

Tips to Source Best Selling Products on Amazon

If you've ever thought of selling your products on Amazon the options of [what to sell on Amazon](#) could be overwhelming. When you add the 12 million items Amazon sells itself, along with the third-party seller's products, you'll find over 300 million items already sold.

Anyone can sign up for a Seller Central account and start selling products through the eCommerce site however, how do you discover items that end up being the most popular items on Amazon? It's not only luck.

It could appear that some of the best-sellers are making a gamble in the dark and striking it big when their products go up in the market however this isn't the case. A lot of planning and research is required to launch the [top-selling items on Amazon](#). You must be aware of the market, the best places to find it, and the most efficient methods for getting your product into Amazon's warehouses.

It's not as simple as picking a random product and hoping it will be a success. There's work to be done however, we're here to assist. Use these tips to discover and locate the latest top-selling products on Amazon.

1. Use a Product Finder Tool

You can get some product ideas by imagining useful things within your everyday life. However, tools for finding products such as [Amazon product research](#) from SellerApp can also provide you with valuable Amazon information about the actual products that are sold on the website.

This tool lets you search for products, keywords categories, brands, or keywords and comes with sophisticated filters that narrow the results to items that meet your specific selling needs.

2. Complete Market Research

The success of an Amazon product is heavily dependent on the market analysis you conduct before the purchase. It isn't possible to simply select the product and then charge it without any understanding.

Do thorough market research before deciding on the final product. This involves researching competitor products available on the market and also learning about the past performance of the market and market trends for the future.

3. Look for Products to Source

After you've settled on a concept for your product It's time to begin contemplating where you can source the product. A lot of private label sellers utilize Alibaba to find their most popular items on Amazon because the website lets them connect with a variety of manufacturers across the world.

4. Connect with a variety of Manufacturers

Once you've found a few items you're interested in, it's the right time to begin building connections with the manufacturers. It's crucial to contact several manufacturers to determine the best product as quickly as possible. We recommend contacting approximately 10 manufacturers who have products that will meet your needs.

5. Order Samples

When you first make contact with suppliers, keep track of the person who responds to your inquiry promptly or is the most accommodating to any questions you may have since these are excellent indicators of their reliability.

This will help reduce your list of 10 suppliers down to three to purchase samples from. Being able to see the product in person can help determine the best option for your requirements.

If you order samples, you'll pay a more expensive price for both manufacturing and air shipping. In most cases, you can incorporate this cost into the price of your first big order, however, it will be required in advance before the production of samples.

The cost of samples is typically between \$100-\$200, which includes shipping. However, prices will vary based on the size, weight, and type of product. The majority of suppliers allow PayPal for sample products, which is an easy, quick, and secure method of payment.

6. Compare Samples and Manufacturers

Be sure the product you received complies with the specifications that you requested. If you purchased samples from multiple manufacturers It is now the right time to review them to determine which one could be one of the top-selling items on Amazon.

Which one was the easiest to communicate with? What are the steps to make each item be packaged to reflect your brand? These questions must be considered in the final choice.