



# Start Your Own Wholesale Distribution Business: Your Step-By-Step Guide to Success (StartUp Series)

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**Like making deals and money but don't care for the daily grind?**

Then consider becoming a middleman—the wholesaler—who buys goods from the manufacturer and sells them to retailers for 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 easy-to-read guide covers locating manufacturers and retailers, securing product exclusives, and identifying prime locations for wholesale distributorship. With insider secrets for beating the competition and step-by-step instruction on how to start making money today, this fully revised third edition also covers the Internet's growing role in distribution, effective strategies for dealing with shrinking profit margins, and specific product lines to focus on for maximum success.

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