


10 Steps to Grow Your Business Step 4: Cozy up with Vendors

On Demand

Seminars 

with...**the Sloan Brothers**  
Co-Founders and Head Coaches of  
StartupNation



Jeff

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Sloan Brothers

## On Demand Step 4: Cozy up with Vendors

Seminars

### **Seminar Overview:**

Vendors can play a big role in contributing to your growth. It's important to make sure you're in tune with—and in the good graces of—the key vendors that might either spur or limit your growth.

### **In this seminar you will learn about:**

- Volume discounts
- Advantageous payment terms
- Knowing hot products in the pipeline



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Step 4: Cozy up with Vendors

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Volume Discounts

Volume discounts on orders you place mean you get more profit margin.

- They create advantages for you and your vendors
- You receive a percentage off the full price for committing to a single large order or orders you promise to place over time
- Has a direct benefit on profitability of your business – sometimes growth is thought of not just in terms of your top line revenue, but in terms of your bottom line



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Volume Discounts

## On Demand Advantageous Payment Terms

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Work closely with your vendors to see if discounts are possible based on prompt payment

- Traditional “Net-30 Days” vs. “Net-10 Days”
- Credit card payments
- Guaranteed Sale scenarios



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Advantageous Payment Terms

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## Hot Products in the Pipeline

Anticipating vendors' hot upcoming products can help keep you anticipate customer purchasing patterns.

- Take your vendors to lunch and pull information out of them!
- Set up deals to be the first to test their brand new products
- Consider joint press releases with the vendor on new products



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Hot Products in the Pipeline

## On Demand **To grow your dream business**

Seminars

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