**HOOK**

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 unwritten rules of using Alibaba

and as a bonus tip at the end,

I will also teach you some basics to negotiate with an overseas supplier

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,

**Section 1**

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

**Section 2**

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

**Section 3**

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

**Section 4**

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

**Contacting the manufacturer straight away** and Avoid 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

**Section 5**

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 long time customer, they won't necessarily care.

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

**Section 6 Implementation directly on the website ( This can be changed as you move along in the website and as you move over the site)**

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 homepage

Now, if you don't know which product are you 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 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 see

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.

**Looking for the best supplier based on which the country is famous for**

As we know every country specializes in some things so we will primarily focus to look for 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 to 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 here.

Now is the information that I'm really interested in is obviously price.

**FOB price**

The price of the product is found here it’s 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 many over-coats I order obviously, the more products I order the lower the price.

**MOQ**

The other thing that you must 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 I order a thousand or five thousand unit

I should expect to pay less because the more products I order the lower is the price.

**Chatting with a real supplier by the rules**

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 chatting with the agent that works for this company.

Now, I've gone ahead and actually initiated a chat already and I'm just going to show you what I said

**(Talking to the supplier this can be changed as the supplier replies)**

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 going to get straight to the point.

**Using simple English with overseas buyers**

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 are English.

English is like their fifth or the sixth language in some cases so use a few words as possible and stick to basic English

Sometimes you can even break your words if the message is clear

Now, if you recall the MOQ was for this the supplier was 200 pieces and I'm saying that I want less

She says great sure we can hold many pieces. How many 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 if she is the direct manufacturer

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 and send it off in an email to her and wait for her response.

Now, the email will look something like this. (Show her an email sent to the supplier)

Now we will email her and will use basic English because

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

So, we 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 were 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 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 phones 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 that's how I establish my relationship with a supplier.

I have just searched for the product and also have found the suppliers.

**Searching for more buyers**

**Quotations on Alibaba**

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 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 flooded with emails but

This is good enough the suppliers that are gold suppliers they're going to get this information and

they're going to start to giving you a quote

and in that way you don't have to go and chase ten or twelve different suppliers

you let them come to you.

So, with that being said that’s all for today guys and now for any more 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