**The complete guide on sourcing products on Alibaba**

**Hook:**

Hello guys and welcome back

Today, I will overlook all of the concerns, that you have with Alibaba.

Also, I am going to tell you how you can directly source products from anywhere in China.

Are you afraid of sourcing? Or are you afraid of scamming?

I know most of the people here are afraid of scamming but are willing to source different products from all over the world.

Because they want the best for their business and that is only possible if you have some of the best suppliers that supply the best quality products to the customers or to your Amazon warehouse.

So, in this way, their business stays safe and out of the reach of bad feedback.

In this video, I am going to teach you how to use Alibaba to find the best suppliers and source products directly from the manufacturer.

Also, we’re going to talk about how to pay and how to avoid any scams.

All this good stuff in this video.

**Subscribe!!**So before starting with the video don’t forget to subscribe to the channel.

To get notified of the next part of the videos which will be more informative and crucial in your way to source from Alibaba.

**Introducing the video and the channel**

So, Today I’m going to go through all of that and break it down step by step for you, that way sourcing becomes easier and not so scary of an adventure.

So the things that today I am going to talk about are

1. What is Alibaba and the fundamentals on how to use Alibaba
2. Selecting qualified suppliers
3. Private labelling
4. Placing an order and negotiating
5. How to pay
6. Inspecting the products
7. Troubleshooting when you have issues

**What is Alibaba and the fundamentals on how to handle**

So first of all what is Alibaba?

Alibaba is the biggest B2B e-commerce website that connects buyers and sellers.

The only thing that Alibaba does is facilitate the transaction between the buyer and seller.

After you have bought something then it’s none of Alibabas’ concern that how you use it.

Well, mostly the products from Alibaba are bought in bulk with a motive to sell them on various platforms like eBay, Amazon etc.

On Alibaba, everything is made in China and you source those products from there to put your brand name on it and to sell them with your profit on higher platforms.

**Buy at your own risk**

Most of the businesses that are running on eBay, and Amazon are these people who first buy from Alibaba and then sell on these platforms.

One of the most common confusions is that people think Alibaba and amazon are the same.

But actually, they’re NOT. On Alibaba, you can’t sue anyone for sending you a lot of manufactured items with some defective items. Surely Alibaba tries to resolve the issue but it’s not that much as on amazon so but at your own risk!.

**Then why do people still use Alibaba?**

Because the earning potential to buy in bulk from Alibaba is lower than others. The next thing is the capital investment which is low as well on Alibaba. And lastly, if you know how to look for the right supplier on Alibaba then the Risk becomes extremely low and that helps generate a lot of profit.

**Objectives of using Alibaba**

First is the type that only buys from Alibaba and sells on someplace of their own. Like their own store on eBay or Amazon. But in this case, capital is low as well as the profit.

So most people don’t do it because there are so many people doing these nowadays. And also it comes with a lot of risks.

The next type of people are

**Private labelling**

A big advantage that people take from Alibaba is private labelling and running their brand.

They order something and order their brand logo on it and in this way they can also sell on Amazon directly which is a good practice if you’re looking to run your business and take it to heights.

You can do private labelling on anything and invest a little bit more and can generate a lot of revenue by doing so. A lot of people do it and it is a successful business that is run by a lot of people today.

You find a popular product and your own brand name on it and just sell it.

Now, the last category is for people who want a modified product from the seller.

Now that’s a hectic thing and requires more money and more capital so costs more to a person but if the selling capacity of that buyer is higher.

He can easily get his product from Alibaba and make it as one likes it.

Then after that, the buyer can sell those items with their own label.

The problem with that is the risk because the sellers are selling in bulk and if it’s not to your satisfaction then you can be at loss.

So finding the supplier on Alibaba is the main thing and we will look into it as we move along.

**Trade assurance**

One thing to keep in mind is we will try to choose the suppliers that accept **Trade assurance.**

So trade assurance is a type of insurance for your order and by taking its advantage we can place an order.

The thing that I have said earlier and will say again is not to rely on the prices that you see on the suppliers because they are easily negotiable just ask the supplier and watch my videos I have explained it earlier in them.

That’s all for today, today was all about the fundamentals of Alibaba and more will be discussed in the next videos that will be coming with more information and we will not leave you to search for suppliers alone.

We will accommodate you in the way to lessen the risk as much as we could.