#### HOW TO START A DROPSHIP BUSINESS ON AMAZON

HOW TO START A DROPSHIP BUSINESS ON AMAZON IS A QUESTION THAT MANY ASPIRING ENTREPRENEURS ARE ASKING AS THEY SEEK TO TAP INTO THE BOOMING E-COMMERCE MARKET. DROPSHIPPING ALLOWS INDIVIDUALS TO SELL PRODUCTS WITHOUT THE NEED TO HOLD INVENTORY, MAKING IT AN ATTRACTIVE OPTION FOR THOSE LOOKING TO START A BUSINESS WITH LOWER UPFRONT COSTS. IN THIS ARTICLE, WE WILL DIVE DEEP INTO THE ESSENTIAL STEPS REQUIRED TO SUCCESSFULLY LAUNCH A DROPSHIP BUSINESS ON AMAZON. WE WILL COVER TOPICS SUCH AS UNDERSTANDING THE DROPSHIPPING MODEL, SETTING UP AN AMAZON SELLER ACCOUNT, SOURCING PRODUCTS, OPTIMIZING LISTINGS, AND IMPLEMENTING EFFECTIVE MARKETING STRATEGIES. BY FOLLOWING THESE GUIDELINES, YOU CAN ESTABLISH A PROFITABLE DROPSHIPPING BUSINESS ON ONE OF THE WORLD'S LARGEST ONLINE MARKETPLACES.

- UNDERSTANDING DROPSHIPPING
- SETTING UP YOUR AMAZON SELLER ACCOUNT
- Choosing a Niche and Sourcing Products
- CREATING AND OPTIMIZING YOUR PRODUCT LISTINGS
- Marketing Your Dropship Business
- Managing Orders and Customer Service
- LEGAL CONSIDERATIONS AND BEST PRACTICES

## UNDERSTANDING DROPSHIPPING

Dropshipping is a retail fulfillment method where a store does not keep the products it sells in stock. Instead, when a store sells a product, it purchases the item from a third party and has it shipped directly to the customer. This model has gained popularity due to its low overhead and ease of entry.

#### How Dropshipping Works

IN A TYPICAL DROPSHIPPING ARRANGEMENT, THE PROCESS FLOWS AS FOLLOWS:

- THE CUSTOMER PLACES AN ORDER ON YOUR AMAZON STORE.
- YOU RECEIVE THE ORDER AND PAYMENT.
- YOU FORWARD THE ORDER TO YOUR SUPPLIER, WHO PACKAGES AND SHIPS THE PRODUCT DIRECTLY TO THE CUSTOMER.

THIS ELIMINATES THE NEED FOR INVENTORY MANAGEMENT AND UPFRONT INVESTMENT IN STOCK.

#### BENEFITS AND CHALLENGES OF DROPSHIPPING

DROPSHIPPING OFFERS SEVERAL ADVANTAGES:

- Low Startup Costs: You only pay for products after you sell them.
- FLEXIBLE LOCATION: YOU CAN RUN YOUR BUSINESS FROM ANYWHERE WITH AN INTERNET CONNECTION.

• WIDE PRODUCT RANGE: YOU CAN OFFER A DIVERSE ARRAY OF PRODUCTS WITHOUT THE NEED FOR INVENTORY.

HOWEVER, THERE ARE CHALLENGES AS WELL:

- Lower Profit Margins: Competition can drive prices down.
- INVENTORY ISSUES: RELIANCE ON SUPPLIERS CAN LEAD TO STOCK SHORTAGES.
- SHIPPING COMPLEXITIES: MANAGING DELIVERY TIMES FROM MULTIPLE SUPPLIERS CAN BE DIFFICULT.

## SETTING UP YOUR AMAZON SELLER ACCOUNT

TO START SELLING ON AMAZON, YOU MUST SET UP A SELLER ACCOUNT. THIS ACCOUNT WILL SERVE AS THE FOUNDATION OF YOUR DROPSHIPPING BUSINESS.

#### CHOOSING THE RIGHT ACCOUNT TYPE

AMAZON OFFERS TWO TYPES OF SELLER ACCOUNTS:

- INDIVIDUAL ACCOUNT: BEST FOR THOSE WHO PLAN TO SELL FEWER THAN 40 ITEMS PER MONTH. NO MONTHLY FEE BUT A PER-ITEM FEE APPLIES.
- **Professional Account:** Suitable for those selling more than 40 items per month. This account incurs a monthly subscription fee but eliminates per-item fees.

#### REGISTRATION PROCESS

TO REGISTER, YOU NEED TO PROVIDE:

- YOUR BUSINESS NAME AND ADDRESS.
- YOUR EMAIL ADDRESS AND PHONE NUMBER.
- BANK ACCOUNT INFORMATION FOR PAYOUTS.
- TAX INFORMATION FOR COMPLIANCE.

Once registered, familiarize yourself with Amazon's policies regarding dropshipping to ensure compliance.

# CHOOSING A NICHE AND SOURCING PRODUCTS

SELECTING THE RIGHT NICHE IS CRITICAL TO YOUR DROPSHIPPING SUCCESS ON AMAZON. A WELL-DEFINED NICHE ALLOWS YOU TO TARGET A SPECIFIC CUSTOMER BASE AND DIFFERENTIATE YOUR OFFERINGS.

## IDENTIFYING A PROFITABLE NICHE

TO FIND A NICHE:

- RESEARCH MARKET TRENDS USING TOOLS LIKE GOOGLE TRENDS.
- ANALYZE COMPETITORS ON AMAZON TO IDENTIFY GAPS.
- CONSIDER YOUR INTERESTS AND EXPERTISE TO MAINTAIN ENGAGEMENT.

A WELL-CHOSEN NICHE CAN ENHANCE YOUR CHANCES OF SUCCESS.

#### Sourcing Products

ONCE YOU HAVE DEFINED YOUR NICHE, IT IS TIME TO FIND RELIABLE SUPPLIERS. YOU CAN SOURCE PRODUCTS THROUGH:

- WHOLESALE DIRECTORIES SUCH AS SALEHOO OR WORLDWIDE BRANDS.
- CONTACTING MANUFACTURERS DIRECTLY.
- USING PLATFORMS LIKE ALIEXPRESS, WHICH CATER TO DROPSHIPPERS.

ENSURE THAT YOUR CHOSEN SUPPLIERS ARE REPUTABLE AND CAN PROVIDE QUALITY PRODUCTS AND TIMELY SHIPPING.

## CREATING AND OPTIMIZING YOUR PRODUCT LISTINGS

YOUR PRODUCT LISTINGS ARE CRUCIAL FOR ATTRACTING CUSTOMERS AND DRIVING SALES ON AMAZON. EFFECTIVE LISTINGS CAN SIGNIFICANTLY IMPACT YOUR VISIBILITY AND CONVERSION RATES.

## WRITING COMPELLING PRODUCT DESCRIPTIONS

A GREAT PRODUCT DESCRIPTION SHOULD:

- HIGHLIGHT THE FEATURES AND BENEFITS OF THE PRODUCT.
- INCLUDE RELEVANT KEYWORDS FOR SEO OPTIMIZATION.
- BE CLEAR, CONCISE, AND ENGAGING.

UTILIZING BULLET POINTS CAN ENHANCE READABILITY.

# UTILIZING HIGH-QUALITY IMAGES

IMAGES PLAY A VITAL ROLE IN E-COMMERCE. USE HIGH-RESOLUTION IMAGES THAT SHOWCASE THE PRODUCT FROM MULTIPLE ANGLES. ENSURE YOU COMPLY WITH AMAZON'S IMAGE GUIDELINES TO AVOID LISTING REJECTIONS.

# MARKETING YOUR DROPSHIP BUSINESS

ONCE YOUR LISTINGS ARE LIVE, YOU NEED TO DRIVE TRAFFIC TO YOUR AMAZON STORE.

#### UTILIZING AMAZON ADVERTISING

AMAZON OFFERS VARIOUS ADVERTISING OPTIONS, INCLUDING:

- Sponsored Products: Promote individual Listings to increase visibility.
- SPONSORED BRANDS: SHOWCASE YOUR BRAND AND PRODUCT RANGE IN SEARCH RESULTS.
- AMAZON STORES: CREATE A BRANDED STOREFRONT FOR YOUR PRODUCTS.

INVESTING IN ADVERTISING CAN HELP ENHANCE YOUR REACH AND SALES.

#### LEVERAGING SOCIAL MEDIA AND CONTENT MARKETING

Use social media platforms to promote your products and engage with potential customers. Creating content that resonates with your target audience can further enhance your visibility and brand recognition.

## MANAGING ORDERS AND CUSTOMER SERVICE

EFFECTIVE ORDER MANAGEMENT AND CUSTOMER SERVICE ARE ESSENTIAL FOR MAINTAINING A POSITIVE REPUTATION ON AMAZON.

#### ORDER PROCESSING

Ensure that you process orders promptly after receiving them. Communicate with your suppliers to confirm shipping times and relay this information to your customers.

## HANDLING CUSTOMER INQUIRIES

Providing exceptional customer service can set you apart from competitors. Respond to inquiries quickly and professionally, and handle returns and complaints efficiently.

# LEGAL CONSIDERATIONS AND BEST PRACTICES

UNDERSTANDING THE LEGAL LANDSCAPE IS CRUCIAL FOR OPERATING YOUR DROPSHIP BUSINESS ON AMAZON.

#### COMPLIANCE WITH AMAZON POLICIES

FAMILIARIZE YOURSELF WITH AMAZON'S DROPSHIPPING POLICY AND ENSURE YOU COMPLY WITH ALL REGULATIONS. NON-COMPLIANCE CAN LEAD TO ACCOUNT SUSPENSION.

#### MAINTAINING GOOD BUSINESS PRACTICES

To sustain growth, focus on:

- BUILDING STRONG RELATIONSHIPS WITH SUPPLIERS.
- CONTINUOUSLY OPTIMIZING YOUR LISTINGS BASED ON PERFORMANCE METRICS.
- TRACKING YOUR FINANCIALS AND REINVESTING PROFITS INTO THE BUSINESS.

WITH A CLEAR UNDERSTANDING OF HOW TO START A DROPSHIP BUSINESS ON AMAZON, YOU ARE WELL-EQUIPPED TO EMBARK ON THIS ENTREPRENEURIAL JOURNEY. BY FOLLOWING THE OUTLINED STEPS AND MAINTAINING A FOCUS ON QUALITY, CUSTOMER

## Q: WHAT IS DROPSHIPPING, AND HOW DOES IT WORK ON AMAZON?

A: Dropshipping is a retail fulfillment method where you sell products without holding inventory. When a customer buys a product from your Amazon store, you purchase it from a supplier who ships it directly to the customer.

## Q: DO I NEED A BUSINESS LICENSE TO START A DROPSHIP BUSINESS ON AMAZON?

A: While a business license is not strictly required to start a dropshipping business, it is advisable to check local regulations. Having a business license can also lend credibility to your operations.

## Q: How do I find reliable suppliers for dropshipping on Amazon?

A: YOU CAN FIND RELIABLE SUPPLIERS THROUGH WHOLESALE DIRECTORIES, CONTACTING MANUFACTURERS DIRECTLY, OR USING ONLINE PLATFORMS LIKE ALIEXPRESS. ALWAYS VET SUPPLIERS FOR QUALITY AND RELIABILITY.

## Q: WHAT ARE THE FEES ASSOCIATED WITH SELLING ON AMAZON?

A: AMAZON CHARGES VARIOUS FEES, INCLUDING A MONTHLY SUBSCRIPTION FEE FOR A PROFESSIONAL SELLER ACCOUNT, REFERRAL FEES ON EACH SALE, AND ADDITIONAL COSTS FOR ADVERTISING IF YOU CHOOSE TO PROMOTE YOUR PRODUCTS.

## Q: HOW CAN I DRIVE TRAFFIC TO MY AMAZON DROPSHIPPING STORE?

A: YOU CAN DRIVE TRAFFIC THROUGH AMAZON ADVERTISING, SOCIAL MEDIA MARKETING, AND CONTENT MARKETING. ENSURING YOUR LISTINGS ARE OPTIMIZED FOR SEO CAN ALSO ENHANCE VISIBILITY.

# Q: WHAT ARE THE COMMON CHALLENGES IN DROPSHIPPING ON AMAZON?

A: COMMON CHALLENGES INCLUDE MANAGING INVENTORY LEVELS WITH SUPPLIERS, MAINTAINING COMPETITIVE PRICING, AND ENSURING TIMELY SHIPPING, WHICH CAN IMPACT CUSTOMER SATISFACTION.

# Q: CAN I USE MY OWN BRANDING FOR DROPSHIPPED PRODUCTS ON AMAZON?

A: YES, YOU CAN USE YOUR BRANDING AS LONG AS YOU COMPLY WITH AMAZON'S POLICIES. CONSIDER PRIVATE LABELING PRODUCTS FOR BETTER BRAND RECOGNITION.

# Q: HOW IMPORTANT IS CUSTOMER SERVICE IN A DROPSHIPPING BUSINESS?

A: EXCELLENT CUSTOMER SERVICE IS CRUCIAL FOR BUILDING TRUST AND MAINTAINING A GOOD REPUTATION. PROMPT RESPONSES TO INQUIRIES AND EFFICIENT HANDLING OF RETURNS ARE ESSENTIAL FOR CUSTOMER SATISFACTION.

# Q: WHAT ARE THE BEST PRACTICES FOR MANAGING RETURNS IN A DROPSHIPPING BUSINESS?

A: ESTABLISH CLEAR RETURN POLICIES, COMMUNICATE THEM TO CUSTOMERS, AND WORK CLOSELY WITH SUPPLIERS TO HANDLE RETURNS EFFICIENTLY. QUICK RESOLUTIONS CAN ENHANCE CUSTOMER LOYALTY.

## Q: How can I measure the success of my dropshipping business on Amazon?

A: Success can be measured through key performance indicators such as sales volume, profit margins, customer feedback, and conversion rates. Regularly analyzing these metrics will help you optimize your business strategy.

# **How To Start A Dropship Business On Amazon**

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how to start a dropship business on amazon: Amazon FBA & Dropshipping Shopify 2021

Robert D Michaels, 2021-08-07 Amazon FBA 2021 Amazon FBA or fulfillment by Amazon is a business opportunity that offers people the opportunity to operate their own e-commerce store without having to deal with all of the technical bells and whistles that can make traditional e-commerce seem daunting. If you desire to run your own e-commerce store, Amazon FBA is a wonderful way for you to get started. This unique business opportunity presents you with so many benefits that you simply will not gain elsewhere, making e-commerce easier to get into than ever before. The abundance of benefits that you gain with this opportunity means that you can run your Amazon FBA store as a full-time gig without having to put in full-time hours. Countless people have been able to make \$10,000+ per month using this platform, all the while being able to enjoy their lives and time freedom due to the hands-off structure of this business. That's right! Because of how Amazon FBA works, you actually do not have to invest that much time into your business to start and maintain it. While it will take some practice and effort early on to get started and get your business going, maintaining and even scaling your business with Amazon FBA takes significantly less time than it would with nearly any other business model. This means that not only are you going to be able to turn a great profit, but you are also going to be able to actually have time to enjoy that profit you are turning so that you can really live your best life! In this book, I want to support you with discovering all of the ins and outs of Amazon FBA. I am going to help you discover exactly what this business model is, how it works, and what you need to do in order to leverage it. I am also going to help you identify how you can set yourself apart from the others who are using Amazon FBA by supporting you with discovering the right products to sell, as well as the right brand to use to actually sell those products. By blending together all of the tips and techniques I give you in this very book, you are going to have all of the knowledge that you need to make your business work. Dropshipping Shopify 2021 Imagine a business where you could sell whatever you wanted without having to handle the product physically and being able to charge whatever price you wanted to charge on it. This is essentially what dropshipping amounts to. It is a wonderful business model; you're going to learn all about it inside and out in this chapter. There are some disadvantages as well that would be remiss of me not to remind you hof. I'll cover those as well since it is unrealistic for you to assume that everything will always beat hunky-dory. Either way, let's jump in and look at what dropshipping is. Dropshipping is the process where a middleman retails a manufacturer's or wholesaler's product. The middleman, in this case, is you, the store owner. The store owner takes care of all of the marketing aspects and drives traffic to the order pages, and the wholesaler takes care of product fulfillment, such as delivery and packaging. In some cases, you can even have the manufacturer brand the product with your own name and have them ship it to your customers. This business model is of immense help to the manufacturer and wholesaler since they get to focus on

investing in what they know best, which is manufacturing the product. You get to focus on what you know best, which is to drive traffic and bring in sales. In effect, you're a one-person marketing team for the wholesaler's products. What's not to like? The customer will order the product via your website or sales channel and will pay you money. In turn, you pay the wholesaler at their quoted price, and you pocket the profits.

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Conduct market research and select profitable products Partner with trustworthy suppliers and avoid common pitfalls 
Build a strong brand and create a high-converting online store 
Master marketing strategies to drive sales and customer loyalty 
Leverage seasonal trends and subscription box models for recurring revenue 
Overcome challenges and scale your business effectively Whether you're a complete beginner or an aspiring e-commerce pro, this guide will equip you with the knowledge and tools to create a thriving dropshipping business. Don't wait—start your entrepreneurial journey today!

how to start a dropship business on amazon: <u>Dropshipping</u> Marcus Baumann, 2018-09-21 Do you want to take control of your life? Are you itching to start your own business but have no idea where to start? Are you ready to cash in on the opportunities an internet based business can provide? Look no further! This book gives you the information and tools you need to succeed using Dropshipping. Dropshipping is a great way to earn passive income by selling products online without the hassle of storing inventory of stock on your own premises. The advantage is to profit from an item since you

how to start a dropship business on amazon: Dropshipping: The Ultimate Guide to Starting and Managing (Discover How to Create an Online Dropshipping Business, Select a Niche and Source) Stephen Schaefer, You could, right now, become one of them. Why let the thought of running your own business be just a pipe dream when it can be a very real possibility, especially with dropshipping! Dropshipping has been around a long time. The dropshipping business

model is among the most affordable types of business models out there. For the entrepreneur who is looking for something low risk and a tighter budget to play around with, this model is perfect for you to start with as you learn the ropes on how to grow and scale your business. This exhaustive guide doesn't just equip you for the game, it helps you become the game! You'll learn:  $\cdot$  How to select top-tier suppliers and high-quality products, and avoid the lethal trap of the bad and fake ones  $\cdot$  The red-hot, insanely profitable dropshipping niches and products to kick-start your journey  $\cdot$  The ideal platforms that offer the best ROI  $\cdot$  Expert-approved strategies for creating a store and choosing the right products and shipping solutions  $\cdot$  How to construct an irresistible brand that drives repeat business and boosts revenue  $\cdot$  The most effective marketing strategies to catapult customer interest and sales  $\cdot$  How to expand your empire internationally, even if you're outside the US  $\cdot$  ...and so much more! The book has a practical application that will actually teach you how to get your hands dirty by starting to build and monetize your online businesses. So stop wasting your time browsing for other 'quick and easy' ways to get rich and gain success, as we all know how that's going to end up.

how to start a dropship business on amazon: <u>Dropshipping For Beginners</u> Alexander Vinci, 2021-09-04 How to Start, Grow and Scale Your Dropshipping Business Using Shopify? Let's find out! The internet has completely changed everything. Today it is possible to build a business that gives you the flexibility to build a lifestyle you love by sitting at home on your couch Setting up an e-commerce store is one of the simplest and most tried routes to financial freedom, it is not easy but with the right approach, you could build a side revenue stream that gives you the freedom to design the life you want. There are many things to keep in mind when opening a retail store, but the most important consideration is to decide whether you want to store inventory or get a wholesaler. If you choose to store inventory, you must purchase the products in bulk, store them, unpack them, and send them to the product buyer. However, by selecting a wholesaler, you can hire the storage, packing, and delivery process directly from the shipper. Direct delivery providers are also identified as direct compliance, but both terms can be used to describe the same service. This direct delivery business can be advantageous because distributors offer wholesale products that can be branded and sold to potential consumers. These products can be purchased and sent to the wholesaler directly to the customer and can be left without the additional burden of packing and sending the actual product. Its sole purpose is simply to increase sales. This direct delivery business plan can be very beneficial if implemented properly. Storing inventory in stores can be very expensive and unnecessary for most businesses. Creating a direct delivery business gives you the freedom and flexibility to focus on creating sales and expanding your marketing reach. Wholesale direct delivery companies can worry about all the complex details related to the product packaging and delivery but only focus on sales. Here is a Preview of What You Will Get:  $\sqcap$  A Full Book Summary  $\sqcap$  An Analysis  $\sqcap$ Fun quizzes  $\sqcap$  Quiz Answers  $\sqcap$  Etc Get a copy of this summary and learn about the book.

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how to start a dropship business on amazon: Dropshipping for Aspiring Indians Karthic Gurnani, This book helps anybody looking to learn about Dropshipping business model. Dropshipping is a retail fulfillment supply chain method that allows e-tailers to sell products without actually investing upfront. In short, you will able to sell millions of goods that you do not own, for a profit, on your own business name. If you are looking to start a business from home with low investment and good income, Dropshipping is the way forward. This business model will never fail as it is an advancement of the retail business model and if you are doing it right, you can depend on good monthly income from this business model. Suits for: IT Employees, Entrepreneurs, Housewives, Students, Retired People and anybody else, literally.

how to start a dropship business on amazon: Amazon Dropshipping Business J. D. Walker, 2019-10-09 In the U.S alone, online retail sales totaled a mind-boggling \$517 billion in 2018! If you can even capture a small piece, no scratch that, tiny crumbles of this pie, you can expect to add multiple zeroes to the end of your bank balance. If you're looking to get a piece of this action, a popular and effective way is to get into dropshipping, specifically Amazon dropshipping, because Amazon is the biggest online marketplace on the planet. The problem with starting an Amazon dropshipping business is knowing prerequisites of setting up a store and finding information that can help you grow to become profitable. In this book, we'll answer all the most important questions you need to address when setting up an Amazon drop shipping store and give you step-by-step information that will have you enjoying a piece of that juicy half a trillion dollar pie. We'll address - legalities of Amazon dropshipping - Amazon drop shipping policies - how to start dropshipping on Amazon - how to find suppliers to sell your desired products - dropshipping from Aliexpress to Amazon - profits you can expect.

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earning an income online in 2021 and beyond, there is a need to understand how to drive traffic to your website in a cheap, efficient and consistent manner. It is indisputable that drop shipping has become the mainstay for a large section of e-commerce. It serves as your home base, starting point and customers' destination for you. Your entire brand on e-commerce can rests on your drop shipping store. You will log into it every day to check the trends on the visits of all your important audiences to try and turn them into paying customers. It is important to learn how to maximize value for your store by marketing on social media. It is an effective way of reaching a wide audience easily considering that more than a third of the total global population is on social media. It is also a sure and efficient manner of turning the audience into loyal customers because it encourages engagement. The fact that social media allows for a two-way mode of communication makes it easy for consumers to converse with the brands they are interested in. Perhaps the best thing about social media promotion is that it provides a level playing field for small, medium and large enterprises. The same audience that a large business can access is the same that a start-up business can access. Notwithstanding, it doesn't take up a huge budget to create a large number of social media fans in a short time. This forms the confidence that you can make it on social media even if you are a beginner. However, how well it works for your business depends on the efforts you put into it. If you have tried before and failed, you have probably not followed the best tactics there are to grow your brand on social media. Despite social media marketing being among the greatest phenomena in the digital era, some marketers are not able to achieve their social media marketing goals. It takes careful planning and the use of effective strategies to make the best use of social media and grow your brand.

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generates shares and follows, how to work with influencers, grow your brand, retain your followers, write great captions and titles, integrate your social media accounts with your blog, understand the psychology that drives online engagement, and much more. In addition, you will learn about some of the more popular e-commerce business models, as well as social media marketing, managing pay-per-click (PPC) advertising campaigns with Google Ads and Facebook. We will take a look at social media marketing best practices, pros and cons for the most popular platforms: Instagram, TikTok, Facebook, Pinterest, LinkedIn, YouTube, Reddit, and Twitter. In terms of SEO, we will focus on optimizing for Google's search engine. We will also discuss how to set up and add products to an online shop and cover some common technical issues. You will often hear digital marketing specialists say that there is no proven method for online success. It is easy to get caught in a frenzy of trying every single marketing strategy out there, in the hope that it will catapult your business to instant success. What often happens is that you cannot see the results of your digital labour or anyone else's because you do not know enough about what's under the hood, or how to track your website's performance. As a result, you waste time and money. This is your business. Do not be ignorant. You will need to teach yourself about the digital landscape before launching any online business. I am not saying you need a diploma, but you should understand the fundamentals.

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