Thanks for downloading this fact sheet.

The details in this fact sheet in terms of the content of the workshop may change without notice. Please also note there is absolutely no charge to attend the workshop. You can be rest assured you will walk away from the event with the information you need to get started on the right course to Import from China successfully.

We run this workshop all over Australia so you will need to register your place in a city near you by going to www.importfromchinatoaustralia.com.au - Information such as venue location will be on the website.

Each day will begin at 9am sharp and end at about 5pm. Registration begins at 8:15am on the first day and you will need to complete a registration form to enter the workshop. There will be short breaks during the day including an hour for lunch.

The following workshop schedule is a brief outline of the workshop and what we will be showing you however we do reserve the right to change the order and content of the workshop without notice.

To register your place go to www.importfromchinatoaustralia.com.au
Workshop Schedule

DAY 1
Session 1

- Introduction
- Benefits for Importing
- The real reason why Importing from China works
- Tips for New Importers
- Why Hot Products can send you broke
- How to create Sustainable income stream
- 8 Steps to finding the correct Product to Import from China
- BREAK

DAY 1
Session 2

- How to find your Ideal Client
- How to simplify the Market Research Issue
- Great Research Tools that will Fast Track your idea
- How to find a Chinese Factory Online
- How to avoid scams
- What Questions to ask a Chinese Factory
- Communicating Effectively with Chinese Factories
- Important Insights that can save you Thousands when choosing a supplier
- LUNCH

“How To Import From China and Sell Online Successfully!”
2 Day Workshop Event

www.importfromchinatoaustralia.com.au
DAY 1
Session 3

- How to Import from China with No Money Down
- How to use your competitors to your advantage
- How to create effective Joint Ventures
- “Why Importers Fail” with Nick Cownie
- BREAK

DAY 1
Session 4

- Australian Regulations
- Which products require Australian Certification
- What does Australian Certification Cost
- Do you need Certification for your product
- Where to directly find information relating to your product
- Australian Standards
- Banned for Sale Products
- Other Methods of Sourcing a Supplier in China
- How to get around the “Canton Fair”
- Important cultural differences
- Ian & Adam take you on a guided tour of the Canton Fair
- END OF DAY
- NETWORKING EVENT - TBA
DAY 2
Session 1

- The Fool Proof System to Source a Factory in China
- What to look for when visiting Chinese Factories
- How to complete a Factory Audit
- How to Negotiate with Chinese Factories
- Ordering Details that New Importers Overlook
- How to get What you Ordered
- How to arrange Your Shipping
- How to simply create a Purchase Contract
- Hidden Costs to Importing from China
- How to know how much to charge for your products
- BREAK

DAY 2
Session 2

- How to save thousands of dollars when paying your supplier
- How to create a website that sells
- Steps that can triple your sales overnight
- How to get tons of customers to your website
- Why most eBay sellers don’t succeed
- How to reach your financial goals with online sales
- 20 Tips to creating a successful eBay Empire
- LUNCH

"How To Import From China and Sell Online Successfully!"
2 Day Workshop Event

www.importfromchinatoaustralia.com.au
DAY 2
Session 3

- Why Social Media is a “Must Do” for any business
- How to get tons of sales through Facebook
- How to advertise FREE on Facebook
- What most people do to turn customers away on Social Media
- How to sell directly through Facebook
- 10 Top Social Media Tips that will explode your sales
- 7 Step System to Creating a Passive Lifestyle Business
- Importing Contacts You Must Know
- How anyone in any position can create Financial Freedom
- BREAK

DAY 2
Session 4

- How to ensure Positive Cash Flow in an Importing Business
- How to keep stock of your best selling products
- The mistakes one of the biggest companies in Australia made
- PRIZE DRAW
- First Steps to get started on your importing business
- What to avoid to wasting your time
- How to use your time wisely to create passive sales
- Staying in touch with important people
- How to ensure you keep on track to reach your financial goals
- END OF DAY