

How to Sell Jewelry Wholesale

If you are a creative person, with a great sense of style and flair, you may be able to start your own business - making and selling jewelry wholesale. Because people are so very unique, they want jewelry pieces that are unique - one-of-a-kind pieces that nobody else in the world owns! This desire can make you quite a bit of money - simply start your very own jewelry wholesale company.

You can easily order wholesale supplies from hundreds of companies around the globe online - at really low prices. It is important to keep up with how much each part of each piece of jewelry costs you, and to get a total cost of each piece, including any expenses that you had for having supplies shipped to you. With the total cost figured, you can easily set your prices by adding 15% to the cost.

You can sell your pieces in a variety of ways. You can open your own online wholesale jewelry store, sell to local jewelry stores, rent booths at local flea markets and fairs, or advertise your jewelry making skills and take orders for unique pieces. You can also sell your pieces on consignment at boutiques.

You want to be known for your quality. Always select the highest quality gems and stones for your pieces, and make sure that the craftsmanship is outstanding. Become exclusive, and more people will want to purchase your pieces - and never make any two pieces alike.

However, you can also go the other route and make hundreds of identical pieces, as they are ordered. You do this by making one very unique, high quality piece, and showing it to your local jewelry stores. Ask them if they would like to order in bulk, then fill the order.

Another option is to do catalog sales. Make enough

pieces to fill a small catalog, and take pictures of each piece. Write a description for each piece and then put together your own catalog using software and a good printer - or send the work to a print shop. You can send these catalogs out to a list that you obtain from a direct mailing list company.

This type of business does require creativity and skill, but it also requires the ability to market yourself and your jewelry. You need to have business cards printed, and also have catalogs and brochures printed as well to market your jewelry wholesale business.

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