
\$10K A MONTH AMAZON CHALLENGE

A challenge to build a \$10K a Month Business on Amazon in 90
Days or Less

SAM KIPS

\$10K A MONTH AMAZON CHALLENGE

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\$10K A MONTH AMAZON CHALLENGE

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*How to rapidly build a **\$10K a Month** Amazon Business Selling Products That Amazon already Loves and ranks*

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Adhering to Amazon's rules, terms & conditions is the guiding principle of this book!

INTRODUCTION

I want to Challenge You to Rapidly Hit \$10K/Month Selling on Amazon in 90 Days or Less.

I present to you a rapid Amazon selling system to build a **\$10K-a-month** income. And of course that is not the maximum you can do with this model but it will be a super starting point to scaling to 6 to 7 Figures.

I wrote this book to help change the lives of those struggling financially like I used to before learning how to run an Amazon business. Those who are tired of their current state of financial affairs, these who would like to shake off the status quo. Those whom I can motivate to take action to pursue a better life.

This book is a gift from me to you, and it has the potential to transform your life for the better. You can make the coming years of your life better and more fulfilling for you and your family. This book has the potential to stuff your bank account with money and give you the peace of knowing you can afford what you want.

My situation was probably worse than most people's. Life was a struggle because I hardly had enough to meet the needs of my

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growing family. I simply had to find something that worked. I tried many ventures; some failed, some succeeded, and some were just okay.

My turning point happened when I met a successful Amazon seller who asked me to help him with his business. That is when I learned about the goldmine, which is Amazon. I soon launched my own business and have never looked back. My business boomed.

I was finally experiencing the joy of abundance. I built a successful business from scratch. I have seen this replicated repeatedly, which is why I believe you can do it too.

ACTION is what makes the difference. Reading this book and doing nothing won't change your life. May this not be one of these purchases you make and let them acquire virtual dust on your computer. May you put this to work as soon as you finish reading the book.

I wrote this book for two main reasons:

Reason #1: For you to change your life by applying the lessons in the book. I wrote it so you may launch a successful Amazon business to build a financial asset that will pay you for years to come.

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Reason #2: So that you will eventually hire me and my team to speed up the process of implementing what you have learned in the book.

If you read this book and decide you'd like help implementing its strategies as quickly as possible, please book a call to chat with my team by going here:

EcomProfitEngine.com/call

Or

<https://ecomprofitengine.com/call>

Helping people like you to launch Amazon businesses and turn them into 6-figure ventures is exactly what we do day in and day out.

We're here to help.

To your success,

Sam Kips

CHAPTER 1

The \$10K Model

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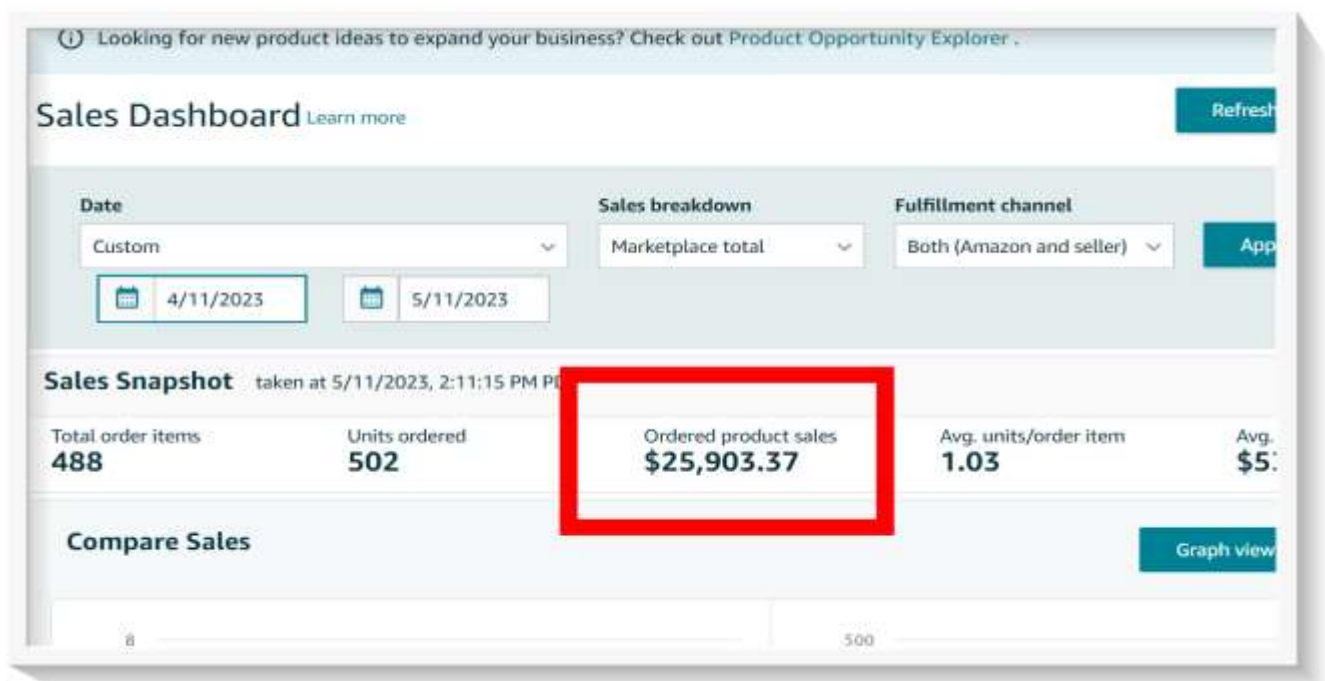
You will love this!

I intend to keep this book short and to the point. I know you are busy and I will do you a favor if I can cut the junk and only give you the meat and the valuables which you may implement immediately.

Actually, I want you to be able to consume this book in one sitting so you may start the \$10K journey as soon as today.

Nick did and so can you.

Nick used the 3 steps to scale to \$10k month in 2 months. And he wasn't some great guy with some magical powers or something...



He was and is an ordinary guy just like most of us. Things were hard for him just as they are to most ordinary guys. By the time he heard of this business model things weren't as rosy. He was struggling to keep up

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with the ever rising cost of living. As a truck driver he knew he had to keep working hard everyday to feed his family. But he decided to give this business model a try.

He only had a few hours everyday to work on it. He would research on products in between trips. He always carried his laptop with him. He worked very hard and his hard work paid off. Most of his products sold out as soon as they arrived on Amazon. He was hooked. He worked even harder. It wasn't long before he took a leave from his job pending a final decision to quit.

And he didn't have to handle products. He had a prep center do all the hard work for him. And it is working so well for him.

Your story may be the next one to be told on this space, that is, if you listen to what I am telling you today and if you take action.

Jeffrey did it too...

Here is his recent sales screenshots and a brief on how he did it from scratch.

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Jeffrey from New York lost his job and was about to lose his house by the time he heard of this business model. Until then, he had never been interested in starting a business. In fact, he could not imagine he would be self-employed within just a few months.

He was still looking for a job when we met. I gave him a 1-on-1 coaching on this model and showed him how he could implement the 3 easy steps. His life was never the same.

He now runs a very comfortable business selling on Amazon using the same strategies you will learn from this book.

... And now your turn has come.

It is now time for you to experience the sweetness of running a fail-proof Amazon business model we are giving you today.

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There are a few myths I need to debunk

Myth #1: *'Selling on Amazon is no longer profitable'*

This is **false**... this is based on the fact that many know that the only model of selling on Amazon is private labeling. Private label is not the model we are talking about today. Selling on Amazon is super profitable today when you use the right model. And we are giving it to you today.

Myth #2: *'You need a lot of money to succeed on Amazon'*

Again, **False**... This is not true some have started with only \$450 and built massive businesses on Amazon. Again the model we are giving you is cheaper to start.

Myth #3: *'It takes a long time to succeed on Amazon'*

Again **False**... This is not true and those who say this are those who depend on sourcing from China which takes up to 2 months for products to arrive. With our model, you may be selling in less than 2 weeks.

This Model is Booming Today

Selling on Amazon is booming right now, but only if you have the right mentor. And especially if you are using this model we are showing you today. I am here to help you by challenging you to scale your business to great heights.

Selling on Amazon has never been better than it is today. The opportunity is just massive and much easier for anyone to succeed.

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I've been there since 2014, and we have learned to adapt to changes. I've seen it all, and I understand how this works. I know what works and what doesn't.

After a few years of low season due to saturation, because everyone else was sourcing the same products from China, we discovered a new model. The model is better and super easy to succeed with. It doesn't require you to source from China.

It is a very profitable model. It has never been easy to succeed and build a 6-Figure business on Amazon than it is today. If you are serious about your business and want something that will work for you. It is time to jump in on this.

That is why you are reading this book today to help you become the very first one percent to take advantage of this model.

What is the \$10k/Month 'Accelerated Amazon 90'?

What is the model that I am challenging you to rapidly build a \$10/Month business? Our model, which we call **Revolution OA**, is not just online arbitrage, but it is a model that is sustainable and proven to stand the test of time.

Unlike private label products, we are not looking for a product that sell 100s or 1000s of units a month. Our model is based on finding a product that can sell a **few units each month** but then finding hundreds or thousands of such products to add to your Amazon FBA inventory.

We are focusing on products that are available to be sourced repeatedly, whenever necessary, and can give us a profit margin,

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however small. Then supercharging the business by adding hundreds or even thousands of these products to your Amazon seller account.

It is a sustainable, verifiable, and stable business that can even be sold off later on down the road.

This is a little-known goldmine here!

CHAPTER 2

The 3 Step Formula

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Can you imagine? It's Only 3 Steps to \$10K Month

The 3 steps are:

1. Find 200 great products to sell

Find them in the next 30 days using our system.

2. Source the products and get them to a prep center for labeling and other prep requirements.

3. Ship the products to Amazon (FBA)

List the products and have the prep center ship them to your Amazon account.

After this, there is nothing much for you to do than just monitor sales and restock where necessary. The products will sell without much *interference* from you.

There is no need to run PPC ads or work on ranking your product. This has already been done.

NOTE: You won't need to wait to find all the 200 products. You will process and have them Amazon as you find and source them.

These are the only 3 Steps you need to take in order to build a successful \$10K month Income.

Of course, I am assuming that all else is in place and that you already have a seller account, or you will be signing up to Amazon seller central

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today. I will not go into details on how to sign up to seller central, some info is available online... but if you need help on signing up you may always contact us and we will assist you.

Will \$10k per month change your life?

Definitely!

To most people, \$10K a month income is a game changer. Their lives will change, they will pay off their mortgage faster, they will go on a vacation, and do many things they couldn't do without the \$10K.

I challenge you to go for it today...

The Math of The \$10k/Month Business

Here is an example of how we calculate income targets. Study it carefully in order to understand what we are doing with this model.

This example gives you an idea of what we are talking about.

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How the \$10k/Month sales look like

If we are looking to reach **\$10K /month in sales**, our product target level will look like this.

Add 100 products/ASINs to your Amazon inventory,
Each product sells approximately six units per month

100 Products x 6 units = **600 units** sales per month

Average selling price of **\$18** per unit

600 x \$18 = **\$10,800**

That's 5-Figure Sales!

Do you see how easy it is to get to \$10K/month in sales and even net income? If you decide to go for this challenge, you will see these results in no time.

I would like to cheer you as you pursue this goal. Keep in touch so I may encourage you on your way.

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Advantages of our Amazon selling model

- Super easy to find a product with a profit margin that sells only 6 pieces a month.
- It is sustainable, meaning it is a business that can even be sold off later on down the road.
- Faster to launch, you may be selling within the next two weeks.
- Massive opportunities.
- Faster ROI.
- Low-risk investment.
- Amazon encourages it, and Amazon encourages sellers to increase the number of products they are selling. That is exactly what we are doing.
- You can scale as much as you can, adding as many products (ASINS) as you want.

This is the most realistic model for the small guy to build a **\$10k business**. I encourage you to jump into this today, or else you will look back 5 years from now and wish you had started when others did.

This is a golden opportunity for you to succeed on Amazon.

CHAPTER 3

The Tools You Need

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You will need some tools to do this tools

You only need three software tools to run this business. Some are actually free. And they are all Chrome extensions.

These are:

- **Keepa**
- **BuyBotPro**
- **AMZ Suggestion Expander**

1. Keepa.com

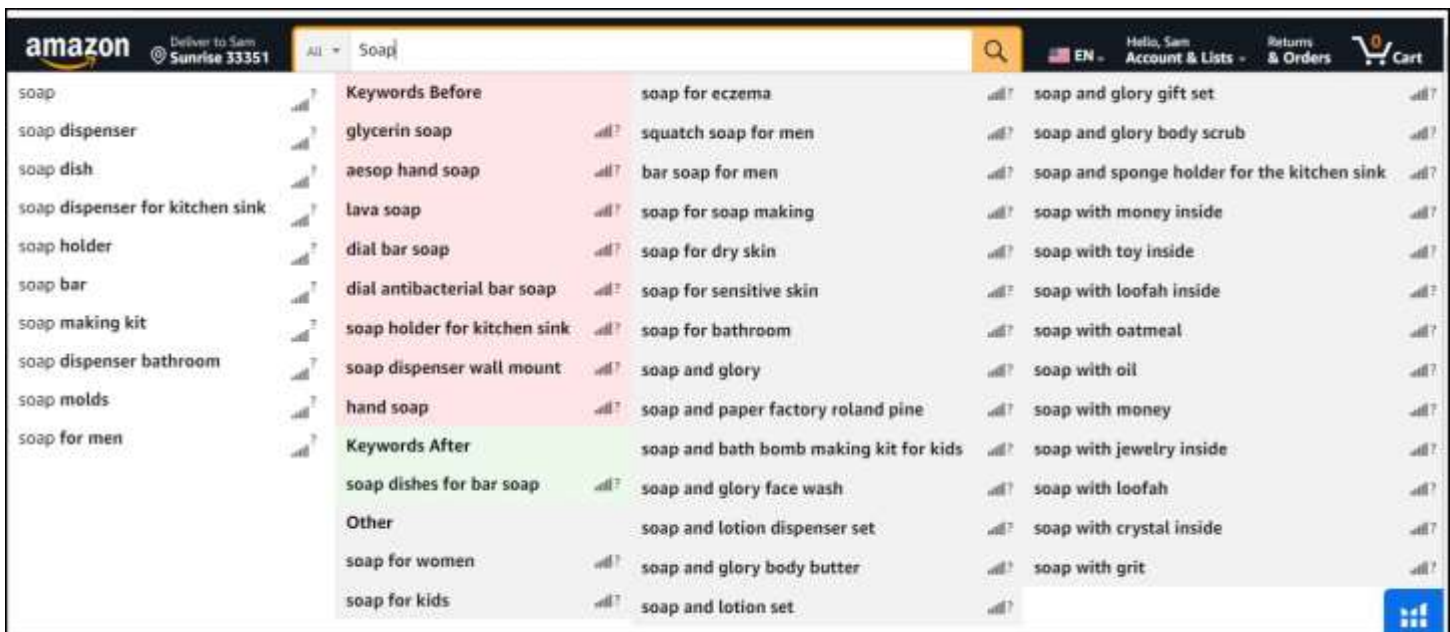
This is the top-most software we use for this business. Sometimes, it may even be used alone without any other additional tool. We have listed it as the very first software because it is indispensable. The good news is that it is very inexpensive. You have to pay for the pro version to access all the features.

The pro subscription costs only **\$19 monthly**, which is a steal.

2. AMZ Suggestion Expander

This extension will make your Amazon keyword research richer and faster. As soon as you type a keyword, it will add many more keywords on top of what Amazon gives.

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By simply typing a keyword into the Amazon search bar, this tool will quickly pull up a large amount of additional suggested keywords, as seen in the image above. This is in addition to the few suggestions given by Amazon.

An example was when I typed 'soap' in the image above, you can see many keywords added by the tool.

You only need to click the suggested keyword, and it will open a page showing products based on the keyword.

3. BuyBotPro

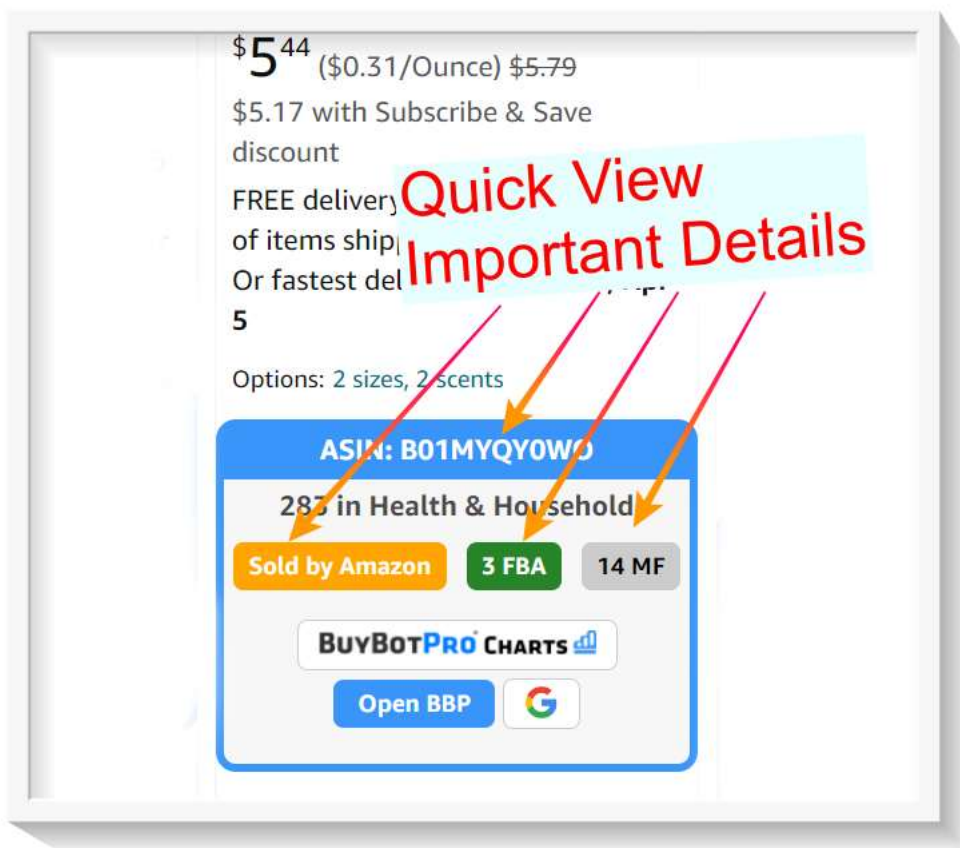
This is a feature-rich tool to help us analyze almost everything else we need to know to make a buying decision. There are many alternatives to this, but this is what I prefer. It is also very affordable.

The first features are the Amazon quick view which gives us a quick peak into these important details:

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- **Best Seller Rank**
- **If sold by Amazon**
- **Number of FBA/FBM sellers**
- **The ASIN**

An instant view of these parameters helps us make quick decisions on the viability of the product we are researching. This is a very valuable feature.



It also comes with other Amazing features.

- Competition analysis
- Competition inventory level

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- Hazmat warning – shows if the product requires Hazmat approval, we avoid starting with products that require that at the beginning of the business.
- Buying price calculator
- Sourcing Assistant
- Product oversize check
- Eligibility to sell
- Buy Box analysis
- And much more...

These tools are what you will ever need to build a 6-Figure business. You may experiment with others later on, but keep it simple for now. Use only these four for now.

A Lesson on Keepa

Before we proceed, I need to give you a brief lesson on Keepa because it's our golden tool. The **AMZ Suggestion Expander** is straightforward and doesn't need much explaining. We will learn **BuyBotPro** later on as we progress with the book.

For now, we will learn the basics of Keepa. We will need to understand how to use Keepa to analyze the following.

- To know the sales rank history
- To know the third-party seller's history
- To know if currently or historically sold by Amazon
- To know the price history and stability

See the image below. The round colored circles on the right are colored the same color as the graph they represent. Hovering over these circles

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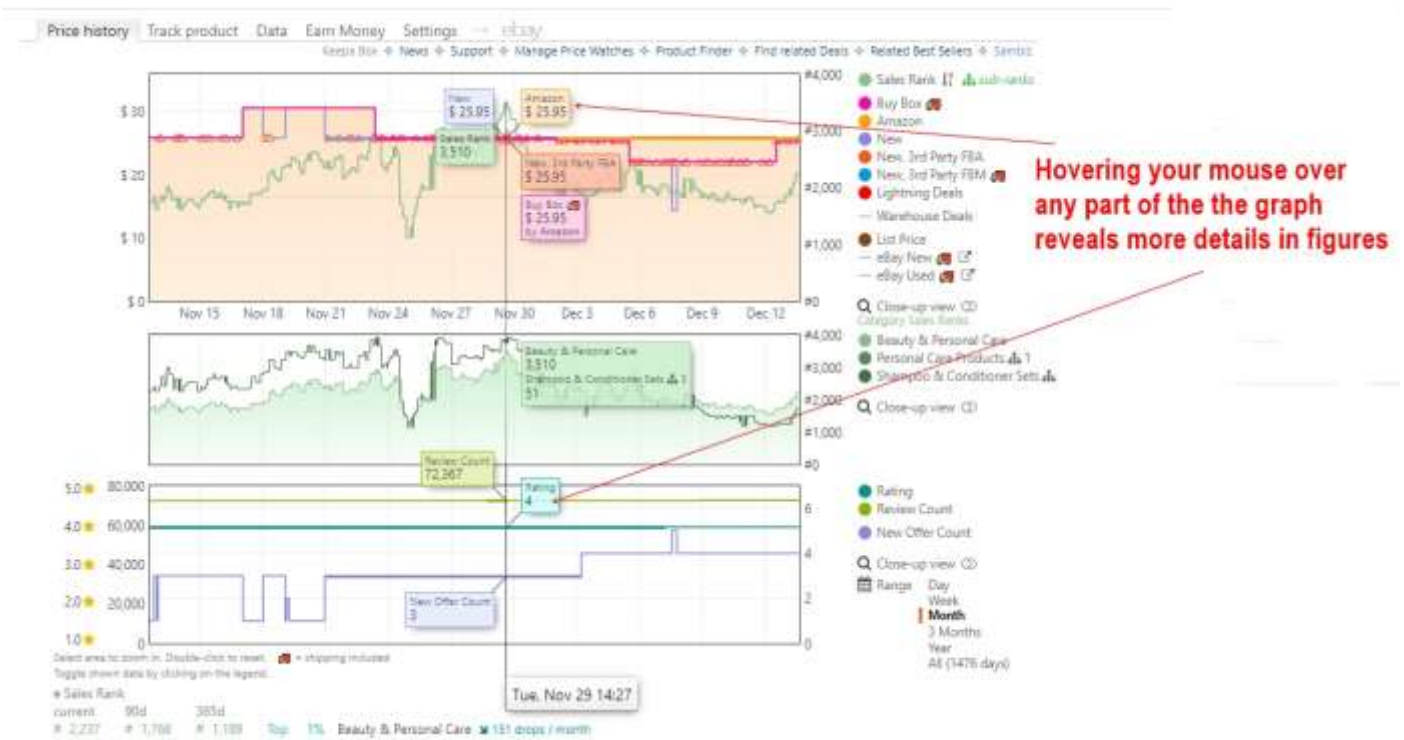
highlights the given graph, and the others will be hidden. So, if you want to analyze the sales rank, you simply hover your mouse over the green circle, and the sales rank graph will be displayed, and the other graphs will be dimmed or made invisible.



In this book, we will only major on four graphs on the upper part.

The **Green Graph**, the **Orange Triangles**, The **Purple Graph**, and The **Golden Graph**.

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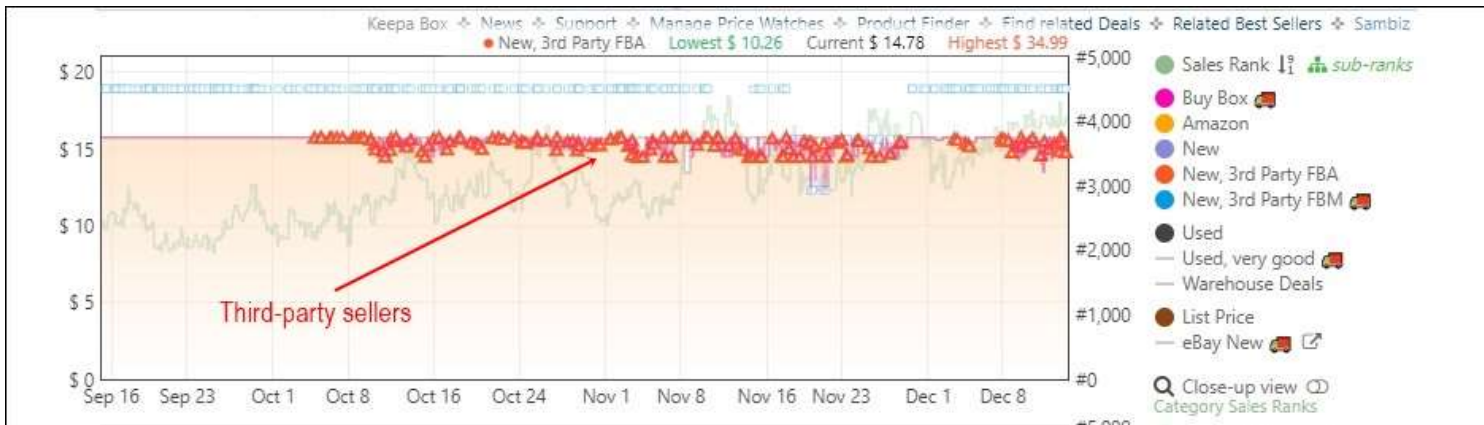


1. **The green graph** shows the Best Seller Rank... any drop means a sale. A good product should have at least 10 drops a month. A product that has very few drops in a month is not good.



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2. **The Orange Triangles** show the number of other third-party sellers. A good product should have third-party sellers joining the product page and dropping. A drop in a third-party seller means they run out of stock. This is a good sign. It means they are selling. That is the reason they run out of stock.



We don't want products where the third-party sellers' graph is always going higher and not coming down. If sellers are not dropping, it means they send inventory, but they never sell out, no one is running out of inventory, and it means no one is selling.

3. **The purple graph** shows the pricing. This shows you the lowest and the highest price of the product ever sold in the given period. But what we are most interested in is the stability of the price over a given period, *one month, three months, or one year*. If the price fluctuates too much, then it is not a good product. But if it is fairly steady, then it is good to jump in.

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If the price keeps dropping to a very unprofitable level, then it's not good at all. Give it a pass.

4. **The Golden Graph** shows us if the product is also sold by Amazon. The gaps in the graph show the time when Amazon runs out of inventory.



We try to avoid products sold by Amazon. They rarely share the Buy Box, and if they do, it is only a few times a month.

Even though we are only focusing on these four main features of Keepa.com, it has many other advanced features. But we're not interested in those at the moment.

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We just need to master these four to build our **6-Figure business**.

CHAPTER 4

STEP 1

Find The 200 Products

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Finding Products The Single-Most Important Task

You don't need to use all the methods, simply master only one method of product research and rapidly reach **\$10k/Month**

Product research is the key process of this business. If you can land the best products, the rest of the processes are a breeze. If you can discover great products, you are **90% on your way to \$10K Month Business**. I will take you step-by-step with this so you learn to do it fast.

But first, you need to know the investment you will need to start this business because product research involves sourcing them.

What investment do you need to make?

You may start with less, but I recommend that you start with a minimum of **\$1000** to buy the products. This way, you may scale a bit faster. But that is just my minimum recommendation. You may invest **\$5K** or **\$10K** or more into this business so you scale faster and reach your income target faster.

Finding the products

There are many ways of landing great products, but for the simplicity of this book, I will show you two easy methods to start with.

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1. **Reverse engineer product research:** My number one method.

This is where we start with niche sites and other retailers and then reverse engineer them to uncover great sellers on Amazon. It is reverse-engineered because instead of starting on Amazon, we are starting the research on other retailers.

We explore products on these websites, and then using the tools we showed you, we reverse the search back to Amazon to find profitable ASINs. Don't worry if you do not understand it yet. I will show you how to do it.

Hundreds of online retailers, niche sites, and manufacturers' stores exist. Finding products this way is a no-brainer.

2. **Rabbit trail method:** This is where we start the search on Amazon and move progressively, scrolling through products until we uncover one profitable product. The name rabbit trail is used because you scroll from one product to another, and one keyword leads to the next one. You just follow the product ideas and keywords that come to mind as you progress... and do it until you find one great product.

It is not hard to find great products using these two methods, you only need to get used to it, and it will be a breeze.

Let's do a little product research. Let's uncover a few ASINs we may start selling on Amazon today.

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The aim is for you to see firsthand how we do it. Do not worry, it will become easier as you start doing it.

What products are we looking for ?

1. A product that sells at least **10 sales** a month.
2. Price is fairly stable and does not repeatedly fall below the profitable level.
3. **3rd party sellers** are '**joining and dropping**,' meaning they sell and run out of inventory.
4. Non-Hazmat product.
5. Not gated... Start with the ungated products first; afterward, you may seek to be ungated when you find a great product.
6. Not sold by Amazon, although it is still possible sometimes to make sales in this situation when Amazon shares *Buybox* or often runs out of inventory.
7. Profit ROI above **40%**... and decent profit margin.
8. Underserved listings, products with possibilities but not fully exploited by sellers.

We are not looking for unique product opportunities. We are looking for products that are already being sold by others, underserved listings, which we can join and rake in a few sales every month.

We order a few units at first and gradually increase the quantity as we prove them.

The Rabbit Trail Method

Here is a product research examples using the Rabbit trail method.

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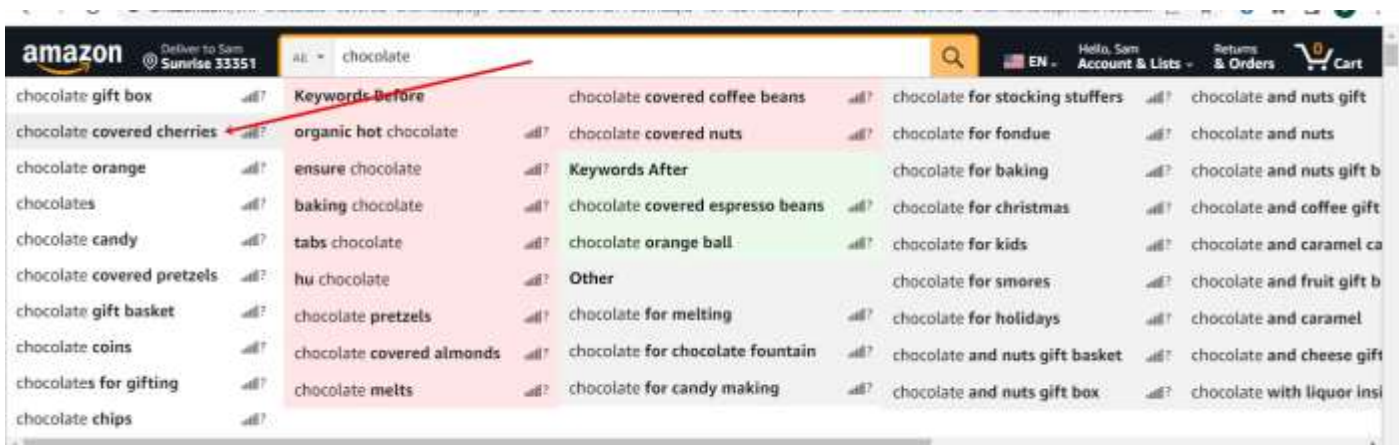
Product Research Example 1

With the Rabbit Trail method, we start on Amazon and progress to look for great products.

Let us go into Amazon, and you can start with any keyword. For example, I'm thinking of 'Chocolates'... just a random keyword. I didn't use it for any particular reason. Just a product I used a while ago. You may start with any product keyword.

That's where I will I am starting my product search.

See the suggestion expander:



- Now when I look at the suggestion expander, I see a keyword I may be interested in, '**Chocolate covered cherries**' I am going to trail this to see what I find.
- I find many products under that keyword, some I am not allowed to sell, as they are gated, like the one below. I don't waste time on these, although I may request instant 'auto ungating' by clicking the

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link on BuyBotPro. You see how this tool will show me all these details in seconds.

The screenshot shows an Amazon product page for NUTIC Chocolate Cherry Cords. The product is a pink pouch of 16.0 ounces. The price is \$14.98 (\$0.94 / Ounce). The product has 20 ratings and is marked as a 'Gated product, need ungating to sell'. A red text overlay says: 'Gated product, need ungating to sell I dont waste time on these since there many ungated products'. The BuyBotPro analysis overlay on the right shows the following details:

- Package Dimensions / Weight: 0.00 x 0.00 x 0.00 (0.00)
- Can I Sell This? NO
- Hazmat: NO
- Eligible: Auto Ungate
- Dangerous Goods: NO
- Alerts: Meltable, IP Radar, Oversize, Buy Box Analysis, Variations

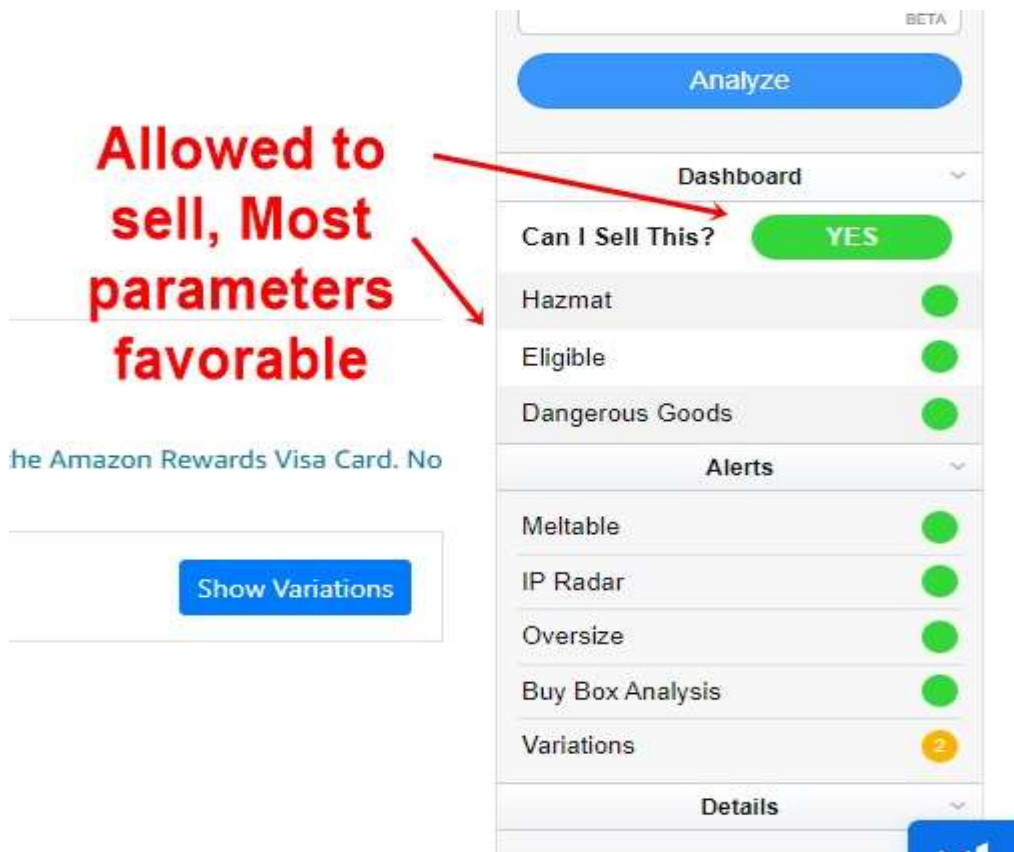
c) Then as I follow the trail on the same keyword, I see a product that captures my attention based on the price, other sellers, and a few of the mentioned factors. It is a good product. I begin to analyze its viability. I also acknowledged the fact that it is also a 2-Pack. Be careful to always see these details.

The screenshot shows an Amazon product page for Cella's Milk Chocolate Foil Wrapped Che Count (pack of 2 Boxes) 24 Total. The product is a red box of 24 foil-wrapped chocolates. The price is \$5.95 a month for the first 4 months. The product is marked as a '2 pack'. The BuyBotPro analysis overlay on the right shows the following details:

- Profit: -
- ROI: -
- BSR %: -
- Estimated Sales: -
- Eligible: -
- Hazmat: -
- IP Radar: -
- BuyBotPro Confidence Score: -
- Storage Fees: 1 month, 2 months, 6 months, 9 months, 12 months
- ROI vs Sell Price: -

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d) On a quick BuyBotPro analysis, this looks very viable as you can see below




e) Before proceeding, I need to see if I can find it on another source and its available price. I don't waste time here. I just select the title and right-click it, then click search on Google.

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Back to results

for the first 4 months

Cella's Milk Chocolate Foil Wrapped Cherries 12 Count(pack of 2 Boxes) 24 Total



2 pack

BUYBOTPRO Island

Profit: \$0.00, ROI: 0%, BSR %: 0%

Estimated Sales: -

Eligible: -, Hammet: -, IP Radar: -

BuyBotPro Confidence Score: -

Storage Fees: 1 month, 3 months, 6 months, 9 months, 12 months

ROI vs Sell Price: % ROI VS Sell Price

f) I found it on Walmart, selling for \$3.28. I will get it for **\$6.56** for a 2-pack. I enter **\$7** on BuyBotPro to see if it is profitable.

Walmart

Departments Services Search everything at Walmart online and in store

Walmart

Count: 12

12 \$3.28 54.7 c/oz

Price when purchased online

Add to cart

Pickup, today at Sacramento, Ss

Alsie A7

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g) And yes, it is profitable. As you can see below, the profit margin is **\$4.97**. I have also factored the shipping costs

The screenshot displays the BuyBotPro interface for analyzing a product. On the left is an image of a box of Cella's Milk Chocolate Foil Wrapped Cherries. A red arrow points from the word "Profitable" to the product image. The main panel shows the product name "Cella's Milk Chocolate Foil Wrapped Cherries 12 Count(pack of 2 Boxes) 24 Total". Below this, a "BuyBotPro Island" widget displays the following data:

Profit	ROI	SSM %
\$4.97	71.00%	1%

Below the table, it shows "Estimated Sales" with a slider set to 44, and a "BuyBotPro Cost/Revenue Score" of "ABOVE AVERAGE 50.48%". To the right, a "Calculator" widget shows a "Buy Price (\$)" of 7.00, a "Sell Price (\$)" of 17.99, and a "Quantity" of 1. A red arrow points from the text "Entered the price based walmart source price" to the Buy Price field. At the bottom, a red arrow points from the text "Asked BuyBotPro to analyze based on the price" to the "Analyze" button.

Bingo, I found a product I can sell.

I will order about 3 to 5 pieces of this product to test on Amazon. If they sell fast, I will add more units next order.

This process took me 40 minutes.

Product research part 2

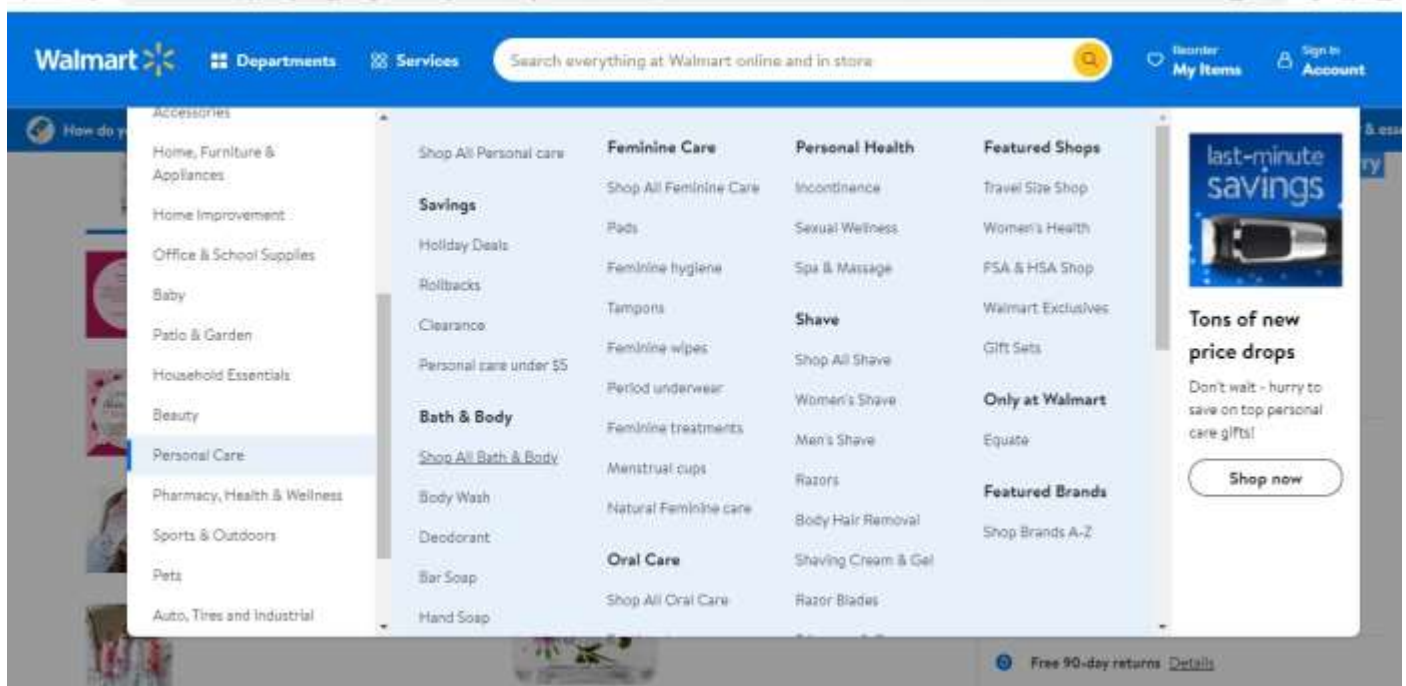
Here are more product research examples using the Reverse Engineer method.

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Product Research Example 2

With the Reverse engineer product research method, we start from other retail or wholesale sites to identify great sellers that we may bring into our Amazon account.

- a) Start by going to one of the retailers and looking around to see if we can find profitable products to sell on Amazon. For example, in our case, we start with Walmart.com

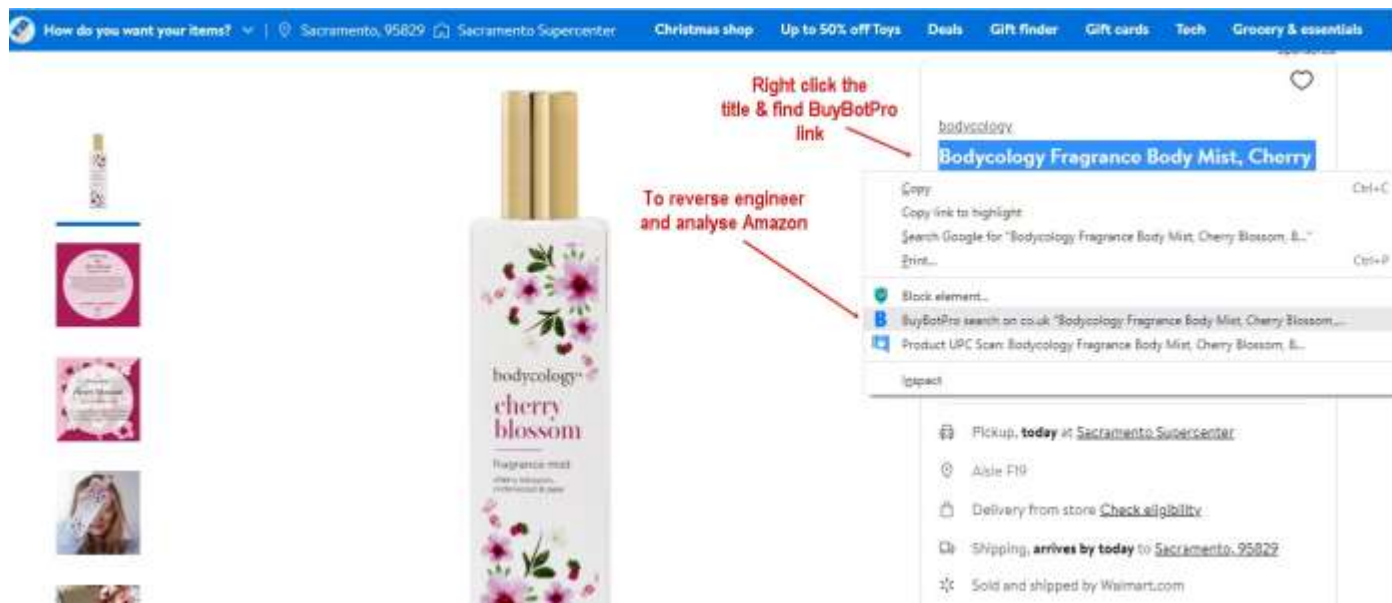


I select personal care inside Walmart, then click 'Shop all Bath & Body.' On opening that category, I scrolled through and observed several products before landing on one product I believe is great.

BuyBotPro is in hand to give instant data analysis.

- b) Opening the product enables me to look at a few specs and then use BuyBotPro to look at it on Amazon, as shown.

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- c) Through BuyBotPro, Amazon immediately opens the products related to this being sold on Amazon. This is great because I can choose which ASIN is profitable.

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The screenshot displays the BuyBotPro interface, which is a manual sourcing accelerator. The top navigation bar includes links for 'Services', 'Search every', 'Reorder My Items', 'Sign In Account', and a shopping cart icon. The main content area shows a list of products, with a detailed view for 'Bodycology Fragrance Body Mist, Cherry Blossom, 8 fl oz' selected. This view includes the product image, title, price (\$3.97), and an 'Add to cart' button. Red arrows point from a text box to the 'Add to cart' button and the product title, indicating that clicking these elements opens a window showing products on Amazon while still on Walmart. The right sidebar shows a list of related products, including 'skybottle Hair Perfume & Body Mist, Spray with Fig...' and '8 oz Fragrance Mist Spray Perfume for Women...'. The bottom of the page shows the pickup location (Sacramento Supercenter) and delivery options.

Opens a window Showing Products on Amazon while still on Walmart

100+ bought since yesterday

Best seller Popular pick for "body spray"

bodycology

Bodycology Fragrance Body Mist, Cherry Blossom, 8 fl oz

★★★★★ (4.3) 315 reviews

\$3.97 49.6¢/fl oz

Price when purchased online ⓘ

Add to cart

Pickup, **today** at
Sacramento Supercenter

Aisle F19

Delivery from store Check eligibility

BuyBotPro
Manual Sourcing Accelerator 2.0

skybottle Hair Perfume & Body Mist, Spray with Fig...

★★★★★ (318)

» B097M4T5PN ⓘ

» **\$17.00**

» [BuyBotPro](#)

» BSR# 45,279

8 oz Fragrance Mist Spray Perfume for Women...

★★★★★ (24)

» B09J8BT8PX ⓘ

» **\$16.90**

» [BuyBotPro](#)

» BSR# 97,659

Bodycology Fragrance Mist, Cherry Blossom 8 oz

★★★★★ (751)

» B0085UPVOW ⓘ

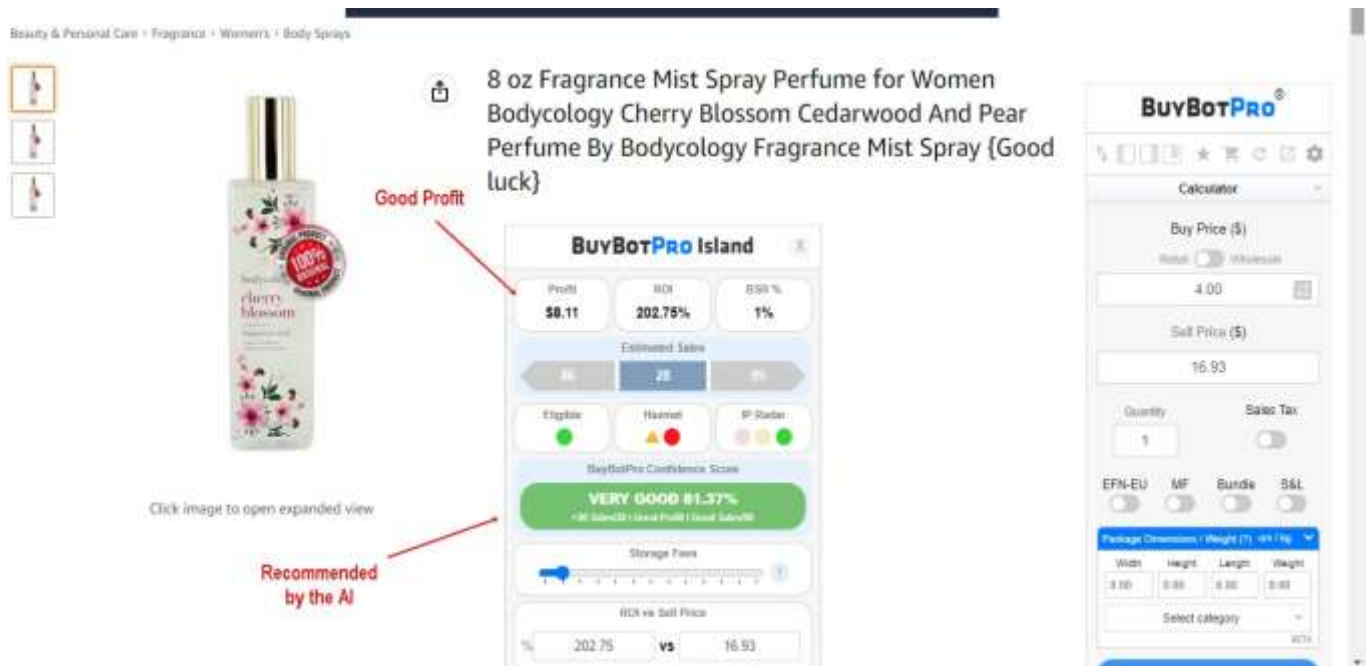
» **No Buy Box!**
click here to see current seller prices

» [BuyBotPro](#)

» BSR# 99,521

d) This window also gives me a link to go see the product on Amazon for final analysis, as shown below.

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e) Now I am able to make a decision. As per the data, this is a good product to sell with a decent profit margin. The keepa graph is also looking very good.

See the Keepa graph analysis from the image below. It's looking good.

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Now I have found a great product. I am now ready to make a decision. I will proceed to order a few pieces. I will order 3 to 5 pieces to test and will increase the quantity as I continue selling.

This is how to start product research from other retailers and niche sites.

You see, finding great products to build a 6-Figure business on Amazon is very easy and perfectly possible.

CHAPTER 5

STEP 2

Prepping Products

\$10K A MONTH AMAZON CHALLENGE

Prepping products

Now that you have selected products and you have them ready. The next step is to prep them for Amazon. Amazon requires products to be prepped in a particular way. You may do this, or a prep center of your choice may do it.

Having a prep center do your products is better than doing them yourself. The reason is that they are professionals at it. They know their game. However, if you are in the US, have the time, and wish to save some costs initially, then it is okay to do it yourself.

Here are a few advantages of using a prep center

- **Hands-free management of the products**
- **Faster handling of the products because they have the staff; some have a 24-hour turnaround.**
- **Quality prepping of products, your products are handled by experts**
- **May also do fulfillment of your products before you ship them to Amazon**
- **No need for storage space**
- **Simplifies the process**

Here are a few points to note if you wish to do them yourself.

Prepping can be broken into 4 steps

- 1. Removing or covering all the barcodes from the previous retailer**

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You've got to make sure that no barcode is going to be mistaken on Amazon. You've got to have a product that is as only displays Amazon barcodes. Amazon scans barcodes to identify products; if you leave barcodes unrelated to Amazon, it will be confusing and improper.

2. Remove images and logos of another retailer

You've got to ensure that images and logos of the previous retailer are removed. It's unacceptable for you to ship products bearing other retailers' marks on Amazon. For example, you must remove all Walmart traces if you bought your products from Walmart. The product should only show sold by Amazon.

Obviously, you can't promote other retailers when selling on Amazon!

So, you must remove any labels showing the other retailer or wholesaler. The products should reach the customer by showing sold they are sold or shipped from Amazon.

3. Each product should be labeled with an Amazon barcode (FNSKU), and the shipping carton should be labeled with Shipping Label Barcode

FNSKU stands for '**Fulfilment Network Stock Keeping Unit**' and is an Amazon-specific barcode FBA sellers use.

Any FNSKU you use on a unit must be unique and must correspond to one unique product. For example, each assortment type, such as size or color, must have a different FNSKU.

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4. Proper packaging as required by Amazon for a particular product

You've got to package the products properly in a manner acceptable to Amazon. For example, ensure proper sealing for liquid products. Products with sharp edges, like knives, should have the blades covered to prevent injury. Certain products have specific packaging requirements.

If you are going to be doing your own prep work, I suggest study more on prep requirements for different products. You will find the info by searching for Amazon seller reference. Just search for it and you will find all the prep requirements for different products.

This **\$10k Challenge** is based on the fact that you will use a prep center. I want you to maintain simplicity so you may progress faster without losing your peace of mind and without getting overwhelmed.

CHAPTER 6

STEP 3

Listing & Shipping Products to Amazon

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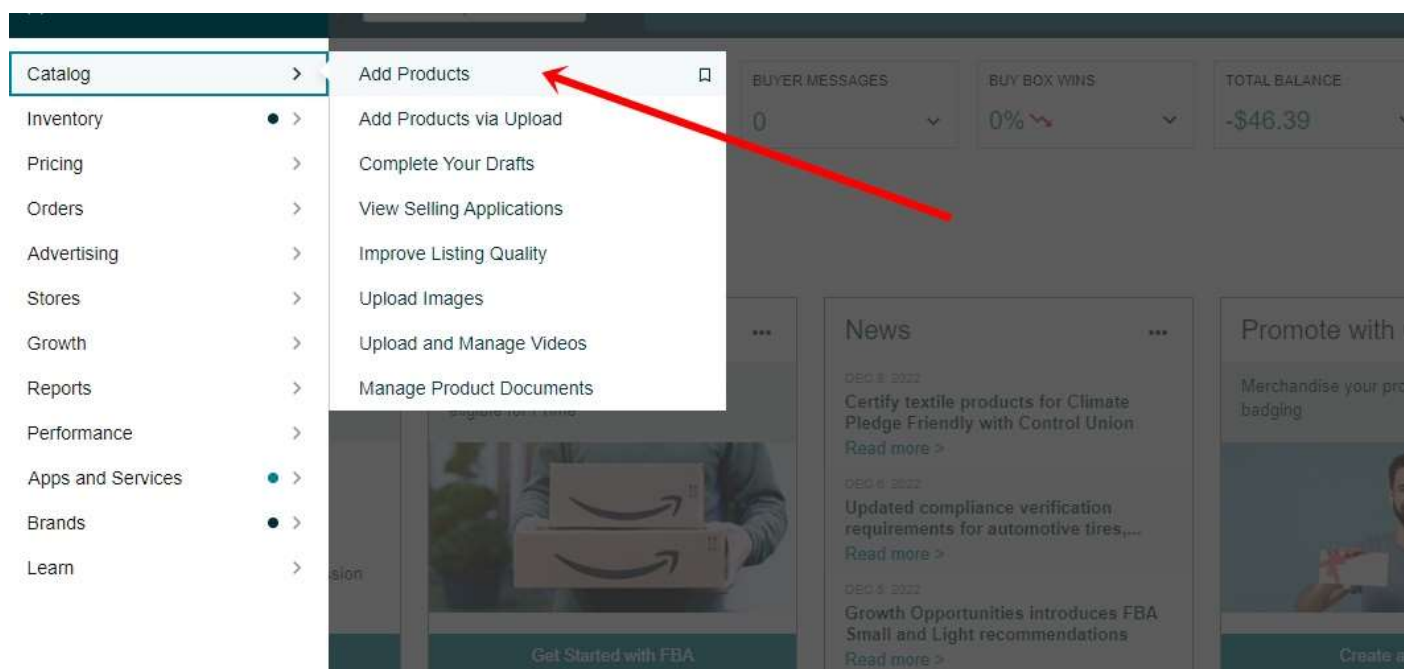
Listing your product

They should be quite a straightforward process because you are not creating a new listing. You are only joining a listing as one of the sellers.

I'll show you by going to Amazon, listing a product, and then downloading FNSKU barcodes.

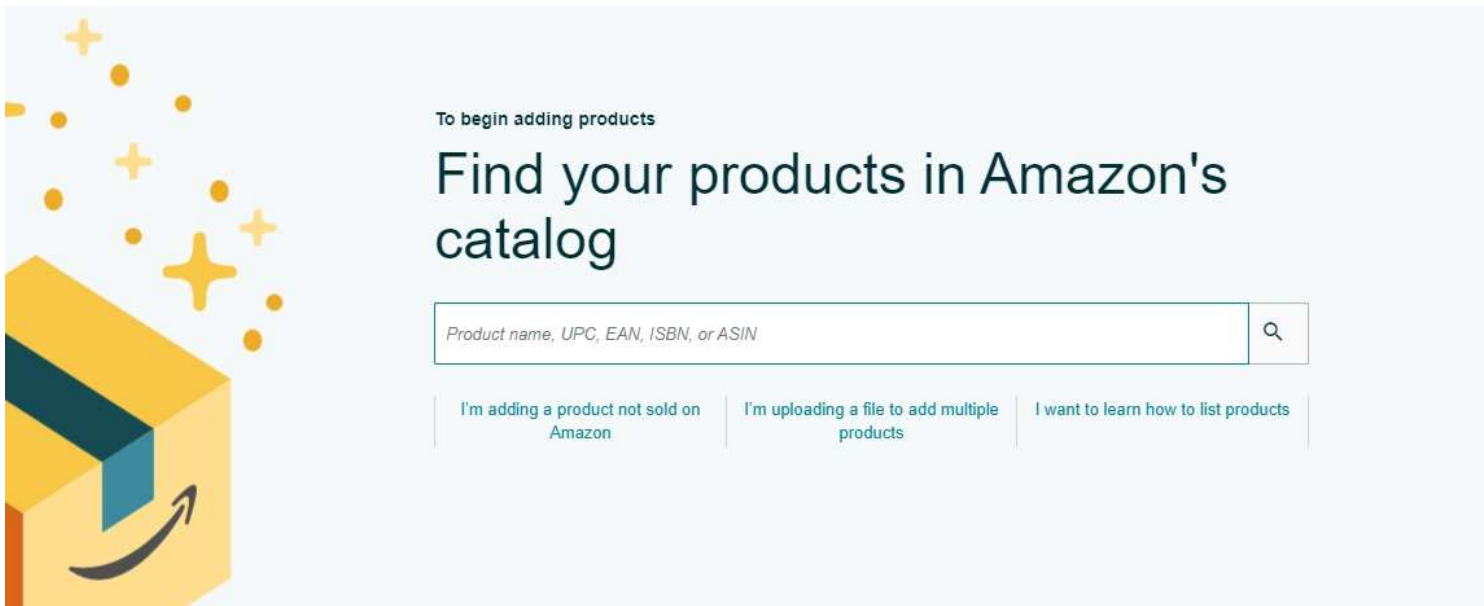
This is how to do it inside seller central.

1. Go to the upper left and on the 3 bars drop-down menu, click 'Catalog', then add products as shown below:

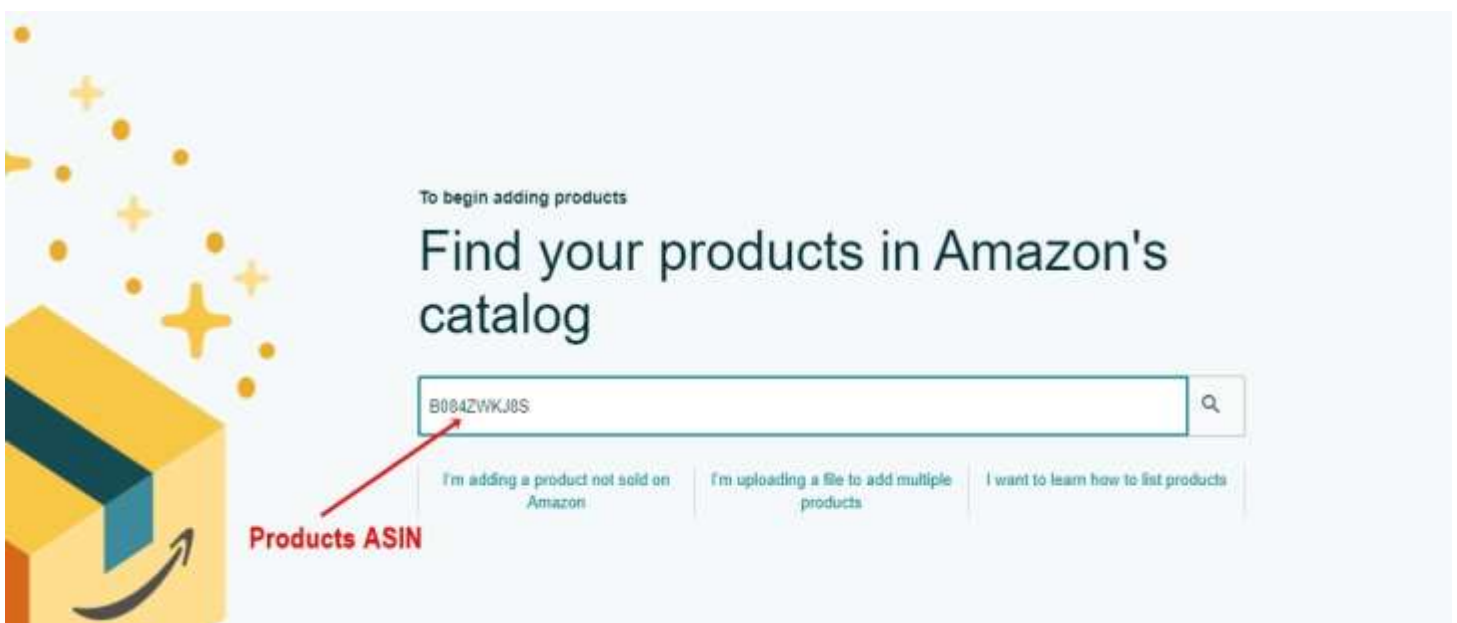


2. Then you will see a search bar to search for your product, as shown below

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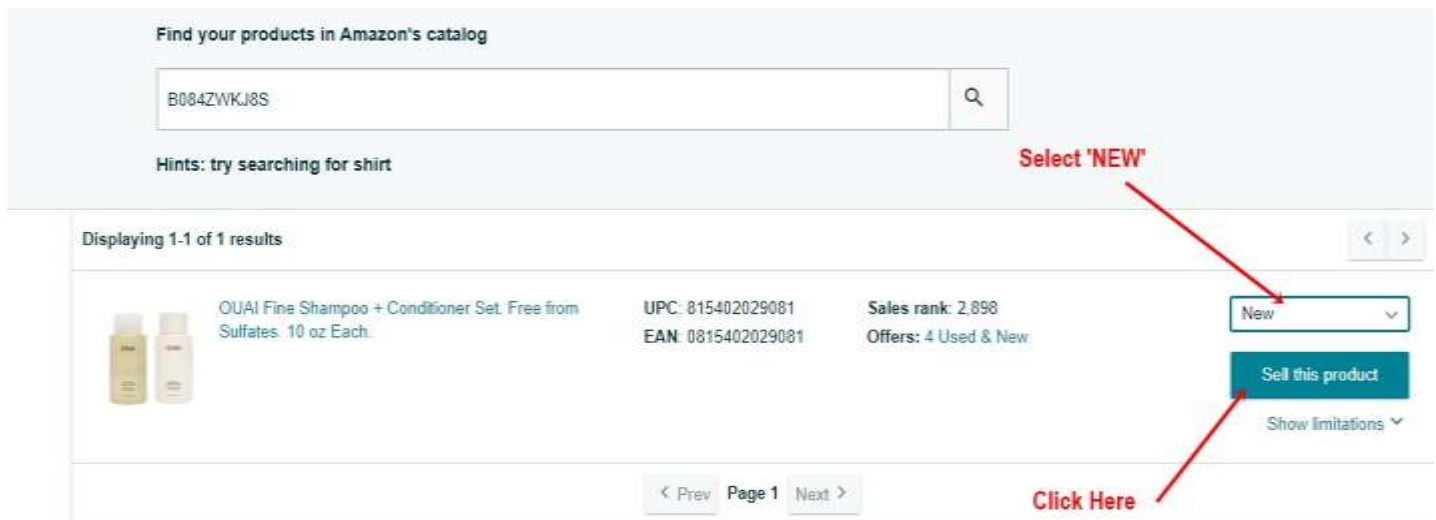


3. Paste the ASIN, UPC, or describe the product in the space as shown below. Most of the time, we use the ASIN. Then click search simply shown.



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4. Then you will see the product listing page as shown below, with options to proceed to '**sell this product.**'




5. The option to add some parameters opens up. You will only need to change the **price** and **quantity** as shown. For quantity, enter the number of units you purchased. You don't need to change anything else.

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Offer

Price & quantity only

Seller SKU ⓘ 
Once submitted, this field cannot be changed

*** Your Price** ⓘ Match lowest price: USD\$60.00

*** Quantity** ⓘ

*** Item Condition** ⓘ   
Once submitted, this field cannot be changed

Fulfillment Channel ⓘ

☒ I will ship this item myself
(Merchant Fulfilled)

☐ Amazon will ship and provide customer service
(Fulfilled by Amazon)

6. Then scroll down and click '**Save and finish**' as shown below.
You are done. Your listing will be ready in a few minutes.

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Offer

Manage offers in other marketplaces

You may be able to sell this product in other marketplaces. Provide a price and quantity for each. If the detail page does not yet exist, Amazon will attempt to translate your local content automatically, for free. You can modify translated content later. The same SKU and condition will be used globally. [Learn more](#)

Marketplace	Quantity	Your price (local currency)	Lowest price
Americas	<input type="text"/>		
United States	-	<div>US Dollar (USD\$)<div>Ex: 50.00</div></div>	Match lowest price: USD\$60.00
Canada	-	<div>Canadian Dollar (CDN\$)<div>Ex: 50.00</div></div>	Match lowest price: CDN\$131.98
Mexico	-	<div>Mexican Peso (MXN\$)<div>Ex: 50.00</div></div>	Match lowest price: MXN\$3,350.00

Cancel

Save and finish

Generating FNSKU Barcodes and Shipping Labels

We will need to ship products to the Amazon warehouse so Amazon handles all the fulfillment. This is the meaning of Fulfillment By Amazon (FBA).

Having fulfilled by Amazon gives us a massive advantage. Easily win the Buy Box, timely fulfillment, and frees up our time. It's much easier and more profitable for us when Amazon handles the fulfillment.

To ship products to Amazon, you will need to generate **FNSKU barcodes** and **shipping labels** to enable us to label the products before

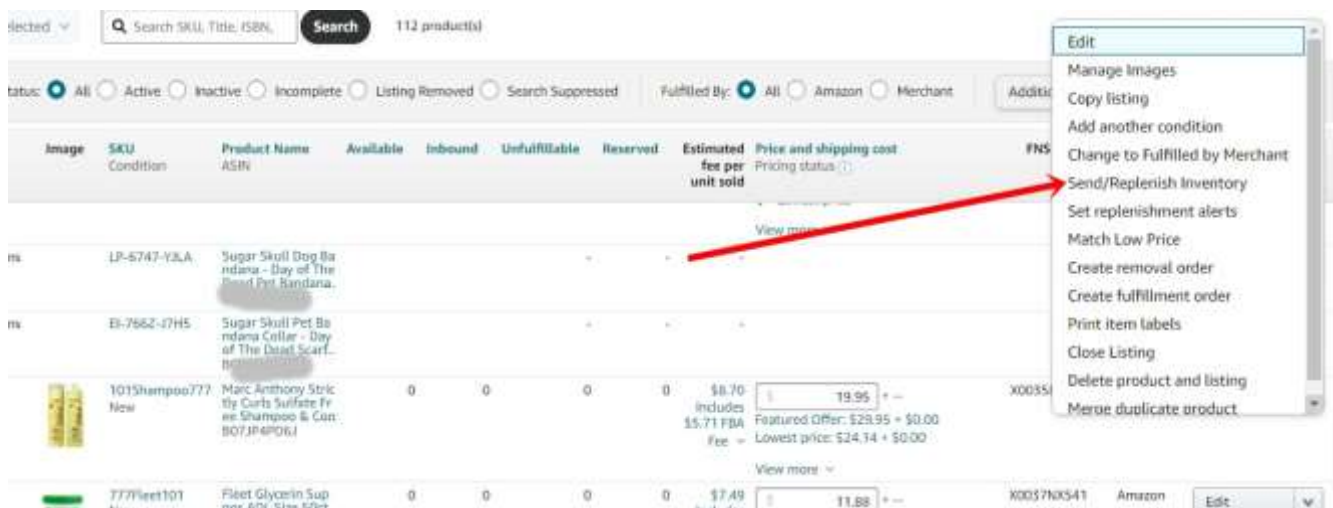
\$10K A MONTH AMAZON CHALLENGE

shipping them to Amazon. If you are using the prep center, you will need to send these labels to them or give them Amazon' user permission' so they do it themselves.

FNSKU is used to label the individual product as an identifier, while 'Shipping label' is a shipping address label to be stuck on the carton.

Then follow the following steps to generate these labels from Amazon.

1. Go to **Manage Inventory** and find the product you are working on. On the far right, there is a drop-down menu. Click '**Send or replenish inventory**' as shown below.



2. Then proceed as shown. Indicate the expiration date, which has to be at least 105 days ahead. Then indicate the number of units per carton as shown.

You will need to indicate the number of units in one carton. I had set it earlier, as shown.

\$10K A MONTH AMAZON CHALLENGE

Also, indicate the expiry date.

Send to Amazon

Current workflow: STA (12/13/2022, 02:40 AM) | Active workflows | Start new

Step 1: Choose inventory to send

Your feedback is important | Need help? | Watch tutorial

All FBA SKUs | Pre-selected SKUs (1) | SKUs ready to send (0)

Ship from: Samuel Kruel, 1705 54th Ave S/W, Lanett, AL, 36863, US
Ship from another address

Marketplace destination: United States

SKU details	Packing details	Information/action	Quantity to send
<input type="checkbox"/> Display preferences Marc Anthony Strictly Curls Sulfate Free Shampoo & Conditioner Set SKU: 101Shampoo777 ASIN: B07JP4PD6J	<input type="checkbox"/> Shampoo 3	Units per box: 10 Prep required: Poly bagging Unit prep: By seller Unit labeling: By seller - Print SKU labels More inputs Add packing line	Boxes: 1 = Units: 10 Expiration: 4/5/2023 Ready to send

SKUs ready to send: 0 (0 units)

Total prep and labeling fees: \$0.00

RESTOCK LIMITS | STORAGE VOLUME | FEEDBACK

3. Select shipping date

Step 2: Confirm shipping

Your feedback is important | Need help? | Watch tutorial

Ship date: [MMDDYYYY]

December 2022

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Less than truckload (LTL)
Estimate starting at \$68.38

Ship to: MEM1 - 3292 E Holmes Rd 38118-0102 - Memphis, TN - United States

Shipment contents

Boxes: 1
SKUs: 1
Units: 10
Weight: 20 lb

View contents

SKUs that need labeling by seller: 1 (10 units)
SKUs that need prep by seller: 1 (10 units)

FEEDBACK

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4. Next, you will have the option to accept the shipping charges to Amazon-based Amazon partnered carrier. And then, you will be able to print the FNSKU barcode and shipping labels in the next step.

Estimated carrier charges: \$8.05

Select shipping carrier

UPS (Amazon partnered carrier)*
\$8.05

Non-Amazon partnered carrier
Select carrier

* The Amazon Partnered Carrier program offers discounted shipping rates, the convenience of buying and printing shipping labels when you create shipments, and automated tracking. Note that Amazon does not schedule pickup for small parcel delivery (SPD) shipments.
[Learn more](#)

Ready to continue?
Before we generate the shipping labels for you, take a moment to review the details and check that all is correct.

Total prep and labeling fees:	\$0.00
Total placement fees:	\$0.00
Total estimated shipping fees:	\$8.05
Total estimated prep, labeling, placement, and shipping fees (other fees may apply):	\$8.05

Accept charges and confirm shipping

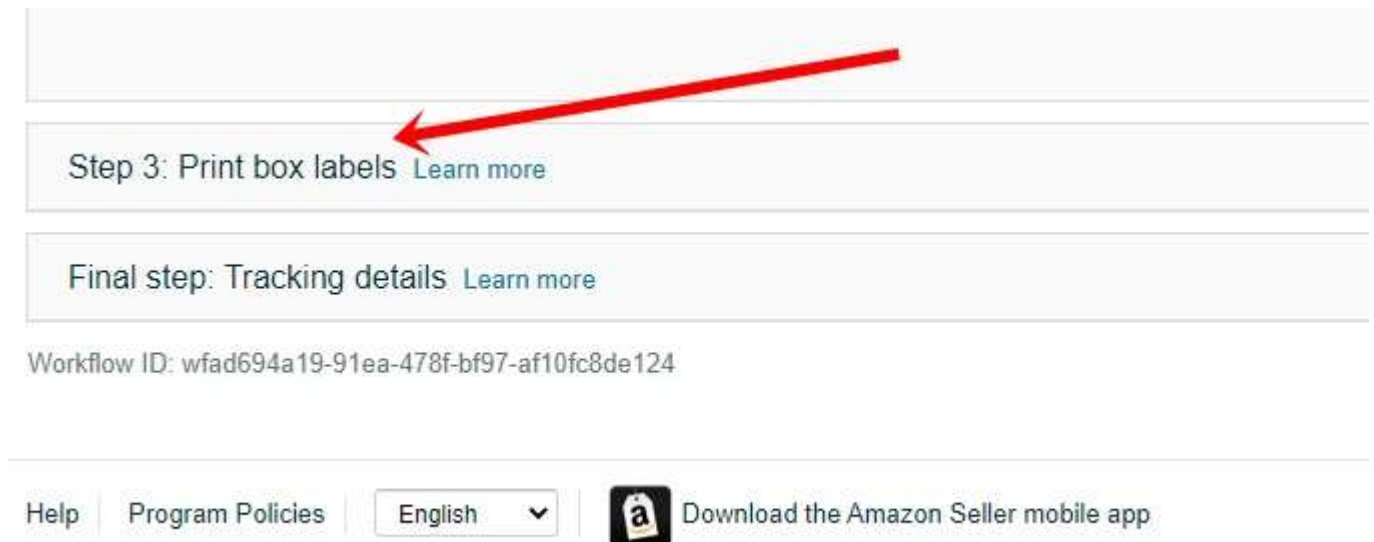
ⓘ When using an Amazon partnered carrier, you have up to 24 hours to void carrier shipping charges.

Step 3: Print box labels [Learn more](#)

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\$10K A MONTH AMAZON CHALLENGE

5. Print labels



Follow the prompts until you have completed the shipments. You will now be ready to ship to Amazon using the labels downloaded.

Most of the above will be done by the prep center if you give them access to your user permission. They will tell you if they need user permission.

Finally... Hurray!!

You just completed the process of shipping the products to Amazon. That is the hardest work you will ever need to do to get to \$10K income per month.

\$10K A MONTH AMAZON CHALLENGE

Now all you have to do is to rinse and repeat until you reach the 200 products.

I guarantee that by the time you reach that number of products you will be at **\$10K a month**... or even more.

Let's celebrate your success in 90 days or less.

CHAPTER 7

Selling and Managing Sales

\$10K A MONTH AMAZON CHALLENGE

What you need to do after the product arrives on Amazon?

Actually, nothing much. More often than not, the product will sell without you doing anything.

However, there are some important tasks you may need to do continually, like monitoring the pricing. Check to ensure you are always priced competitively. You should be competitive, but you should do that without going into loss-making price competition.

There is a time to reduce the price to match the lowest or become the lowest to win the buy box and sell, but you also need to increase the price to earn more profits.

Most of the time, you will still sell even if you are not the lowest-priced seller. You may be the highest, but you might be the only FBA seller with inventory in the listing. FBA receives priority buy box. In such a case, you will still sell at a higher price. All you need to do is wait because you will eventually sell.

Therefore, you must understand that reducing the price to the lowest is not applicable in all cases.

But remember, most of the time, you really don't have to do anything. Because when you did the research, you found a good profitable product. You do not necessarily have to be the lowest, especially if you are FBA. You will still win the buy box even if you are the highest.

Again, sometimes just reducing the price by a few cents does the trick and wins you the buy box.

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A word of caution: don't engage in price competition to the rock bottom

You don't have to engage in price competition to the point you run into loss-making. Maintain a profitable price until you sell.

Summary of the tasks you will be doing

1. Check the price
2. Check inventory levels
3. Check to see the product that is selling faster so you may increase the number of units
4. Check the products that need to be disposed of, the ones you need to reduce the price to a break-even level
5. Check communications from Amazon
6. Check customer messages

These **routine tasks** are actually boring and even overwhelming, but you really do not have to do anything most of the time. Amazon does not contact you all the time. Customers won't be messaging you all the time. You will have very little to do in the beginning.

Get a VA to do such tasks!

For such repetitive tasks get a VA... well, if you are selling \$10K and beyond you will at least afford a VA for \$250 to \$300 a month. No need to overwhelm yourself when you are not the only human on the planet. God created other people who will appreciate you hiring them. If you need help getting a VA get in touch with our support team.

\$10K A MONTH AMAZON CHALLENGE

Repricer Tool

There are tools that automatically monitor and adjust the prices of your products to be competitive while remaining profitable. There are many options in the market, but I recommend the **BuyBotPro Repricer** tool.

This will automate and simplifies this process. As you grow by adding more ASINs, it is highly recommended that you subscribe to a Repricer tool. You may as well use it from the beginning of your business, from the very first product you list on Amazon.

It saves you valuable time and makes your products competitive and profitable.

There is one fact that is reinforced when you look at this Repricer tool. The first *package* is for 5000 products. This, therefore, suggests that many successful sellers on Amazon have many products. That is why the first package is up to 5000 products.

This fact validates the model that we are teaching in this book, that successful Amazon sellers have thousands of products.

You will be motivated immediately your products arrive in Amazon. Sales will begin in a few days. When you see sales rolling and money flowing, it will be very refreshing and boosts your enthusiasm to work harder. That is why you need to get the first **30 products** in amazon as soon as possible.

\$10K A MONTH AMAZON CHALLENGE

Most of your products will sell very fast within the month, but a few others may remain on Amazon for several weeks or even months. Sometimes you just need to wait for your competition to run out of stock then you can sell at a reasonable price.

But there are a few times you need to make a decision just to break even.

When to just break-even

If a product remains on Amazon for a long period, then it is time for a break-even situation. Some sellers do this after 60 days, and that is okay. You may do that too. But I suggest 90 days, which should be the longest you allow before you sell it away at a **break-even price**. Use the price calculator in **BuyBotPro** to know your break-even price.

Products that are not selling won't make you lose money. Because we are shipping a few units per product and because you will dispose of them at a break-even price.

We will send a few units until you have proof that the product will sell. It's just important to send 3 units and a maximum of 5 to test. This ensures that even if it doesn't sell, you have nothing much to lose.

Sell off what does not sell and move on to find other great products. There are millions of good products.

Just remember that to achieve the life you have been yearning for, you must keep adding more products. If you do this consistently, **the sky is the limit...**

CHAPTER 8

Beyond the \$10k/Month

\$10K A MONTH AMAZON CHALLENGE

Congratulations for getting to \$10k/month!

But now it is time to scale

In order to scale, you basically need to find more ASINs and ship them to Amazon.

- **You got to 200 in in the 90 days**
- **Now aim for 500 in another 6 months**
- **Then aim for 1000 in the next 12 months**
- **That means you will now be at \$100,000 sales.**

Note that if you find many high profit margin products you will get to **\$10k/Month** with less products, and likewise you will get to **\$100K/month** with less products.

Note that in order to scale, you will need staff or Vas and you need to outsource more. It is very difficult to scale on your own.

Here are a few tasks you may consider outsourcing right away.

1. Product Research
2. Product Sourcing
3. Product Listing
4. Product Prepping, hire staff if using your home, or use a prep center
5. Monitoring the seller central and answering customer queries

You will need to train them to do what you have been doing. You may need to share with them some of the training materials.

\$10K A MONTH AMAZON CHALLENGE

VAs or employees will be instrumental in you reaching scaling your business.

Again, I strongly recommend that you use a prep center to help you scale your business. Using a prep center releases your time to do other tasks. Prep work is very tedious and time-consuming. You won't scale much if you choose to do all that on your own.

Finally Just TAKE ACTION!

I want to encourage you to take ACTION today. Don't wait until tomorrow. Find the first product today. You will be greatly rewarded if you take the first step.

- Someone said ACTION TNT means ACTION TODAY, NOT TOMORROW!

Take ACTION today, and let's build your **\$10K/Month Business**. You can do it. Others have done it. It's your turn.

Unlimited OPPORTUNITIES are waiting for you to take ACTION today!

To your success.

Sam Kips
EcomProfitEngine.com

\$10K A MONTH AMAZON CHALLENGE

Work with my team to accelerate your business

If you would like my team to help you launch, speed up and run your Amazon business, then let's do a call. We have many options for you, including assisted DIY and a complete Done-For-You package. There is room for everyone.

Book a call with us today.

Copy and paste the page link below to apply for a free call session here:

ecomprofitengine.com/call

Or follow this link:

<https://ecomprofitengine.com/call/>

\$10K A MONTH AMAZON CHALLENGE

RESOURCES

- BuybotPro - [Access it here](#)
- Keepa - [Access it here](#)
- AMZ Suggestion Expander – **Find google chrome extensions**
- Access ASINfetcher – **Find it on Google Chrome**

My recommended prep center:

FULFILLMENT

1595 Erie St, Kansas City, MO 64116

Contact person: Stephen Chiffman

Cell: (720) 224-1603

END