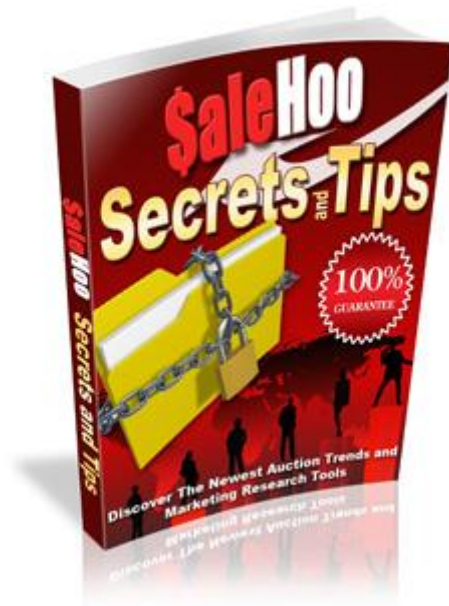


SaleHoo



Contents

The Features of SaleHoo	3
Buying Wholesale from SaleHoo.....	4
Consider These Points when using SaleHoo.....	5
Dropshipping and SaleHoo.....	6
Getting Products from SaleHoo	7
Getting Started on SaleHoo	7
How SaleHoo can help your Business	8
Importing Goods from Overseas for your SaleHoo Business	9
SaleHoo as a Means of Getting Supplies.....	10
Setting Up an Account on SaleHoo	11
Some Aspects of SaleHoo	12
What's Special About SaleHoo	13
Some Tips on Using SaleHoo.....	14
The Power of Dropshipping	15
The Pros and Cons to SaleHoo	16
The Uses of SaleHoo	17
Things to Consider when using SaleHoo	17

Tips for SaleHoo	18
Tips to Using SaleHoo	19
Use Caution in SaleHoo Dealings	20
Trade Secrets of SaleHoo	21
Using SaleHoo to its Fullest.....	22
What SaleHoo can do for You	23
What to Look for on SaleHoo	24

The Features of SaleHoo

As with any web site, SaleHoo has a number of features that will help you in buying products from around the world.

Search Alerts

Once you have an account on SaleHoo, which only costs a one-time fee, you can establish up to twenty named searches for products. After that, any time those items become available, you'll be alerted. A nice feature of the search process is that you can input a word and set the search to also look for misspellings. Considering that some of the companies you can deal with are in other countries, they may not speak English as a first language. Also, as some products have very unusual names – like the Playstation – that can make it doubly difficult for people in other countries to get the names right. With the misspelling feature, you can search for any products you want.

Member Forums

If you are new to the online business environment, you can get help and tips from others who have gone through the same issues as you. The forums have answers to just about every question you could ever want to ask. They also have a search feature so you can look up anything you want.

Seller Reviews

The web site prides itself on thoroughly checking all of its vendors out, but they even go a step further; other members who have bought from companies can post reviews of them. This way, you can get up to date information on any firm as to how good they are in delivering on an order. You also need to check on the prices that the sellers offer you. In some cases, they may not be the cheapest available. Also, the price they quote you may just be the unit price and not include the taxes, shipping and handling costs; so ask about that before placing an order.

Types of Sellers

SaleHoo has a variety of sellers to choose from; you can buy direct from a manufacturer, deal with a wholesale company, or buy from a liquidator. You can get products shipped directly to you, or do a drop shipment directly to your customers.

Good Protection

Beyond the reviews and checking procedures of the site, SaleHoo also protects you by offering a money back guarantee on any purchase you make, and it's unconditional. So long as you go it in the first 56 days after buying the items, there's no problem.

Buying Wholesale from SaleHoo

When trying to sell products – whether they be iPods, DVD players or socks – the keys to keeping prices down are lowering your overhead and buying the items cheap. Well, these days, you can run a business right out of your home, and with your family as the employees – very low overhead. So, the next element is buying wholesale – getting your products as cheap as possible. That's where SaleHoo comes into play.

Worldwide Producers

Time was, you had to rely on vendors in your area, but by using SaleHoo, you can get access to producers who are all over the world. This means getting the best products at the lowest prices, but you do need to pay attention to some things. First off, you do not have to worry about being scammed; SaleHoo not only checks out all of their producers, but they give you an unconditional money back guarantee for 56 days. So, you have plenty of time to insure that your purchase is a good one. Next, pay attention to all of the costs associated with your purchase. A producer in Brazil selling backpacks for one dollar might seem – on its surface – to be a better deal than a vendor in India selling them at five dollars. But, does the Brazilian price including shipping? Check on that; if it is going to cost you ten dollars a unit to ship the items, the real cost is eleven dollars.

Starting Your Own Business

Those words are both thrilling and terrifying – starting your own business. So, SaleHoo has resources to help you. First off, there are forums where all of the members can post messages to each other. Any question about dealing with a business you might have, the answer will be in there – someone else has asked the same question. You can do a word search of the threads in the forums and find the question and the answers posted. On top of that, SaleHoo has a full library of information that you can access – ebooks, reports, and so on; all of them priceless tips on operating a small business on your own.

Networking with Others

Another key element of SaleHoo is the forums. Not only can you get questions answered, but you can meet other people and build relationship. If you meet up with a person who is successful at selling iPods, and you sell the accessories for them, suggest exchanging links for your sites. A few networking meetings like that can be a real boost to your business.

Consider These Points when using SaleHoo

If you're intent on setting up your own business and need companies to supply you with products, SaleHoo is ideal. When using the website, keep a few things in mind.

Use the Site Properly

First off, remember that SaleHoo does not sell anything; it is a clearinghouse for people to connect to vendors. So, use the resources the website has: reports, ebooks and so on to find the right companies to supply you with what you need. The site also has software that you can download and use. One package will allow you to monitor sales on eBay and see what products are selling best. This can then guide you on what sorts of items you need to buy.

Participate

SaleHoo has forums where you can interact with other buyers; so participate in them so that you can network and learn the best ways to run your business. If the forums can't help you or the resources of the site aren't enough, just post a question to the staff; they are very good at taking care of any problems and/or questions you may have.

Finding the Right Company

Once you find a company that seems promising, check the ratings for the firm. SaleHoo prides itself on ensuring that all companies are reputable, and buyers can post reviews for them. So, between all the checks on firms, you can review their ratings to see just how good they are. Also, verify that the company is the right sort of company for you. There are wholesale companies that will do drop shipments, there are liquidators who deal with products from companies that have gone out of business, and then there are factory distributors. If you're unsure, just ask; the firms that SaleHoo deals with are all happy to answer questions.

Review the Details of the Company

Once you've settled on a firm to buy from, review the price they're charging and comparison shop. Just because the company is selling online doesn't mean they're the cheapest. Also, be sure that they're price includes shipping, handling, and any taxes. You also want to be sure of exactly what you're buying. A disadvantage to buying online is that you can't inspect the items before the purchase. This is where reviewing all of the information on the company is important.

If there's a problem, SaleHoo will see to it that you get your money back – they have an unconditional money back guarantee program.

Dropshipping and SaleHoo

Where once you had to place orders for products and have them sent to your business, the process of dropshipping eliminates that, and SaleHoo is at the forefront of the process.

Searching for Products

The first step in finding what you want from a SaleHoo vendor is setting up some searches. You can save named searches, up to twenty in all, for specific products. Once established, you'll be notified any time one of those items is offered for sale. A key feature to these searches is that your spelling doesn't have to be perfect. As the SaleHoo vendors encompass businesses all over the world, some of them may not know how to spell some name brands or products (like Playstation). So, if a product with a spelling close to what you're looking for becomes available, you'll also be notified.

Variety of Products

Also, as SaleHoo has thousands of vendors, you can buy everything from clothes to shampoo, from electronics to computer software. Then, your buyers could be as varied as people around the corner or stores around the world, and how are you going to deliver these items to them? This is where dropshipping comes into play; many of the SaleHoo vendors will dropship items anywhere you want. What this means is, the items go directly from them to your clients; you never have to have them in your home or business. Not only do you save on shipping costs, but you save time, and you never have to be bothered with storing the items. In the case of a home based business, this can be a major issue.

Check on Vendors

Now, you may be concerned about the idea of shipping products to clients without inspecting them, but this is where another feature of SaleHoo comes into play. The website thoroughly reviews all of its companies to insure that they are reputable. Also, they allow members to post reviews of the firms. If you're at all worried about dealing with a company for the first time, read its reviews. Beyond that, the website also has forums where the members post messages to each other. You can get up to the minute information on any vendor by merely going to the forum and posting a question.

The Company Guarantee

Finally, if for any reason you have a problem with a product, SaleHoo has a money back guarantee, no questions asked; so long as you take advantage of this feature within 56 days of purchase. With all these features going for you, using dropshipping is an excellent means of doing business.

Getting Products from SaleHoo

First off, let us be clear, you do not buy things from SaleHoo; the web site is a place for buyers and sellers to link up. You pay a one time membership fee, and then get access to their listing of businesses. Depending on what products you want, they have a full range available.

Research What to Buy

First, do some checking as to what products are selling, what's hot, and what's not. Also, look for trends; is a new game console coming out soon, is a holiday approaching? Has a celebrity recently released a new movie, or maybe even passed away? All of these can be signs of an item becoming popular. Next, see what prices these items are getting at your local stores and from online places like eBay. This is a particularly nice feature of SaleHoo, it allows you to scan eBay for products, and thus you can see how they are selling.

Search for Sellers

Once you know what you want, and have an idea as to the unit price, set up some searches on SaleHoo. Now, here's something to remember: many of the companies you deal with are international – China is a very popular supplier. As such, some people do not speak English as a first language. This can mean that a product might be misspelled by the supplier. SaleHoo allows for this, it has a feature on its search page that allows you to input a search parameter, and also search for any words close to your search.

Order Your Products

Once you've got some prices from sellers, do a comparison; some vendors may not include taxes, import fees, handling charges and shipping in their unit price. If that's the case, get those costs, add them to the price, and then compare that price to what other vendors are offering. Also, some companies will do dropshipping, which means sending the products directly to your clients. This will save time and money in getting your items delivered, but it also means you don't get to inspect them. Depending on the products, you may or may not want to do this.

You're Protected

No matter where you get the company to ship your items, don't worry about being ripped off, SaleHoo has got your covered. Not only does the site carefully screen all of its vendors, but it has a money back guarantee for 56 days after the date of purchase. So, if you have any problems, just contact the support staff.

Getting Started on SaleHoo

When starting out in a business, you face the dilemma of how to generate income without have to lay out too much money for product upfront. That's where SaleHoo can help you.

Start in an Inexpensive Business

When trying to start out, you want a line of products that won't cost you too much money. One excellent business to try is beauty products: soaps, shampoos, hair care products, makeup and facial products, and so on. These are ideal because they are not very expensive, and they are also things that everyone uses on a regular basis. So, once you have a supplier, you can place orders and resell the items quickly.

Making Selections

As beauty and body products come in a wide variety of colors and styles, you face the task of figuring out which ones to buy. The best source of help is beauty and fashion magazines; they can tell you which ones are popular. After that, go on SaleHoo and do a search for vendors who sell those items. If you are at all concerned about the vendors, you can check their reviews; the site posts reviews on all its companies.

Selecting a Company

Once you find a company, and you are comfortable with them being reputable, place an order and give an address. The website has all kinds of companies, so check that they're the right one to be able to regularly supply you with the products you need. A liquidator might be able to give you shampoo at a great price – once, but after that, their product line might change. If you want to send products directly to clients, you want a vendor who does drop shipments. Also, most people will not want to buy a whole case of shampoo or skin cream all at once; they'll want a few bottles at a time. So, ask the vendor if you have to place a minimum order. If so, buy from another.

Finally, as the companies available to you are all over the world, the products you can buy can come from anywhere. If you're dealing in shampoo and other beauty products, they can have all kinds of chemicals in them, and they may not meet the guidelines of your country. So, check with the company as to the ingredients in their products.

After building up this form of business, you can then expand into other areas.

How SaleHoo can help your Business

In these tough economic times, people are turning to home based businesses to supplement their income, and SaleHoo can help you with that. Now, be clear on this, SaleHoo does not sell you anything; the website is merely a clearinghouse – they bring buyers and sellers together in a mutually safe environment so that you know you're getting what you're paying for.

Send Direct to Your Clients

In the old days, a home based business like Amway required you to stock items in your home. With SaleHoo, most of their vendors will do what is known as dropshipping; this is where they ship the products you order directly to your customers. Not only does this save you the trouble

of storage, but the shipping costs are cheaper, and the delivery time is reduced – a win-win situation all around.

Be Careful, and do Your Homework

Now, while dropshipping is very useful, you still need to take care in dealing with vendors. SaleHoo does its best to insure that all its companies are reputable – they even give you an unconditional money back guarantee. However, there is always the occasional “bad apple”. And, with dropshipping, you never see the products. SaleHoo has a full listing of reviews for its vendors; so check those out before buying from any of them. Also, just because a vendor has a low price that doesn’t mean that you should buy from them; ask questions. Does their unit price include shipping and handling, what about sales tax, import duties? How does their price compare to what you can pay at any local store? Too often people assume that online companies have better prices; that’s not always the case. Also, are the products you’re buying out of date? If a new computer software is coming out in a month, are you getting the old version at a good price because of that? If that’s the case, will you be able to sell that product, or are you going to be stuck with it?

Finding Your Products

This is where the SaleHoo database truly comes into play. Once you’ve found out the right products to look for, you can set up searches within SaleHoo to look for the items you want. These searches – up to twenty of them – will run automatically, even when you’re not signed in, and then notify you when something you want comes along. After that, you can contact the company and get full details as to price, variety of the products, shipping dates, and so on. You can ask if they do dropshipping, and then arrange for the shipping.

Importing Goods from Overseas for your SaleHoo Business

How much you have to do with your merchandise before it arrives in your country depends upon your shipping terms. If they are Delivered Duty Paid or they are delivered on Cost, Insurance and Freight terms, until your merchandise arrives in the country, you have to do a thing. But if, on the other hand, your conditions are Freight on Board, unfortunately, you will have some work to do. However, this shouldn’t necessarily be seen as a bad thing. You may not be able to get such good terms on future imports, so it is always good to know what you need to do for Cost, Insurance and Freight items. It can save you a lot of money to arrange your own logistics in this way, so it’s worth learning, in order to maximize your SaleHoo profits.

First, you need to make sure you can rely upon all the people involved in the chain of getting your goods to you. You should do this as economically as you possibly can if you want to make the best of your SaleHoo business. Keeping costs down on imports is vital to your success. Therefore, you will need to look carefully at:

- Freight
- Transportation
- Storage

Let's now take a look at how you can minimize your costs and maximize your profit:

Importing

You must pay manufacturers for your goods and their packaging. The manufacturer is also the one who will put together the documentation of exports. You should try to get Delivered Duty Paid or Cost, Insurance and Freight terms, simply because then the supplier is the one taking the risks on the journey the goods take to get to you. You will just pay for the cost of the products when they are delivered to you. In any case, make sure your container of goods is insured at 110% of the value of the goods.

The road haulage company will then deliver the goods from the supplier to the docks or airport for exportation. You can save money here if you don't want to transport a whole container of goods. Then, your goods are loaded onto the vessel to sail them to your country. Of course, you pay a fee for this. Check out prices when you contact a freight agent and that way you may save money on shipping.

Upon arrival in your country, your goods will need to go through Customs, where you may have to pay duty on them, unless you have negotiated better terms, as described in the previous paragraph. You should pay the Customs duties promptly, by an advance credit facility of you can, to avoid incurring extra storage costs before your goods clear Customs. There should be several convenient ways you can pay for this.

The goods will then need to be transported to a warehouse for storage. Of course, there are costs incurred, both as effectively rent and on arrival costs that are incurred by the staff having to stow away your goods. Make sure you factor these costs into your budget. Remember that you can negotiate for lower prices at each stage of this process. Don't just pay up without trying to get the best deal that you can.

To manage this process effectively, you may want to pay for a broker the first time you do it, but after that, to get the biggest profit you can through SaleHoo, learn how to handle the importing of goods yourself.

SaleHoo as a Means of Getting Supplies

When looking to get supplies for whatever type of business venture you are involved in, SaleHoo has vendors that can help with any sort of products and types of shipping you want.

Send Products Anywhere

With the advent of the internet, you can buy anything from anywhere, and get it sent anywhere. This is also the power of SaleHoo; the vendors on the site can drop ship items right to your door or to the door of your customers. This is a great degree of flexibility. Also, you can check with these vendors as to what their minimum purchase requirements are. In some cases, some firms have no minimum, and you can literally order a single item and have it shipped to a single client.

Buy the Right Products

An excellent means of selling products is to offer them on eBay and other online auction sites. The trick though is knowing what to buy. The vendors on SaleHoo can offer you just about anything – from iPods to baby strollers – but that does not mean that the items you buy will sell. So, do some homework by checking on what products are in demand.

Talk to People

One way of finding out what items are selling and which ones are no longer hot, check out the forums on SaleHoo. There you can find other people who are doing the same as you are and ask them questions. The site has a search feature, so you can scan previous threads in the forums for any questions you have. By chatting with others, you can learn as to what items they're selling, and that can guide you on what you want to sell. Do you want to compete with them, or compliment them? If you network with some people on SaleHoo and find that you can offer accessories to what they're selling, you can work together to boost all of your businesses.

Find Your Market

On the other hand, if you find that there is a niche market that is being ignored by the sellers, maybe you can exploit that. First, check to see that the item you're considering selling is in demand, and then search SaleHoo for a vendor who offers that product. Once you find one, and agree on a price and delivery date, you can begin offering the item on your web site. With the vendors on SaleHoo, they are thoroughly checked out, so you can be sure that they will send you the items you've ordered within the timeframe they promise. Thus you can turn around and offer them for sale.

Setting Up an Account on SaleHoo

When you want to purchase products for a home based business, you want good quality, good prices, and fast delivery. This is what SaleHoo can do for you.

Set Up

After paying their one-time sign up fee, SaleHoo gives you access to their library of businesses. These are firms – literally all over the world – that can supply you with anything from baby prams to sweaters, from shampoo and conditioner to the latest in home entertainment. SaleHoo checks all of the companies out, so you know they're honest and will give you a good deal.

Start Your Business

The next step is to find out what products you want to sell. SaleHoo has resources such as reports, ebooks, and computer software that help you in setting up your business. You can then check as to what products are selling the best, and at what prices. After that, you can set up searches on SaleHoo to look for these items, and get price quotes from them.

The Features of the Vendors

One of the best aspects of the SaleHoo vendors is that some of them have no minimum order requirement. This way, you can order as few of an item as you need. Also, many of them do what is known as dropshipping; this is where they send the order directly to your clients, rather than to you. This is a very efficient, as it saves time and the bother of storage.

Some of the vendors are manufacturers, some wholesale companies, and others are liquidators. So, when looking to buy from one of them, take that into account. Liquidators tend to get you the best prices, but they can't consistently provide you with the same products. Also, check the prices given to you by the vendors to see what they include. Remember, you may be buying from a company in India, China, or any place else. There may be import duties on the items, and that can boost the unit cost higher than if you bought from a local firm.

Getting Money Back – if Necessary

One outstanding feature of SaleHoo is that they protect your investment. Not only do they check the companies out, but they perform random checks every once in a while to make sure the companies stay reputable. Also, if you're at all dissatisfied with your purchase, SaleHoo allows you to get your money back – no questions asked. You just need to exercise this options within 56 days of the time you buy the items.

Some Aspects of SaleHoo

When embarking on a new business venture, making use of all available resources is a smart move. Don't go it alone, don't try to re-invent the wheel (as the saying goes); there are many people out there to help you – among them – SaleHoo, you just have to know how to use them.

Varied Vendors

No matter what products you are looking to buy, the vendors of SaleHoo can accommodate you. As the businesses are around the world, you can be sure of getting a good deal on whatever it is you are looking for. Now, you may worry about buying from some company halfway around the world; after all, what happens if you get ripped off, how could you get restitution? This is yet another plus to SaleHoo, the company carefully screens all of its vendors; so you know they are reputable firms. SaleHoo also gives you a money back guarantee – without any conditions – for the first 56 days after you make a purchase, which is a good protection.

Another plus to these vendors is that some will allow you to buy odd lots. Too often, with many mainstream businesses, you have to buy a certain minimum amount of an item. So, getting a great deal on gloves (as an example) may sound great, but if you have to buy a gross of them, it can still run into some major money. The companies in SaleHoo allow you to buy only what you need.

If you want to search for real deals, check out the vendors on SaleHoo that deal with liquidations; these are firms that buy up products from companies that have gone out of business. They then turn around and re-sell the items for real bargains. Now, the weakness to these firms is that their inventory is almost constantly changing. So, a vendor that gets your DVD players one month at a killer price may have baby strollers the next.

Name Brand or Generic

If a particular brand is popular with your customers, search through the vendors on SaleHoo; the site has firms that deal with many of the most popular brands. And, as SaleHoo has checked the companies out, you can be sure of getting legitimate name brand items. Too often, when a company offers a deal that's too good to be true for name brand products, they can be imitations. With SaleHoo suppliers, you never have to worry about that.

What's Special About SaleHoo

There are lots of wholesale sites on the internet; lots of companies that will arrange drop shipments of products, but SaleHoo has features that set it apart from many others. Now, to be fair, SaleHoo does not sell you anything, the site is only a clearinghouse for you to find suppliers of just about any products you want.

However, they do so much for you.

First off, all vendors in SaleHoo, and there are thousands to choose from, are checked out by the staff to insure that they are legitimate firms that will supply you with the items they claim to have. Next, they all clients to post reviews of the sellers; so you can see the track records of all of the firms, and know which have the best reputations.

With the vendors, there are no hidden costs; SaleHoo makes sure that they are completely upfront with all of their fees. Now, you do need to keep an eye on these fees. A firm offering a product for a low unit price might not include shipping, taxes, handling fees etc in that price. If so, check on that, and then compare to other sellers.

Also, one of the best special features of SaleHoo is that their sellers will often have special offers, which are only available to members. So, one day, you may see name brand clothes available at bargain basement prices.

In the forums, you can chat with other members and learn the answers to questions that new business owners typically deal with. It also doesn't require you to go through a lot of effort to get the answers you need. In the forums, you can search previous threads for any keyword you want.

The site also has resources for you to draw on: reports, ebooks, and computer software that will allow you to monitor sites like eBay to see how products are selling. This can be critical in setting the price you want to ask for your items, and what price you are willing to pay to

suppliers. After all, an incredible deal on a computer game console might turn out to be a terrible deal, if a new console is coming out, and the old ones are now for sale at rock bottom prices.

Taken in its totality, SaleHoo has some of the best resources and helpful features on the internet. When looking to build a business, don't go it alone, draw on their expertise to help.

Some Tips on Using SaleHoo

When looking to get a large number of various items, whether it is backpacks or basketballs, SaleHoo has over 8,000 vendors to help you find what you need. Here are some tips of finding the right things.

Vendor Location

First, pay attention to where the vendor is located. With the advent of the internet, you can order dolls from China or DVD players from India. But, keep in mind, if the price the company quotes you does not including shipping and handling, you're going to have to pay that on top of the purchase price. So, find out what that's going to be, and order your products accordingly. Also, look into the different types of shipping. If you're buying books, there's a lower cost type of shipping for them; don't let the vendor charge you for first class or express shipping, and then send everything by the lower rate.

You can go Generic or Designer

Next, avoid buying designer products from the vendors, unless they are authorized to handle them. For one thing, top of the line designers generally control their products to a high degree. A vendor offering you cheap such items is probably dealing with fakes, or stolen goods, especially if they're in China or other areas of the Far East. Either way, you want nothing to do with them. Importing fake designer goods is a federal crime! Another plus to SaleHoo is that some of its vendors are authorized to handle designer goods, and it thoroughly checks them out before allowing them to offer their products.

Check the Vendors Out

A real plus to SaleHoo is that it has a review process for its vendors. Once you join, all these materials are available to you. The website itself buys products from vendors – as a means of testing them – and then posts reviews on how well the purchase went. Second, members of SaleHoo post their own reviews. Finally, some of the large scale buyers on eBay make regular purchases from the SaleHoo vendors, and they post reviews as well. Thus you have three levels of reviews to help you in finding the best vendor to fill your needs.

The Right Sort of Search

Another key is to remember just how much is out there for you to choose from. With 8,000 vendors, there are more products that you can imagine. So, when searching for something – be

as specific as possible. Don't just look for backpack or women's shoes; you'll get more products than you know what to do with. Use the search options to narrow your search as much as possible.

The Power of Dropshipping

When looking to get items delivered for your business, the modern internet producers have more than one method of getting products to you. If you join the SaleHoo web site, you can learn all about dropshipping, and what it can do for you.

Traditional and Modern

The vendors on SaleHoo encompass businesses around the world, and this can be intimidating for some people. After all, sending money to a manufacturer in China for a gross of teddy bears or athletic clothes is quite the trusting act. SaleHoo has taken that into consideration. First off, they carefully screen the companies that join their web site; so you know that they will deliver on your orders. Second, they periodically check on the vendors by placing bogus orders from the companies to see that they remain good.

So, once you're sure of the company you want to deal with, the next issue is finding out how they will deliver your order. The traditional method is ship the items directly to your address – whether that is a business or your home. But now, the modern means of delivery is what is known as dropshipping; this is where you never deal with the products. You place an order; give an address for your customer, and the company sends the items directly to them.

Varying Volume

Another aspect of modern business is the ability to order exactly the amount of an item that your client wants. Where once a certain minimum was required, many companies are now much more flexible; this is a feature of many of the companies on SaleHoo. Check with them before placing an order, and you may find you can reduce the inventory you have to keep on hand by only purchasing exactly what you need.

See How Things are Selling

One key to deciding on the size of a purchase is checking on how well an item is selling. SaleHoo allows you to access eBay and review the availability of products, and how well they're selling. Using this information, you can decide to buy a large amount of that item, or just a few. In the case of some products, new versions are always coming out – computer software, game consoles etc – and you want to avoid loading up on such items right before a new one is coming out.

Protecting Your Investment

A final feature of SaleHoo to remember is their money back guarantee. In the event you have a problem with an order, a vendor doesn't deliver the item you want, or it turns out you've got an

older version of an item, and it's not selling, you have 56 days to return them. As this guarantee is a "no questions asked" kind of deal, it is a great feature of the website.

The Pros and Cons to SaleHoo

As with any online service, SaleHoo has its pluses and its minuses; so long as you know how the site works, you can be sure of things turning out well for your business.

Finding the Right Vendor

Depending on what you are looking to sell, do a search of the companies listed on SaleHoo, and you can find those that deal in your products. Next, review their price lists, and see if they include the cost of shipping; some will, and some won't. First warning: check this and determine your total cost. Next warning: before buying, check that the price is in fact a bargain. If you can buy the same items locally for less, do so.

Reviewing the Vendor

A drawback to buying items and having them drop shipped – that is, sent directly to your customers is that you never get to see the items. So, if there is anything wrong with the products, you will not know – until your customer complains. SaleHoo tries to avoid this by carefully screening their vendors. However, the occasional poor producer can slip by them. So, before buying from a vendor you are not familiar with, check to see if other buyers have posted reviews on SaleHoo about the company. While SaleHoo does have an unconditional money back guarantee on any purchases, that might not help you in dealing with a dissatisfied customer.

Keeping Stock

Another problem you can run into is that vendors can run low on a product, and they can discontinue a product if a newer version comes out. They may not notify you of these events, and this can impact your deliveries to your clients. So, stay in regular contact with your vendors. Also, some vendors are liquidators; they buy up products from companies going out of business. Now, this means that they can sell things at very low prices, but their product line will change regularly – sometimes weekly or daily. So, if you buy iPods at a great price one day, and then your clients want more the next month, be sure the vendor you dealt with was not a liquidator – they may not be able to offer you the same deal.

Check with the Forums

Not only does SaleHoo have reviews, but it also has forums where you can ask questions. If you've got a new vendor that you're considering buying from, and you're at all unsure about them; just go to the forums. Post a question to the group, and you'll get answers inside of no time.

The Uses of SaleHoo

No matter the products or items you deal in, you can use SaleHoo to buy and sell all manner of products, and network with others to increase your sales. There are some things to consider when doing this, so think about the following tips.

Read the Reviews

SaleHoo allows its members to post reviews on all of its vendors, which number in the thousands. Not only that, but the company periodically buys products from its vendors as a test of how good they are, and posts reviews of them. This way, you can see which vendors rate the best. Yet, don't let a company with bad reviews dissuade you from buying from them; one key plus to SaleHoo is that all of their vendors are thoroughly checked out – you will not get ripped off by any of them. If you have a problem, the site has a guaranteed money back policy; you can get your money back any time within the first 56 days from the time of purchase.

Become a Vendor and Network

Another means of boosting your sales is to become a wholesaler yourself. Not only can you be a member of SaleHoo to buy products, but you can offer items to others. This can lead to an important aid in business: networking. The site has a forum where you can post messages and chat with other members; by finding people in similar businesses as you're doing, you can forge business alliances. Whether it's linking up with a supplier of accessories to the products you're selling, or going into a partnership with someone selling the same thing as you, you can build your business. Also, many of these people have gone through the same issues as you; so you can get input from them if you have questions. An excellent feature of the forums is their search engine; you can type in a keyword or phrase to find threads that cover the problem or question you have.

Use Their Resources

SaleHoo also has other things to offer, besides the forums. The site has ebooks, reports, software, and other items you can use to build your business. There's an old saying about not needing to re-invent the wheel, and SaleHoo believes in that. Any questions you have about various aspects of running a business, you can find the answers among the resources the website has. All of these resources make SaleHoo an ideal place to help build a business.

Things to Consider when using SaleHoo

Online wholesale vendors are a key to buying and selling products at low prices, and SaleHoo has a full line of companies that sell just about anything under the sun. No matter if you want iPods or shampoo, they have them. Yet, even with SaleHoo, there are some things you need to keep in mind when dealing with vendors.

Learn How to Navigate

Like any web site, SaleHoo has a menu and various sections to it; learn about each of them so you can find what you need quickly. Perhaps the best way to learn about the site is by simply visiting their forums; there you will need other people who have been using the site for some time. Just ask the people questions, and you can learn all you need to know about the site.

Check out the Vendors

SaleHoo prides itself on thoroughly checking out all of its vendors, so that you know that they are legitimate. Not only do they perform random checks every once in a while on the vendors, but regular buyers can also post reviews on the vendors. This is important, because – even with a background check – sometimes a couple bad vendors can slip through. So, if you are at all concerned about dealing with a company, check out the reviews posted by previous customers. This way, you can be sure of not getting ripped off.

Check how the Vendors Deliver

In some cases, vendors will only ship to one location – to you home and/or business. However, if you want to be able to send products directly to clients, you need vendors that do drop shipping. Also, if a client only wants a few number of an item, you will want to find a vendor that does not have a minimum order limit. In both cases, SaleHoo has got you covered. Their vendors cover the globe, and most will ship any amount of a product to any location.

Review Price Lists

In most cases, the prices you will pay through SaleHoo are very good bargains. However, that is not a certainty. So, before buying from a supplier, check on sites like eBay as to what the going price is for any product you're looking to buy. Once you're sure the vendor is offer a good deal, only then place your order.

By using these and other tips and tricks, you can build a very good online business by using the resources of SaleHoo.

Tips for SaleHoo

When trying to find the rights products from the vendors on SaleHoo, there are some tips to follow.

Set up a Search

SaleHoo has a library of several thousand companies to select products from; so it can be a challenge to find the right one (or ones). This is where setting up a search can help you. You can set up an alert, even give it a unique name, and then type in any type of search items you're looking for. SaleHoo allows you to set up and save up to twenty of these alerts, and after that, any time one of the products you are looking for becomes available, you'll be notified.

A real plus to the search parameters is that you can also put in keywords for things you are not looking for, merely by putting a minus sign in front of the word. That way, you won't be bothered by companies that carry things you are not interested. Given the huge variety of products out there, you want to make your search as specific as possible; otherwise, you will get more hits than you know what to do with.

Search eBay

SaleHoo also allows you to check the wholesale lots being offered for sale on eBay. This allows you to see what prices the items you are interested in are getting on the site, and compare those prices to what other wholesalers are offering.

Search for Improper Spelling

A weakness to many search engines is that they only return exact matches. However, SaleHoo recognizes that people are fallible – they can sometimes type in a name incorrectly. This is especially true in dealing with companies in different countries; the staff may not speak or write English as a first language. As a result, everything from baby strollers to DVD players could be available at great prices, but you won't know it because they're misspelled. This is another plus to SaleHoo, it lets you search for products with the option of incorrect spelling by just checking the Misspelling Box when you are setting up an alert.

Automatic Searches

You can also set up the system to automatically search eBay at regular intervals (hourly, every half hour, five, ten, fifteen minutes), and then you're alerted as to any products that meet your search parameters. This is a great way to keep track of good deals, and yet not take time away from other SaleHoo applications. You can be chatting in a forum or dealing with a vendor, and the search can continue without you monitoring it.

Tips to Using SaleHoo

This online company is a cornucopia of products from around the world. When looking to find just the right wholesale items for your business, there are some tips to consider.

Stay Current

Sometimes products are on sale not because the distributor has low production costs but because the items they have for sale are out of date. So, pay attention to what's on the market, and what's coming out. As an example, if you're looking for some type of video game console, check as to when the new version is coming out. Buying a gross of one console is not advisable when a new model is about to come out. If so, be sure you get a good deal.

Search for Accessories

Another great feature of SaleHoo is the ability to search for related items. So, if you deal in iPods, you can look for companies that sell iPod carrying cases, recharging stands, speakers, even cards to buy song downloads from various music websites.

Using Networking

Talking to other people is always an excellent way to learn about something new, and SaleHoo is no exception; it has a forum. You can go to the forum and chat with other – more experienced – users. After all, why waste time “re-inventing the wheel”, as the saying goes? If you want to learn all about the site and what it can do for you, use the forum to ask questions of others who have gone through the exact same thing.

Review Your Purchase Upon Receipt

One outstanding feature of SaleHoo is that they guarantee your money back, if you're not pleased with your purchase. The one thing to remember on that is that you have a 56 day limit on that guarantee. That is a good long time, so take full advantage of it. Also, it is an unconditional guarantee; yet another real plus.

Use the Education Section

SaleHoo continually does research on the shipping of products, and has an entire section of its website dedicated to educating users about all manner of subjects. You can learn how to do business on the eBay website, how to set up your business, which products are best for you to sell and which vendors are the best ones to buy them from, and also how to avoid a scam. There's an old saying, “If it sounds too good to be true, it probably is”. You need to follow that axiom, and also learn everything that SaleHoo has to tell you.

Use Caution in SaleHoo Dealings

There are many online companies that help with buying and selling products; SaleHoo is one of the best, but you need to be aware of some features about it.

They Don't Sell Anything

The web site is not a company selling any products; it is a clearinghouse that connects buyers with sellers. So, don't ask the staff about products. What the site does have is reviews on companies so that you can select the rights ones to supply the products you want.

Start Small

By using the SaleHoo search engine, you can set up an alert so that you are notified every time a product you are interested in becomes available. Unless you have a lot of money on hand, start out by buying small, inexpensive products and then build up to fancier ones. The system allows you to set up as many as twenty alerts; so you can establish a couple for simple products, some for more expensive ones, and then some for luxury item.

Do Research on Cost and Companies

Just because a company is online does not mean that it is the cheapest supplier available. So, when you get an alert as to a product being available, get the price, and then compare it as to other prices – even those at local stores. Also, check with the company as to what their price includes; will you have to pay for shipping, handling and taxes, or are those included?

You also need to check on what type of company you're dealing with; is it a manufacturer, a wholesaler or a liquidator? In the case of the latter, they can offer great deals, but they are often not able to consistently deliver the same products. The reason is, they buy up items from companies going out of business, and then re-sell them.

Check with Others

SaleHoo also has resources to help you. The site has a forum where others can post messages. So, if you have questions about how to deal with vendors, setting up a website for your company etc, you can search their threads for answers. The staff of SaleHoo is also available to answer any other questions you have.

Use Their Resources

Finally, the web site also has a large amount of material that you can use in setting up your business. There are reports, ebooks, and even computer software you can download and use to help you. As with any other aspect of the site, the staff will help you with any of these features. By going slow, learning all that SaleHoo has to offer, and building your business up, you can be a success.

Trade Secrets of SaleHoo

The vendors on SaleHoo have more products that you can imagine available; the secret is finding the rights ones at the right prices, and then getting them to your clients. So, here are some tips on how to do that successfully.

Searching their Database

Step one, set up a search for the items you are interested in. Actually, a precursor to this is doing some research to find out what products are hot right now, and what their current prices are. After that, you can decide what to search for. SaleHoo allows you to set up named searches that you can save and update over time. You can also be flexible on the spelling of certain words that you use. That way, a word that is different by a single letter will still come up on your search. After that, you can get prices from the vendors and do some comparing on prices. SaleHoo allows you to see what those items are selling for on eBay, and thus you can tell how the vendors' prices compare. When you're sure you've found the best price, you can place your order.

Things to Consider

Now, when looking at those prices, be sure you consider the following: taxes to be paid, shipping costs, and handling charges. If you're going to be importing items from another country, will there be import fees? Be sure to check with the company as to what their price includes. If it doesn't cover these things, your actually cost for each item could be much higher than another vendor who does include them.

Getting Things Shipped

Years ago, shipping was a pretty straightforward process: you placed an order, and the company sent the items to you. These days, you have more options available to you; you can do what is known as dropshipping. With some items, you may want them shipped to you – if you are selling shampoo and soaps to local businesses and/or hotels and motels; those are items you want handy. On the other hand, if you've got a client in another state or country, and you want to ship DVD players or baby strollers to them, then dropshipping is the way to go. With it, the company you are ordering from ships the products directly to you client; you never even see the items. This makes for faster and more efficient deliveries. So, check with the company as to whether or not they do dropshipping.

Using SaleHoo to its Fullest

It does not matter what you are looking to buy: jewelry, clothing, electronics etc, the online company SaleHoo has a list of vendors that cover all of these – and more. Make use of these vendors in the right way, and you can be assured of getting good quality products at excellent prices.

Ask About the Vendors

One of the best features of SaleHoo is that they thoroughly check out their suppliers; so you can be sure that none of them are scams. However, there are other things to consider. How old are the companies you're looking to buy from? Are you reluctant to buy from a new firm, or do you feel that a new company is on the cutting edge of today's business? Either way, SaleHoo can help you.

Getting An Answer

SaleHoo also has forums where members can talk and exchange information about – well, everything. This is yet another power of the web site. No matter what question you have, you can go to a forum, do a search, and you'll be taken to the thread (or threads) that contain the answer you need. This is an especially good help for people who are new to running a business. You can get information on everything from finding the right companies to purchase from to setting up payroll to setting up a business account and pay your taxes.

Drawing on Resources

SaleHoo also has the virtue of not merely being a clearinghouse for buyers and sellers. The site has a huge database of information that members can draw on; there are reports, ebooks, and even software that are free for them to use.

Searching for Products

Given the huge variety of items you can buy from vendors on SaleHoo, you need to be selective. There are two key tips when it comes to buying products: first, try to pick out items that will catch people's attention, and second, look for something unique. Given how many online businesses there are, if you're just one of many selling the same things, your chances of success are diminished. So, see about finding a product that is unusual. Sometimes an item can have a regional appeal or origin. As an example, in New England, beach plum jelly is quite popular, and only produced there. You could see about broadening its appeal to other areas.

These are just some of the tools SaleHoo has available; learn about all of them, and use them. They can be the key to business success.

What SaleHoo can do for You

When embarking on a business venture, it's easier if you don't go it alone; even when you're trying to create a small home based start up firm. This is where SaleHoo comes into the picture; they can give you the support you need to start selecting products, finding suppliers, and placing orders.

The dangers of doing business over the internet are considerable. Yes, it is a real boon to commerce and trade, but you have to be careful. There are scams, rip offs, and outright thieves. If you place an order with a company in Costa Rica, Singapore or any place in between, you want to be sure you get what you ordered at the price you ordered. Also, you want to be sure your personal data is safe; identity theft is a real issue today. If you get robbed from some foreign company, what is your recourse? In a lot of cases, you have none.

This is where SaleHoo comes into play; they protect you from any such problems. Not only do they thorough check out their suppliers to be sure that they are authentic, but they perform random checks to make sure they stay on the up and up. SaleHoo will place bogus orders – pretending to be customers – in order to test their suppliers and make sure that they remain reputable. Also, other members can post reviews on any supplier you're considering using. The minute the supplier's information comes up on the screen, you also get their rating and can judge as to whether or not you want to deal with them.

As if that it's enough, SaleHoo goes out of its way to insure you are completely satisfied with your order. If, for any reason, you are dissatisfied with your order, you can get your money back – SaleHoo guarantees it – no questions asked, anytime within 56 days of your order. Once you find sellers that you are comfortable with, you can save all of their information to a separate file, and print it out as well. This way, in future, any time you want to place an order, you have their data at your fingertips.

Beyond seller information, SaleHoo also gives you data on what's going on in the marketplace, how your competition is doing with their sales, and what they're doing in their advertising efforts. Taken all together, SaleHoo gives you powerful support tools to aid you in setting up and running your business.

What to Look for on SaleHoo

When looking to start a business, whether it is selling clothes, health and beauty aids, or something else, you need to know that there's a market for your products, and that you've got a reliable supplier. SaleHoo can help you with both.

Buying Old or New

New products are constantly coming out, whether it is the new version of a video game console, new software or new trends in clothing. With SaleHoo, you can search their database to find vendors who have the latest of these items, or the previous versions. Sometimes, picking up older versions can be a smart move; you can buy them very cheap, and turn around and sell them quickly before the new ones come on the market. Even after that, there are many people who will welcome getting such a good deal. While computer geeks insist on the latest version of a game console or program, people living on a budget don't mind being a version behind. By marketing to such people, you can sell items you've purchased at bargain basement prices.

Talk to People

Another virtue of the modern high-tech world is the ability to talk with people around the world. In SaleHoo, you can enter their forums to find out what people are buying and selling anywhere in the world. Then, using the vendors and their drop shipping option, you can buy items from a vendor and have them shipped directly to your buyers; the items need never be in your home. People in the forums can also answer questions you might have about how to operate an online business, and you can build business relationships that can lead to branching out in the products you offer.

Use Their Online Library

SaleHoo also has an extensive library of information to help you in establishing a business. They have ebooks, computer software, and reports that can answer a plethora of questions you might have on various aspects of buying and selling products. Once you join the site, all of these resources are available to you.

Shop for Yourself

One real plus to the vendors of SaleHoo is that many of them allow you to buy as many – or as few – of an item as you want. So, you can also buy personal items for yourself – clothes, health and beauty aids etc – and get them at great prices. As they ship directly to your home, you also save on gas for not having to go to local stores to buy them.