

Planner

For Your  
AMAZON  
ARBITRAGE  
BUSINESS

START, GROW & PROFIT ON YOUR  
OWN E-COMMERCE STORE

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## YOU MADE A GREAT DECISION

# HERE'S WHY...



**Low Startup Costs:** Starting an Amazon arbitrage business typically requires low initial investment compared to other business models. You can source products from retail stores or online marketplaces at discounted prices and resell them on Amazon for a profit. This allows you to start small and scale up gradually as you reinvest your profits.



**Access to a Vast Customer Base:** Amazon has a massive customer base and a well-established infrastructure for e-commerce. By leveraging the Amazon platform, you can reach millions of potential customers worldwide, increasing your chances of making sales and generating revenue. Amazon takes care of logistics, customer service, and payment processing, allowing you to focus on sourcing and selling products.



**Flexibility and Scalability:** An Amazon arbitrage business offers flexibility in terms of location and time commitment. You can operate from anywhere as long as you have access to sourcing channels and an internet connection. Additionally, as your business grows, you have the opportunity to expand your product range, explore different niches, and potentially automate certain aspects of the business to scale up and increase your profitability.

Back in 2018, I embarked on an Amazon business journey with little knowledge of how to grow it. Limited information for Canadian sellers led me to enroll in a US course, relying on trial and error. Focusing on the US platform initially proved to be a costly mistake, but an encounter with an inspiring Canadian Amazon seller motivated me to switch my focus to Canada.

Selling in Canada had advantages I had yet to realize. With fewer Canadians actively selling, I discovered profitable listings, resulting in consistent monthly profits. Despite limited time due to caring for my children and attending night school, I managed to achieve remarkable results within the first year, generating over \$250K in sales on Amazon Canada.

Since then, my sales have continued to grow as I adapted strategies and expanded my offerings. My journey reflects the power of perseverance and seizing untapped opportunities. Transitioning to Amazon Canada was a pivotal moment that reshaped my entrepreneurial path, teaching me the importance of adaptability and resilience. It's a story of belief, hard work, and understanding the market's potential.

Custom range	
May 1 2018 - Jun 26	
Sales	+26.5%
<b>C\$3,223,071.90</b>	
Orders / Units	Refunds
101,156 / 114,535	3,572
Adv. cost	Est. payout
C\$-23,043.36	C\$1,645,033.15
Gross profit	Net profit +30.0%
C\$531,761.08	C\$527,567.65
<a href="#">More</a>	

(My sales from 2018 to June 2023)

I firmly believe that my success in Amazon selling is not a result of being inherently special or possessing extraordinary talents. Rather, it is a testament to the power of consistency, taking relentless action, and refusing to give up. Day in and day out, I committed myself to the pursuit of my goals, unwavering in my determination to make progress and overcome obstacles. It was the consistent effort, fueled by an unwavering belief in the potential of my business, that propelled me forward.

While there may have been moments of doubt and setbacks along the way, I chose to view them as valuable learning opportunities rather than reasons to quit. I recognized that success rarely comes overnight and that setbacks are a natural part of any journey. Embracing this mindset allowed me to persevere through challenges, adapt my strategies, and continuously improve. It was the unwavering dedication to taking action, even in the face of uncertainty, that ultimately led me to achieve the level of success I enjoy today.

In summary, my achievements in Amazon selling are not the product of being special, but rather the outcome of consistency, relentless action, and an unwavering refusal to give up. It is a reminder that success is within reach for anyone who is willing to put in the work and persevere through the inevitable challenges that arise along the way.



Hey there - I'm Sheryl Marcinek, and I created this planner for you. Check out my [FREE 2.5k+ community for Canadian Amazon Sellers](#)

Let's connect:



## 5 EASY STEPS

# HOW IT WORKS

### 01. OPEN YOUR BUSINESS, BANK & AMAZON ACCOUNT

Opening a business account and an Amazon account is essential for seamless financial management and tapping into the vast Amazon marketplace to reach millions of customers.



### 02. CREATE YOUR GOALS & PLAN OF ACTION

By setting distinct goals and implementing a targeted plan of action on Amazon, sellers can optimize results and elevate their business success in the marketplace.



### 03. LEARN HOW TO LIST, PREP, SHIP & NAVIGATE YOUR AMAZON SELLER CENTRAL ACCOUNT

Learning to list, prep, ship, and navigate Seller Central is crucial for maximizing efficiency and sales on Amazon.



### 04. FIND PROFITABLE PRODUCTS & TEST

Testing products in Amazon selling is vital to gauge market demand, refine listings, and ensure customer satisfaction for sustained success.



### 05. KEEP FEEDING THE BEAST

Consistently sending products ensures inventory stability, meets customer demand, and builds more sales.



## YOUR WHY & ACCOUNTABILITY

# BEFORE WE DIVE IN

For your planner to be transformational *and* a game-changing, revenue-generating asset for your business, we need to start this journey with the right mindset. To that end, please make sure that you carefully read the following statements and commit to each one.

**I acknowledge and agree to the following:**

**I commit to completing all the steps in this planner.** This is not a shiny object course or strategy. This planner will give me a tangible asset that I can use to grow my business, but only if I put in the work, and action what I learn.

I will put aside the time I need to complete this planner in full.  
**I will have it completed by \_\_\_\_\_**

**My expertise is needed.** I choose to be brave in sharing it with other sellers, even though I have days when I don't feel confident. I trust that even though I don't have every possible piece of expertise, my skills and experience in my niche are valuable, and enough to help people.

**I will ask for help with this planner when I need it,** in the Canadian Amazon Arbitrage Starter Club community. Because we all go further when we go together.

**Today I choose to commit to this process** so that I can level up my Amazon business, in terms of the impact I can make as a seller, and the income I receive as a result.

**Your signature:**

**Today's date:**

## STEP #1

# OPEN YOUR BUSINESS, BANK & AMAZON ACCOUNT

Registering a business and opening a dedicated business bank account is optional but crucial for formalizing your enterprise, enhancing credibility, and separating personal and business finances, providing the advantage of liability protection, professional image, and simplified financial management.



1

### GET YOUR BUSINESS LICENSE

Registering a business is essential when starting to gain legal recognition, protect personal assets, and access various business benefits and opportunities.



2

### OPEN A BUSINESS BANK ACCOUNT & CREDIT CARD

Opening a bank account when starting a business is essential to separate personal and business finances, build a credit history for the business, and facilitate smooth financial transactions.



3

### OPEN YOUR AMAZON ACCOUNT

Opening your Amazon account will officially start your journey as an Amazon seller.

## STEP #1

# OPEN YOUR BUSINESS, BANK & AMAZON ACCOUNT

## CHECKLIST:



1

### GET YOUR BUSINESS LICENSE

Option 1: Directly to the Government website  
Option 2: 3rd party Company

<https://partners.ownr.co/wwzb6idmy3vh>

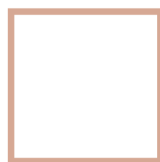


2

### OPEN A BUSINESS BANK ACCOUNT & CREDIT CARD

Option 1: Directly to the bank of your choice  
Option 2: 3rd party Company

<https://partners.ownr.co/wwzb6idmy3vh>



3

### OPEN YOUR AMAZON ACCOUNT

When opening your Amazon seller central account, make sure that it's for Canadian sellers

<https://sell.amazon.ca/>

## STEP #2

# CREATE YOUR GOALS & PLAN OF ACTION

Setting clear goals provides a focused direction for your business, serving as a roadmap to gauge your progress and make informed decisions. A well-thought-out plan of action translates these goals into actionable steps, enabling you to allocate resources efficiently and navigate challenges effectively.



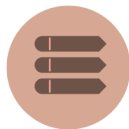
### 1 Make it SMARTER

Your goals need to be S- specific, M- measurable, A-attainable, R-realistic, T- timebound, E-evaluative & R-revisable



### 2 Write It Down

Write down your goals to clarify and strengthen your intentions.



### 3 Break It Down

Break down your goals into small and manageable steps to overcome overwhelm.



### 4 Hold Yourself Accountable

Hold yourself accountable by maintaining focus & discipline throughout your process



### 5 Reward Yourself

Rewarding yourself will help reinforce the positive actions you've taken so you can continue doing it



### 6 Develop Systems & Habits

Effective systems & habits make it easier for you to accomplish your goals on a regular basis



### 7 Know Your WHYS

Your WHYS will be the ones that will help you when the time is rough, when you feel like you're giving up.



## YOUR GOAL PLANNER IDEA

# SMARTER GOAL FRAMEWORK

### STEP #1 – Specific:

A specific goal is clear and unambiguous. Instead of saying, "I want to increase sales," a specific goal would be, "I want to increase sales by 15% in the next quarter."

Brainstorm: Discuss with your team or jot down individual goals related to sales volume, profit margins, or product categories.

Narrow Down: Pick an objective, like increasing the monthly profit margin, sending x amount of inventories every week etc

Action Verb: Use a concrete action verb such as "increase" or "optimize."

I WANT TO...



## YOUR GOAL PLANNER IDEA

# SMARTER GOAL FRAMEWORK

### STEP #2 – Measurable:

You should be able to measure whether you are meeting the goal or not. In the above example, the "15% increase" serves as the measurable element, allowing you to track your progress quantitatively.

Metrics: Choose Amazon-specific KPIs like ROI (Return on Investment) or sell-through rates to measure progress.

Quantify: Put a number to it (e.g., achieve a 30% ROI).

Tools: Decide on using Amazon's Seller Central analytics or third-party tools for tracking.

I WANT TO...



## YOUR GOAL PLANNER IDEA

# SMARTER GOAL FRAMEWORK

### STEP #3 – Attainable:

Goals should stretch you but still remain achievable. Setting an attainable goal could involve assessing current resources, like time and manpower, and being realistic about what you can accomplish.

Source Inventory: Ensure that you can consistently source inventory at the required lower prices.

Budget: Confirm that you have the necessary financial resources.

Mini-Goals: Break it down to smaller tasks like sourcing 10 new products per week.

I WANT TO...



## YOUR GOAL PLANNER IDEA

# SMARTER GOAL FRAMEWORK

### STEP #4- Realistic:

A realistic goal considers the broader conditions or constraints you're working under. Is the 15% sales increase realistic considering market conditions, competition, and other factors?

Market Scan: Examine Amazon trends and price points for the products you're arbitrating.

Fulfillment: Make sure you can handle the shipping/logistics within your current setup.

Adjust: Re-calibrate goals if needed, based on the above analyses.

I WANT TO...



## YOUR GOAL PLANNER IDEA

# SMARTER GOAL FRAMEWORK

### STEP #5- Time-bound:

Goals need a timeframe. This creates a sense of urgency and gives you a deadline for achieving the goal. For instance, "in the next quarter" sets a clear timeframe for the 15% increase in sales.

**Deadline:** Set a timeframe, like achieving a specific ROI in the next quarter.

**Milestones:** Outline monthly or weekly objectives to keep on track.

**Calendar Alerts:** Use reminders on Seller Central or your personal calendar for deadlines.

I WANT TO...



## YOUR GOAL PLANNER IDEA

# SMARTER GOAL FRAMEWORK

### STEP #6- Evaluative:

This new dimension asks you to evaluate your progress consistently. Are you on track to meet your goal, and if not, why? Regular check-ins, perhaps monthly or quarterly, can help you understand whether your strategies are working.

Review Points: Schedule regular intervals for checking your Amazon sales and inventory metrics.

Criteria: Establish what constitutes success or the need for adjustments (e.g., 80% sell-through rate).

Accountability: Assign a specific person to monitor and report metrics.

I WANT TO...



## YOUR GOAL PLANNER IDEA

# SMARTER GOAL FRAMEWORK

### STEP #7- Revisable:

Life and conditions change, and your goals should be flexible enough to accommodate those changes. If a sudden market downturn makes your initial goal unrealistic, it's sensible to revise that goal rather than stick rigidly to something that's no longer attainable.

**Backup Plans:** Have a contingency for issues like returns or sourcing problems.

**Trigger Events:** Identify market changes or trends that warrant a reassessment of goals.

**Revisit and Revise:** Use your scheduled evaluations to make informed adjustments to your goals and tactics.

I WANT TO...



## YOUR POA PLANNER IDEA

# MY PLAN OF ACTION

**As a new Amazon arbitrage seller, begin by identifying retail outlets or online platforms where you can source products at a lower cost to sell on Amazon at a higher price.**

**Create a specific plan that includes steps like setting up tracking spreadsheets, allocating a budget for initial purchases, and determining your ROI and sales goals for the first few months.**

**Finally, set up a schedule for sourcing, listing, and shipping items, as well as regular intervals for reviewing your profit margins and inventory turnover rates to adjust your strategy accordingly.**

**HERE'S MY PLAN...**





YOUR POA PLANNER IDEA

# MY PLAN OF ACTION

HERE'S MY PLAN...



YOUR POA PLANNER IDEA

# MY PLAN OF ACTION

HERE'S MY PLAN...

## GOAL TEMPLATES

# MY GOALS

FROM  
\$\_\_\_\_\_ - \$\_\_\_\_\_  
IN MONTHLY SALES

**MONTHLY PROFIT:** \$\_\_\_\_\_  
**MONTHLY SALES:** \$\_\_\_\_\_  
**DAILY SALES:** \$\_\_\_\_ PER DAY

### ACTION PLAN:

**CAPITAL NEEDED:** \$\_\_\_\_\_  
**PRODUCTS IN WAREHOUSE** \$\_\_\_\_\_  
**SPENDING PER WEEK:** \$\_\_\_\_\_  
**SHIPMENT PER WEEK:** \_\_\_X PER WEEK  
**UNITS TO SHIP:** \_\_\_\_\_ PER WEEK  
**NEW SKU PER WEEK :** \_\_\_\_\_ SKU  
**MINIMUM PROFIT PER UNIT:** \$\_\_\_\_\_  
**MINIMUM NET ROI:** \_\_\_%  
**MINIMUM NET PROFIT:** \_\_\_%  
**MINIMUM SALES PER SKU:** \_\_\_ PER MONTH  
**MINIMUM PRICE:** \$\_\_\_

**IF I ACHIEVE THIS I WILL:**

## GOAL TEMPLATES

# MY GOALS

FROM  
\$0-\$5,000  
IN MONTHLY SALES

<b>MONTHLY PROFIT:</b>	<b>\$750</b>
<b>MONTHLY SALES:</b>	<b>\$5,000</b>
<b>DAILY SALES:</b>	<b>\$167 PER DAY</b>

### ACTION PLAN:

<b>CAPITAL NEEDED:</b>	<b>\$3,000</b>
<b>PRODUCTS IN WAREHOUSE</b>	<b>\$1,668</b>
<b>SPENDING PER WEEK:</b>	<b>\$420</b>
<b>SHIPMENT PER WEEK:</b>	<b>2X PER WEEK</b>
<b>UNITS TO SHIP:</b>	<b>100-200 PER WEEK</b>
<b>NEW SKU PER WEEK :</b>	<b>10-20 SKU</b>
<b>MINIMUM PROFIT PER UNIT:</b>	<b>\$2.50</b>
<b>MINIMUM NET ROI:</b>	<b>25%</b>
<b>MINIMUM NET PROFIT:</b>	<b>15%</b>
<b>MINIMUM SALES PER SKU:</b>	<b>10 PER MONTH</b>
<b>MINIMUM PRICE:</b>	<b>\$15</b>

**IF I ACHIEVE THIS I WILL:**

[Empty box for notes]

## GOAL TEMPLATES

# MY GOALS

FROM  
\$0-\$10,000  
IN MONTHLY SALES

<b>MONTHLY PROFIT:</b>	<b>\$1,500</b>
<b>MONTHLY SALES:</b>	<b>\$10,000</b>
<b>DAILY SALES:</b>	<b>\$334 PER DAY</b>

### ACTION PLAN:

<b>CAPITAL NEEDED:</b>	<b>\$7,000</b>
<b>PRODUCTS IN WAREHOUSE</b>	<b>\$3,500</b>
<b>SPENDING PER WEEK:</b>	<b>\$833.75</b>
<b>SHIPMENT PER WEEK:</b>	<b>2X PER WEEK</b>
<b>UNITS TO SHIP:</b>	<b>100-200 PER WEEK</b>
<b>NEW SKU PER WEEK :</b>	<b>10-30 SKU</b>
<b>MINIMUM PROFIT PER UNIT:</b>	<b>\$2.50</b>
<b>MINIMUM NET ROI:</b>	<b>25%</b>
<b>MINIMUM NET PROFIT:</b>	<b>15%</b>
<b>MINIMUM SALES PER SKU:</b>	<b>10 PER MONTH</b>
<b>MINIMUM PRICE:</b>	<b>\$15</b>

**IF I ACHIEVE THIS I WILL:**

## GOAL TEMPLATES

# MY GOALS

FROM  
\$0-\$25,000  
IN MONTHLY SALES

<b>MONTHLY PROFIT:</b>	<b>\$3,750</b>
<b>MONTHLY SALES:</b>	<b>\$25,000</b>
<b>DAILY SALES:</b>	<b>\$834 PER DAY</b>

### ACTION PLAN:

<b>CAPITAL NEEDED:</b>	<b>\$17,000</b>
<b>PRODUCTS IN WAREHOUSE</b>	<b>\$8,340</b>
<b>SPENDING PER WEEK:</b>	<b>\$2,100</b>
<b>SHIPMENT PER WEEK:</b>	<b>3X PER WEEK</b>
<b>UNITS TO SHIP:</b>	<b>300-450 PER WEEK</b>
<b>NEW SKU PER WEEK :</b>	<b>20-30 SKU</b>
<b>MINIMUM PROFIT PER UNIT:</b>	<b>\$2.50</b>
<b>MINIMUM NET ROI:</b>	<b>30%</b>
<b>MINIMUM NET PROFIT:</b>	<b>15%</b>
<b>MINIMUM SALES PER SKU:</b>	<b>10 PER MONTH</b>
<b>MINIMUM PRICE:</b>	<b>\$15</b>

**IF I ACHIEVE THIS I WILL:**

# GOAL TEMPLATES

## MY GOALS

FROM  
\$0-\$50,000  
IN MONTHLY SALES

<b>MONTHLY PROFIT:</b>	<b>\$7,500</b>
<b>MONTHLY SALES:</b>	<b>\$50,000</b>
<b>DAILY SALES:</b>	<b>\$1667 PER DAY</b>

### ACTION PLAN:

<b>CAPITAL NEEDED:</b>	<b>\$33,500</b>
<b>PRODUCTS IN WAREHOUSE</b>	<b>\$16,675</b>
<b>SPENDING PER WEEK:</b>	<b>\$4,200</b>
<b>SHIPMENT PER WEEK:</b>	<b>4X PER WEEK</b>
<b>UNITS TO SHIP:</b>	<b>600-800 PER WEEK</b>
<b>NEW SKU PER WEEK :</b>	<b>30-50 SKU</b>
<b>MINIMUM PROFIT PER UNIT:</b>	<b>\$2.50</b>
<b>MINIMUM NET ROI:</b>	<b>30%</b>
<b>MINIMUM NET PROFIT:</b>	<b>15%</b>
<b>MINIMUM SALES PER SKU:</b>	<b>10 PER MONTH</b>
<b>MINIMUM PRICE:</b>	<b>\$15</b>

**IF I ACHIEVE THIS I WILL:**

## GOAL TEMPLATES

# MY GOALS

FROM  
\$0-\$75,000  
IN MONTHLY SALES

<b>MONTHLY PROFIT:</b>	<b>\$11,250</b>
<b>MONTHLY SALES:</b>	<b>\$75,000</b>
<b>DAILY SALES:</b>	<b>\$1667 PER DAY</b>

### ACTION PLAN:

<b>CAPITAL NEEDED:</b>	<b>\$50,000</b>
<b>PRODUCTS IN WAREHOUSE</b>	<b>\$25,000</b>
<b>SPENDING PER WEEK:</b>	<b>\$6,300</b>
<b>SHIPMENT PER WEEK:</b>	<b>5X PER WEEK</b>
<b>UNITS TO SHIP:</b>	<b>1000-1250 PER WEEK</b>
<b>NEW SKU PER WEEK :</b>	<b>40-50 SKU</b>
<b>MINIMUM PROFIT PER UNIT:</b>	<b>\$2.50</b>
<b>MINIMUM NET ROI:</b>	<b>30%</b>
<b>MINIMUM NET PROFIT:</b>	<b>15%</b>
<b>MINIMUM SALES PER SKU:</b>	<b>10 PER MONTH</b>
<b>MINIMUM PRICE:</b>	<b>\$15</b>

**IF I ACHIEVE THIS I WILL:**

## GOAL TEMPLATES

# MY GOALS

FROM  
\$0-\$100,000  
IN MONTHLY SALES

<b>MONTHLY PROFIT:</b>	<b>\$15,000</b>
<b>MONTHLY SALES:</b>	<b>\$100,000</b>
<b>DAILY SALES:</b>	<b>\$3335 PER DAY</b>

### ACTION PLAN:

<b>CAPITAL NEEDED:</b>	<b>\$66,700</b>
<b>PRODUCTS IN WAREHOUSE</b>	<b>\$33,350</b>
<b>SPENDING PER WEEK:</b>	<b>\$8,350</b>
<b>SHIPMENT PER WEEK:</b>	<b>5X PER WEEK</b>
<b>UNITS TO SHIP:</b>	<b>1500-1670 PER WEEK</b>
<b>NEW SKU PER WEEK :</b>	<b>40-60 SKU</b>
<b>MINIMUM PROFIT PER UNIT:</b>	<b>\$2.50</b>
<b>MINIMUM NET ROI:</b>	<b>30%</b>
<b>MINIMUM NET PROFIT:</b>	<b>15%</b>
<b>MINIMUM SALES PER SKU:</b>	<b>10 PER MONTH</b>
<b>MINIMUM PRICE:</b>	<b>\$15</b>

### IF I ACHIEVE THIS I WILL:

[Empty box for notes]



# MY BUSINESS STRATEGY

## "Inch deep, mile wide" Approach

The "inch deep, mile wide" approach in Amazon selling refers to the strategy of diversifying your product listings across a broad range of categories or niches, rather than focusing deeply on just one or a few. In this approach, you may offer a small quantity of many different items, aiming to capitalize on multiple opportunities for sales. This allows you to test various markets quickly, minimize risk associated with inventory stagnation, and provides a greater chance of capturing a "hit" product that could significantly boost your revenue.

**HERE'S MY PLAN...**

# ROADMAP TO SUCCESS

## AS AN AMAZON SELLER

**CREATE YOUR  
GOAL & PLAN OF  
ACTION  
(POA)**



**START WITH  
ARBITRAGE TO  
KNOW THE INS AND  
OUTS OF AMAZON  
SELLING**



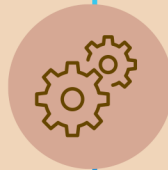
**STUDY DIFFERENT  
RESEARCH METHODS  
& IMPLEMENT TO  
KNOW WHAT WORKS  
FOR YOU**



**TRACK YOUR PROGRESS**



**CREATE YOUR SYSTEM  
TO EASILY RUN YOUR  
BUSINESS**



**HIRE TO SCALE &  
AUTOMATE YOUR  
BUSINESS**



**KEEP LEARNING**

- SIGN UP FOR NEW AMAZON COURSES
- LEARN & IMPLEMENT NEW BUSINESS MODEL
- LOOK FOR OTHER OPPORTUNITIES



## STEP #3

# LEARN HOW TO LIST, PREP, SHIP & NAVIGATE YOUR AMAZON SELLER CENTRAL ACCOUNT

Learning how to list, prep, and ship items on Amazon yourself is important because it helps you understand your business better, making it easier to oversee any future outsourcing effectively.



### 1 LISTING YOUR PRODUCTS

To list a product on Amazon Seller Central, log in, go to the 'Inventory' tab, click on 'Add a Product,' and follow the prompts, ensuring you only list new, unused items.



### 2 PREPPING YOUR PRODUCTS

To prep products for Amazon, carefully pack each item according to Amazon's packaging guidelines, including proper labeling and ensuring the item is secure and ready for shipment.



### 3 SHIPPING YOUR PRODUCTS

To ship products to an Amazon warehouse, first create a new shipment plan in Seller Central to generate shipping labels and packing slips. Then, package your products securely and attach the labels before sending them off via the carrier specified by Amazon.

## STEP #4

# FIND PROFITABLE PRODUCTS & TEST

Finding profitable products and conducting initial testing is crucial in Amazon selling to ensure there's a demand for your items and that you can make money from them. These early steps help you avoid costly mistakes, refine your selling strategy, and invest your time and resources more effectively.

## HERE ARE THE PARAMETERS

- ✓ **Is Amazon selling the item (does the listing Shipped by Amazon and Sold by Amazon)?**  
If yes:
  - Are there any other FBA sellers for a while?
  - Do they run out of inventories all the time?
  - How many units do they have right now?
  - Am I willing to wait for a good profit?
- ✓ **Are there at least 10 drops in a month via statistics in Keepa?**
- ✓ **Is it at least 30% ROI?**
- ✓ **Is it at least \$2.50 net profit?**
- ✓ **With the lowest price of the product, can I compete?**

**Don't be scared, buy 3 and TEST!**



## STEP #5

# KEEP FEEDING THE BEAST

Consistent shipping to Amazon ensures that your inventory levels remain stable, preventing stock-outs and maximizing your chances of making sales. A reliable shipping schedule also improves your performance metrics on Amazon, enhancing your visibility and trust among customers. Additionally, regular shipments allow you to adapt quickly to market demand, keeping your product offerings fresh and competitive.

**WHAT CAN I DO TO CONSISTENTLY SHIP  
EVERY WEEK?**

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY PROGRESS TRACKER

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
TOTAL SALES					
PROFIT %					
ROI %					
# OF SHIPMENT PER WEEK					
# OF UNITS SHIPPED					
# OF ACTIVE SKU					
# OF NEW SKU PER WEEK					
TOTAL AMOUNT SPENT					
TOTAL AMOUNT (\$) OF INVENTORY IN THE WAREHOUSE					

# MY SPENDING TRACKER

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MONDAY					
TUESDAY					
WEDNESDAY					
THURSDAY					
FRIDAY					
SATURDAY					
SUNDAY					
TOTAL AMOUNT SPENT					

# MY MONTHLY TO DO LIST

	JANUARY	FEBRUARY	MARCH	APRIL
YEAR				

DELETE OLD LISTING (AFTER 45 DAYS)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REMOVE UNFULFILLABLE INVENTORY	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OPEN A CASE FOR REIMBURSEMENTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CANCEL SUBSCRIPTIONS NOT USED	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RECONCILE PREP CENTER IF APPLICABLE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CHECK PREPPING SUPPLIES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW STORAGE FEES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY MONTHLY TO DO LIST

	JANUARY	FEBRUARY	MARCH	APRIL
YEAR				

REVIEW AGED INVENTORIES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CREATE REMOVAL ORDERS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW ACCOUNT HEALTH	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BACK UP COMPUTERS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW NEXT SEASONAL HOLIDAY	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY MONTHLY TO DO LIST

	JANUARY	FEBRUARY	MARCH	APRIL
YEAR				

	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY MONTHLY TO DO LIST

	MAY	JUNE	JULY	AUGUST
YEAR				

DELETE OLD LISTING (AFTER 45 DAYS)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REMOVE UNFULFILLABLE INVENTORY	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OPEN A CASE FOR REIMBURSEMENTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CANCEL SUBSCRIPTIONS NOT USED	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RECONCILE PREP CENTER IF APPLICABLE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CHECK PREPPING SUPPLIES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW STORAGE FEES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY MONTHLY TO DO LIST

	MAY	JUNE	JULY	AUGUST
YEAR				

REVIEW AGED INVENTORIES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CREATE REMOVAL ORDERS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW ACCOUNT HEALTH	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BACK UP COMPUTERS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW NEXT SEASONAL HOLIDAY	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY MONTHLY TO DO LIST

	MAY	JUNE	JULY	AUGUST
YEAR				

	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY MONTHLY TO DO LIST

	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
YEAR				

DELETE OLD LISTING (AFTER 45 DAYS)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REMOVE UNFULFILLABLE INVENTORY	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OPEN A CASE FOR REIMBURSEMENTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CANCEL SUBSCRIPTIONS NOT USED	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RECONCILE PREP CENTER IF APPLICABLE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CHECK PREPPING SUPPLIES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW STORAGE FEES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY MONTHLY TO DO LIST

	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
YEAR				

REVIEW AGED INVENTORIES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CREATE REMOVAL ORDERS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW ACCOUNT HEALTH	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BACK UP COMPUTERS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW NEXT SEASONAL HOLIDAY	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY MONTHLY TO DO LIST

	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
YEAR				

	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY WEEKLY TO DO LIST

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
DATE					

REPRICING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RECONCILE SHIPMENT	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FIX SUPPRESSED LISTINGS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW NEGATIVE FEEDBACK	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BOOKKEEPING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RE-STOCKING REPLEN PRODUCTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY WEEKLY TO DO LIST

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
DATE					

	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY WEEKLY TO DO LIST

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
DATE					
REPRICING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RECONCILE SHIPMENT	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FIX SUPPRESSED LISTINGS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW NEGATIVE FEEDBACK	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BOOKKEEPING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RE-STOCKING REPLEN PRODUCTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY WEEKLY TO DO LIST

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
DATE					
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY WEEKLY TO DO LIST

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
DATE					
REPRICING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RECONCILE SHIPMENT	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FIX SUPPRESSED LISTINGS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW NEGATIVE FEEDBACK	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BOOKKEEPING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RE-STOCKING REPLEN PRODUCTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY WEEKLY TO DO LIST

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
DATE					
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY WEEKLY TO DO LIST

MONTH: \_\_\_\_\_

YEAR: \_\_\_\_\_

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
DATE					
REPRICING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RECONCILE SHIPMENT	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FIX SUPPRESSED LISTINGS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW NEGATIVE FEEDBACK	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BOOKKEEPING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RE-STOCKING REPLEN PRODUCTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY WEEKLY TO DO LIST

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
DATE					
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# MY WEEKLY TO DO LIST

MONTH:

YEAR:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
DATE					

REPRICING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RECONCILE SHIPMENT	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FIX SUPPRESSED LISTINGS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
REVIEW NEGATIVE FEEDBACK	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BOOKKEEPING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
RE-STOCKING REPLEN PRODUCTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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# YEARLY TO DO LIST

01 Review inventories that have sold well and make notes for future reference.

02 Open cases for refunds and reimbursements following the Christmas return period.

03 Complete opening cases for Christmas returns and refunds, and prepare tax documentation.

04 Prepare your personal income tax return. Remove meltable inventories.

05 Prepare your summer seasonal inventories

06 Decide whether to participate in Amazon Prime Day in July. If yes, have deals approved and inventory shipped in advance.

07 Participate in Prime Day; consider buying inventory for resale. (Amazon to Amazon Flip)

08 Prepare for the Back-to-School season. If planning to sell toys via Merchant Fulfilled (MF), ensure you meet the required MF seller metrics.

09 Start sending inventory for Q4.

10 Prepare for Black Friday and Cyber Monday sales events & start sending meltable products on the 25th

11 Ship as much as you can to maximize Q4 sales.

12 

- Conduct an inventory count on December 31.
- Review and decide on any inventory that needs to be destroyed.
- Consider giving bonuses to delivery personnel, suppliers, and employees.
- Generate the end-of-the-year inventory report.

# YEARLY TO DO LIST

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- 02
- 03
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- 08
- 09
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- 12

# YEARLY TO DO LIST

- 01
- 02
- 03
- 04
- 05
- 06
- 07
- 08
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## LET'S PREPARE FOR Q4!

# MY Q4 CHECKLIST

Getting ready for Q4 is a big deal if you're selling on Amazon; it's when people shop the most, so you want to have enough stuff to sell to make the most money during the holiday season. This checklist is a game-changer for Q4 on Amazon; it helps you keep track of everything from inventory to special deals, ensuring you're fully prepared to cash in on the holiday shopping frenzy.

- Initiate the ungating process if you're restricted in most categories.
- Re-examine each category for automatic approval opportunities.
- Optimize your Inventory Performance Index (IPI) score, account health, and storage limits.
- Stock up on packing supplies.
- Organize your prepping area.
- Maintain up-to-date accounting records.
- Consider applying for funding options like credit cards, lines of credit, or loans.
- If the budget allows, subscribe to an automated repricing tool. Invest time in learning about effective advertising strategies.
- Aim to double or triple your current shipping volumes. For quicker shipments, Retail Arbitrage (RA) is the most efficient method.
- Start shipping by September to make the most of the holiday season, as shipping timelines slow down closer to the holidays.
- Ship as quickly as possible; categorize your products into those that require prep and those that don't.
- If you have a full-time job, think about using a prep center.
- Consider pricing your products higher during Q4 to capitalize on increased demand.

# Q4 Notes

Year:

## This Q4 Best ASINS

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# Q4 Notes

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Notes





# Q4 Notes

Date:

Year:

Notes



# Q4 Notes

Date:

Year:

Notes





# CONGRATULATIONS

## YOU MADE IT!

You are amazing and can be super proud because you pushed through!

I couldn't be prouder of the incredible dedication you've shown by completing your Amazon Seller Planner from start to finish! You've pushed through challenges, soaked up knowledge like a sponge, and put yourself on the path to success as a new Amazon seller.

This planner is much more than a series of tasks or a to-do list—it's your personal roadmap to Amazon success. You've equipped yourself with a valuable asset that showcases your diligence and attention to detail, one that will serve as a compass as you navigate the exciting and sometimes daunting world of Amazon selling.

What's Next?

1. **Celebrate, but don't rest on your laurels!** Take a moment to appreciate your hard work, but remember, the real journey is just beginning.
2. **Join our Canadian Amazon Starter Club:** If you haven't already, make sure you join. It's a vibrant community where you can exchange tips, get accountability, and continue to grow.
3. **Implement and Optimize:** Start applying what you've learned from the planner. Regularly review your progress and adjust your strategies as needed.
4. **Get Support:** We're here for you every step of the way. Use the group's resources and lean on its collective wisdom to surmount any challenges that come your way.

You've already shown that you have what it takes to start strong, and I can't wait to see how much further you'll go. Cheers to you, your courage, and the incredible Amazon seller journey ahead!



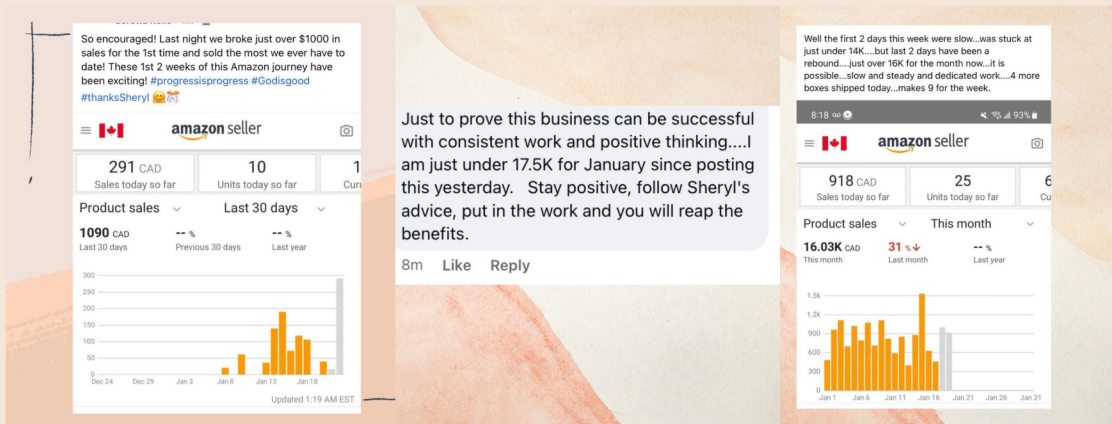
Email me for more details at:  
[sheryl@sherylmarcinek.com](mailto:sheryl@sherylmarcinek.com)

Visit the Canadian  
Amazon Starter  
Club now

# CONGRATULATIONS WHAT'S NEXT?

SKIP YEARS OF TRYING TO GROW  
YOUR AMAZON BUSINESS ON YOUR OWN!

**Become A Canadian Amazon  
Starter Club Member Now**



**Get clarity and maximum support on how to start, grow  
& and scale your Amazon business for only \$97/MONTH.**

Email me for more details at:  
[sheryl@sherylmarcinek.com](mailto:sheryl@sherylmarcinek.com)



*Sky is the limit!*

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