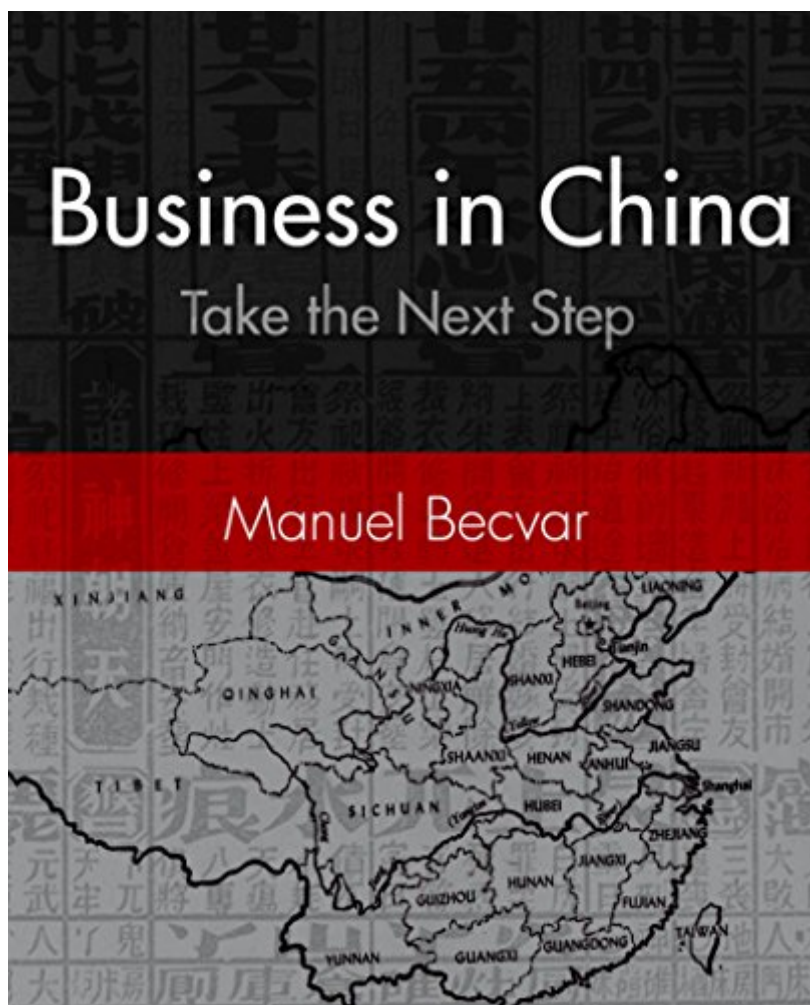


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# The Import Bible Part 3: Take Your Importing Business To The Next Level, Go To China! Business In China



## Synopsis

Take the Next Step, Get the Best Prices & Source Directly in China If you are serious about your business you will visit China or other countries you are sourcing from sooner or later. Factory visits are a crucial next steps once you have found reliable suppliers and want to grow your business relationships with them. In this guide to "Business in China" you learn when it makes sense to think about visiting factories, the benefits of sourcing at trade shows and how you can do all of this even on a tight budget. This book is aimed at entrepreneurs who have already tested the waters of importing from China through Alibaba, an exhibition, contacts or more. If you have already started your import from China this part will take you to the next level. I outline the most important steps to keep your business growing, what to avoid when going to China, how to communicate with suppliers at their factories, what to expect when visiting exhibitions and how to arrange meetings. I will teach you how to negotiate contracts, travel around at virtually no cost in China, meet the real suppliers and perhaps even manufacture your own design. Sound good? Then this is the perfect book for you to take your business to the next level. I focus on how to make you become a professional China buyer in this book. You will also discover the best way to narrow your sourcing results without limiting your competitive advantage. You can figure out the best sourcing strategy along the way. Parts of the book also aim to make you understand business in China, how to fit in and how you can avoid several problems, such as delays in shipment, your shipment being lost somewhere in China and making sure your factory follows the discussed topics after you leave the meeting. It is essential to meet your business partner in China, be it for negotiations, to see his other products, to spy on your competition or just to get to know your partner in China.

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