

## Plan for development of a company for importing from China

Context: A client of mine I have been working with for some time now offered me to start a company together

He said he was impressed with how fast I get things done and said he wanted to start the company for some time now because he had the logistics already, but didn't had the time because of his own company

50/50 company, the idea is to import products from China, and the services we provide are the following: Import, Storage, contacting laboratories there for custom products.

The idea has great potential and already has people who are successful with it, I am in charge of developing the company, and he provides all the logistics necessary for it. It's a win/win since either of us can't do it without the other.

My idea for now is to specialize in the heating sphere just in the beginning because my client already has credibility there and contacts in China, and when we have credibility in import as a whole we expand to other types of products.

My plan for now is to start developing it with our own distributors, since they already trust us as a credible manufacturer.

Once we make a few deals here we expand to other distributors we don't currently have relations with in the sphere and other markets when big enough and credible.

I could see some problems right now, one of the mains one is that I may be putting all my eggs in one basket with this one client, he is on point guy, honorable, doesn't lie, doesn't screw people over and is the type of guy to always help you when you need help and that's why I am willing to risk it.

The other problem with this is that for the service to be fulfilled, orders, shipment and everything it will be minimum of 1 month and a half for a deal, this is a month and a half we are not making money, which the only way I see to be solved is by taking a deposit, which is a risky move for a start-up, but I think can be doable with people who already trust us(current distributors).

The pricing will be based on how big of the order is, for example a 45 000 dollars import deal will be 5%, which is 2250\$ dollars, split in two between me and the business partner, we still haven't settled on pricing, but it also depends on wherever they use other services such as storage, custom made products etc... I am currently developing the website and I am contemplating if I should start contacting our own distributors now or first finish the website.

I would like to hear your thoughts on all of this. I think I should make one with more details, but I think this gives a pretty good idea of the situation.