



Start Your Own Wholesale Distribution Business (StartUp Series)

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There's Money in the Middle!

You like doing deals and making money, but don't care much for the retail grind? You should be the middleman-the wholesaler-the one who buys goods in volume from manufacturers and sells them to retailers at a profit. With millions of products on the market already and new ones coming every day, the wholesale economy has plenty of room for growth.

This guide reveals how to start a thriving wholesale operation, specializing in any industry you choose-and how to run it from your kitchen table, if you'd like. You'll learn:

- How to make contact with manufacturers and retailers
- Which product lines will bring maximum success
- Insider secrets for overcoming the competition
- How to take advantage of the internet's growing role in distribution
- Effective strategies for increasing profit margins

You'll also get sample forms, step-by-step instructions, checklists and work sheets to guide you smoothly through each stage of the startup process. It's a straight shot from where you are today to owning and running your own business-and you can start right now.

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