

# Stankevicius International

## Trading Guide

Learn from our basic trading structure. This structure includes all of the major steps. You can switch the steps between in each other as you feel comfortable.

1

Decide which products you want to trade.  
  
(based on interest, profitability, opportunity and market)

2

Research local and global trading networks online and offline to locate suppliers and traders.  
  
(could be industry based)

3

Contact traders and suppliers who aren't just dealing with your product of interest but also with others who are in your industry of interest.  
  
(use their network)

4

Go straight to the business, find out the price and product's stock availability, and production or sourcing capabilities.

5

Make a list of your existing suppliers and traders based on product's availability and price.

6

Proceed with verification and due diligence. Find out if your suppliers and traders are legit. Ask to provide certificates, test reports and other product supporting documents.

7

Number your supplier list based on risk and profitability.

8

Proceed with further due diligence. Ask to inspect the product and facilities. Possibly negotiate payment terms through banking instruments.

9

Based on your analysis proceed further to test round dealing with the safest option.  
  
Note that options with higher risk may increase profitability and vice versa.