

# Get Your First Sale On Amazon



Quick-Start Checklist  
+  
How-To Guide

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Looking to get started on Amazon but feeling overwhelmed? I can relate - when I started my business I had no experience and almost no money. My first online sales were my textbooks in college!

I've been selling online for over a decade now, and I've condensed what I've learned into an easy-to-follow system that will help you start fast and teach you the processes I used to scale to 7-figures a year and beyond.

Below you will find everything you need to know and do to get your first sale on Amazon. Don't make it harder than it has to be!

Ryan Grant

# Are you up for a CHALLENGE?

I have some BAD news.

The majority of people who learn the secrets I'm about to teach you don't actually use them to build a successful business.

NOT because they don't want to. NOT because they aren't able to.

Because life gets in the way and they never get around to it.

Pretty sad isn't it?

I think it is. Speaking from experience, handing in your two weeks to go down your own path is one of the most exciting moments anyone can experience.

So I'm going to do everything I can to help you get started as soon as possible.

If you want to be successful, **YOU MUST COMMIT TO TAKING ACTION NOW.**

You must make a decision - one way or the other. Either you are going to try this, or you are going to try something else.

(Since you are here, I don't think NOT doing something should be on your radar.)

With that in mind, I have a proposal for you...

I've put together a special CHALLENGE for you to help you launch a profitable online retail business in 30 days.

We've carefully constructed the challenge to DRAMATICALLY increase your odds of success.

We've dumped in a bunch of bonus resources on top of the daily program - all FREE of charge.

There are lessons, worksheets, coaching calls.

And it's less than \$100 to participate. With a FULL guarantee.

We had two goals:

1. Massively increase the odds you follow through - AND earn a profit within your first 30 days.
2. Make it DUMB to not participate (so we can achieve #1).

So my proposal is that I'm going to over-deliver in this guide. Then at the end, I want you to check out the challenge and commit to making at least \$250 in 30 days.

Sound fair?

[DON'T CLICK THIS UNTIL YOU ARE READY.](#)

# Get Your First Sale on Amazon: Quick-Start Checklist

- Familiarize yourself with the Stairway to 7 Figures. (Pages 4-6)
- Set up your Amazon account. (Pages 7-12)
- Source your first product with retail arbitrage. (Pages 13-22)
- List the product for sale via FBA. (Page 23-36)
- Send product to FBA warehouse. (Page 37-38)

**If you complete these 5 simple steps, you will officially have your first product for sale on Amazon. It all starts with this first product. Below you'll find guides to help you with each step (note the page numbers beside each list item).**

# Get Your First Sale on Amazon: The Stairway to 7 Figures

Starting any business involves a lot of hard decisions, and an online retail business is no exception. One of the first and seemingly most complicated decisions is what products you will sell and how you will obtain them.

A lot of people make the mistake of thinking they have to come up with a brand new product idea and invest a lot of money into research and development before they can start a product-based business.

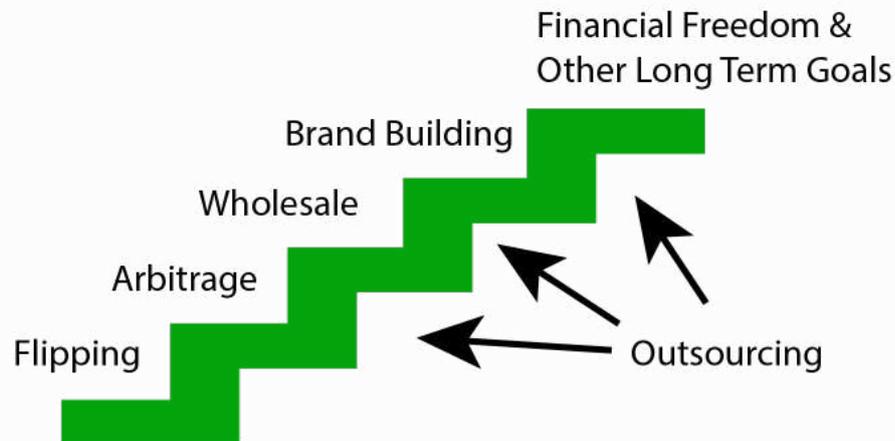
The exact opposite is actually the best way to start.

In other words, you start by selling existing products and brands with proven sales data - this greatly eliminates risk and allows you to start with a much smaller amount of money.

In fact, if you follow the Stairway to 7 Figures you can get started with any amount of money.

Let's take a look at the strategies on the Stairway to give you a better idea of how this actually works...

# The Stairway to 7-Figures



The four main product sourcing strategies on the Stairway are flipping, arbitrage, wholesale, and brand building.

The two entry-level strategies are flipping and arbitrage.

Flipping refers to buying and selling USED items from places like garage sales, flea markets, and thrift stores to sell for a profit on marketplaces like eBay, Facebook Marketplace, and Craigslist.

Flipping is a form of arbitrage, but when you hear people talking about arbitrage they are generally referring to the same process but with NEW items.

Retail arbitrage is when you source the products in your local brick and mortar stores to sell on online marketplaces like Amazon.

Online arbitrage is the same, but you both buy and sell the products online.

There are several reasons why I recommend starting with flipping and/or arbitrage, but it all comes down to your overall odds of success.

A lot of people see that wholesale and building your own brands offer the greatest potential profits and get sucked into marketing ploys that tell them they could make millions within a few months.

The truth is that these strategies require a lot more of two things from the start that almost all beginners lack: **money and experience.**

Flipping and retail arbitrage do not require either, and both offer a great path to gaining them.

We're going to focus on retail arbitrage in this guide because it's the best option for finding products to sell on Amazon as a new seller.

The Online Selling Experiment philosophy can be summed up in three points:

1. Start immediately.
2. Be profitable from day one.
3. Earn your way to the top.

If that sounds good and you have a good work ethic, you're in the right place.

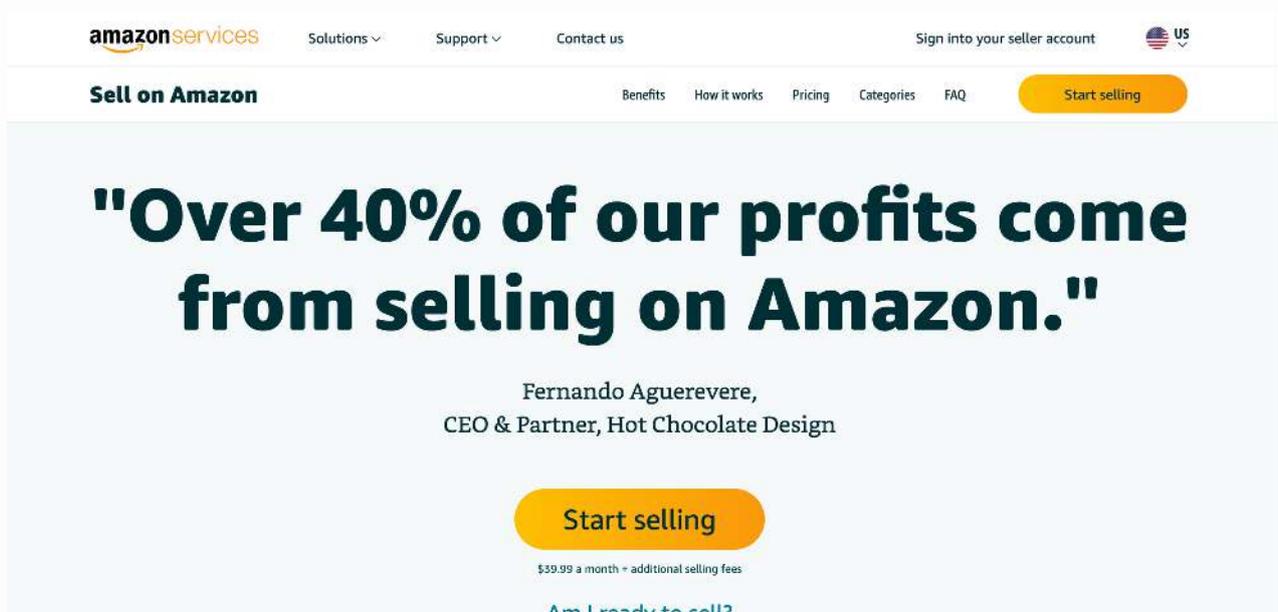
# Get Your First Sale on Amazon: Set Up Your Amazon Seller Account

If everything sounds good so far, you can check off the first step on the checklist above.

Now its time to set up your Amazon Seller account. The steps below will walk you through the entire process and help you with some of the decisions you need to make.

Step 1: Visit [services.amazon.com](https://services.amazon.com).

When you click the above link, you'll be taken to a page that looks like this:



The screenshot shows the Amazon Seller account setup page. At the top, there is a navigation bar with the Amazon Services logo, links for Solutions, Support, and Contact us, and a sign-in button for seller accounts. Below the navigation bar, there is a section titled "Sell on Amazon" with links for Benefits, How it works, Pricing, Categories, and FAQ, and a prominent "Start selling" button. The main content area features a large quote: "Over 40% of our profits come from selling on Amazon." attributed to Fernando Aguerereve, CEO & Partner of Hot Chocolate Design. Below the quote is another "Start selling" button, with a note that it costs \$39.99 a month plus additional selling fees. At the bottom, there is a link that says "Am I ready to sell?".

Don't click that Start selling button yet!

## Step 2: Decide if you want an Individual or Professional account.

<sup>1</sup> ComScore Plan Matrix Key Measure Report [Total digital population], January 2017  
<sup>2</sup> Source: The Nielsen Company's Harris Poll 2017 RQ<sup>®</sup> Summary Report (surveys the General Public to measure the reputations of the most visible companies in the U.S.)

Just have a few items to sell? [Sign up to become an individual seller >](#)

**Click here for a Professional account.**

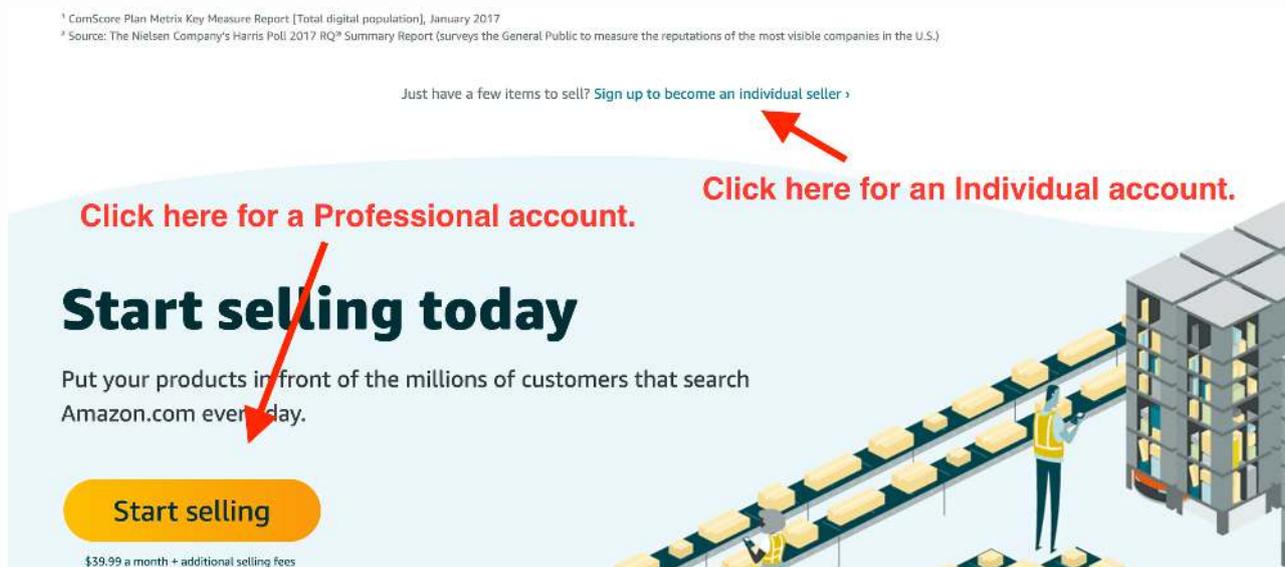
**Click here for an Individual account.**

# Start selling today

Put your products in front of the millions of customers that search Amazon.com every day.

**Start selling**

\$39.99 a month + additional selling fees

The image is a promotional banner for Amazon Seller accounts. It features a light blue background with a stylized illustration of a warehouse or fulfillment center on the right side, showing a worker in a yellow vest and a conveyor belt with boxes. The text is arranged in a clear hierarchy, starting with a link for individual sellers, followed by two main call-to-action buttons for Professional and Individual accounts. A large orange button labeled 'Start selling' is positioned below the main text. Small footnotes at the top provide source information, and a price note is located at the bottom left.

There are a couple important differences between these two account types.

The first is that the Professional account will cost you \$39.99 a month while the Individual account is free.

While each option involves additional fees, the Individual account has a \$0.99 per item fee when your items sell that is not included on the Professional plan.

So selling 40+ items a month automatically makes the Professional account the better deal.

The other big difference is that you have to have a Professional account to get the “Buy Box”.

Being in the Buy Box means being the seller whose inventory is sold when a customer clicks the default Add to Cart or Buy Now buttons on Amazon:



The majority of shopping happens via these buttons, so don't underestimate the importance of this.

On top of this benefit, the Professional plan unlocks the ability to apply to sell additional categories and products. Each product on Amazon has a category (and subcategories), and many categories are restricted to new sellers until you apply.

In the long run, you will need a Professional account. If you can afford the \$39.99 monthly fee, it is probably smart to start with one so that your sales aren't limited by not being able to earn the Buy Box.

With that being said, there is nothing wrong with starting with an Individual account if you can't afford the monthly fee.

Better to start now for free and upgrade later (you can do so at any time) than to sit around agonizing over the decision.

Step 3: Complete the account set-up forms.

The first page that you will come to looks like this:

**Set up your Amazon selling account**

Have the following available:

- Business name & address
- Mobile or telephone number
- Chargeable credit card & valid bank account
- Tax information [What does this mean?](#)

**Legal name**  
[What is a legal name?](#)

**Seller agreement**

I have read and accepted the terms and conditions of the [Amazon Services Business Solutions Agreement](#)

If you are an international seller, read [this important information](#)

A lot of people see the “Legal name” box and assume they need an LLC or some other incorporation status. While getting an LLC is something I recommend setting up over time, you are perfectly fine to just enter your own full name here.

This is what Amazon says about the subject:

### What is a legal name? ×

If registering as an individual seller, enter your full name. If registering as a business, enter the business' registered name AND your full name (e.g. Seller Inc - John Smith).

You'll notice that you have to check a box that says "I have read and accepted the terms and conditions of the Amazon Services Business Solutions Agreement".

While it can be tempting to just check that box and keep on going, I recommend taking the time to actually read the document.

Yes, it is long and boring.

It is also important.

Once you do that, you'll be asked for your address, display name, and phone number. They'll also ask you for a website, but you don't actually need one and can leave this blank:

**Tell us about your business.**

**Business address**

Address Line 1 Address Line 2

City / Town State / Region / Province

United States ZIP / Postal code

**Choose your unique business display name**  
[What is a business display name? >](#)

**If you sell your products online, enter your website URL (optional)**  
[Why do we ask for this? >](#)

**Select an option to receive a PIN to verify your phone number**  
 Call  SMS

**Mobile number**

+1 201-555-0123  
E.g. +1 206 266 1000

**SMS Verification Language**

English

**Text me now**

After this, you'll need to fill out some bank account and tax information, and then ideally that's it – you'll officially have an Amazon selling account.

In rare instances, you will get a message that they have decided to not issue you an account or need further information. The most common reason this happens is when the information you submit is inconsistent.

It is important for the information you supply to match – meaning that your name and address are the same across the application and the forms you submit.

# Get Your First Sale on Amazon: Sourcing Your First Product

Now that you have an Amazon Seller account, its time to get your first product (or products) to sell.

As described above, the strategy we'll be using to accomplish this is retail arbitrage. This means you'll be going out to local brick and mortar shops and buying things to sell on Amazon for a profit.

There are a few key things we'll be looking for in a product:

- Can it be bought then sold on Amazon profitably?
- Are you eligible to sell this item?
- How fast can you expect this item to sell?
- Can this item be sold via FBA?
- Is it in new condition without being previously opened or damaged?

Figuring all this out on your own would be a time-consuming process - fortunately, Amazon provides a FREE tool that will tell you almost everything you need to know (its up to you to determine condition).

Here's how it works...

## The Amazon Seller App

A smart phone with the Amazon Seller App installed is a REQUIREMENT before attempting retail arbitrage.

There are other tools that you can upgrade to in the future to replace this free app, but for now this will be more than enough.

This app will allow you to scan the barcode of any product and then provides you with the key information we discussed above, including a profitability calculator that allows you to input the price you would be paying AND factors in fees.

The screenshot displays the 'Product Details' page for a 'STANLEY 94-248 65 Piece Homeowner's DIY Tool Kit'. The product has a rating of 4.5 stars from 1,886 reviews and is ranked #5,405 in the Tools category. Below the product image, a 'New' badge is visible. A profitability calculator shows a low price of \$57.00, minus \$15.71 in fees with FBA, resulting in \$41.29 in gross proceeds. It also indicates that there are 24 new offers from Amazon and FBA, with the lowest offer at \$57.00. The 'Selling Eligibility' section shows a green checkmark indicating that the product can be sold in new condition. The 'Features & Details' section highlights that the tool kit is ergonomically designed with ratchet handles. At the bottom, there are icons for a barcode, search, favorites, and a plus sign.

<b>\$57.00</b> Low Price*	-	<b>\$15.71</b> Fees w/ FBA*	=	<b>\$41.29</b> Gross Proceeds*	>
None Amazon		None FBA Offers		24 from \$57.00 New Offers	>

**Selling Eligibility** >  
✓ You can sell this product in new condition.

**Features & Details** >  
• ERGONOMICALLY DESIGNED: Ratchet handles are

As you can see from the red arrow, the app also tells you if you are eligible to sell the item or not. This detail is specific to you and your account.

Here is what the calculator looks like when you open it:

**Product Details**

**STANLEY 94-248 65 Piece Homeowner's DIY T...**

**Seller Fulfilled** | **Amazon Fulfilled**

Low Price in New*	✓	\$	57.00
✓ Fees with FBA*	-	\$	15.71
Shipping to Amazon ⓘ <small>You estimated \$0.50 per pound</small>	-	\$	3.68
Cost of Purchase	-	\$	19.99
<b>Your Profit*</b>	=	\$	<b>17.62</b>

✓ Low Price Matched

\* Estimated with currently available information, including user inputs. Subject to change. Fees displayed are exclusive of applicable taxes and may not include all fee promotions or expenses related to Selling on Amazon or FBA.

## Stores to target...

The first store that everyone thinks of when it comes to retail arbitrage is Walmart, but there are dozens of other great options.

Any store is a potential opportunity, so the first place I recommend checking is the stores you're already shopping at.

Beyond that, big box stores, home centers, discount stores, outlets, and other places like this are all good choices.

Here is a list of 15 examples:

- Walmart
- Target
- Kmart
- Shopko
- Meijer
- Home Depot
- Lowes
- Menards
- Big Lots
- Walgreens
- CVS
- Rite Aid
- Bed Bath & Beyond
- Office Depot
- Staples

Keep an eye out for store closures as well!

## Finding products to scan

Your phone and this app are all you need when you head into your first store (other than a way to pay).

But the average Walmart Supercenter is home to ~142,000 different items. And that's just one store! Needless to say, you need a strategy for narrowing down what you'll be scanning.

Since the regular retail price is normally consistent online and offline (and any spread that does exist is usually wiped out by fees), I recommend narrowing your search to the following categories:

- Clearance aisles and racks
- Sales and other discount types
- Seasonal items
- High-demand products likely to be selling above retail online

You can adjust this over time based on your own experiences, but these are the best places to start.

Here are some additional tips:

- Don't make assumptions based on your own feelings about products. LET THE SCANNER DO THE EVALUATION.
- Scan everything you can (see above point!)
- Not all clearance is located in the same place, even when there is a dedicated clearance aisle. Check end caps and other areas too!

## What you are looking for when you scan...

When you scan an item, the very first thing that you will look at is whether or not you are allowed to sell the item.

If you are not eligible to sell it on Amazon but it is highly profitable you COULD consider buying it to sell on eBay, but that is outside the scope of what we're talking about here. Right now we're just aiming to get your first sale on Amazon.

If you are eligible to sell the item in new condition, now it's time to check the profitability. Open the calculator we discussed above and input the price you can purchase it at.

There are different settings regarding what data the app will pull in. You should be under the Amazon Fulfilled tab, and you want to be using the "low price in new" price for the calculation.

This means you'll be calculating your profitability against other FBA sellers who are selling the item in new condition.

For the cost to ship to Amazon, I use 50 cents per pound as an estimate.

Once you put in the cost to purchase the item, you will get an estimated profit. You can use this to calculate your ROI with the following formula:

## Profit / Cost to Purchase = ROI

When you are first getting started, I recommend only buying items that offer a 50% or higher ROI.

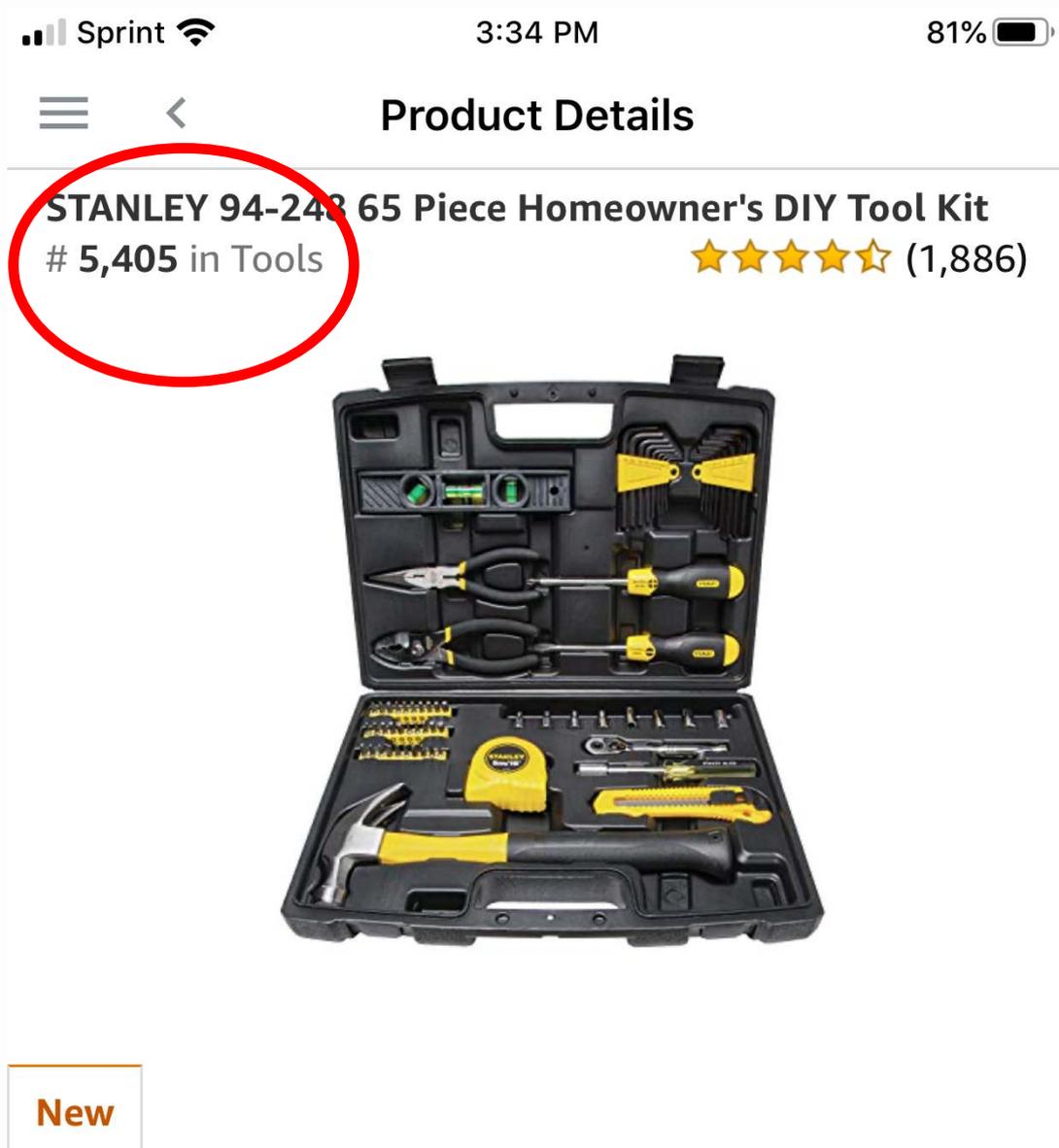
On top of this, you should also only purchase products that offer at least a \$3 total profit - anything less is likely a waste of time and price changes can easily eliminate your margin.

If the item you have scanned offers a greater than 50% ROI and you are eligible to sell it, the next step is to check the sales rank.

The sales rank is a piece of data supplied by Amazon that gives you a rough idea of how well that item is selling compared to everything else in the same category (like Toys & Games or Baby).

This in turn allows you to estimate about how long it will take to sell your item (based on how fast it usually takes for an item with that ranking to sell).

You can find the sales rank at the top of the screen when you first scan the item:



So this Stanley 65 Piece Tool Kit was ranked 5405 in the Tools category when I scanned it.

With sales ranks, the lower the number the better - but it is important to recognize that there are many millions of products for sale on Amazon.

To keep things simple in the beginning, my recommendation is to only buy products with a sales rank of 250,000 or better.

This is a good starting place and then you can adjust your sourcing guidelines over time based on experience. For example, for my business we adjust our sales rank tolerance based on potential ROI.

If an item has a very good sales rank (meaning it should sell fast), we'll accept lower ROIs than we would for items we expect will take longer to sell.

These sourcing guidelines are a key component to the success of my business, so the exact formula we use is reserved for paying students and coaching clients.

The numbers shared here are on the simple and conservative side to help you start profitably with little confusion.

The final check I would do on the product is the condition of the item and packaging.

Many items end up on clearance racks because they are returns or have damaged packaging - selling something like this as New on Amazon is a quick way to get your account suspended.

## Sourcing Recap

We've covered a lot in this section, so let's recap the most important points.

Before going to a store, you must...

- Fully charge your phone
- Install the Amazon Seller App

Once in the store, focus on:

- Clearance
- Sales
- Seasonal
- High-demand products selling above retail online

When scanning products, look for:

- Are you eligible to sell the item?
- 50%+ ROI
- \$3+ total profit
- Sales rank of 250,000 or better
- New condition

# Get Your First Sale on Amazon: Listing Your Product For Sale

Now that you know the basics of how to find an item, let's get it listed for sale.

For this guide, I'll be using a 3-pack of Brita water filters for my item - the process is the same for any product you are listing.

Here is a picture of them (the right two boxes):



## Step 1: Find the exact product on Amazon.

Once you are ready to start listing an item, the first step is to find that exact item's product page on Amazon.

In order to do this, I recommend searching for the product using the UPC (Universal Product Code).



If you aren't familiar with the term UPC, it may be because you call them barcodes. Look for the barcode and use the 12-digit number below it. They look like this:



## Step 2: Find and click the "Sell on Amazon" button.

Once you have verified that you are on the correct product page (and looking at the correct variation if applicable), it's time to find the Sell on Amazon button.

On desktop, this will be located below "Buy Box" and "Other Sellers on Amazon" areas.

The screenshot displays an Amazon product page for Brita Standard Replacement Filters. The main content area includes three images of the filters, a list of features such as 'BPA FREE', 'CLEANER', 'EASY INSTALLATION', 'REPLACEMENT FILTER', and 'REDUCE WASTE & SAVE'. Below the filters, there is a 'Frequently bought together' section showing a bundle of three filters, a dispenser, and a pitcher for a total price of \$67.57. The right-hand sidebar contains a price of \$11.51 with a 5% discount, 'Add to List' and 'Add to Wedding Registry' buttons, a 'New & Used (112) from \$10.04 & FREE Shipping on orders over \$25.00' box, social sharing options, and an 'Other Sellers on Amazon' section. The 'Other Sellers on Amazon' section lists two sellers: one for \$14.90 and another for \$16.92. A red arrow points from the 'Frequently bought together' section to the 'Sell on Amazon' button in the 'Other Sellers on Amazon' section.

Roll over image to zoom in

- BPA FREE: Enjoy BPA free Brita Standard Replacement Filters made to fit all Brita pitchers and dispensers except Brita Stream pitchers. Height 5.31; Width 2.31; Length/Depth 2.31; Weight .13 pounds
- CLEANER: Only Brita filters are certified to reduce Chlorine (taste and odor), Copper, Mercury, Zinc and Cadmium. Contaminants reduced may not be in all users' water
- EASY INSTALLATION: A pull top cap makes filter change quick and easy with no pre-soaking necessary in order to enjoy great-tasting, filtered water in minutes
- REPLACEMENT FILTER: Replace your standard filter every 40 gallons, about every 2 months for the average household. Brita filters last 2.5x longer lasting that Zero Water
- REDUCE WASTE & SAVE: One Brita standard filter can replace 300 16.9oz water bottles. You'll stay hydrated, save money and reduce plastic waste

New & Used (112) from \$10.04 & FREE Shipping on orders over \$25.00

Sculptural Dining Chairs  
Shop Modway furniture Shop Now

**Frequently bought together**

Total price: **\$67.57**

Add all three to Cart

Add all three to List

**Other Sellers on Amazon**

**\$14.90**  
+ Free Shipping  
Sold by: V.S.V. [Add to Cart](#)

**\$16.92**  
+ Free Shipping  
Sold by: Pharmapacks [Add to Cart](#)

Have one to sell? [Sell on Amazon](#)

NOTE: If you haven't determined the price you want to list your item at, now would be a good time to do so. Before clicking Sell on Amazon, click the "New & Used (#) from...." box to see all the current offers.

## Step 3: Fill in the details about your item...

As soon as you click on the Sell on Amazon button, you'll be taken to a form where you can add details about the product.

Here are some screenshots of that page:

**Your item**  
Brita 35503 Pitcher Replacement Filters, 3-Pack



**Product details**

**Product Name:** Brita 35503 Pitcher Replacement Filters, 3-Pack  
**ASIN:** B00004SU18  
**Package Quantity:** 3  
**Manufacturer:** Brita  
**EAN:** 0060258355031  
**UPC:** 060258355031  
**Brand Name:** Brita

**List Price:** \$29.99

**Competing Marketplace Offers**  
**98 All** from \$13.27 + \$0.00 shipping  
**96 New** from \$13.99 + \$0.00 shipping  
**2 Used** from \$13.27 + \$0.00 shipping

**Amazon Sales Rank:** 8

**Your item's condition**  
Condition  
New

---

30

**Your item's price**  
Lowest price for **New**  
\$13.99 + \$0.00 shipping

**Your price**  
\$ 14.55 + \$0.00 shipping

**Your item's tax code**

**Your item's SKU**  
  
40 bytes left

**Shipping speeds you want to offer**

I want to ship this item myself to the customer if it sells.  
 I want Amazon to ship and provide customer service for my items if they sell. [Learn more](#)  
 Remember this setting for next time

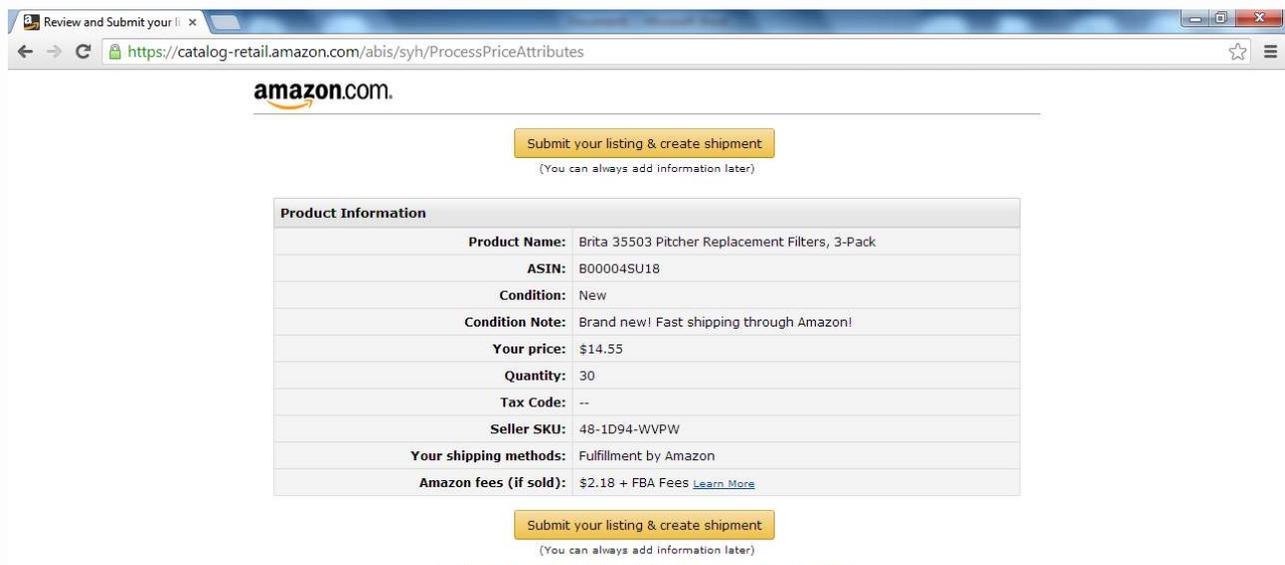
The main things you'll be entering are:

- Condition
- Quantity
- Price
- Shipping method

If you've followed the instructions so far, the condition of the item you are listing should be New, and the shipping method you will be choosing is having Amazon ship the item - also known as FBA or Fulfillment by Amazon.

The tax code and SKU fields can be left blank.

Once you have entered the required information, click continue and you'll be taken to a page like this where you can review the information you've entered:



## Step 4: Create your first shipment!

Once you verify that the information is correct, you can click the "Submit your listing & create shipment" button.

When you do that, you'll be taken to a page that looks like this:

The screenshot shows the Amazon Seller Central interface for creating a shipment. The page title is "Send/Replenish Inventory" and the URL is "https://sellercentral.amazon.com/gp/fba/inbound-plan-workflow/index.html#PLN79H2X/plan". The page has several tabs: "Set Quantity", "Prepare Products", "Label Products", "Review Shipments", "Prepare Shipment", and "Summary". A red arrow points to the "Packing type" dropdown menu, which is currently set to "Individual products". The page also shows a table of products with columns for Merchant SKU, Product name, Condition, Action required, Units, and Remove. A warning message says "Please enter the quantity of units you will be sending." The "Storage Monitor" section at the bottom shows "Standard-Size Storage" at 657/5000 and "Oversize Storage" at 44/500.

Note the area where the red arrow is pointing. This is asking for the type of packing for the items. "Case packed" means a case of individual items where the case is the original manufacturers case.

So even though I have a box full of these filters, I have to set this to Individual products. When performing retail arbitrage, you will usually be choosing this option.

## Step 5: Add items to your shipment (if desired).

If you have additional items to send to Amazon, you can go back through the listing process I just described to list them as well.

When you get to the final step we covered, you will now have the option to choose adding the product to an existing shipment instead of creating a new one:

The screenshot shows the Amazon Seller Central interface for 'Send/Replenish Inventory'. The main heading is 'Send/Replenish Inventory' with a 'Learn more' link. Below this is a section titled 'Create new or add to an existing shipping plan?'. There are two radio button options: 'Create a new shipping plan' and 'Add to an existing shipping plan', with the latter being selected. To the right of these options is a dropdown menu labeled 'Add to shipping plan' which currently displays 'PLN (11/25/13 6:41 PM)'. A yellow button with a right-pointing arrow is labeled 'Add to shipping plan and continue'. Below the radio buttons, there is a note: 'Provide missing information, remove ineligible products, and specify the units you want to include in this plan.' At the bottom, there is a table with the following columns: 'Merchant SKU', 'Product name', 'Condition', 'Action required', 'Units', and 'Remove'. The table currently shows '1 to 1 of 1 product'.

Select the plan that you already created, click the add to shipment, enter the quantity, and click the continue button.

## Step 6: Prep & Label...

When you are done adding products, you'll end up on a screen like this:

**Send/Replenish Inventory** [Learn more](#)  
PLN (12/6/13 4:53 PM) [Rename](#)

[Set Quantity](#) [Prepare Products](#) [Label Products](#) [Review Shipments](#) [Prepare Shipment](#) [Summary](#)

Ship from:   
Ship from another address

Packing type: What's this? Individual products  
Contents: 2 MSKUs

Prep required | Prep may be required | All products [View prep help](#)

Review prep guidance, choose a product type when prep guidance is unknown, and select who preps. Amazon can provide prep services for a fee.

*We do not have Prep Guidance for the products in your Plan. You can assign a Prep Category under the "Prep may be required" tab.*

[Go back](#) [Duplicate](#) [Continue](#)

This is the screen where Amazon gives you "prep guidance". In this case, no prep is required to sell the product and we can just click continue.

This will take us to a screen where we have to indicate who will label the products.

[Set Quantity](#) [Prepare Products](#) [Label Products](#) [Review Shipments](#) [Prepare Shipment](#) [Summary](#)

Ship from:   
Ship from another address

Packing type: What's this? Individual products  
Contents: 2 MSKUs

Labeling required | All products

Select who will label your products. For products you choose to label yourself, input the number of labels to print, print your labels, and affix your labels to the individual units. Amazon can provide labeling services for a fee. 1 to 2 of 2 products

Merchant SKU	Product name	Condition	Units	Who labels?	# of labels to print	Label cost
	<input type="checkbox"/> Show ASIN/FNSKU			<input type="button" value="Apply to all"/>		
0W-K62H-E6B4	Brita 35503 Pitcher Replacement Filters, 3-Pack Size: Standard-Size EAN: 0060258355031	New	30	<input type="button" value="Merchant"/>	<input type="text" value="30"/>	--
KL-641Z-C16W	Brita Classic Water Filter Pitcher, White Size: Standard-Size EAN: 0060258355079	New	3	<input type="button" value="Merchant"/>	<input type="text" value="3"/>	--

Total labels: 33

1 to 2 of 2 products

[Go back](#) [Duplicate](#) [Continue](#)

**Storage Monitor**  
Standard-Size Storage:  1005/5000  
Oversize Storage:  72/500

You have the option of letting Amazon label your products for \$0.20 per item, or you can do it yourself for your cost of the labels and printing.

I usually do my own labels, even when I was just getting started. Avery 8160 labels work well and cost about \$9 for 750 on Amazon. I use an Epson Workforce printer, but anything that could print on these labels would be fine.

Here are pictures of what the printed labels look like and how I apply them (use the labels to cover the upc code) to the items:



Once you either print your labels or choose to pay the \$0.20 Amazon labeling fee, you can press continue.

## Step 7: Approve shipments.

The next step is approving the shipments Amazon gives you. The screen will look like this:

**Send/Replenish Inventory** [Learn more](#)

Rename

[Set Quantity](#) [Prepare Products](#) [Label Products](#) **[Review Shipments](#)** [Prepare Shipment](#) [Summary](#)

Ship from:

Packing type: Individual products

Contents: 2 MSKUs

Prep fees:  
Prep: \$0.00  
Label: \$0.00  
Total: \$0.00

The inventory you send to Amazon may be split at the Merchant SKU (MSKU) level into multiple shipments. We will assign each shipment to a specific fulfillment center based on several factors including the size and category of the product, your address, and other fulfillment network factors. [Learn more](#)

1 to 3 of 3 products

Shipment name	MSKUs	Units	Ship to	
<a href="#">Create new</a> <input type="text"/>	2	16	CHA1 Chattanooga, TN	<a href="#">View shipment contents</a>
<a href="#">Create new</a> <input type="text"/>	2	10	PHX6 Phoenix, AZ	<a href="#">View shipment contents</a>
<a href="#">Create new</a> <input type="text"/>	2	7	PHL7 Middletown, DE	<a href="#">View shipment contents</a>

1 to 3 of 3 products

[Go back](#) [Approve shipments](#)

Once you approve the shipment plan, your ability to update product quantities will be limited.

In this case, I have to ship to three destinations.

Amazon will split up the locations of your shipments between their warehouses to allow for easy and fast delivery to as many customer locations around the US as possible.

In this case, there were 3 locations. Depending on what and how much you are sending in, you could have more or less.

Once you approve the shipments, you will be taken to a screen where you can begin to "work" on the shipments.

amazon services seller central

www.amazon.com Search Messages | Help 2 Settings

INVENTORY ORDERS ADVERTISING REPORTS PERFORMANCE

Shipping Queue | Inbound Performance Summary NEW | Scan & Ship | Upload Shipping Plan File | Upload Shipment Notification File

### Send/Replenish Inventory

Set Quantity Prepare Products Label Products **View Shipments** Prepare Shipment Summary

Ship from	Packing type	Contents	Prep fees
	Individual products	2 MSKUs	Prep: \$0.00 Label: \$0.00 Total: \$0.00

1 to 3 of 3 products

Shipment name	Shipment ID	MSKUs	Units	Ship to	Work on shipment
	FBA1H6GQ5X	2	16	CHA1 Chattanooga, TN	<a href="#">View shipment contents</a>   <a href="#">Download pack list</a>
	FBA1H6GQ67	2	10	PHX6 Phoenix, AZ	<a href="#">View shipment contents</a>   <a href="#">Download pack list</a>
	FBA1H6GQ5L	2	7	PHL7 Middletown, DE	<a href="#">View shipment contents</a>   <a href="#">Download pack list</a>

**Storage Monitor** What's this?

Standard-Size Storage	Oversize Storage
998/5000	72/500

When you click "Work on Shipment", you are taken to a screen like this:

FBA Inbound Workflow - Seller Central - FBA Inbound

https://sellercentral.amazon.com/gp/fba/inbound-shipment-workflow/index.html#FBA1GCKJFY/prepare

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INVENTORY ORDERS ADVERTISING REPORTS PERFORMANCE

Shipping Queue | Inbound Performance Summary NEW | Scan & Ship | Upload Shipping Plan File | Upload Shipment Notification File

### Send/Replenish Inventory

Set Quantity Prepare Products Label Products **View Shipments** **Prepare Shipment** Summary

Ship from	Shipment name/ID	Ship to	Shipment contents	Shipment status
	Name: FBA (11/25/13 10:46 AM) - 1 ID: FBA1GCKJFY Amazon Reference ID: --	Amazon.com.dedc, LLC 7200 Discovery Dr Chattanooga, TN 37416-1757 US (CHA1)	2 MSKUs 33 Units	WORKING Created: Nov 25, 2013 Updated: Nov 25, 2013

Ship from another address. [Show More](#)

#### 1. Review shipment contents

[Review and modify units](#) [Download pack list](#)

#### 2. Shipping service

Shipping method

- Small parcel delivery (SPD)  
I'm shipping individual boxes
- Less than truckload (LTL)  
I'm shipping pallets; shipment at least 150 lb.

Which method should I choose?

Shipping carrier

- Amazon-Partnered Carrier (UPS)  
Deeply-discounted ground shipping with easy tracking [Learn more](#)
- Other carrier: DHL EXPRESS (USA) INC

**Storage Monitor** What's this?

Standard-Size Storage	Oversize Storage
657/5000	44/500

12:46 PM 11/25/2013

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INVENTORY ORDERS ADVERTISING REPORTS PERFORMANCE

Shipping Queue | Inbound Performance Summary NEW | Scan & Ship | Upload Shipping Plan File | Upload Shipment Notification File

### Send/Replenish Inventory

Set Quantity Prepare Products Label Products **View Shipments** Prepare Shipment Summary

Ship from: [Redacted] Packing type: Individual products Contents: 2 MSKUs Prep fees: Prep: \$0.00 Label: \$0.00 Total: \$0.00

1 to 3 of 3 products

Shipment name	Shipment ID	MSKUs	Units	Ship to	Work on shipment
[Redacted]	FBA1H6GQ5X	2	16	CHA1 Chattanooga, TN	<a href="#">View shipment contents</a>   <a href="#">Download pack list</a>
[Redacted]	FBA1H6GQ67	2	10	PHX6 Phoenix, AZ	<a href="#">View shipment contents</a>   <a href="#">Download pack list</a>
[Redacted]	FBA1H6GQ5L	2	7	PHL7 Middletown, DE	<a href="#">View shipment contents</a>   <a href="#">Download pack list</a>

Storage Monitor: Standard-Size Storage (998/5000), Oversize Storage (72/500)

When you click "Work on Shipment", you are taken to a screen like this:

FBA Inbound Workflow - Seller Central - FBA Inbound

https://sellercentral.amazon.com/gp/fba/inbound-shipment-workflow/index.html#FBA1GCKJFY/prepare

amazon services seller central

www.amazon.com Search Messages | Help 1 Settings

INVENTORY ORDERS ADVERTISING REPORTS PERFORMANCE

Shipping Queue | Inbound Performance Summary NEW | Scan & Ship | Upload Shipping Plan File | Upload Shipment Notification File

### Send/Replenish Inventory

Set Quantity Prepare Products Label Products **View Shipments** **Prepare Shipment** Summary

Ship from: [Redacted] Shipment name/ID: FBA (11/25/13 10:46 AM) - 1 ID: FBA1GCKJFY Amazon Reference ID: -- Ship to: Amazon.com dedc, LLC 7200 Discovery Dr Chattanooga, TN 37416-1757 US (CHA1) Shipment contents: 2 MSKUs 33 Units Shipment status: WORKING Created: Nov 25, 2013 Updated: Nov 25, 2013

Ship from another address. Show More

#### 1. Review shipment contents

Download pack list

Review and modify units

#### 2. Shipping service

Shipping method:  Small parcel delivery (SPD) I'm shipping individual boxes  Less than truckload (LTL) I'm shipping pallets; shipment at least 150 lb. Which method should I choose?

Shipping carrier:  Amazon-Partnered Carrier (UPS) Deeply-discounted ground shipping with easy tracking Learn more  Other carrier: DHL EXPRESS (USA) INC

Storage Monitor: Standard-Size Storage (657/5000), Oversize Storage (44/500)

12:46 PM 11/25/2013

This is where you let Amazon know how you will be sending the items to their warehouses.

I recommend “small parcel delivery” and “Amazon-Partnered Carrier (UPS)” for your shipping options. This gets you Amazon’s UPS rates for inbound shipping, which are very low compared to other options.

If you scroll down further, you will see:

Learn more about shipping and routing requirements.

Box #	Box weight (lb.)	Box dimensions (in.)	Remove
1	29	18 x 18 x 16	ⓧ

Totals: 29

[Add another box](#) [Copy last box](#)

#### 4. Shipping charges

Shipping carrier	# of boxes	Shipment weight	Billable weight	Estimated shipping cost
	1	29 lb.		<a href="#">Calculate</a>

#### 5. Shipping labels

# of labels	Paper type
1	<a href="#">Print box labels</a>

- The shipping label should be affixed to the outside of your sealed box, in addition to the carrier label.
- Place labels so they don't cover box seams.

Here you add the number of boxes you will be using and their dimensions. (More on boxes in the Shipping section.) Once you do that and click calculate, they’ll give you an estimated inbound shipping charge:

Totals: 29

[Add another box](#) [Copy last box](#)

#### 4. Shipping charges

Shipping carrier	# of boxes	Shipment weight	Billable weight	Estimated shipping cost
UNITED PARCEL SERVICE INC.	1	29 lb.	32 lb.	\$9.17

I agree to the terms and conditions [Accept charges](#)

#### 5. Shipping labels

# of labels	Paper type
1	<a href="#">Print box labels</a>

- The shipping label should be affixed to the outside of your sealed box, in addition to the carrier label.
- Place labels so they don't cover box seams.

[Work on another shipment](#) [Delete shipment](#) [Duplicate](#) [Complete shipment](#)

In this case it is only costing me \$9.17 for me to ship this box in weighing a total of 29 pounds. This is a very low price, so I will gladly accept the price.

After accepting the charges, I will be given the option to print my box labels:

The screenshot displays a shipping management interface. At the top, a table lists box details:

Box #	Box weight (lb.)	Box dimensions (in.)
1	29	18 x 18 x 16

Totals: 29

#### 4. Shipping charges

Shipping carrier	# of boxes	Shipment weight	Billable weight	Estimated shipping cost
UNITED PARCEL SERVICE INC	1	29 lb.	32 lb.	\$9.17

Charges accepted [Void charges](#)

⚠ You have 23 hours, 59 minutes left, if you wish to void shipping charges.

#### 5. Shipping labels

# of labels	Paper type	
1	8.5" X 5.5" (US Letter)	<a href="#">Print box labels</a>

- The shipping label should be affixed to the outside of your sealed box, in addition to the carrier label.
- Place labels so they don't cover box seams.

[Work on another shipment](#) [Delete shipment](#) [Duplicate](#) [Complete shipment](#)

**Storage Monitor**

Standard-Size Storage	Oversize Storage
657/5000	44/500

At this point you should print the label and click complete shipment. You'll then be given the option to work on other shipments if you have any.

# Get Your First Sale on Amazon: Shipping to FBA Warehouses

We've already covered a lot of the shipping process in the listing section above, because these steps generally happen at the same time.

Once you know what will be going into each "shipment", you can start figuring out how to box them. You can use as many or as few boxes as you need for each shipment, but you will save money by condensing into as few boxes as possible.

If you don't have a good source for boxes yet, an easy place to start is Home Depot. They have a good selection and reasonable prices. I have used many Home Depot boxes for my inbound Amazon shipments:



Once you are given the products to be included in each shipment, you can pack them into boxes so you can use the exact weight and dimensions to calculate the shipping charge.

As soon as you do that, you can print labels for your boxes and complete the shipment.

Before closing the box up, you should fill any empty space inside the box with packing supplies. This will ensure your items can't move around and get damaged during transit.

Once you complete that step, you can tape up the box and apply the label - then you are ready to take the box to the shipping carrier and send it on its way!

# So... Are you up for that challenge?

It's time to make a decision.

Do you think that online retail is worth trying?

Do you want to see if you can unlock the benefits I've unlocked - more money, more time, more freedom, extended travel?

Are the potential benefits worth 30 days of effort on your part as a test?

Does a no-risk, low early investment business sound better than one that requires big money from the beginning?

Are you tired of DOING NOTHING and ready to take steps towards replacing your job?

If you've answered YES TO ANY OF THE ABOVE, I want to invite you to take part in the Challenge I told you about.

Remember - it's less than \$100 to participate AND there is a full satisfaction guarantee. There is NO RISK TO TRYING.

You can do this.

**[I WANT TO KNOW MORE!](#)**