

## Using Dropshippers Instead Of Amazon

Now, the system we've gone over so far in this program isn't the only way to do it.

You can find products from sources other than Amazon.

So, basically, this process is kind of the same, except, instead of just finding a single product to sell from Amazon, Walmart, Target, etc. you sell via dropshipper.

Dropshippers are companies that move goods from the manufacturer directly to the retailer without going through the usual distribution channels. So, basically, they can ship the products directly to the customer. You don't have to order the products to yourself first and you don't have to hold any inventory.

Once you're familiar with the categories and items that sell, you can use dropshipping companies to provide products for you to sell.

So how does this work on eBay?

It's simple, you source, or purchase, products from a separate online seller, often at wholesale prices, and then you list those products in your eBay store. You can use the exact images, product titles, and descriptions provided by your supplier. Of course, you want to use SEO and other tricks I've given you in this course to increase the visibility of your listings.

Once you make a sale, the dropshipper will fulfill the order and ship it directly to the customer.

So, essentially, you're the middleman. You purchase the products in bulk and then sell them at a higher price on eBay.

Dropshipping is allowed on eBay as long as the seller guarantees delivery within 30 days of the end of the listing. Even though, if you're dropshipping, it's not in your control when your supplier ships the product, eBay will still hold YOU responsible if the product doesn't reach the customer within the allotted time period.

Now let's talk about how you can get started dropshipping.

1. First, you'll have to decide which products to sell.

There are literally thousands of ideas. However, I've created a list for you of the top products you can source and dropship from your eBay store. Here they are...

Anti-aging Cream

Anti-dandruff Shampoo

Artificial Flowers

Baby Carrier

Beard Oil

Bluetooth Headphones

Bluetooth Speakers

Calligraphy Pens

Eyelash Extensions

Facial Mask

Fitness Trackers

Insulated Bottles

Kids' Tent

LED Lamp

Massager

Matcha

Men's Grooming Products

Muslin Blankets

Organic Tea

Organic Tea

Printed Socks

Resistance Bands

RFID Wallet

Rice Cooker

Seamless Underwear

Security Camera

Smart Watches

Smoothie Blender

Sports Bra

Sunglasses

Tea Tree Oil

Teeth Whitening Kits

Tote Bags

Ukulele

USB Charging Dock

Vaporizers and E-Cigarettes

Waterproof Bags

Wiper Blades

Wooden Watches

Yoga Leggings

Yoga Mat

For ideas you can also check websites I've shown you before such as Amazon Best Sellers, eBay Trends, eBay Best Sellers, and another site, AliExpress, which is a dropshipper, also has a list of Hot Products you can sell.

[https://sale.aliexpress.com/\\_\\_pc/hot-products.htm](https://sale.aliexpress.com/__pc/hot-products.htm)

There are also the 2 super secret websites I mentioned in video 2, you can use to keep up with the latest products and trends and also keep you ahead of the crowds. You can browse these sites for market insights, cutting edge trends, ideas and business inspiration.

The sites are [Coolhunting.com](http://Coolhunting.com) and [TrendHunter.com](http://TrendHunter.com)

2. Okay, so once you've picked a product, the second step is finding a supplier. Your success is going to largely rely on the quality of your customer service and the reliability of your supplier. So you don't want to risk ruining your reputation or losing your eBay store because of a bad supplier.

So, when choosing your supplier, consider these key factors:

1. What are their typical shipping times? If they can't guarantee deliveries within certain time frames, then you run the risk of upsetting your customers.
2. Do they have good quality control? Are your customers going to receive broken items or items that are flawed? If your supplier ships out poor quality products you're going to get poor reviews on your eBay store.
3. Are you able to use the suppliers pictures and other content in your eBay listings? If not, that's a LOT of extra work for you and won't be worth it in the end.
4. What types of shipping options does the supplier provide? Do they provide expedited shipping? That's important if your customer wants to pay more to get the items faster.

5. Where do they ship? Is it internationally? Is it only within the United States? You can really limit your customer base if your supplier only ships to certain regions.

Those are 5 very important points you need to consider before picking a supplier.

Also, below I've provided a list of the top suppliers online. Some of them require a subscription to begin using their services. Go through them and see which of them can provide you with the products and services you require for your eBay store. Some of the sites listed, such as SaleHOO, provides multiple tools to help you find suppliers, and if you're really serious about this business model, you should consider signing up for their service.

<https://www.salehoo.com/>

<http://www.reikowireless.com/>

<https://best.aliexpress.com/>

<http://www.gearbest.com/>

<http://www.lightinthebox.com/>

<https://www.ezdropshipper.com/Default.asp>

<http://www.americangreenwood.com/>

<http://www.dx.com/>

<http://www.banggood.com/>

<http://www.sammydress.com/>

<http://www.focalprice.com/>

<https://www.koleimports.com/>

<http://www.sourcingmap.com/>

<https://cboutique.net/>

<http://www.cndirect.com/>

<http://www.newfrog.com/>

<https://www.tvc-mall.com/>

<http://www.tinydeal.com/>

<http://lighttake.com/>

<http://www.geekbuying.com/>

<http://www.dinodirect.com/>

<http://www.tmart.com/>

<https://www.tomtop.com/>

So, once you've picked a product and found the supplier, contact the supplier and let them know you'd like to sell their products. Ask them about their policies toward dropshipping and eBay. Tell them about your eBay store and what you'd like to do. Create a good relationship with them so that you can do good business going forward.

Okay, now, the third step is something you've probably already done and that's to create your eBay seller account.

And here you're just using your store or your seller account. If you don't have a store, I highly recommend you set one up. I go over how to properly set up an eBay store in the first upsell to my Easy eBay Cash System.

If you don't have an eBay store and you just want to use your regular eBay account, that's fine, too.

All you need to do is set up the listing like I showed you how to do in the main Easy Ebay Cash Trainging, except this time, you're going to want to use the information provided to you by your supplier.

Once your listings are live all you need to do is manage and maintain the listings. Make sure you're answering customers emails. Make sure you fulfill orders as quickly as possible, and keep in touch with your supplier to make sure everything is running smoothly.

Also, make sure to keep an eye out for products from your supplier that may have run out of stock. This way you won't have any disappointed customers because you can't fulfill their orders. If a product supply runs out, simply replace it with a new one.

And that's it! That's all there is to running a dropshipping biz on eBay.

Now, Before I go, let's go over an example product, so you can see how it works.

So, let's say we stick with an item from a previous example, and it was the Mens' Quartz Watch from the second product example video.

Okay, so, from that previous example, you know that Men's Quartz Watches can sell.

So let's visit one of my favorite suppliers/dropshippers, AliExpress.com.

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Here we are on AliExpress.com.

And we'll be looknig for Men's Quartz WAtches.

So, let's go over to menu and under jewelry and watches we will pick "Quartz Watches."

Up at the top, we can filter the search results to narrow down our search. Let's say we don't want to pay more than \$2 per watch. Just enter "2" in the "max" Price box and click "OK".

Now, we have quite a few to choose from. We want to try and find watches that look similar to the watch we found in the example video, because those watches were selling really well. You could also test other styles, types, and even prices to see how well they sell, too.

This watch here looks very similar to the watches we found on eBay. So let's take a look at this.

Looks like a decent watch. Has some very nice photos you could use in your ebay listing. The content down here, all the information, the specifications, you can copy and paste right into your eBay listing.

Now, when creating your listing title on eBay for this product, you want to create a title very similar to the watch we found on eBay that was selling well. So you'd want to use the same words and keyphrases in your title that they had in theirs so that when someone searches on ebay for a quartz watch, our listing shows up alongside that popular listing.

And remember to use the SEO tips I provided you with so that your listing shows up higher than your competitions.

Also, one more tip, before you create your listing, order a watch for yourself first. That way you can see what type of quality the watch is, how quickly it was shipped and how it was packaged. That way you can weed out the stuff that's complete garbage and you don't upset your customers by selling them subpar products.

Okay, so, now that you've found a product and listed it, what do you do when you make a sale?

There are several ways to fulfill orders on eBay when using a dropshipper.

The first is to simply enter the information manually on Aliexpress yourself. Let's say a customer purchases one of the watches you've listed from Aliexpress. You'd simply enter their information in Aliexpress. that's all you'd have to do. Aliexpress when then handle everything else.

Another option you have is to hire someone to enter all the information for you. There are many va or virtual assistant websites you can use to find skilled online workers who can do manual tasks for affordable rates.



3 of my favorite sites are:

[upwork.com](https://www.upwork.com)

<https://www.virtualemployee.com/>

<https://www.onlinejobs.ph/>

Online jobs is a great site and probably my favorite of all the VA sites. You can really find some great, skilled workers on this site who will do great work for you at affordable rates.

Another option you have is to automate it using software. There are several options for this.

<https://www.shopmaster.com/>

<https://autods.com/>

<https://www.dsmtool.com/>

<https://welcome.yaballe.com/>

<https://dshopit.com>

These sites will help you automate the entire dropshipping experience from selection to sales. Now, full disclosure, I've not used any of these sites, so I can't comment on how effective they are. I usually use a VA or enter the numbers in manually. If you are considering building up hundreds or even thousands of product listings on eBay, I'd consider signing up for one of these services as it will save you a lot of time and effort.

And that's how it works. Aliexpress.com and many other dropshippers provide thousands of options for you to sell on eBay. You just have to do the initial research, find what sells, and then find those products from dropshippers. The eBay customer orders and the dropshipper sends the product. You don't have to do much more than create the listing. YOU're the "middleman" so to speak. No need to ship. No need to store inventory. This system can work really well. Just make sure you focus on providing good customer service, quality products, and good shipping times.

Okay, that's it for this video. If you have any questions at all, simply click the contact me link, and shoot me a message. I'll get back to you as quickly as I can. Okay? Alright. Talk to you soon. Bye Bye.