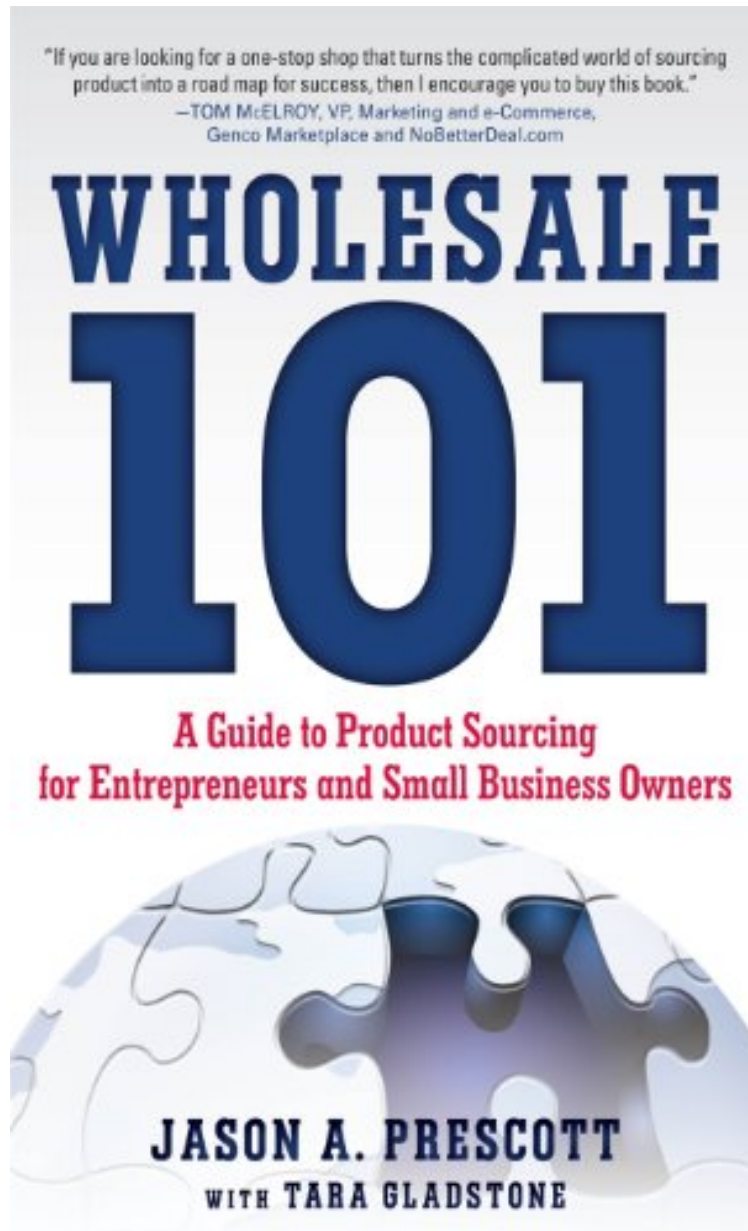


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# Wholesale 101: A Guide to Product Sourcing for Entrepreneurs and Small Business Owners: A Guide to Product Sourcing for Entrepreneurs and Small Business Owners

Jason Prescott

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before purchasing it in order to gauge whether or not it would be worth my time, and all praised Wholesale 101: A Guide to Product Sourcing for Entrepreneurs and Small Business Owners: A Guide to Product Sourcing for Entrepreneurs and Small Business Owners:

41 of 43 people found the following review helpful. This Book is basically an Infomercial for the Author's own Web Sites By L. Milligan Wholesale 101 by Jason Prescott is essentially a drawn out Infomercial for his two Web Sites TopTenWholesale.com and Manufacture.com. The entire useful content in this book could be presented in a decent blog post yet it is stretched out to over 250 pages by stuffing it with relentless hype about his Web Sites, largely useless quotes from his friends associates and generic fill with simple, common sense 'advise'. If you just woke up this morning and decided to be an e-tailer you may actually find a few bits of useful information here, but nothing that you can't easily obtain for free with a little bit of time on the open Web. Kudos to Mr. Prescott though for concocting a way to get people to pay for his own advertising by self publishing an infomercial masquerading as a book and getting his friends to shill some 5 star reviews to get it kicked off. Mr. Prescott knows his business and is successful at what he does, but if you want to see what he has to offer, just visit his Web Sites and save your money by not buying this book. 10 of 10 people found the following review helpful. Pretty basic, but decent if you have zero experience sourcing products. By Get Happy Giving I have some previous experience, so I skimmed through a few chapters. My biggest frustration was the chopiness of the copy and the over done "quotes and stories from experts". The most frustrating of all were the dead links in the copy (e.g. World-shoppe.com). I know businesses come and go, but that company was quoted and linked at least a dozen times. The website apparently no longer exists as GoDaddy asks me if I want the domain. If you really are brand new to sourcing and want to get into the retail business, then this will likely give you a good foundation to build upon. 1 of 1 people found the following review helpful. Wholesale 101 was perfect for me By E. Cunningham I have been trying to think of a business strategy for buying and selling products. Wholesale 101 was perfect for me. I had never heard of trade shows like ASD or Magic before. It was a very easy read and perfect for somebody brand new, like me. Not sure why there was someone who stated Jason's book was an advertorial. If I am not mistaken, he runs a company called Tiptenwholesale.com and I did not see that website mentioned much at all - accept for where it was necessary. Turns out, I am now even a member of their website and I love it. Cool book and definitely recommend for any newbie.

Learn the Secrets to Succeeding in Global Trade Wholesale 101 provides the tools and insight you need to launch a successful business by combining various platforms; B2B sites, trade shows, trading companies, and others--into a powerful product sourcing strategy. Whether you're looking to drop ship from wholesalers and manufacturers or import product direct to sell in your store, this unparalleled guide reveals inside information of an industry full of secrets. "If you are looking for a one-stop shop that turns the complicated world of sourcing product into a road map for success, then I encourage you to buy this book." -- TOM MCELROY, VP, Marketing and e-Commerce, Genco Marketplace and NoBetterDeal.com "Provides lots of concrete advice on how to profit from this new age of wholesaling." -- DON DAVIS, Editor in Chief, Internet Retailer "For any entrepreneur looking to start a business or expand their business, Wholesale 101 is a must read." -- MARC JOSEPH, CEO and President, DollarDays International, and author of The Secrets of Retailing: Or, How to Beat Wal-Mart "One of the most informative and useful books on Wholesale Sourcing I have laid eyes on in the past ten years." -- SKIP MCGRATH, Publisher, Online Seller's Resource "Very smart with a unique perspective on a variety of things important to our business, including global trade, international protocol, leveraging the Internet, and driving value for trade show participants." -- CHRISTOPHER MCCABE, Senior Vice President, Nielsen Expositions "A must-have addition to any wholesalers library." -- CYRILL ELTSCHINGER, Strategic Advisor and author of Source Code China

About the Author JASON A. PRESCOTT, CEO of JP Communications, Inc., is the innovator behind the United States' top wholesale and manufacturer trade platforms: TopTenWholesale.com and Manufacturer.com.