



C H A

N G E



Stage 2



Pros & Cons Of
Drop Shipping

Overview of Drop Shipping

Drop shipping is one of the most beginner friendly services Change supports. It's a great way to start your online portfolio with minimal risk and outlay. It's a tried and tested method to create new sources of income. Using this method, you sell products without assuming any costs associated with storing and shipping. You are not responsible for any handling or shipping of the products. When customers buy the product from your store, you, in turn, then buy the product from the supplier at cost keeping the profits. The supplier then ships the order to the customer. It provides a great source of income for those getting started or veterans in the industry looking to increase their income.



Pros

- ☺ Minimal risk, minimal outlay. It's low cost to make stores and source content, and you have no financial responsibility for handling the product. If your store doesn't make a lot of sales, you haven't made a significant investment to get it going. Furthermore, you don't pay anything to suppliers until you make a sale. You will sell a product above the cost price and take home the profit.
- ☺ Unlike retail stores, you can regularly change stock lines allowing you to try new products and test their popularity. It also allows you to add in new stock lines easily. Successful products can be white labelled later down the line and become very lucrative.
- ☺ Your store is fully customisable, and you can make changes whenever you see fit. It helps you constantly refine your sales process and build up a customer base over the long term.
- ☺ Change encourages members to build a portfolio of stores and diversify their offerings across a wide range of niches. You're not limited to a specific product or theme with drop shipping.
- ☺ Stores are simple and low maintenance. It'll run 24/7 alongside social media and online ads, constantly targeting new people.



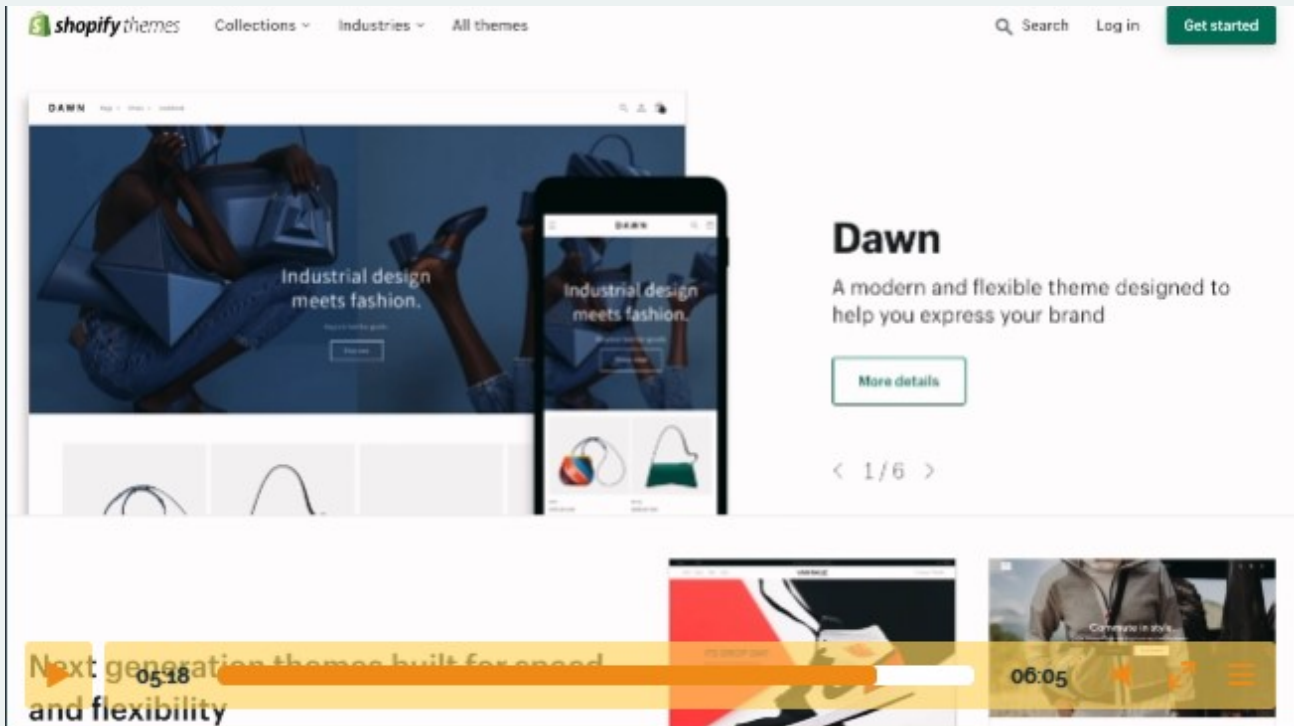
Cons

- ☹ Whilst browsing products, you may have noticed long-shipping times. This is due to the fact that the majority of products come from China's Mainland. The products from suppliers also can't be customised. If they are already branded or have no branding at all, then that is how they will be dispatched.
- ☹ Costs prices also vary. You will notice that cost prices for drop shipping are slightly inflated compared to directly purchasing from a factory or manufacturer. An example would be white labelling a product at \$15 compared to buying the product to drop ship for \$25-\$40. Despite this, you can adjust profit margins for the increased cost.
- ☹ Response times can vary, particularly for those in the far east and the U.S. UK-based suppliers offer better response times.
- ☹ Researching products before selling them is vital. The product you're looking to sell might already be in a market where supply already far exceeds demand. Change recommends using Google trends and Amazon to do extensive research on the demand status.
- ☹ Sellers may supply you with stock images for your products. Change has found that success is limited with these, so it recommends using professional photography services or equipment to source your own content.

Pros & Cons Of Drop Shipping

This E-book provides an overview of the Pros and Cons of Drop Shipping. With all businesses, there are risks involved. Change recommends Drop Shipping to all beginners. It brings this risk to a minimum and yields great results with very little initial outlay. This E-book offers some insight into what to expect when getting started.

Change's E-Books are designed to accompany an extensive library of videos and articles that our founders, business consultants and members have curated to equip you with everything you need to succeed. Please click on the image below to watch the relevant video and learn more.



Feel free to get in touch

We thrive on feedback. If there is anything you think we should include in our videos, articles and other online resources, please let us know. If there is anything you find you need further information on, get in touch with us or feel free to network with other members.

