hey guys and welcome to my YouTube channel

so let’s start right away

you're looking at a source from Alibaba

well this video is going to give you my

top tips on how to find the best

suppliers using Alibaba plus a bonus tip at

the end

but

before that, I'll explain some of the

the unwritten rules of

using Alibaba

and as a bonus tip at the end,

I will also teach you some basics of Chinese to negotiate with a Chinese supplier

No, I am not going to teach Chinese completely in just a few minutes but

I will teach you the basics, that certain lingo

Which if you talk with the overseas suppliers

It could benefit you positively in selling and sourcing

And also in driving the prices down, that lingo is pretty effective

So, without revolving around the topic and to save your precious time

Let us dive straight into the golden rules of success in the world of Alibaba

So,

The first golden rule is

Negotiation

Don’t be shy and conservative because everyone is looking for their gains

So don’t take them so seriously and always try to make a bargain

The next rule that comes in line is the second and an informative one

And it is the basic rule of Alibaba:

long-term relationships with your

suppliers and manufacturers.

So for that, we will have to look into what suppliers are looking for?

What to give them so that to have that long-term relationship with the suppliers?

Suppliers must sell and so are looking for

people who want to order

a lot of products from them and

that thing helps in making the suppliers lenient

So, by forming a long term relationship or

showing them that you are looking to

form a long-term relationship they're

willing to be more flexible upfront

and also this thing helps in driving the prices down as well as to order in small quantities

It is that never

I repeat that NEVER order in bulk before seeing the product with your own eyes

The problem with ordering from overseas is the communication and

For that, I have decided to teach you guys some basics of communication in the end that I go with

So that you receive what you order for unlike most of the customers on Alibaba

The next rule in our golden rule library and one of the most valuable rules is

Contacting the manufacturer straight away and

Avoiding any middleman that is just an agent hired to sell

and sometimes they call

themselves suppliers

but in fact, they’re just negotiators

they just pack and send the things to you and after that, they’ve paid for that

and if you get the item defective then it’s not them that you can blame on

so contacting the manufacturer is important to buy something and

having a guarantee will benefit you

The next thing or you can say the rule is

Keeping the record

This rule is essential for every online transaction so

If you don’t take care of this while buying bulk, then

You are just wasting your money for no reason at all.

Because in any case, you won’t have any proof of what happened

so always find the manufacturer.

And also all the important details need to

go into a document that both of you

share and that way if there is an issue

with the product you received you can

easily resolve it.

If you have a good relationship with the supplier then well and good

And if it’s not the case

or

the supplier doesn't feel that you will be a

longtime customers, they won't necessarily

care.

So that’s why keeping a long-term relationship is so important for that purpose.

Oh, are you bored?

Do you want to see it getting implemented directly on the website?

So let’s go into the website

Type

Alibaba, where I'll show you how to find

these products and suppliers and we'll

start to implement some of these ideas

right so I'm here at the Alibaba

the homepage now if you don't already have

an account go ahead and create one all

you need is a valid email address you

don't have to provide your phone number

or your credit card once you've created

an account sign in and return to the

the homepage now if you don't know which

the product you're looking for you can

Search for anything through categories

and there are millions of

products here to search through for this

For example, I'm going to say that I'm

looking to source coats

or more specifically long-coats so I'm

going to search for that product in the

the search bar here and as you can see there

are hundreds and thousands of

suppliers that are looking to source or

rather sell these long coats to buyer

anywhere in the world now if I want

I can narrow the search field by using

some of these products filters you se

here if I'm looking for a supplier who

is only using a hundred percent cotton or leather or whatever product I want

I would just click right there and now the

The search field has been

narrowed.

As we know every country specializes in some things

So we will primarily focus to look something in which they are famous for

That’s something to keep in mind

For example, China is known mainly for manufactured or mass-produce

products Pakistan and Turkey are known

for their quality of cotton

same with Bangladesh Japan is known for

their electronics

so you will choose depending on what you want and what you want to source

and look for the country that specializes in it

So we will look into the supplier who is selling those long-coats

so I'm going to go ahead

and click on that and now I'm taken t

that supplier’s home page where I'll find

all the information I need here I have

the product information or the product

specification I have information about

shipping and payments.

I'm just going to go back to the to

here now is the information that I'm really

interested in is obviously price. The

price of the product is found here it'

called the FOB price and it stands for

Freight on board or free onboard

Basically, that means it's the

all-inclusive price per unit that

includes any handling charges setup

charges or any other surcharges in this

case.

that price changes depending on how man

over-coats I order obviously the more

products I order the lower the price the

other things you have to pay attention to

is the MOQ or minimum order quantity

meaning that if I want to buy the product

from this supplier

I cannot order less than

The only way to find out about the exact pricing

is by talking to the supplier now if

order a thousand or five thousand unit

I should expect to pay less

because the more products I order the

lower

the price these are all just numbers and

if you recall from the rule where I told you to ignore the prices and

the number you see on Ali Baba can be

ignored because everything on Alibaba is

negotiable now I'm actually going to

show you how I apply all of the rules,

unwritten rules of Alibaba by actually

chatting with the agent that works for

this company. Now I've gone ahead and

actually initiated a chat already an

I'm just going to show you what I said

say hi she says yes what can I do for

you I respond how are you

and remember I'm looking for

a long-term relationship with my

supplier, so I want to be respectful and

polite so I ask how she's doing she

responds fine now I'm gonna get straight

to the point.

I say I'm looking to order the long coats but

I'm interested in low minimum quantities

or low MOQ now the English I use is not

very refined because you have to keep in

mind that the people you talk to

overseas English is like their fifth or

sixth language in some cases so use a

few words as possible and stick to basic

English sometimes you can even break your

words as long as the message is clear

now if you recall the MOQ was for this

the supplier was 200 pieces and I'm saying

want less she says great sure we can hold

many pieces do you want and I say ten

to start so now I've proven that the moq

the number you see here doesn't really

mean anything because she says sure we

can.

Then we will ask about if she is the direct manufacturers

And if she stalls or lies about that

do you actually work for this company and she

says we are the direct manufacturer

now I'm just

interested in gathering some information

I'm going to go ahead and reiterate

everything I just talked about here an

send it off in an email to her and wait

for her response now the email will look

something like this.

Now we will email her and will use basic English because

The supplier is an oversea supplier whose first language is not English

use as few words as possible.

I say we wish to form a long-term

relationship here is rule number one

with our supplier but we need to start

with a low MoQ remember one of the

rules was I'm not looking to order

thousands of pieces I need to see

samples first so please let me know.

We need overcoats that are made

from a hundred percent organic leather or the best texture there is

the colour should be xxx

if you have something similar to this

product now if you have a product that

Now I'm just laying the

foundation to find out what they can

offer I say please let me know also

please send me your full catalogue so I

can see if there are other products, I'm

interested in the products you see on

Alibaba is only a sample of what the

supplier can do in reality they have

hundreds or thousands of products which

they don't even list on Alibaba so you

can always ask for a catalogue to see the

full range of merchandise.

most people internationally have

whatsapp on their phone it's a great way

to communicate in real time also I'm

going to include my email address and

I'll just remind you that the important

stuff you're going to want to document

in an email but for the day-to-day

conversation or to get real-time updates

that's where I use WhatsApp initially

when I'm talking to suppliers I'll

establish what I'm looking for in

WhatsApp when I'm ready to order and I

want to provide all the important

information I'll put that in an email

and that's basically it that's how I

establish my relationship with a

supplier I just search for a product I

find suppliers.

now I'm going to do this

for at least 5 to 10 different suppliers so I

can get as much information as possible

another way to get suppliers to contact you is just like the buyers request on fiverr

on here you have quotations where you can put up what you want and

the requirements along with the MOP, if

there is an objection from Alibaba that won’t allow you

to order less quantity then bluff higher quantities

and when the suppliers requests came

like in an hour about the product you can change it

Though it’s not recommended by me

because you're going to be inundated

with emails this is good enough the

suppliers that are gold suppliers they're

going to get this information and

they're going to start to give you a

quote and that way you don't have to go

chase ten or twelve different suppliers

you let them come to you so with that

said

that’s all for today guys and now for any

or concerns you can

leave a comment

I try to answer as many questions as I can in a

timely matter also if you liked the

video be sure to give it a thumbs up

thanks for watching and I'll see you in the next video