

HOW TO MAKE \$10,000 A MONTH DROPSHIPPING



Hello! And thanks for downloading this ebook and being apart of the Wholesale Ted community. The chances are, you have arrived here because you've tried to make money online before... but haven't had much success. And you know what?

That is absolutely fine. It's incredible normal. And trust me...

...The reason why you have failed *isn't your fault*. Yes - it *isn't your fault*.

And we'll get to *whose* fault it is shortly. But first, let's quickly introduce the joint authors of this ebook: Ted & Sarah.



"Hi! My name is Ted, and I am the co-founder of Wholesale Ted. Originally, I was Sarah's mentor in ecommerce. Now, she is a master herself. I handle the website/email side to the site, and Sarah handles the videos. Together we founded this website and channel and we're honoured to have you part of our community."

"Hey! I'm Sarah, the co-founder and video editor here at Wholesale Ted. If you didn't know, we have a huge [YouTube channel with over 100,000 subscribers](#) that I run! I live and breathe dropshipping and I love to teach it to other budding entrepreneurs too."



OK, introductions over. Let's get back to the fun part: how to make \$10,000 every month!

Being able to earn a 6-figure income online is a dream of many people... for many reasons.

Obviously, the lifestyle that \$10,000/month affords you is incredible. You can buy pretty much whatever you want, when you want. Yes, that part is definitely nice!

But not only this... there is also the amazing element to having an online business: the freedom to go *wherever you want, when you want*.



No more hour long commutes each day to the office.

No more sitting at a desk for 8 hours doing things you don't want to do.

No more early mornings. No more late nights. You set your schedule.

No more being told what to do. You are in control.

But out of all of these things, we think there is something even better: the feeling you get when you know that you can finally give your family the life that they deserve.

So perhaps you've tried to start a 6-figure online business... and not succeeded.

Again, that doesn't surprise us. Why? Because here is the thing. There are so many people out there that claim that they'll teach you how to build a successful online business... but they don't do one critical thing.

They don't *show you what to do*.

They don't tell you *the exact steps* that you need to follow.

Their course, their ebooks, everything - is incredibly vague... yet filled with *hype*. So you buy them and get excited by them... until you realize that that's it. They haven't actually shown you *what steps you need to take to actually build it*.

So no wonder you didn't succeed. You weren't given a formula to follow.

Well, we here at Wholesale Ted absolutely HATE course and ebooks like this. Which is why in this ebook, we are going to give you the exact 6-step formula to follow to build a \$10,000/month dropshipping business with Aliexpress, along with videos that you can watch and follow along with to build your own store.

The 6-step formula to \$10,000/month with dropshipping:

1. Pick a niche to build your store around.
2. Pick 20 products to add to your store.
3. Build a semi-automated dropshipping store with Shopify.
4. Add upsells for HUGE profits.
5. Run Facebook ads on each of your products to find 1-2 winning products that, by themselves, will earn you \$10,000 each month.
6. Grow & run your store (it takes 1-2 hours each day).

Before we get into these 6 steps though, we're going to explain what dropshipping and Aliexpress is for newbies out there. If you already know about these things, then feel free to skip those chapters.

Alright - let's just go and jump straight into it!

The Magic of How Dropshipping Works

Before we begin, it's important that we make sure that everyone understands what dropshipping is. Here is an infographic to help you understand:



Why Dropshipping Has Very Little Risk

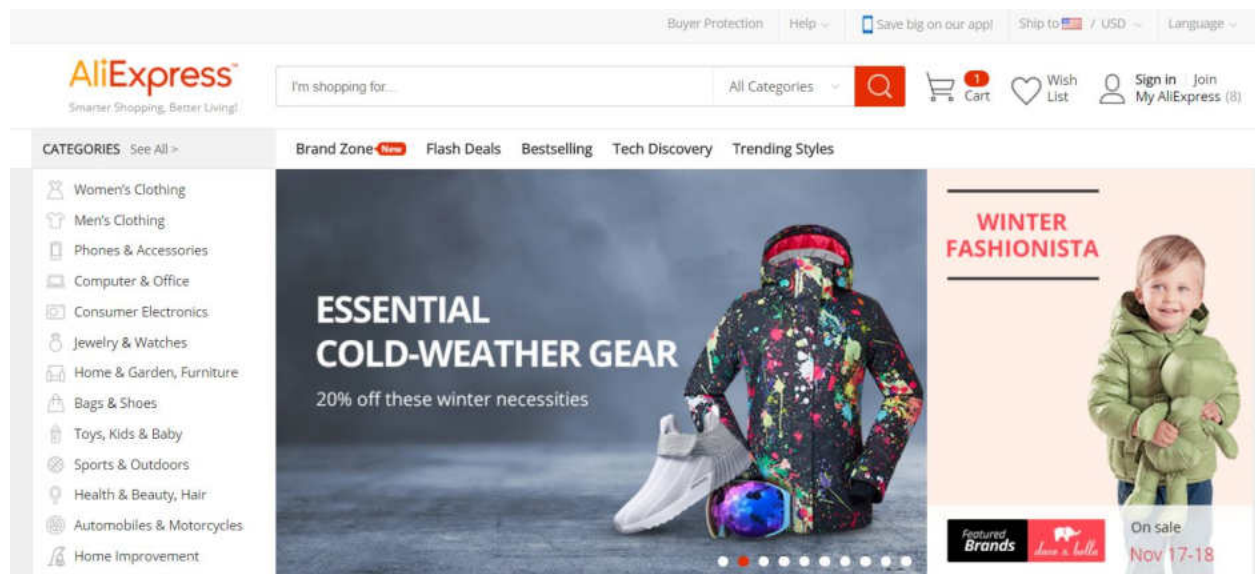
1. Your dropshipper has a catalog of items that they manufacture/sell to you individually at Wholesale prices.
2. You list those items in your store with a big markup (for example, you might buy a mug for \$3 but price it for \$10 in your store).
3. A customer comes and buys the mug from you for \$10. You then go to the dropshipper and buy it for \$3.
4. The dropshipper then ships it directly to your customer.

As you can see, there is very little risk for you because you don't have to buy any items in-advance. You only buy items once a customer has purchased them.

The Ultimate Dropshipper: Aliexpress

So, where do you find super-cheap dropshippers? The answer is simple: [Aliexpress.com](https://www.aliexpress.com).

If you have never heard of Aliexpress before, it is a website where Chinese manufacturers let you buy super-cheap items that they make. And best of all, you don't need to buy them in-bulk. Instead, you can buy them individually.



The Four Reasons We Recommend Dropshipping with Aliexpress

1. The suppliers on there are used to working with dropshippers like us. We can rely on them to send our customers their orders.
2. As you'll discover while reading this ebook (if you skip ahead to step 3) there are some incredible tools (Shopify & Oberlo) which connect with Aliexpress that make setting up and running a semi-automated store super easy (yes - imagine that - making \$10,000 a month almost on autopilot!).
3. There is a huge range of items to sell.
4. The items on there are very, very cheap.

And when we say the items are very cheap, we are not kidding. Let's take this product here - a pair of cute socks that turn your feet into cats. How much do you think you'd pay for these socks? \$10? \$9? \$8? Maybe even \$5? Take a guess:



Taken your guess? OK, good. Now let me tell you the price.

They are 80-90¢ each.

Yes... just 80-90¢ each. Take a look for yourself:




cute harajuku print cat socks women boat socks summer autumn korean animal funny cute low cut ankle sock happy sock sokken

★★★★★ 4.9 (6749 votes) 4164 orders

Price: ~~US \$0.99 - 1.11 / Pair~~

Discount Price: **US \$0.79 - 0.89** / Pair -20% 2 days left

Get our app to see exclusive prices

Color: 

Shipping: **Free Shipping to United States via China Post Ordinary Small Packet Plus**

Estimated Delivery Time: 20-39 days

Quantity: Pair (55821 Pair available)

Total Price: Depends on the product properties you select

[Buy Now](#) [Add to Cart](#)

Think you could buy a pair of these socks in the USA for 80¢? There is no way. Aliexpress is the ultimate dropshipper for new sellers thanks to the abundance of low-cost items to dropship.

Wait - What About the Shipping Times?

When newbies enter the world of Aliexpress dropshipping, they see the abundance of low-cost items to dropship and they get extremely excited. But then they hit a stumbling block...


Wait - what about the *shipping times*? How long will it take for the item to arrive from China?

That is why we here at Wholesale Ted recommend that new dropshippers start out by selling to customers in the USA (no matter where in the world you live). And that is because of something very important...

ePacket Shipping.

The ePacket shipping option is an agreement between China & the USA that let's items be shipped very cheaply from China to the USA. And when we say cheap, we mean very cheaply.

Take a look at how low the shipping cost would be to ship those socks from China to the USA using ePacket shipping:

Shipping Company	Shipping Cost	Estimated Delivery Time 	Tracking Information
China Post Ordinary Small Packet Plus	US \$0.51 Free Shipping	20-39 days	Not available
AliExpress Standard Shipping	US \$2.03 US \$1.59 You save: US \$0.44 (about 22%)	19-39 days	Available
ePacket	US \$2.31 US \$1.89 You save: US \$0.42 (about 18%)	12-20 days	Available
EMS	US \$40.17 US \$20.08 You save: US \$20.09 (about 50%)	12-21 days	Available
TNT	US \$71.48 US \$35.75 You save: US \$35.73 (about 50%)	12-60 days	Available

As you can see, it costs just \$1.89 to ship all the way from China to the USA and they'll arrive within 10-20 days. Crazy right?

Wait - Don't Other Countries Have ePacket Shipping as Well? Why Sell Only to the USA?

A lot of subscribers at Wholesale Ted live in other countries. And hey, we understand: both of us live in New Zealand (ever wondered where Sarah's accent comes from? It's a New Zealand accent!). And so understandably they think "hey - I'm from the UK. Why don't I sell to people in the UK rather than just to people in the USA?"

Well, here is the thing. Firstly, you're not at a disadvantage for selling to people in the USA. So why not take advantage of the huge population of the USA and start there?

With over 300 million people, there are tonnes of sub-niches within the population that you can target. It makes running ads a lot easier.

Secondly, if you sell to people in the USA and you don't live in the USA, then guess what - you probably don't have to pay any sales tax! Whereas, if you live in the UK and sell to UK residents, then you'll need to collect VAT - which is not so much fun.

And thirdly, and very importantly, the ePacket shipping option that the USA uses and the rest of the world uses is very different. When it comes to ePacket to the USA, it is the United States Postal Service that controls it. Whereas for ePacket to places like the UK, it is China Post that handles it - and it's often not as efficient.

Bottom line? Stick with the USA when starting out and expand from there.

Wait - Will People Buy Items Even with “Long” Shipping Times?!

YES! This will have only a marginal impact on your sales. [Click to watch Sarah's video here:](#)



Why LONG SHIPPING Times DON'T MATTER when Dropshipping with Aliexpress (ePacket China Shipping)

Step 1: Pick a Niche for Your Store

OK. Now that we've talked about what dropshipping and Aliexpress is... it's time to move onto the step-by-step formula to making \$10,000/month with this business model!

So the very first thing you need to do when building a store is to pick a niche.

What is a Niche?

A "niche" is a category of items. For example, in many of Sarah's video tutorials, she likes to use coffee as her niche. So when she builds an example Aliexpress store around the coffee niche, she'll add items like mugs and coffee spoons into her store.

Before you can start making money with an Aliexpress store you need to pick what "niche" you are going to make your store around.

Broad vs. Targeted Niche

When picking your niche, we recommend that most beginners start out by picking a "targeted" niche versus a "general" niche.

What is the difference between those two? Well, a "general" niche might be say, a store that sell items aimed at pet owners. Whereas a "targeted" store might be a store that is aimed at dog owners. As you can see, one niche is broader than the other.

Here are the reasons why we think targeted niches are easier for beginners:

1. Most important, your conversions will be higher than a general store.
2. This is because every item you list in your store will be relevant to the visitors you bring in. Think about it - if you have a store aimed at pet owners, then the items you have listed that are aimed at cat owners won't interest the visitors you bring in who own dogs.
3. You can brand your store around your niche to appeal specifically to your audience. So if you have a store about dogs, you can use the word "dogs" in your domain/store name and use images of dogs in your logo.

There is a great video on our YouTube channel which outlines the pro's and con's of both: [How to Make a Million Dollars in a Year](#). We recommend you watch it:



How to Make 1 Million Dollars in a Year with Ecommerce & Scale (w/ Aidan Booth)

I Want to Make a General Store - Is that OK?

A “general” store has more has lower conversions, so it might take you longer to make money: but in the long-term, you’ll have more scaling potential. Which is why some of our friends like Adrian Morrison (a super successful dropshipper too) who has been a guest on our YouTube channel often recommends general stores.

Neither is better than the other. So you can choose to start a general store if you’d like. They both have advantages and disadvantages. We recommend a niche store, but it’s up to you.



Want our step-by-step video guide to picking the perfect niche to build your store around?

Click Here to Join The Dropship Club

Step 2: Pick Products to Sell

Now that you've picked a niche, you now need to pick a bunch of items that you are going to add to your store (which we'll be creating in step 3).

It is this step that trips up a lot of newbies. When they look at successful Aliexpress stores, and see lots of items listed, they assume that all of those items must be selling well. But this isn't true at all.

When you are picking products for your store, you need to realize something...

Most of those items aren't going to make you money.

Yes - most of these items aren't going to make you a profit. BUT, that is OK, because our goal isn't for each of these items to make us money. Instead, this is the goal:

To find a single item that will earn you \$10,000/month by itself.

Most of the items you see in an successful Aliexpress store are either there for 2 reasons:

1. To make the store look big.
2. To act as upsells/cross-sells.

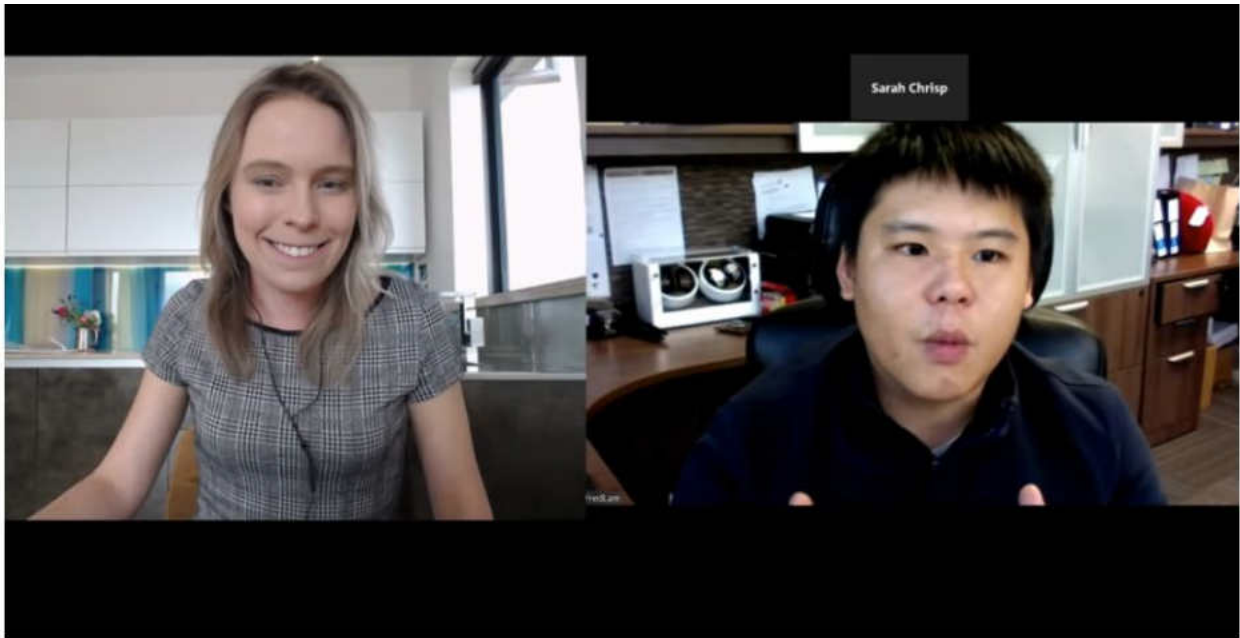
Here is how you find profitable items to sell in your store:

1. Add a bunch of products (20 is a nice number to aim for).
2. Run Facebook ads for each of the products (which we do later in step 5).
3. Identify which ads/products are profitable, and which ones aren't.
4. Kill the ads for the ads/products that aren't profitable.
5. Scale up the ad budgets for the ads/products that are (to huge levels... \$10,000/month is just the beginning!).

Now true - most ads won't be profitable. But that is OK. Because the ads that are profitable...

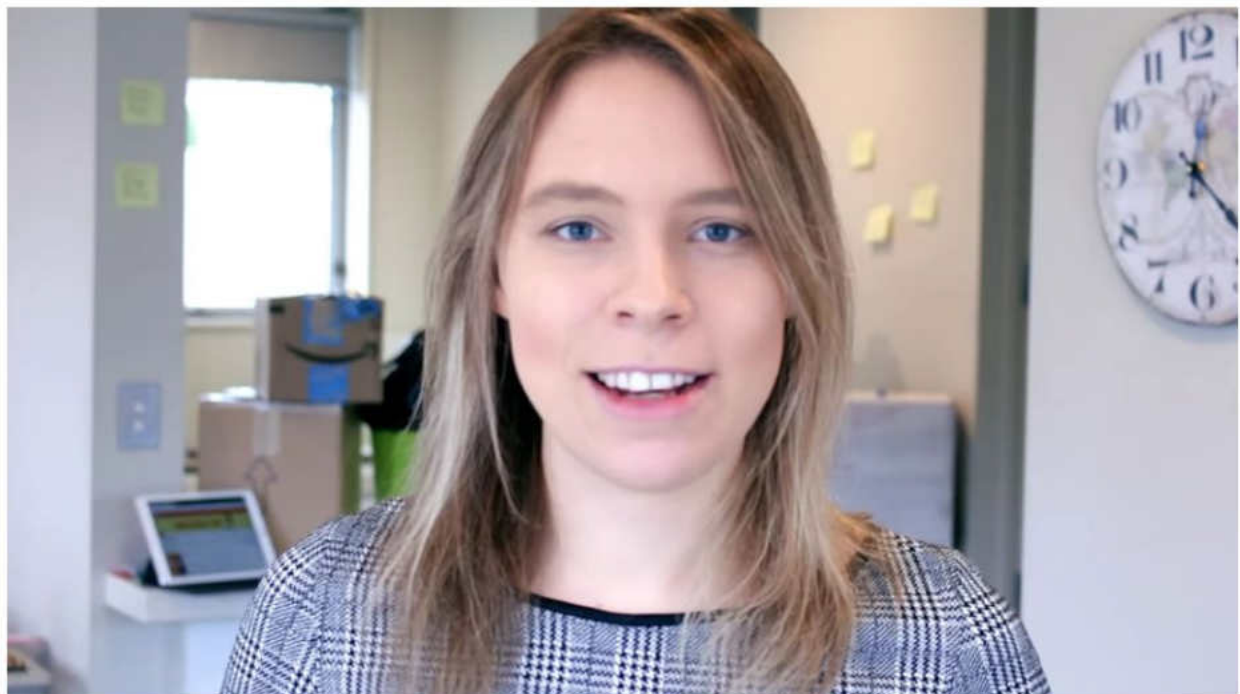
...Are **insanely profitable**.

Now on average, we tend to find it takes most newbies about 20 products to find 1 "winning" item that earns them \$10,000/month. But there are no guarantees. It might take you more - or you might be lucky and take even less! We recommend you watch this incredible informative interview Sarah did with a millionaire dropshipper friend of ours, Fred. It is called [How to Pick Products that Make a Million Dollars in a Year](#):



How to Pick Products that Make Over a MILLION DOLLARS in a YEAR with Aliexpress Dropshipping w/ Fred

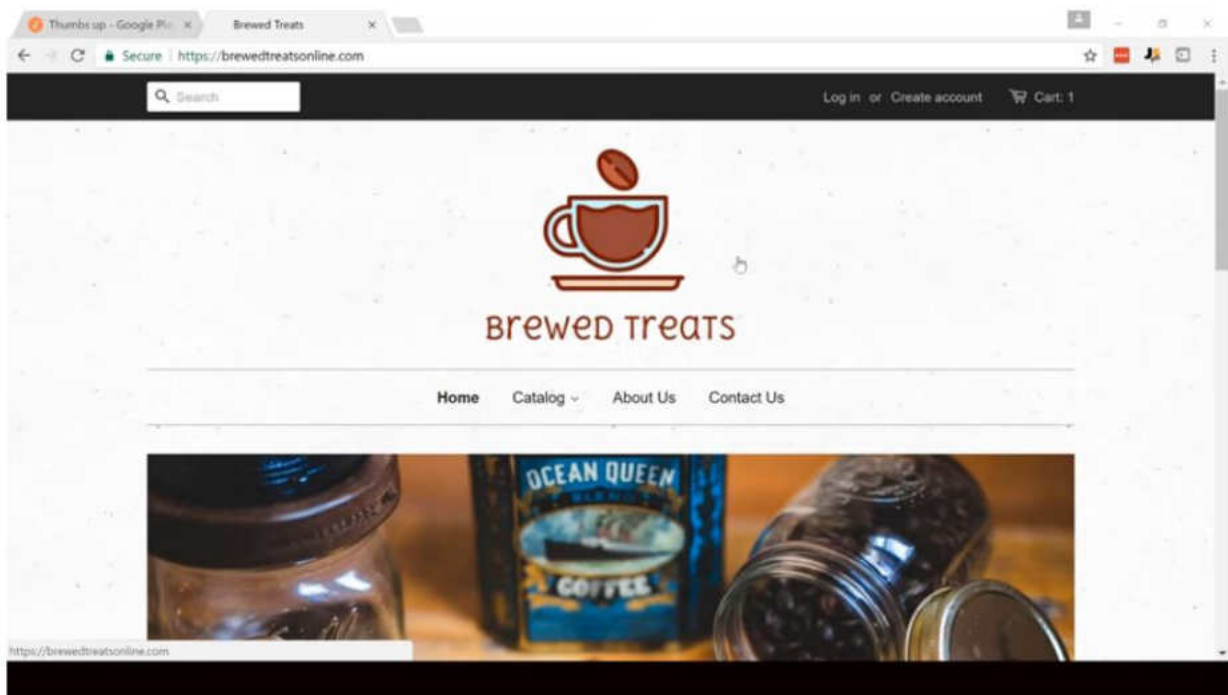
You also want to make sure that you are only dropshipping items from reliable suppliers. Picking the right supplier is something Sarah teaches in [6 Tips for Dropshipping with Aliexpress](#):



Step 3: Build a Semi-Automated Dropshipping Store

Fantastic. We picked a niche for our store in step 1, and now in step 2 we've picked products to add to it. Now, we just need to create it! In this step we're going to make a semi-automated store that takes just 1-2 days to manage (imagine that - just 1-2 hours a day to manage a store earning you \$10,000/month!).

So how do you build a semi-automated dropshipping store? Simple: by combining the powers of Shopify & Oberlo. Sarah created a step-by-step tutorial which shows you how to do it. So go ahead and watch her step-by-step video tutorial, [How to Create a Shopify Dropshipping Store](#):



How to Create a Shopify Dropshipping Store Using Oberlo & Aliexpress (In 30 Minutes!)

[Click Here to Get a Free 2-Week Shopify Tutorial & Follow Along Step-By-Step With The Video*](#)

*Note: that is an affiliate link. You don't have to use it, but if you liked the tutorial and found it helpful, we'd greatly appreciate it!

What About Woocommerce Instead of Shopify?

There is nothing wrong with Woocommerce: both it and Shopify have pro's and con's. We think for most people, Shopify is the right platform to use. If you're especially tech/design savvy or on a very limited budget, you might prefer Woocommerce. Sarah created a video outlining the pro's and con's that you can watch called [Shopify vs. Woocommerce](#):



Shopify vs Woocommerce in 2017 (Which One is Better for you?)

Again though, we usually recommend Shopify to beginners because not only is it super-simple to use, but it has some awesome apps (like Oberlo) that make creating a professional looking dropshipping store super simple for beginners.



Want more advanced step-by-step training videos on how to create a dropshipping store?

Click Here to Join The Dropship Club

Step 4: Upsell Customers to BIG Orders

Whenever we come across a dropshipper that is barely making money or breaking even, one thing quickly becomes apparent.

They have not added upsells/cross-sells/remarketing to their stores. Here is what you now need to add to your store to optimize it for conversions:

1. Upsells for your products.
2. An email marketing app to send out regular newsletters.
3. A plan in-place to remarket to existing customers.

A huge part of why 6-figure (and even 7-figure) stores are able to make so much money is that they realize that you shouldn't just become fixated on the initial sale. Instead, you should be trying to get them to buy more than 1 item for you.

Not adding upsells/cross-sells/remarketing to your store is one of the most common mistakes that newbies make, and it causes them to lose out on a lot of money. This is something Sarah discusses in her video, [3 Reasons People Fail at Aliexpress Dropshipping](#):



3 Reasons Why People Fail at Aliexpress Dropshipping (and how to AVOID these mistakes)

There is another big mistake that people make during this process: they try to be too greedy with their upsells. In her video, [How to Make More Money from a Shopify Dropshipping Store](#), Sarah gives some crucial advice on how to price your upsells (plus some other great tips for improving your conversions & sales too):



How to Make More Money from a Shopify Aliexpress Store (4 Optimization Tips)



Want our step-by-step video guide to how to add upsells & email marketing into your store?

Click Here to Join The Dropship Club

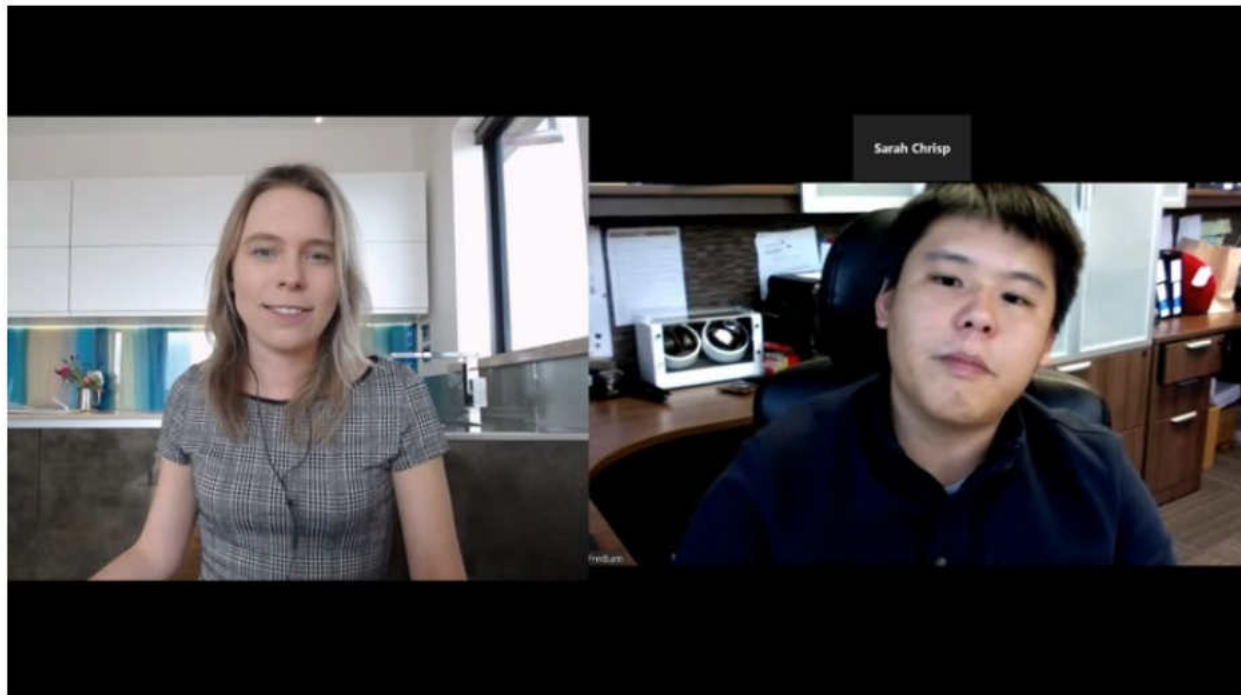
Step 5: Finding Winning Products with Facebook Ads

Do you remember when we said earlier that our goal through this whole 6-step process is to find winning products that, by themselves, can earn over \$10,000/month? This was the process:

1. Add a bunch of products to your store.
2. Run Facebook ads for each of the products.
3. Identify which ads/products are profitable, and which ones aren't.
4. Kill the ads for the ads/products that aren't profitable.
5. Scale up the ad budgets for the ads/products that are... with the goal being to scale them so that you are earning over \$10,000/month from just 1-2 products!

So now that you've setup your store, it's time to run Facebook ads and test your products!

When creating your ads, it's very important to go after the right audience. To learn more we recommend going back and watching our video: [How to Pick Products that Make a Million Dollars in a Year](#). Skip ahead to 7 minutes into the video and take notes:

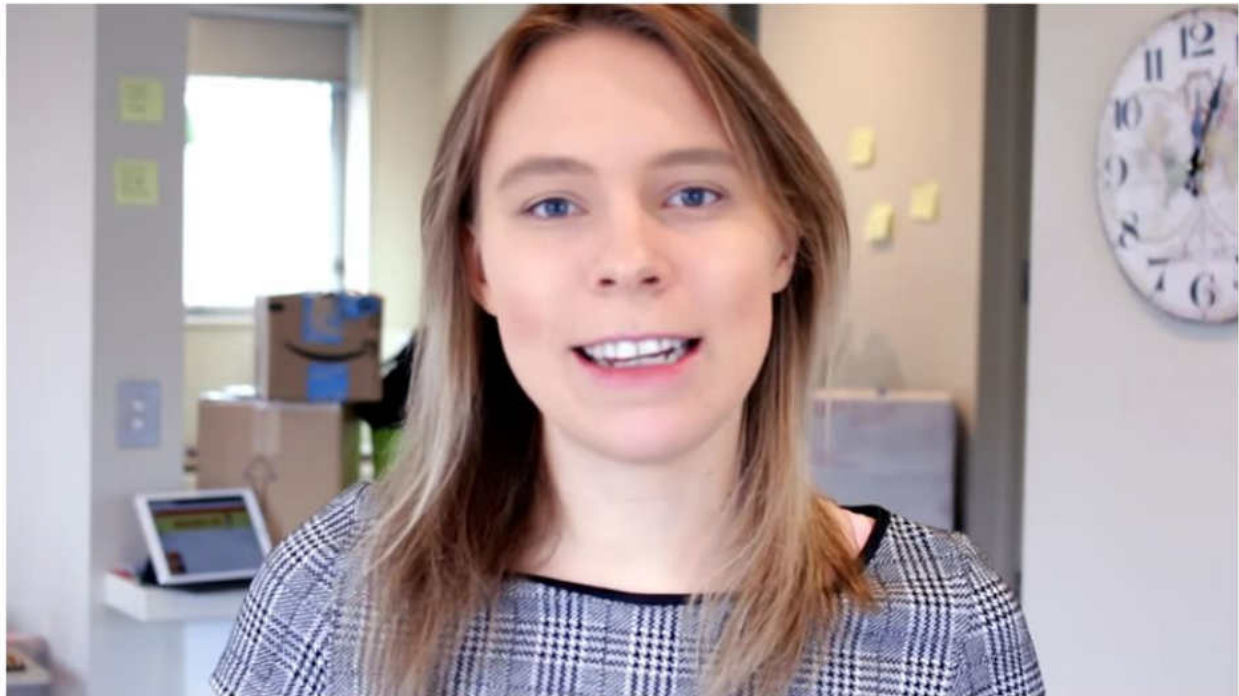


How to Pick Products that Make Over a MILLION DOLLARS in a YEAR with Aliexpress Dropshipping w/ Fred

Now that you know more about picking the right audience, you can head to Facebook and create ads for each of your products. Here are some tips:

- Start with simple \$5/day ad budgets. You can scale up from there.
- We recommend running ads for 4 days.
- Even products that don't end up being "winning products" will often make some sales along the way. Take this revenue and reinvest it until you find a winning product.
- Don't be discouraged if it takes awhile. It's normal! ***Let the data tell you the story.*** Oftentimes the items that we think look they'll surely be winners turn out to be losers.

Want some more advice? Sarah & Fred created another great video that gives you more tips on how to run successful Facebook advertising campaigns: [6 Facebook Ad Tips for Aliexpress Dropshipping Stores](#). Be sure to check it out and use the techniques in there to create high-profit Facebook ad campaigns:



6 Facebook Ad Tips for Aliexpress Dropshipping Stores (w/ Fred Lam)

If you can't afford to run Facebook ads, then there is one traffic source that you can use to drive customers to your Shopify store, and that is SEO (search engine optimization traffic). If you are interested in getting free SEO traffic to your store, we recommend you watch our video - [How to Start a Business with No Money](#):



How to Start a Business With No Money (Or Little Money): Dropshipping!

This is not something we recommend to most people though. As Sarah explain in our video, [How to Make a Million Dollars in a Year](#), focusing her efforts on free SEO traffic rather than paid traffic has been one of her biggest regrets. So we recommend using paid traffic.



Want our exact step-by-step video tutorials which teach you how to create Facebook ad campaigns?

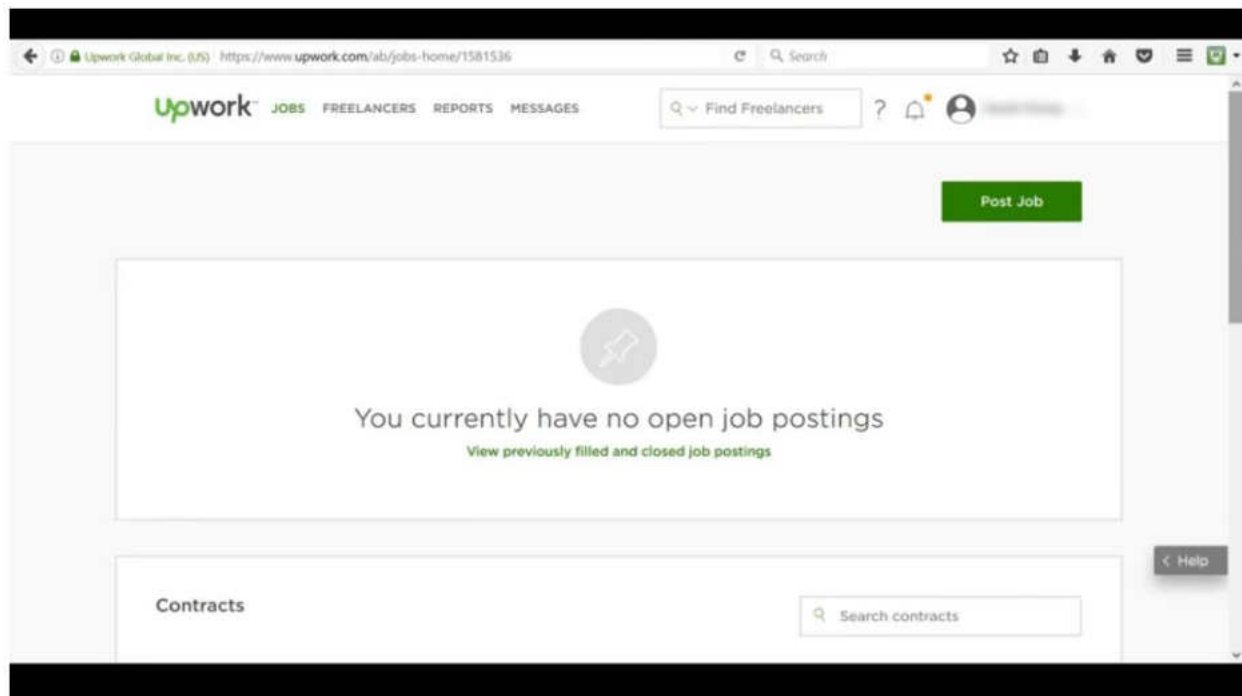
Click Here to Join The Dropship Club

Step 6: Grow & Manage Your Store!

Now is the fun part - now that you've built your store, test products and found the winning items... it's time to grow and manage it. Luckily for you, this step is pretty easy. Every day you'll just need to set aside 1-2 hours to manage your orders and answer your emails.

And YES - it really only takes 1-2 hours to manage a store that is earning \$10,000/month, since we have already largely semi-automated the process in step 3. Pretty incredible, right?

Of course, if you want to make it even MORE passive, then you can always hire a virtual assistant to help you run your business. Sarah has uploaded a video to our channel: [How to Hire a Virtual Assistant](#). This video teaches you how to hire a virtual assistant (VA) to help run your business for you so that it can turn into a passive asset:



How to Hire a Virtual Assistant - How to Use Upwork & OnlineJobs.ph when Hiring VAs (\$3/HOUR)

AND THAT'S IT! Now you know the 6-step formula to building a **6-figure dropshipping store**.

BUT... How do you *complete* these 6 steps?

Get Our Step-by-Step Video Tutorial Series with **The Dropship Club**

In this ebook, we've outlined the 6 steps you need to follow to build a successful Aliexpress dropshipping store. Plus, we've given you links to some of our most information-packed videos for each of these 6 steps.

But did you know that here at Wholesale Ted, we have an **exclusive video library** of tutorials which show you *exactly* how to complete these 6 steps?

Yes: our video library is a series of over-the-shoulder video tutorials created by Sarah, showing you how to create a 6-figure dropshipping store from start to finish. And it is called...



[The Dropship Club](#) is our exclusive clubhouse which teaches you the *exact* process of how to complete these 6 steps for just \$67/month. Inside it, you'll discover...

- Our exact process for researching the perfect niche.
- How to pick the right items to add to your store (and skip the ones that will *lose* you money... or even get your *PayPal account banned!*).
- The step-by-step guide to creating an **advanced Shopify dropshipping store** (learn the things we don't teach in our free YouTube video, like how to add free + shipping items).
- How to add upsells & email marketing to your store to **massively increase the AOV** (average order value) for each of your customers.
- Our exact method for creating profitable Facebook ad campaigns and using them to find items that can, **by themselves, earn over \$10,000/month**.
- How to manage and grow your store to 6-figures.

[**Click Here to Get Insider Access to the Clubhouse Training Now**](#)