



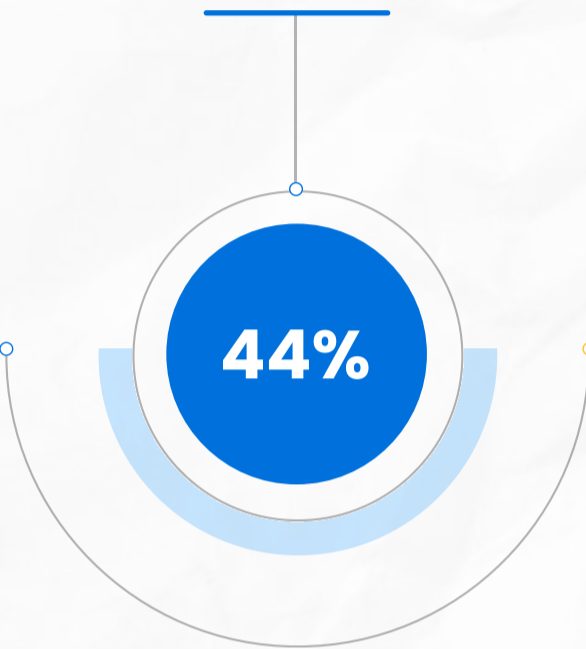
amazon
seller central

**E-COMMERCE: THE NEXT DIGITAL
ASSET CLASS FOR **PASSIVE**
INCOME & INVESTMENT
APPRECIATION**

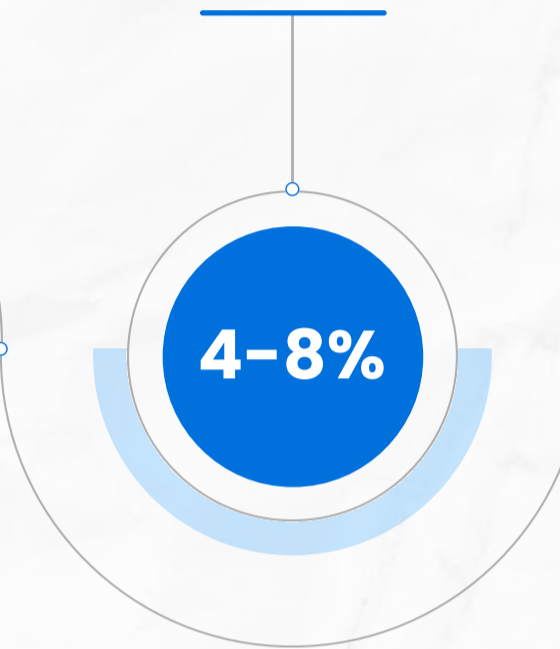
AMZ
STARTERS

WHY AMAZON MARKETPLACE?

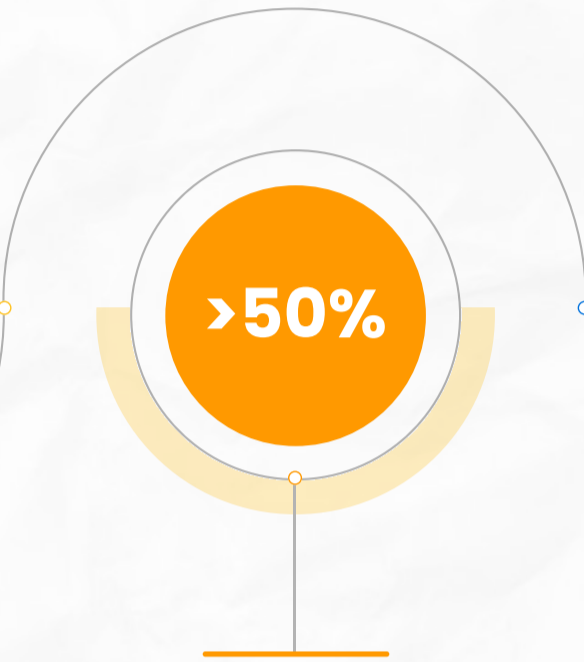
Growth of third-party sales revenue in 2022



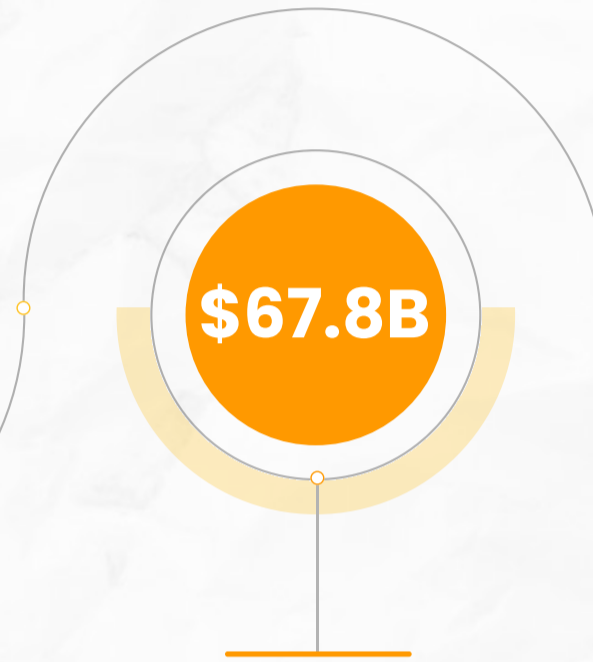
Predicted growth over the last years of Q4



Amazon's revenue is from third-party sellers



Third-party seller in 2023 revenue



DOMINATION OF THE MARKET

Amazon has revolutionized the way people are purchasing goods. As a dominant leading force for over a decade, Amazon is a reliable model for investors to build their ecommerce portfolio on. Amazon is the largest online retailer in the U.S. - growing by over \$100 billion in revenue each year, with an estimated growth of ~40% in 2023.



WHO WE ARE

OUR INFRASTRUCTURE IS BUILT LIKE NO OTHER E-COMMERCE MANAGEMENT FIRM

With over 350 direct employees and growing, (NO VA'S), 100 + warehouse staff and US team members, and all employees EXCLUSIVELY on AMZ STARTERS payroll, our specialized teams handle each functional area from product research to customer service to ensure your business thrives.

6 MONTHS

money-back guarantee
on all stores

4+

Designated managers assigned to your account with 24/7 communication access via a mobile/web app (clickup)

Proprietary software and algorithms for pricing, product sourcing and store management

400+

Managing stores for over 500 clients and partners

Exclusive AMZ Startes Warehouse Facilities (3) in **Brickell Ave Miami, FL 33131**

100+

years combined experience in the eCommerce Industry

Access to thousands of exclusive vendors for name brand products and exclusive direct to manufacturer deals

AMZ STARTERS ECOM AUTOMATION PROGRAM



OUR FOCUS

With Amazon Automation, you own the business 100%. AMZ STARTERS is the operational partner, that leverages our infrastructure and builds, operates, and scales your business for you, completely done-for-you



WE HANDLE

We handle all operational + logistical aspects from product sourcing, listing creation, ranking, inventory management, supply chain, growth strategy & customer support.



OUR TEAM

Our team of product research strategists, leverage 4+ softwares as well as manual data scrubbing for product research. We analyze, trends, historical data + predictive data as well as the competitive landscape to ensure your business generates consistent revenue growth.



OUR PROCESS

Onboard you with an Amazon sellers account and legal entity



We set up and configure the necessary automation tools to streamline your workflow. This includes scheduling software, analytics tracking, and engagement bots, all designed to optimize your channel management.



Take care of all customer support and satisfaction



Quality check your inventory at our EXCLUSIVE warehouses and ship them out to Amazon FBA centers or direct to end customer (FBM)



Have our Client Relations team update you on your stores progress via ClickUp



Create high converting product listings and rank them on Amazon so you get more traffic & sales



WHAT MAKES AMZ STARTERS THE LEADING PROVIDER IN AMAZON AUTOMATION?



We have grown 100's of successful accounts and we have over a decade of experience in the industry. **EXCLUSIVE** shipping contracts for FBM



We are the only Automation company that also is a distributor of products. AMZ Starters Distribution is under AMZ Starters umbrella. This gives clients exclusive access to volume discounts on products that no one else has. Along with 1000's of wholesale network relationships



Transparency and vertical integration. We do not outsource any part of our process. Every employee is exclusively on only AMZ STARTERS payroll. Our office and Warehouse are actually OURS. Therefore you can visit any one of them and shake our hands.



Infrastructure. Our warehouse facilities are actually ours. We truly are a logistics company at heart. There is 0 warehouse sharing. ONLY AMZ STARTERS products flow in our warehouse. This is not the case with most, the easiest way to find out is by asking if you can visit. Doors are open at all our facilities.



Our entire model is fully compliant, meaning no cutting corners on anything from supply chain processes, to product sourcing and fulfillment methods. Account health is of utmost importance.

THINGS TO KNOW ABOUT YOUR FIRST 6 MONTHS



FIRST YEAR REVENUE

This is marathon, not a sprint. 80 percent of your first years revenue will come from month 6-12 of your first 12 months with us. Our first benchmark is to have you break even on your investment, generally within the first year this happens. Your working capital and injection of this will dictate the growth trajectory after the first 6 months.





PROBATION PERIOD


Probationary Period (Months 1 - 6): Sales will be slower as we build up seller rapport with Amazon on your behalf. During this time your business will be on close watch with Amazon as they verify, you're a legitimate business with a good customer satisfaction score.


Every new Amazon seller is required to go through this stage and is a necessary process in scaling your Amazon business. They also will be providing reduced warehousing space and fragmented payouts the first 3 months as well.


A HYBRID FBA & FBM BUSINESS MODEL OPTIMIZED FOR REVENUE + APPRECIATION

-  Our product research team is analyzing market data to find top selling, high-margin products for your store, leveraging exclusive software's and research strategies.

-  We leverage our vast supplier relationships with AMZ STARTERS Distribution, to acquire inventory at the cheapest wholesale/supplier price for you.

-  We place bulk orders for you at volume discounts and quality check all inventory at our EXCLUSIVE AMZ STARTERS Facilities.

-  Month 3-5 is when we implement our signature FBM High Frequency Reselling (HFR) model. This will accelerate your business tremendously, opening access to our industry first, subsidized shipping for 2 day and next day fulfillment.

-  Private label is an optional add-on, please speak to your AMZ STARTERS Rep to learn more information about our PL program and benefits.

01

PRIVATE LABEL

Private label business model enables Amazon/Walmart sellers to sell products with their own brand name no matter who the manufacturer is. Adds significant value to the business and the margins are 30% or higher.

02

WHOLESALE

Wholesale is the process of us purchasing in bulk with volume discounts of branded products, then selling them on the marketplace for a profit margin.

03

HIGH FREQUENCY RESELLING

Customers buy products from Amazon/Walmart. Product then gets purchased from supplier (AMZ Starters or 3rd party). AMZ Starters prepares package for shipment and sends directly to endcustomer.

REVENUE GOAL FOR YOUR STORES

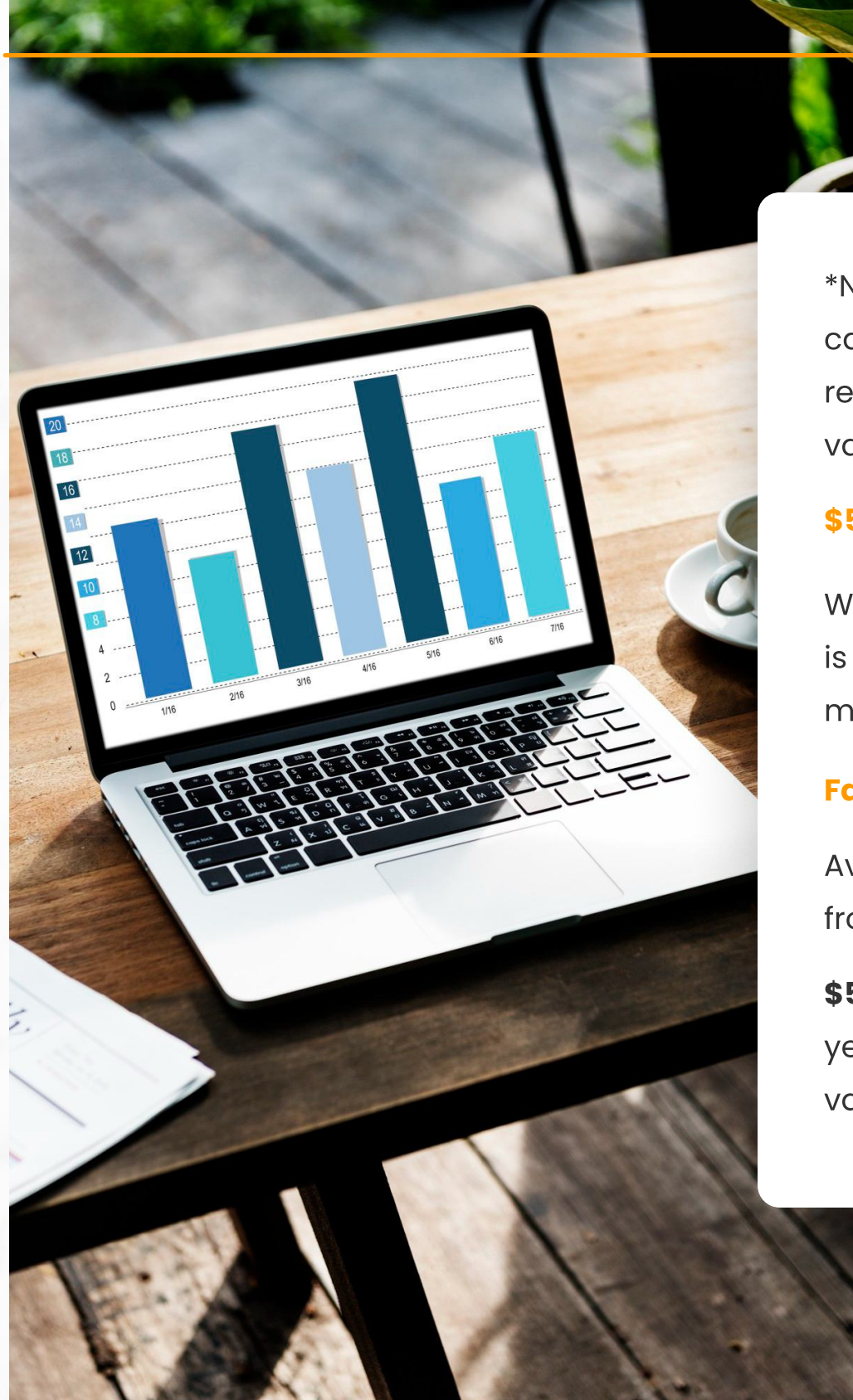
Because Amazon pays you for your sales every two weeks, you need access to

- ✓ Working Capital to place inventory orders and purchase from wholesalers or manufacturers in-between payouts.

Product inventory sells within 30 days and average margins are 20% net on inventory spend. (30K inventory will yield 6K net).

- ✓ With our partnerships with Amex and USFullservice, we help our clients build their pool of working capital to scale their stores to full capacity

On Amazon Marketplace, the most important variable for growing a store is the availability of working capital after 6-8 months.



*Numbers per store - \$25k working capital (have by month 4-6 the latest, revenue and appreciation value/results vary)

\$5 Figure Monthly Profit (10K+)

With the correct working capital, the goal is to get you there within the first 12-16 months at most

Fast Results:

Average break-even in 12 – 14 months from first sale

\$50k-\$100k Average store valuation at year two (range due to rev model valuation) *Results May Vary

TWO YEAR TIMELINE

Build an asset you can sell at the 24 Month mark for an exit. Or keep the cash cow driving monthly passive revenue. Your call!



E-COMMERCE BUSINESS ACCELERATORS

Each of these add-ons have significant impact in accelerator store growth and appreciation.



\$5,000

Amazon Gold FBA/FBM 50-50 Profit Split

\$7,500

Amazon Gold FBA/FBM 50-50 Profit Split

\$10,000

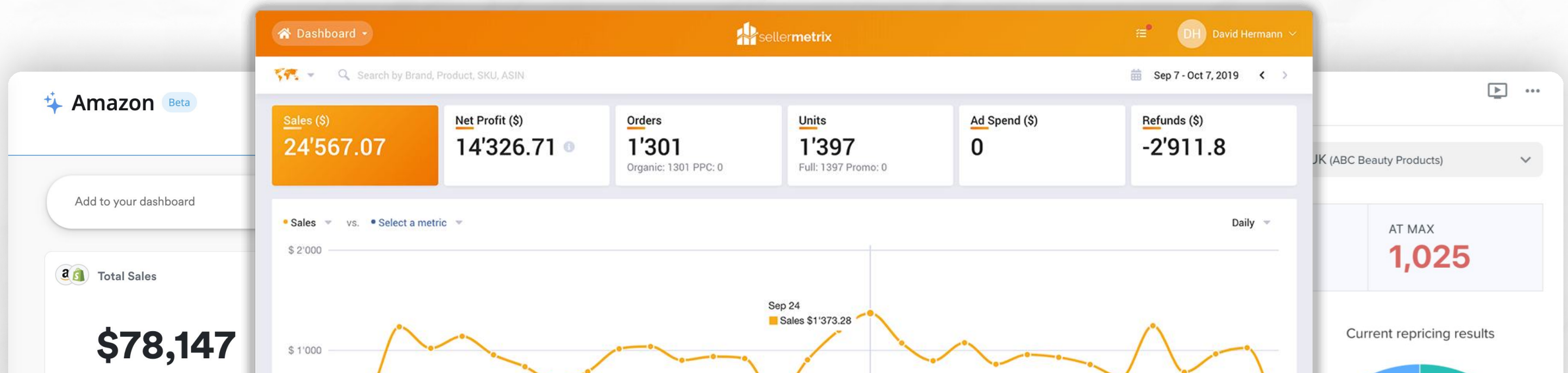
Amazon Platinum FBA/FBM 70-30 Profit Split

\$15,000

Amazon Platinum Plus FBA/FBM 70-30 Profit Split from 5th month

NOTE: Inventory Budget is \$3,000 - \$8,000, it may vary on the pricing plan you choose

ROI: Expect a return on investment of 25-30% on your marketing spend. (Monthly)



DISCLAIMER

THERE IS STILL SOME WORK NEEDED FROM YOU:

- ✓ Working with our Amazon Onboarding team to get your account set up (minutes of your time)
- ✓ Obtaining a new business entity (we can help)
- ✓ Obtaining a new business entity (we can help)
- ✓ Being responsible for your new yearly income taxes from this business + potential reseller taxes (we do not provide tax service)

YOU OWN THIS BUSINESS 100%

***WE ARE A STRATEGIC PARTNER OF BLUBOOKS. AN E-COMMERCE FOCUSED TAX AGENCY. THEY PROVIDE DISCOUNTS TO AMZ STARTERS CLIENTS AND A FREE CONSULT.**





GET IN TOUCH



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