

Could you turn \$128,000 into a million? No, but you could turn it into \$256,000

Could you turn \$256,000 into a million? No, but you could turn it into \$512,000

Could you turn \$512,000 into a million? Yes, you can turn it into \$1,024,000

**IT ONLY TAKES 10 STEPS TO TURN A THOUSAND INTO A MILLION.....**

**.....GOOD LUCK!!**



