

Buy **Anything**  
Wholesale



Back Door  
Suppliers

**BACK DOOR  
SUPPLIERS**

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**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.

This may sound unconventional and sometimes even unethical, but it is being done by some of the most successful online businesses on the internet!

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 then not, the spoils come to those who think the sky is the limit. Thinking out side 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 one of your competitors that has access to the products you want to sell. One of your competitors!?

Why would the competition want to help me? Well not everyone is going to want to help. But the smart business people know that this is a chance to make money off of the competition as well as their own business, a smart seller knows that with the extra products he he/she order to supply you; he/she will probably get a greater discount.

The internet (eBay, yahoo, Amazon, your own website etc.) 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 this e-book is absolutely, positively all you need!

### **"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.

**NOTE:** I will be using expensive watches as an example because they are extremely hard to come by. And nearly every single company that sells expensive watches on the internet got their hands on those watches through the back door method.

There are no warehouses full of Rolex watches that are open to anyone that can afford the minimum order quantity.

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 too 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 cant afford the minimum orders they still want to sell the expensive watches and keep their dealer licenses.

What internet watch 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 internet seller is happy because he now has a supplier of brand new watches that are extremely hard to come by and sell very, 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 ought there can earn you a lot of profit.

Here is something that some of you are going to find extremely shocking! And it involves Luis Vuitton ladies hand bags!

### **THERE IS NO SUCH THING AS WHOLESALE LUIS VUITTON**

For those of you that don't know what Luis Vuitton bags are. They are extremely expensive and insanely popular leather hand bags. They can cost over \$10,000 and yet a lot of women fight over them.

These bags are such hot sellers that stores have been sold out completely in a few short hours.

The appeal of these bags to people looking to make a quick buck is that these bags are simple leather hand bags. Some of them have gold, but the price to manufacture the bags is nowhere near the insane prices these bags sell for in stores!

Most people figure that the bags can be had for pennies and sold for thousands. So they go on a search for the "secret" Luis Vuitton wholesalers, except there are no Luis Vuitton wholesalers and all the people searching come across are cheap Luis Vuitton wholesale lists.

What do these lists contain? FAKE LUIS VUITTON SUPPLIERS, in other words they contain suppliers that sell replica hand bags.

So, how do I know there are no Luis Vuitton wholesale suppliers? Because Luis Vuitton sells their bags only through their own stores, that's right, every store that sells Luis Vuitton is usually owned by them.

Anyways, I just wanted to clear that up because a lot of people are getting ripped off by buying those garbage wholesale lists that contain fake suppliers from china (Luis Vuitton products are made in Europe).

## **FINDING BACK DOOR SUPPLIERS**

As you already know, a back door supplier is not a conventional supplier. Back door suppliers do not advertise their services and most are just potential suppliers or business owners that have not yet been convinced to supply you with what you want.

To find a back door supplier you first need to find someone that already sells or has access to what you want to sell. This can be a website, an eBay seller or a regular store in your city. That is the first part, it is also the easiest part of finding a back door supplier.

When you find a company or person that already sells what you want to sell, the next step is to convince that company or person to become your supplier. It sounds simple, so simple that most people over look this method for getting your hands on the products you want to sell.

Now, the easy part is finding someone that already sells what you want to sell. You can simply look them up on the internet or in your local phone book. The part where you actually convince someone to become your back door supplier is a little bit harder than that, but it can be done.

Again you must remember that when you are talking to a potential back door supplier you are talking to a person, just like you. People are not machines and can easily be convinced. And how do you convince someone to do what you want them to do? Give them what they want.

Most people are not too interested in helping others out, especially when they get nothing in return for their help!

What are most people interested in? Most people are interested in MONEY, helping themselves and opportunities to help themselves. And that is what you should offer them in return for their help.

When trying to work out a deal with a potential back door supplier remember: no one want to hear what you want, they want to hear about what's in it for them. And that is what you should spend most of your time talking about, their needs not yours.

So, what is it that you will be able to offer someone in return for their help? There are lots of reasons why someone will want to become your back door supplier, here are the main ones:

**Extra income:** This is the most important thing you can offer and is the main reason a person would agree to supply you with the stuff you want. This is the all important MONEY part of the equation. And if the price is right, it will be hard for anyone to resist your offer.

You can offer extra income by paying your supplier commission on every product he/she supplies you with. For example, you can offer 10%, 15%, 20% etc. of all your profits.

You can pay the supplier a fixed amount of money every month, no matter how much products you sell.

You can offer the supplier a certain amount of money per every product they supply you with.

The truth is, you can offer them an extra income in a lot of different ways, but if it isn't worth their troubles you can forget about it.

**A discount with their supplier:** You can point out that the extra amount of products they will be ordering to cover your needs will probably get them a discount with their supplier.

There are many benefits you can offer your potential back door supplier, but no matter how you look at it the main thing it comes down to is MONEY.

Will the people you are trying to convince gain any money by helping you? How much money will they gain? How fast can they see that money?

Those are the main things the potential back door supplier wants to know about, those are the questions they want answered. If you give the right answers, you've got your self a supplier.

**Presenting your proposal:** Before you run out and start harassing every store owner or manager you can find you have to think about how you are going to present your offer. You can't just walk into a store and make stuff up as you go along, you need a game plan.

First do your research! How many products are you planning to sell per month? How realistic are your projections? Do you have a definite game plan for selling the products? How much money are you willing to offer your future supplier for every item they supply you with? You need to know all those things, because you are basically asking someone to go into partnership with you and they will probably ask a lot of questions.

So, before you ask someone to do business with you should know your business.

The more you know, the more planning you do the more convincing you will sound in your proposition.

Again, the main motivator for someone to help you out is MONEY. So, have a sheet of paper with a break down of the extra income your supplier would be making if he/she chooses to help you out. Here is an example:

Let's say you plan to sell TAG Heuer watches, these are some very prestigious and expensive watches that range anywhere from \$600 to over \$5,000.

Now, let's say that you are going to make an average of \$400 in profits per sale and sell 30 watches per month.

That would equal up to \$12,000 in profits per month. How much of that \$12,000 are you willing to give to your supplier?

Let's say 25% or \$3,000 per month. I don't think a lot of people would turn down a passive income of \$3,000 per month!

The most important thing about this is that you present in a believable matter. Anyone can promise \$3,000 of extra income per month, you have to convince your future back door supplier that you can actually deliver on your promises.

**NOTE:** When looking for back door suppliers around your city, don't go trying to impress the big stores with your \$3,000 extra income per month proposal. If you are looking for watches to sell, try going to the little stores that are looking to expand their business, they are the ones that are usually more open to new opportunities.

The big stores are making hundreds of thousands of dollars per month in profits, so an extra couple of thousand would probably not impress them the least bit.

Now, you may ask me how I know about these back door suppliers methods and what business I have teaching anyone this stuff. Well, first of all as far as selling on the internet goes I have spoken to many internet sellers (mainly watch sellers) that use this exact method to get their hands on the products they sell.

But as far as the convincing people to be your supplier goes, I have done it myself!

When I was still in high school I made money selling used cars. Was I a salesman? Was I working for some sort of Car Company? No and no, I sold cars from my driveway! How did I get my hands on these cars? Using the exact same methods I have been talking about in this e-book.

I got my cars at insanely cheap prices from a small car dealer I found in an auto trader magazine. By insanely cheap prices I mean I bought cars that had values of \$1,500 for as low as \$125.

I chose to buy cheap cars because I only had a couple of hundred dollars to start with, and as it turned out most of my costumers usually had a couple of hundred to spend on a car (it worked out ok).

Anyways, it was not too hard to convince the car dealer to be my car supplier. He needed the extra income and was open to new ideas. My proposal impressed him and we went into business together.

Again, you must understand that when you are dealing with someone you are dealing with a person, a real human being just like yourself. People unlike robots or machines can be convinced. And that is what finding back door suppliers is all about, trying to convince people to be your supplier.

So now you see what I mean by thinking outside the box, because back door suppliers are definitely an out side the box approach to getting your hands on the stuff you want to sell.