

Sourcing Suppliers

The first step to selling products online is **picking the right niche**. Hopefully, you've already made a list of profitable niches. If not, you can get the Mini-Course, which shows you how, by clicking [here](#).

Assuming you already have a list of profitable niches, it is now time to go online, find your future competition, and decide which niche to start with.

What we are going to do here is go online and look for other eCommerce websites who are already selling the products that we have identified as potentially profitable. It is important to do this product by product and to keep good notes so that you do not get lost in all of the information that you will be finding.

It is also important to note that we are not going to try to sell all of the products identified as potentially profitable on the same eCommerce store. We are going to research each product type independently and then we pick which niche we want to start with. In the future, we can build more eCommerce stores for each other unique product niche that we have identified.

If you are unfamiliar with the process, you can learn the whole process from start to finish through our **Drop Shipping Mini-Course** here:

dropshiplifestyle.com/accelerated-training

Let's Get Started

Begin by identifying the top 3 eCommerce websites that are already selling the products on your list. Find online stores who are retailers that are working on the drop ship business model. I think it would best to describe how I do this with a "real world" example.

Let's say the first product you are researching is an "entryway chandelier". You have identified this as a good product to sell online by using the criteria from the [Drop Shipping Mini Course](#).

My first step is going to be to run a Google search for: entryway chandelier

I am then going to review them starting from the first result, working my way down, and pick out the online stores who DO NOT have a showroom (those who ONLY sell online). How will I know this? I will go to each websites "About Us" page and read about the companies.

As you are doing this, make a list of the websites that you find that are on page one of Google search results which meet the criteria shown above.

When I did this search for "entryway chandelier" the following websites made my list:

- lightinguniverse.com

- lightingdirect.com
- eurostylelighting.com

At this point, I know these companies sell the products that I want to. I also know that they are very popular (page one of Google) and I know they do not have retail locations (because I read their “About Us” pages). It is reasonable for me to now assume that they all work with suppliers who drop ship.

We are now going to drill down the information one step further. I now want to know WHO my future competition is selling for (who are their drop ship suppliers). The good news is many websites make their suppliers easy to identify.

To start, I will go to the first website on my list (lightinguniverse.com) and I will look for a section called “Brands” and/or “Manufacturers”

I quickly find a link to “Brands” in the footer of their website.

I click this link and find a list of over 400 SUPPLIERS!

THIS IS WHERE THE “SUPPLIER MASTER LIST SPREADSHEET” COMES IN!

It’s now time to start my “Lighting Master List” which I will refer to for all possible drop ship suppliers in this niche. Using the “Supplier Name” column, I copy and paste all of the suppliers from “Brands” to my “Lighting Master List”.

I then go to the second website on my competition list (lightingdirect.com) and look for a section called “Brands” and/or “Manufacturers” and I quickly find a link that says “View All Brands”.

I follow the link and find over 100 more suppliers to add to my “Lighting Master List”!

[Note: I know this is difficult to follow along with while reading. If you are curious about learning how the whole process works through videos, join the [Drop Shipping Mini Course](#)]

At this point, I know I am onto something. I have only just began researching two websites that I want to compete with and I have already found hundreds of suppliers who more than likely drop ship.

It is important to note that just because you have now found 500+ suppliers this does not mean that they will all approve you for accounts on day one. However, it is safe to say that you will be able to get approved for enough accounts to build a website that will bring in sales if you follow my advice.

With that being said, I still want to increase my chances of getting approved with as many suppliers as possible. This is because:

MORE SUPPLIERS = MORE TRAFFIC = MORE SALES

Hopefully this gives you a good idea of how to get started collecting suppliers for your very first online drop shipping store.

Thanks for reading,

Anton, founder of Drop Ship Lifestyle

P.S. If you are curious about making money drop shipping in your free time, and want to learn more, go sign up for the [MINI COURSE](#) now:

<http://www.dropshiplifestyle.com/accelerated-training>

It is a series of 10 videos that I created to explain the concepts behind the ways I make money online...

And it's the best (and fastest) way to learn what Drop Shipping is all about without making a major investment!

Hope to see you there!