

# Dropshipper Connect

Here's the report you've been waiting for!

Dear **Jack Bauer**,

Good news! Dropshipper Connect has **found qualified suppliers for your product idea**. Listed in this report are the dropshippers and all the necessary contact information you need to call or email them. We always recommend a personal phone call first, followed up by an email.

Every supplier listed carries your product and ships it directly to your customer's door. These companies are **guaranteed to work with website retailers** and have experience in the business. They are not related to PMI in any way, other than the fact that we researched them, verified their credibility and recommend them to you.

Here they are, in random order...

Disclaimer: Client acknowledges and agrees that PMI is merely a training and consulting service. PMI has no obligation for or relating to the specific products and/or services offered or sold by client. Client agrees that client's success is based solely on your choice of products, your personal financial investment, the market in general and your willingness to put marketing strategies into practice.

## Dropshipper 1



**Company Name:** Bagettes



**Phone:** (913) 381-0372 & (913) 660-0495



**Email:** info@bagettes.com



**Website:** <http://www.bagettes.com/>



**Brief Description:** Custom made for each order, Bagettes are a high quality line of personalized cosmetics bags, purses, keepsakes, key chains, and more.  
Dropship Fee: \$3.00 - \$5.00 per order

## Dropshipper 2



**Company Name:** B Beauty Designs



**Phone:** 888-619-6660 **Fax:** 408-213-9520



**Email:** [orders@bbeautydesigns.com](mailto:orders@bbeautydesigns.com)



**Website:** <http://www.bbeautydesigns.com>



**Brief Description:** How to register with B Beauty Designs. Fill out our wholesale application by clicking on the link at the bottom of this web page <http://www.bbeautydesigns.com/wholesale2> 2. Create an online account with company name, address, user name and password. 3. Fax your wholesale application to 408-213-9520 for processing. Make sure you fill out your application completely to avoid any delays. US retailers must provide their resale number, international retailers do not. 4. Once we have reviewed and approved your application, we will set-up access for you to view information on our Wholesale Page and send you a confirmation email. Your user name and password will be the same as when you created your online account in Step #2. 5. You can begin purchasing immediately upon approval. We will mail you a start-up package which will include photo cds of our items, a complete product listing including descriptions, item numbers, and lead times as well as details like fabric swatches, size charts, and more. You will also be assigned an account representative to work with you through the set-up and answer any questions. We pride ourselves on providing long term and short term solutions for our retailers, with highly original products. Remember that we can design and create just about anything so that your store remains unique with a unique selection.

### **Dropshipper 3**



**Company Name:** Neshama Inc.



**Phone:** (866)-NESHAMA



**Email:** aayaron7@earthlink.net



**Website:** [www.neshama.com](http://www.neshama.com)



**Brief Description:** The Art of Handbags The Neshama handbag line is unlike anything you have seen before and adds elegance to any outfit. We incorporate many natural elements in unexpected ways, such as our inlaid mother-of-pearl and coconut shell bases and handles. Like our jewelry, our handbags are sacred objects that enhance a sense of self. Some of our customers purchase our bags as pieces of sculptural art to display in their homes. Our Jewelry - More than the Sum of its Parts Our jewelry is jewelry with soul. It is ancient, yet contemporary, timeless and classic, yet emitting a modern sensibility. We create elegant objects of museum quality by blending unusual pearls, rare opals, as well as a wide range of colored stones, all set in 22 karat gold. To wear Neshama jewelry is to adopt an amulet - a personal power piece reflecting a refinement of soul. Whether simple and clean, or intricate and detailed, Neshama jewelry will always make a fashion statement. It is accessible and easily wearable, looking as natural with jeans and a t-shirt as it does with a ball gown. Neshama jewelry adorns many celebrities, including Barbra Streisand and handbag designer Kate Spade.

## **Dropshipper 4**



**Company Name:** WMS Clothing



**Phone:** (760) 233-9800 Fax: (760) 233-9801 PST 8:30-4:30



**Email:** [wms@wmsclothing.com](mailto:wms@wmsclothing.com)



**Website:** [www.wmsclothing.com](http://www.wmsclothing.com)



**Brief Description:** Welcome to WMS Wholesale Clothing, the "Premier" off price below wholesale distributor and importer since 1988 of ALL BRAND NEW, A-1 FIRST QUALITY wholesale clothing and handbag closeouts, wholesale apparel cancellations, wholesale clothes overruns, wholesale clothing shelf pulls, and wholesale clothes surplus and wholesale clothing liquidations of off price below wholesale apparel, closeout wholesale jewelry, and off price wholesale handbags, shoes, boots, children's clothing and swimwear.

## Dropshipper 5



**Company Name:** Lea Furs



**Phone:** (201) 444-5554



**Email:** leafurs@aol.com



**Website:** [www.leafur.com](http://www.leafur.com)



**Brief Description:** Lea Fur is the leading manufacturer of outerwear, carrying a fine line of high quality of, luxurious leather, faux fur and genuine fur. Our product selection also offers such items as: ear muffs, scarves, gloves, boas, head bands, hats, handbags and pillows.

## Your Next Step

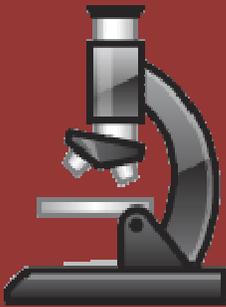
The preliminary research has been done for you, but you must initiate contact with the supplier and agree to their terms to begin working with them. This is not as difficult as it may sound. It would be different if you were cold calling suppliers, but **we have already thoroughly researched these dropshippers** for you. You can be confident in the fact that:

1. Every supplier on the list is reputable
2. Every supplier on the list dropships products

The truth is, these dropshippers **want to work with you!** They are businesses and you are a potential customer. But each dropshipper has different rules and standards they operate by.

Following are simple tips and guidelines for contacting any of the suppliers on your list. Contacting suppliers for the first time can be a little intimidating for many people. These guidelines will help you **feel more confident and prepared** to start making those calls. It's possible that by day's end, you will have a supplier or two that you can work with and move on to developing your site!

## Do Your Research



- Look at the company's website and take a few notes of the company's history, various lines of products, policies, frequently asked questions, and so on. As you talk to a representative, you want to show that you know about the company and what they do.
- See if they have a reseller application on their website. If they do, fill it out and submit it before calling. More than likely, when you do call them, the first question they will ask is if you filled out their online form.
- If you have done your homework, you will be able to keep your conversation with suppliers simple, professional, and to the point. They are busy, like you are. If you are prepared, you won't waste their time with stories or long explanations.

## Prepare Yourself



- Put together two or three statements on how you can benefit the supplier's company by marketing their products so if a company asks you, you are prepared with answers. One thing to remember is that these companies are in business to make money. They need to sell products and you're in a position to make them more money. The more product you sell on your website, the more money they make. It's a win-win situation!
- Prepare some thoughts and questions before you call. It's common to get nervous talking to strangers, especially where business and money are concerned. But it helps a lot if you have an outline to follow. It can also help to Role Play a few times with a spouse or partner so you feel more comfortable with the unpredictability of conversation.
- Practice being yourself. It's natural to feel some stress as you embark on anything new, and this can lead to unexpected behavior. Avoiding unexpected behavior is why it's important to review your notes and even role play the conversation with someone else beforehand. After making your first call or two, you will feel much more comfortable.



## Know the Questions a Supplier May Ask

- What is name of your website?
- Avoid telling them that you're new to the industry and that this is your very first site. Mention that you're developing a new website and are working with a team of marketers—referring to our consultants—who have a combined 100 plus years experience in marketing.
- If they require a published website, save their information and contact them shortly after your website is live. You will be able to work with other suppliers in the meantime and add this supplier later.

## Know the Questions a Supplier May Ask cont.



- Do you have any trade references that we can contact?
- Here the supplier simply wants to know if you are able to pay them and how you do business. You may ask for clarification of what type of reference they are asking for.
- In some cases, they want financial references. For this, you may use the bank you set up your business account with or your personal credit.
- They may want to know of other suppliers you have worked with. Be honest in your response. Everyone has to start somewhere and the fact you haven't worked with a supplier is usually not a deal breaker. If a particular supplier demands it, move on to another supplier. There are plenty of suppliers that will accept you, and you can always come back to this one after your business is more established. In fact, as your business grows, you will likely change or add suppliers along the way for greater product selection and profitability.

## Making the Call



- Short of face-to-face meetings, telephoning potential suppliers is the best form of communication. Emails are convenient, but they're also easily ignored and may be deleted without ever being read, and with the huge volume of spam email today, many busy suppliers won't read emails from people they don't recognize. Plus, it's very difficult to build rapport via email alone.

When you reach a company, you'll most likely be connected to a receptionist. You have their contact information, so ask for the person you need to talk to. If for some reason we were not able to get the contact name for you, ask to talk to the person in charge of product distribution or sales. Just make sure that the person with whom you ultimately speak has the authority to make decisions about qualifying people to resell their products.

- As you talk to the supplier, don't bring up unnecessary concerns, such as, "Do you require a live website to get started?" If they have specific requirements, they will tell you.

# Questions to Ask the Supplier



- “What types of fees to you charge?”
  - Sign up fees?
  - Dropship fees?
  - Minimum purchase requirements?
- “Do you offer blind dropshipping?”
  - This means the dropshipper labels the product with your company name so their name is nowhere on the packaging.
  - If they offer blind dropshipping, ask, “Do you charge a fee for private labeling?”
- “What do I need to do to set up an account with you?”

## Sample Phone Call

Using the above guidelines, here is an example of how your call may play out:

### **Supplier**

Product distribution, this is Jeremy, can I help you?

### **You**

Yes Jeremy, my name is Jill Hansen and I’m the owner of Red Rock Marketing. We’re an online retailer interested in selling your products on one of our websites and I would like to get more information about your drop ship program. Do you have a few minutes to answer some of my questions?

### **Supplier**

Sure Jill, what can I help you with?

### **You**

First of all, I’m wondering about any fees you charge. Do you have sign up fees, minimum purchase requirements or drop ship fees?

### **Supplier**

We don’t charge a fee to sign up as a reseller with us. We don’t have a minimum purchase amount per order – you can order one product at a time if you like. We do, however, have a drop ship fee of \$2.00 per item, regardless of how many items you order.

**You**

Okay, that sounds reasonable. Now about shipping the items. Are you able to blind ship the products or use private labeling so my company name will show on the package instead of yours?

**Supplier**

Yes, we do private labeling. We show your company name but our shipping address due to carrier requirements. Our company name won't show anywhere on the box or in packing materials.

**You**

Do you charge a fee to do private labeling?

**Supplier**

No we don't, it's just part of our service.

**You**

That sounds great! Well, I'm interested in working with your company. What do I need to do from here to set up an account with you?

**Supplier**

We have an application on our website that you'll need to fill out and submit. It asks for your business information, State Sales Tax ID number, payment information and trade references. If you have any questions as you're filling it out, you can just give us a call.

**You**

Thank you so much Jeremy. I'll get that submitted today. About how long should I expect to wait for a response or to know that I've been accepted?

**Supplier**

You'll usually have a reply within 48 to 72 hours. You'll receive an email with your account login information and reseller ID.

**You**

Thanks again, Jeremy. I appreciate your time and help. Have a great day!

## Your Turn!

We recommend that you **call every supplier listed** in this report so you can determine the one that is best suited to your needs. If, after reading these guidelines and preparing for your first call, you still feel anxious about making the call, we have a special gift for you.

As a valued client, you may schedule a time with one of our dropshipper specialists to conference call with you and your first dropshipper. **Our specialist will take the lead and coach** you through the process. Email [dsc@pmidirect.com](mailto:dsc@pmidirect.com) to indicate you are interested in having a dropshipper specialist work with you on your first call and we will contact you within one business day to make an appointment.

Disclaimer: Client acknowledges and agrees that PMI is merely a training and consulting service. PMI has no obligation for or relating to the specific products and/or services offered or sold by client. Client agrees that client's success is based solely on your choice of products, your personal financial investment, the market in general and your willingness to put marketing strategies into practice.