Stand Out In 2024!

Build a Brand That Stands the

Test of Time

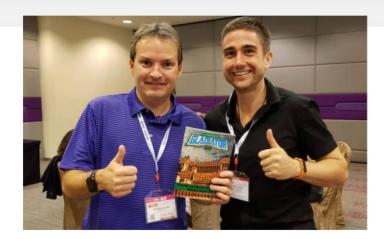
Michael Michelini











Sisitano Team Video

© MichaelMichelini.com







Home & Kitchen > Kitchen & Dining > Coffee, Tea & Espresso > Stovetop Espresso & Moka Pots





Espresso Maker, Sisitano 9oz Moka Pot 6 expresso cups, Greca Coffee Maker, Cafetera Cuban Coffee Maker, Percolator Coffee Pot, Electric/Gas

Visit the Sisitano Store



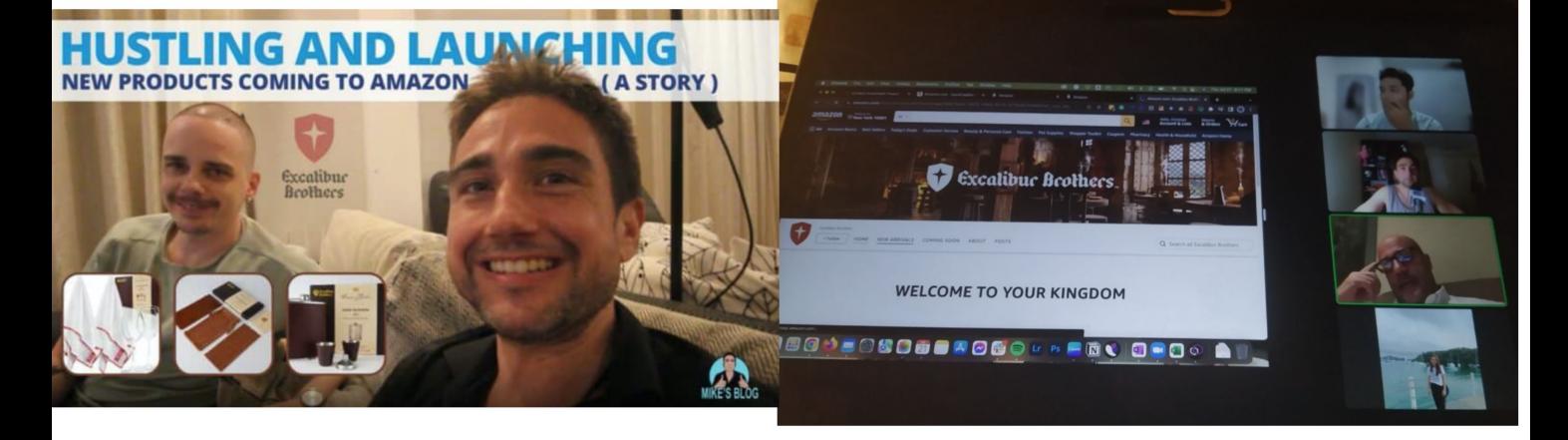


India Sourcing Conference, Feb 5, 2024

I want to give a big thanks to Mike for having me here and also for doing the e-commerce project together. It was an awesome, really great experience, I of course I learned a lot about doing e-commerce business. This is my first e-commerce or FBA business in fact and also doing business in China in general.

I learned a lot on how to being organized or working with people 24/7 all through the internet. We had Freelancers and VA's and yeah, it requires a totally new set of skills. So it was, sometimes, it's overwhelming to be honest, but we got through a lot of the obstacles and I was very happy when we had our first product on Amazon selling and yeah, I just think it was amazing.

Cadrian Chan

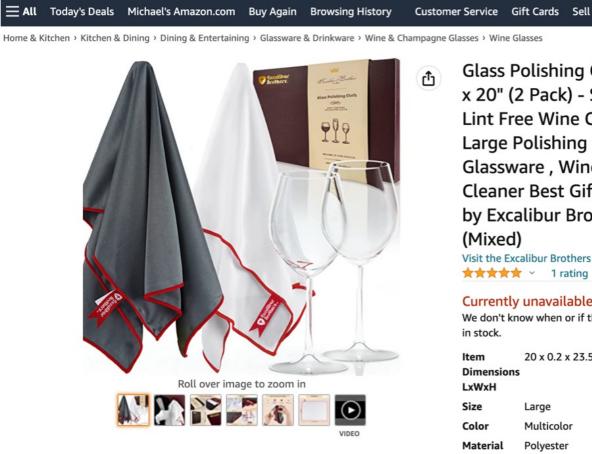




Mens Leather Flask (Brown) with 2 Cups and Funnel



Shot Glass Sets (Set of 6)



Glass Polishing Cloth 23.5" x 20" (2 Pack) - Streak and Lint Free Wine Cloths, Large Polishing Cloth for Glassware, Wineglass Cleaner Best Gifts for Men by Excalibur Brothers (Mixed) Visit the Excalibur Brothers Store ★★★★ × 1 rating Currently unavailable.

We don't know when or if this item will be back

Excalibur Brothers

in stock.

20 x 0.2 x 23.5 inches Item **Dimensions**

LxWxH

Size Large Multicolor Polyester

Starting Point: Project Raft



We are here in our **Roadmap**:



What We'll Cover

- Mindset
- Idea Genearation
- Funnel Mapping
- Attribution
- Affiliate Strategy
- Paid Ad Strategy
- Examples & Case Studies
- Opportunity For You (IST Only)
- Q & A



Mindset

A Brand Is...



To Feed An Audience



Past

Brands "Outsourced" to Media & Agencies

Pay to have creatives made and paid to have placement on third party websites.

Present

Brands realize they need audience

Brands waking up, realize if they don't have own media and traffic, they will be replaced.

Future

Brands & Media will be 1 in the same.

Brands will have in-house media and content production.



Old Attitude

- Just pay someone else
- We only make product
- Others make content and media



Current Attitude

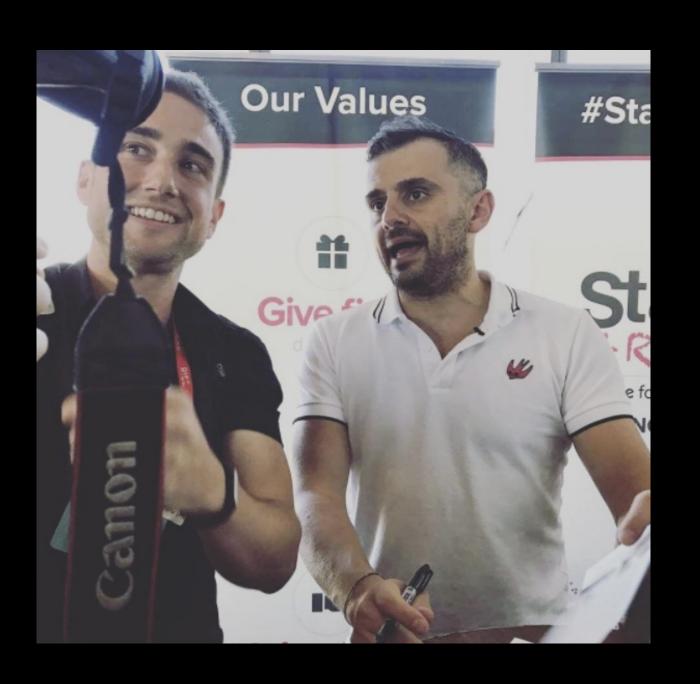
- Creating media accounts
- Investing in content
- Find influencers, encourage sharing



Future Attitude

- Foster community directly
- Content part of their product lifecycle
- Media assets is strategic advantage

We Are All Media Companies





Accept You Are In Media

- Content
- Influencers
- Paid Media
- Community Building
- Affiliates
- CTA

Create Stories



















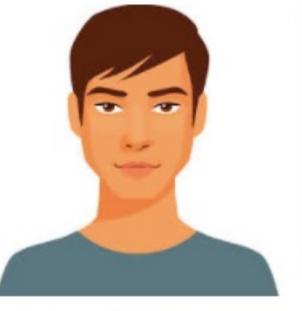


























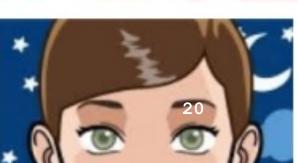














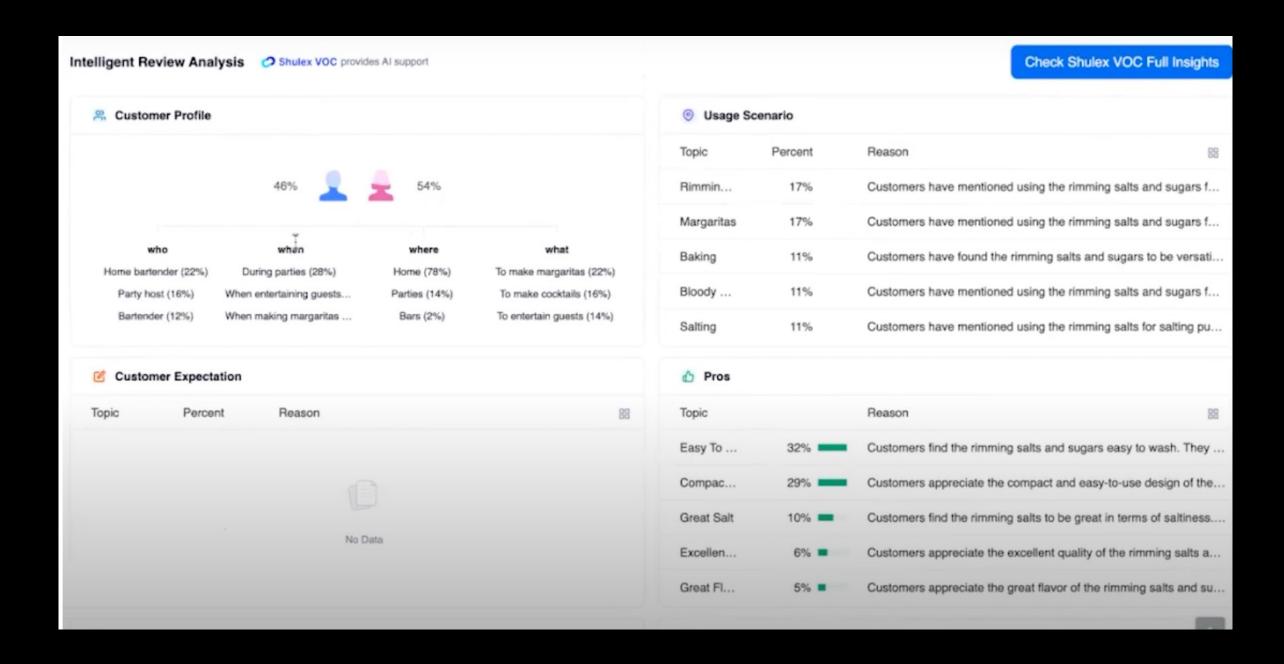
Following Competitor...Always #2







Boost With AI





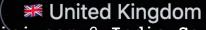
Discover what people are asking about...

e.g. chocolate

Search

Enter a topic, brand or product

Use 1-2 words for best results





English

Values & Differentiators



ESATTO: OUR STORY

HOW WE GOT STARTED

Mike enjoyed the excitement of the nightlife and bartending lifestyle.

In 2003 on a visit to his family in Italy he was inspired by his ancestor roots: the quality of life and attention to details.

He returned to America with a new appreciation for quality of life and products and in 2004 got started selling bar products online.

WHAT MAKES OUR PRODUCTS UNIQUE

Esatto in Italian means exact perfection and precision.

Esatto is about perfection, for bartenders by bartenders. Precision design, high attention to detail, and hand reviewed for each product we make.

Esatto is making products to the Italian quality standard and putting the *PRECISION* in the products we produce.

WHY WE LOVE WHAT WE DO

Fusing together our love for bartending and celebrating with friends and family like the Italians do, we put our heart into the business.

From new products to current best sellers, we are living the Esatto standard: quality (of life and product), perfection, and precision.





The name **Esatto** in Italian has many meanings, all of them positive. Perfect and exact are meanings we want to impress upon you when receiving and using your Esatto products. We have designed them, from raw materials, to final assembly, to packaging and wrapping - with this in mind.

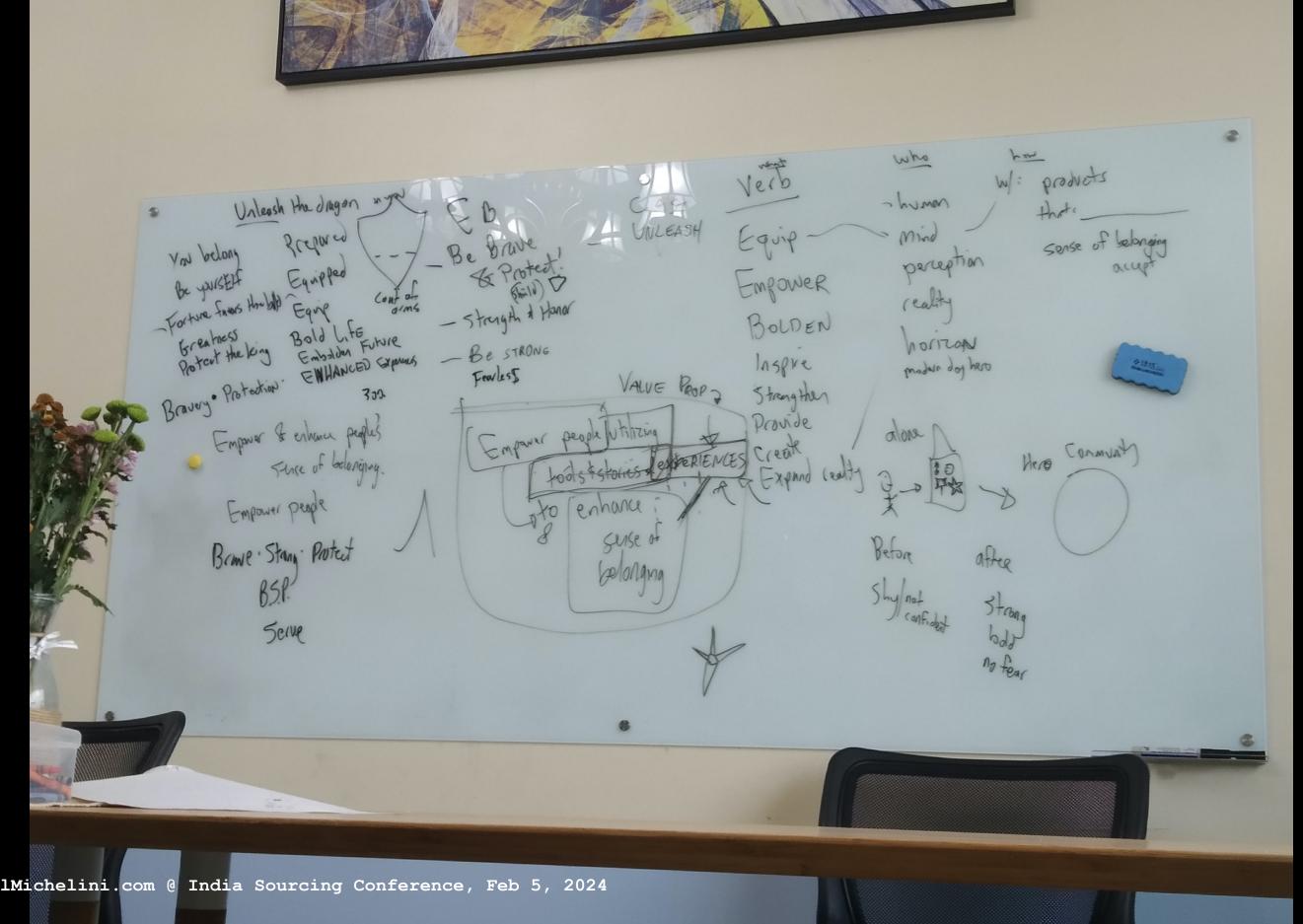
Our partner **Michael Michaelini** is an Italian American entrepreneur. Like his grandfather, Gelindo, who left Italy to start a new life in America, Michael aims to continue the family tradition. Upon returning to his home country's region of Trentino Alto Adige in the Italian Alps, he was inspired by the clean and unique design of the Northern Italian castle and mountain culture. He visited his grandfather's home village Poia, Italy (population of 300 people), he saw the ice cream shop his grandfather sent money to from New York City to pay for ice cream of the children in the village.

This trip in 2003 inspired Michael to build a business on quality and dependability upon returning to America.

Starting in 2004, Michael has been working with bartenders and home bar enthusiasts to get quality bar products online.

Over the decades, quality products has become the most important part of the business - and Esatto brand - even in the name itself - is about perfection, quality, and being EXACT.

When you use an Esatto product, you will get perfection!





Resources

- X Logo ZIP
- X Banner PDF
- X Brand Book PDF
- X Brand Voice PDF
- X Licensee Book PDF
- X Packaging Instructions PDF
- X Packaging Instructions Video
- ★ Polishing Cloth Packaging Video
 - **X** Envelope Packaging Video
 - QC Process PDF



Content - Be Real

Talk about stuff people afraid to talk about.

Other people don't want to share (secret)

Document don't create

Make it a journey, an adventure.

Boost with AI

write a 300 word email reply to an angry customer about his broken product with our no questions guarantee in the tone of a medival king of england

ChatGPT

Subject: Regarding Your Displeasure, Noble Customer

My Esteemed [Customer's Name],

Hail and well met! I, [Your Name], the Sovereign of [Your Company], have received thine missive expressing great dismay over the unfortunate state of thy purchased product. Verily, I extend my deepest apologies for the vexation thou hast endured, as it pains me greatly to learn of such distress within my kingdom.

I assure thee that thy dissatisfaction resonates in the halls of [Your Company] and echoes through the ramparts. I have summoned my most trusted craftsmen and artisans to address the matter forthwith. Such grievances shall not be suffered within the realm under my watch, for I hold dear the honor and contentment of my loyal subjects.

In adherence to our solemn oath of the "No Questions Guarantee," I declare that thy product shall be promptly replaced or mended to thine utmost satisfaction. A new exemplar, of the highest quality, shall be dispatched posthaste, ensuring that thou shalt once again revel in the glory of a fully functional acquisition from our esteemed emporium.

Should thou require any assistance in facilitating this resolution, my courtiers stand ready to attend to thy every need. Please, communicate with them at [Customer Support Email] or [Customer Support Phone Number], and they shall serve thee with the utmost diligence.

May the winds of swift restitution carry this message to thee, and may the shadows of discontent be banished from thy countenance. It is my fervent desire that our future dealings shall be bathed in the radiance of satisfaction and goodwill.

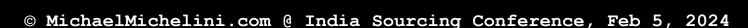
With sincerest apologies and unwavering fealty,

[Your Name]

Sovereign of [Your Company]

0 0 0





Comparison (us vs. them)



Packaging © MichaelMichelini.com @ India Sourcing Conference, Feb 5, 2024 35





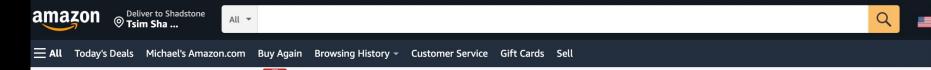












Health & Household > Household Supplies > Cleaning Tools > Cleaning Cloths





Glass Polishing Cloth 23.5" x 20" (2 Pack) - Streak and Lint Free Wine Cloths , Large Polishing Cloth for Glassware, Wineglass Cleaner Best Gifts for Men by Excalibur Brothers (Gray)

Visit the Excalibur Brothers Store ★★★★ × 2 ratings

\$24⁹⁰ (\$353.19 / Ounce)

No Import Fees Deposit & \$9.30 Shipping to Hong Kong Details × Use Amazon Currency Converter at checkout to pay for this item in your preferred currency. Terms & Conditions apply. Learn

Color: Grey

BLUE GINKGO TPU Cutting Boards (3 Piece Set) Scratch Resistant Flexible Cutting Boards for Kitchen, Thin Cutting...





\$29.99 **/prime**

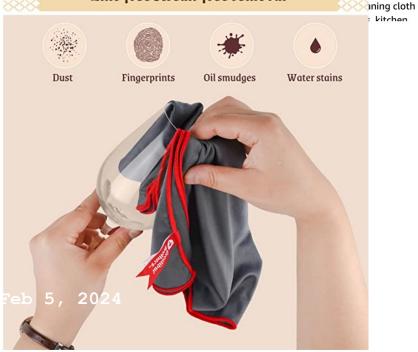
excalibuc Brothers

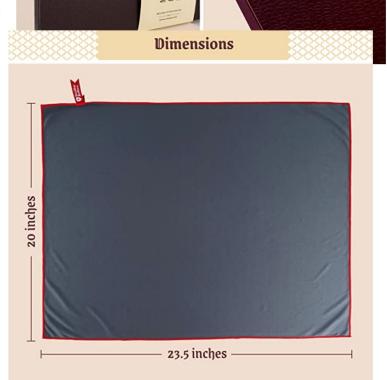


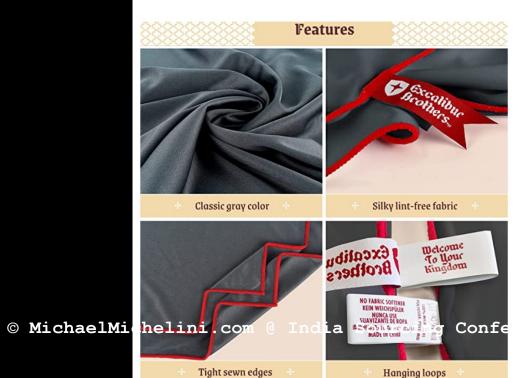
Item Dimensions 20 x 0.2 x 23.5 inches LxWxH

Size Large Color Polyester Material **Excalibur Brothers Brand**

Lint-free streak-free removal











Roll over image to zoom in













Esatto 6 Pack Interlocking Shelf Mats 12", Black – for Spills, Clean Bars, Stain Protection, and an Anti-Slip Surface

Visit the Esatto Store

4.9 ★★★★ ~ 10 ratings

100+ bought in past month

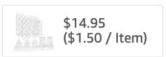
\$44⁹⁵ (\$7.49 / Sq Ft)

FREE Returns ~

Get a \$10 Amazon Gift Card instantly upon approval for the Amazon Store Card. No annual fee.

Color: Black 12" X 12"





Color Black 12" X 12"

Brand Esatto

Special Feature Slip Resistant, Washable

Pattern Solid

Product Care Dishwasher Safe

Instructions

Material Plastic **Shape** Rectangular

About this item

• KEEPS BARS CLEAN - Esatto's interlocking shelf bar mats helps build safe

© MichaelMichelini.com @ India Sourcing Conference, Feb 5, 2024

PLUMEPAS BOUQUET

PLUMEPAS 52 PCS Dried Pampas Grass Decor, White Pampas Grass, Pompas Floral Grass, Bouquet for Wedding Boho Flowers Table Decor, Rustic Farmhouse Decor, Modern Home Decor, Bridal Shower Decor

The visual appeal of these lush, feathery plumes can instantly elevate any interior style. Proudly made and intricately crafted in Thailand, these fluffy blooms are plump, textured, and sparkling in their natural color.

Your dried pampas grass won't fade and will never wither. Each bundle is meticulously placed within a premium decorative packaging, transforms any space with its serene and pure hue effortlessly complementing both modern and traditional decor styles.







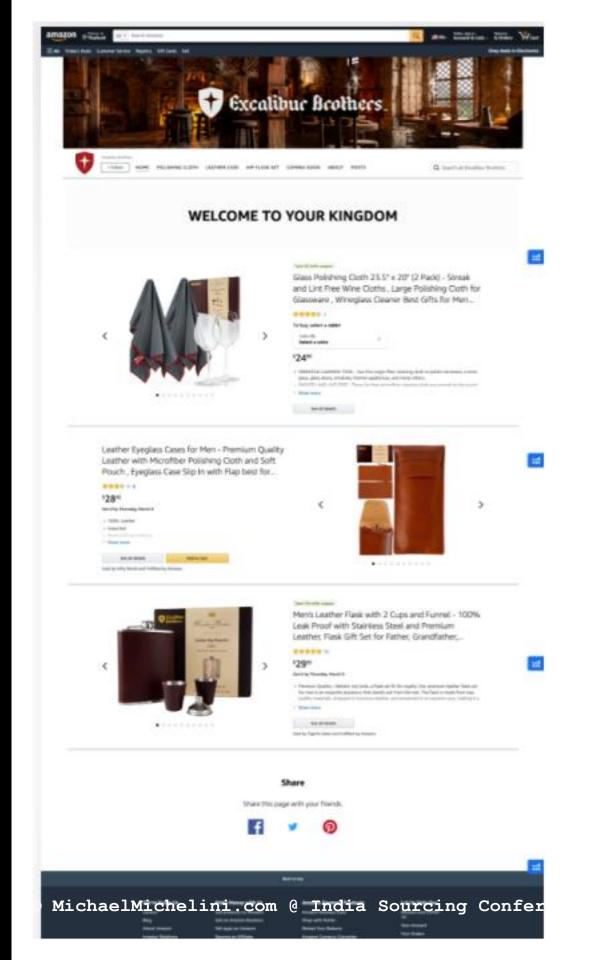


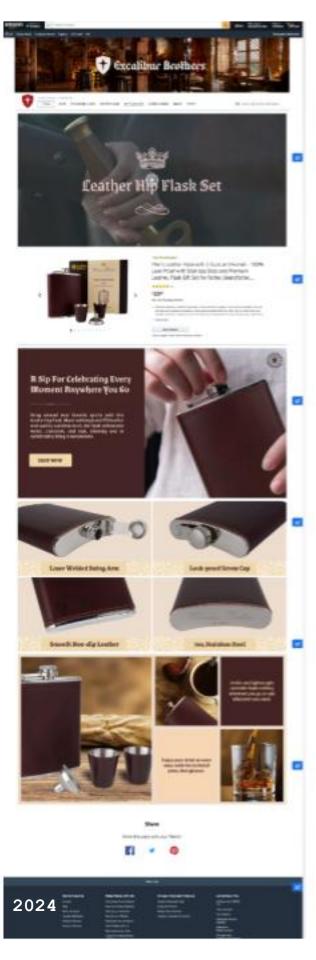


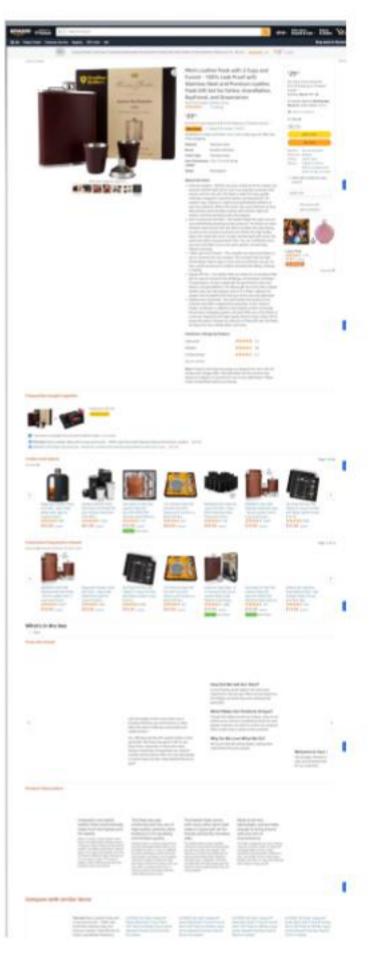


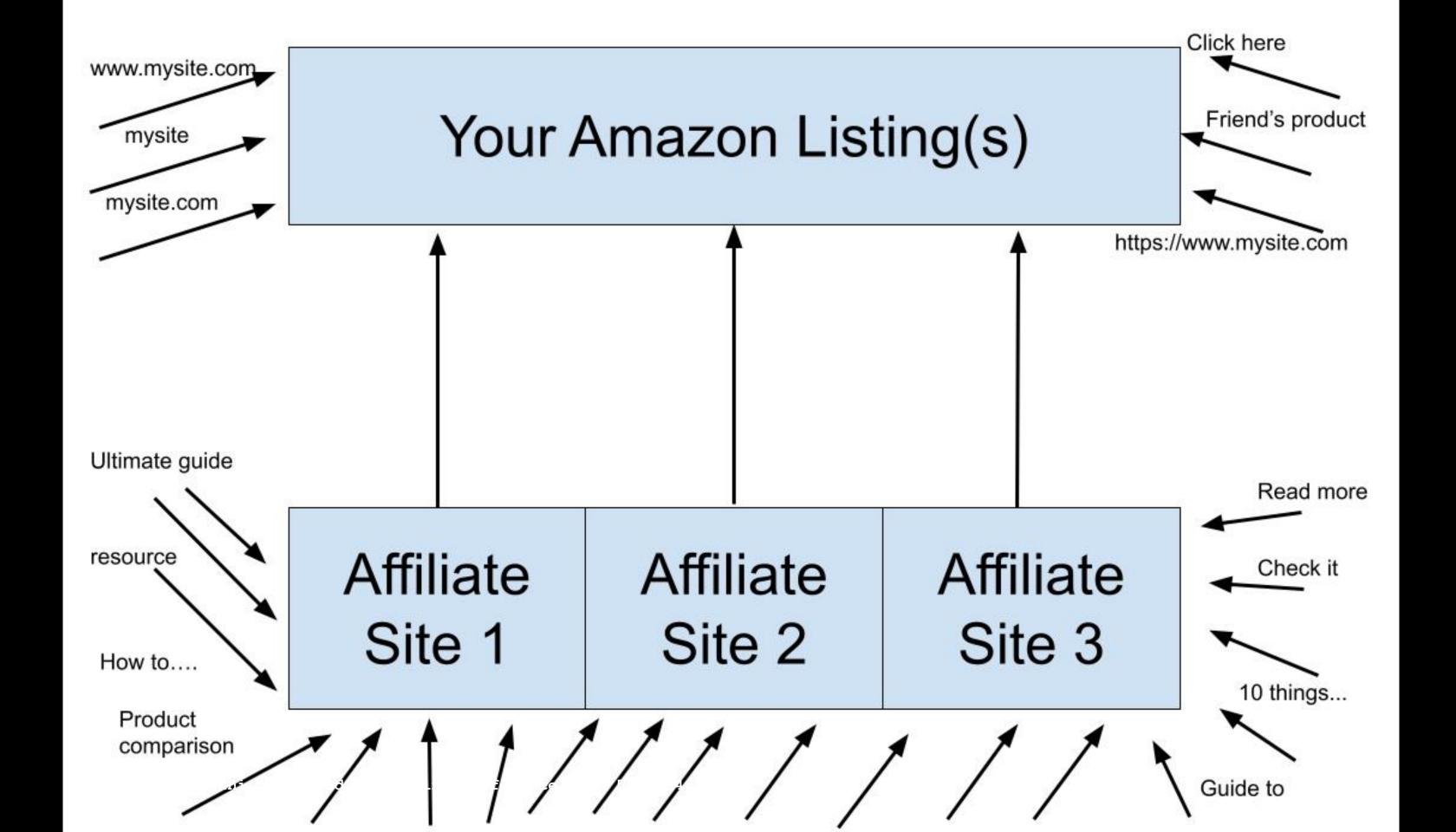


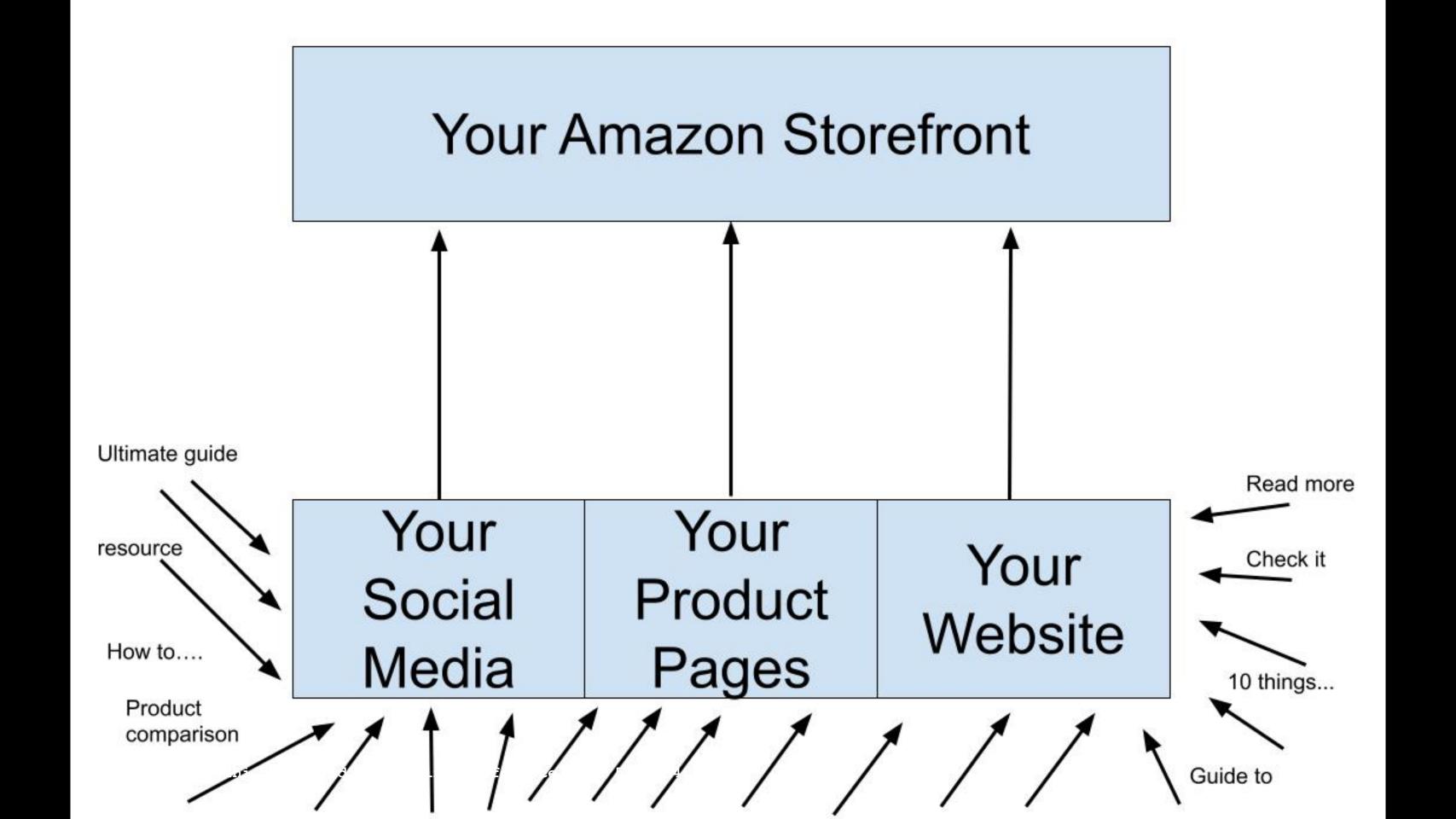






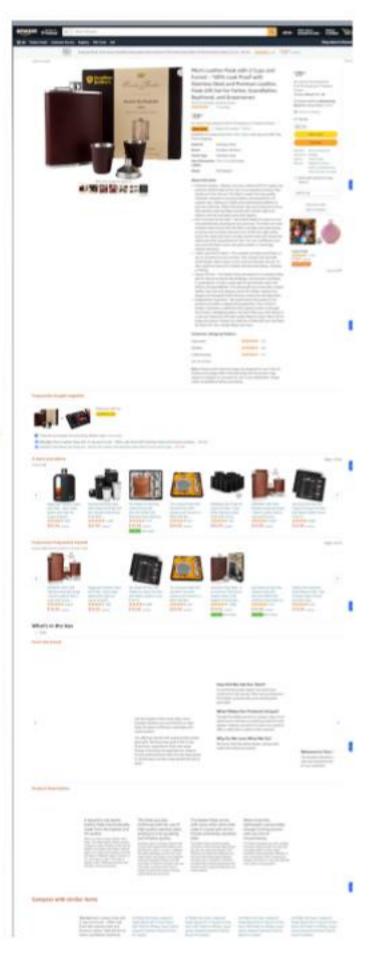




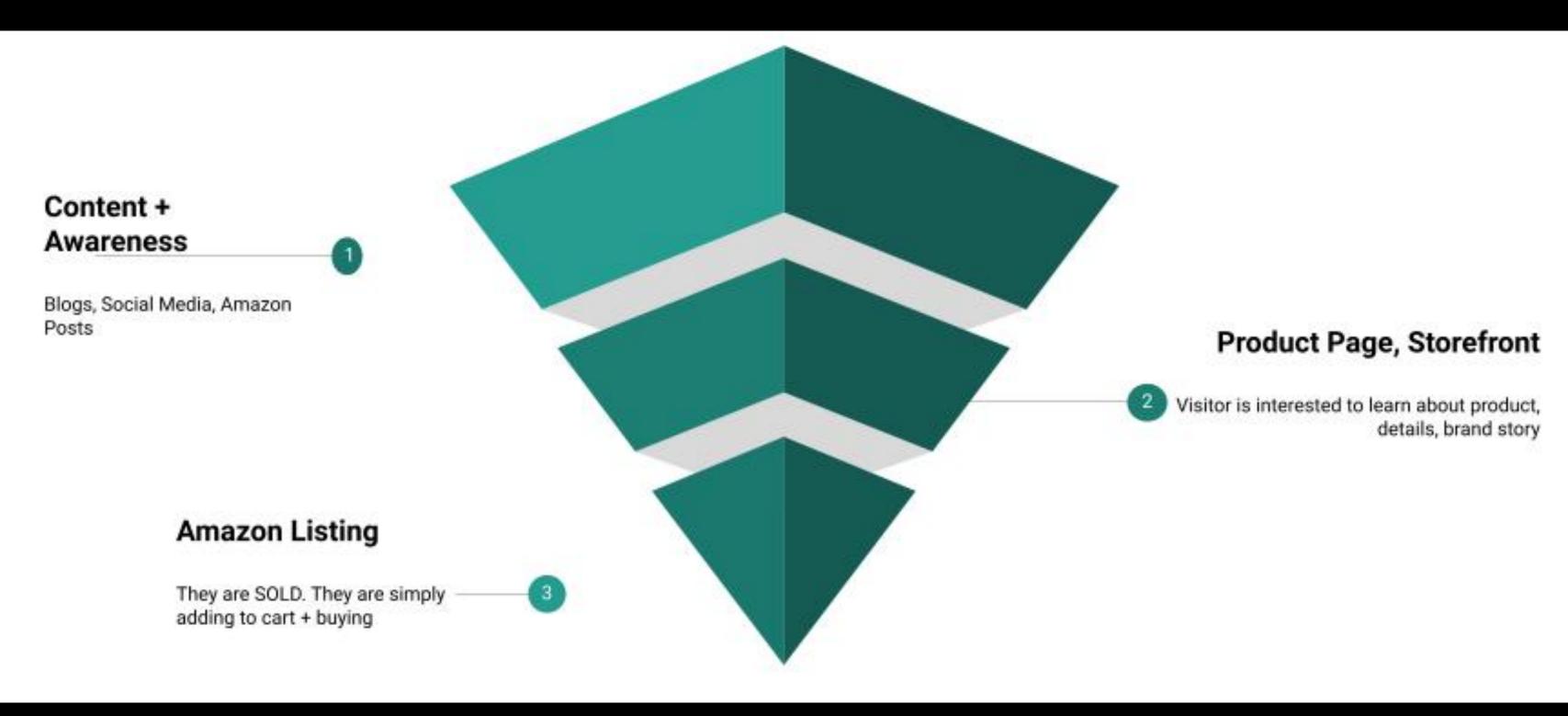


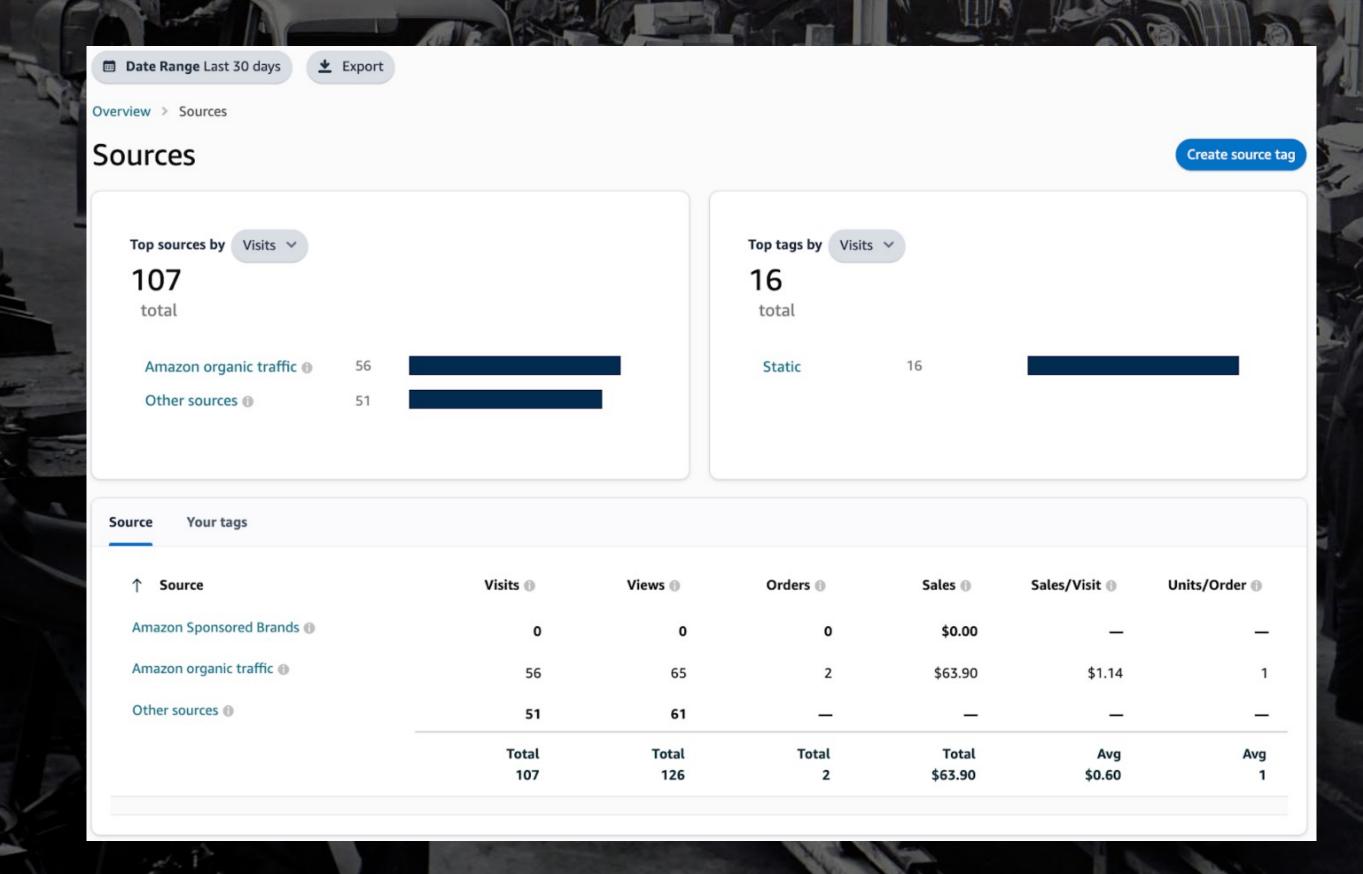


Storefront to Listing



External Traffic Funnel





Amazon Attribution

Country: United States

Campaign: Frida Kahlo Inspired Bags SF LP 🚥

Ad groups

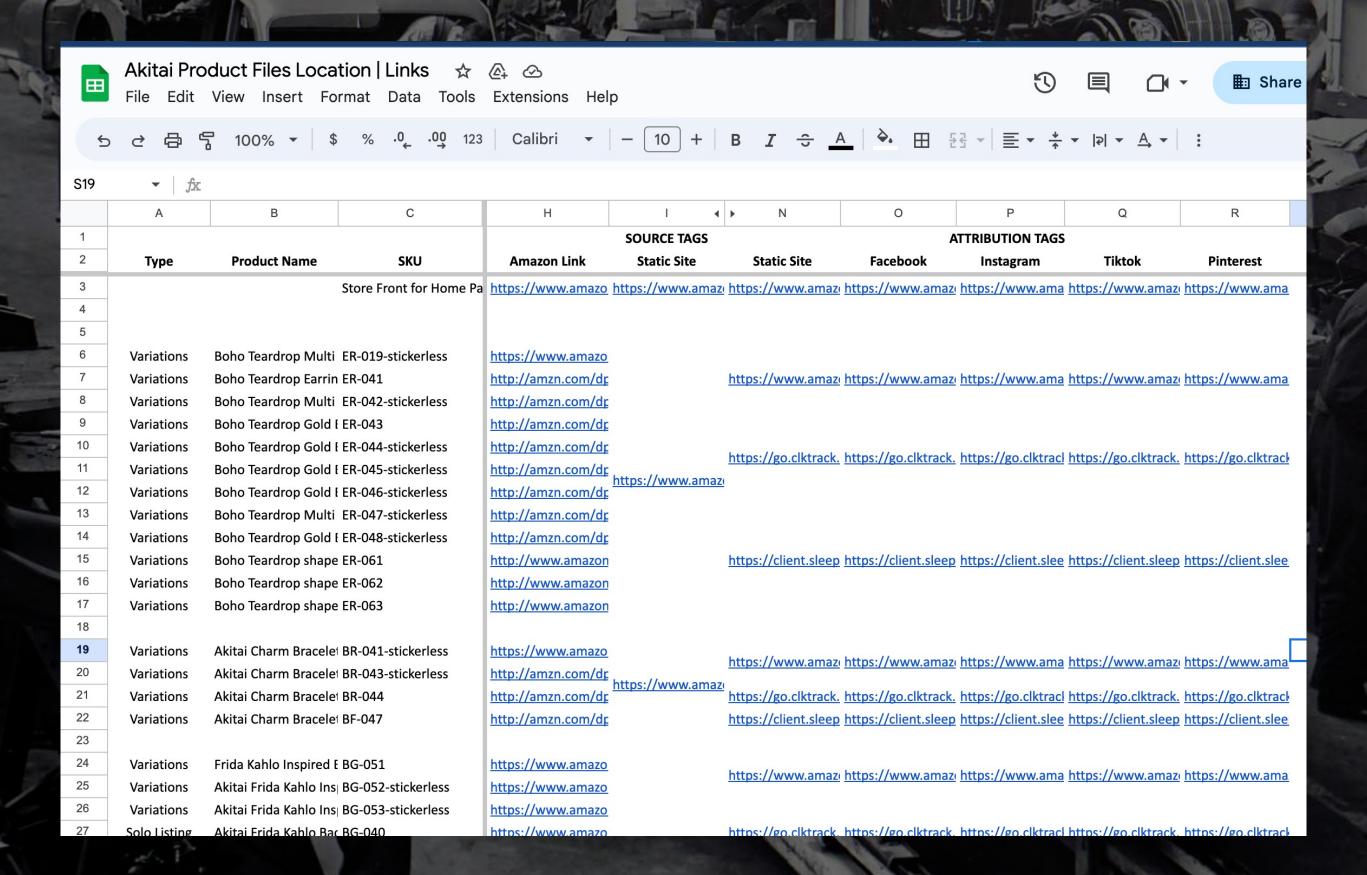
Products

Setting

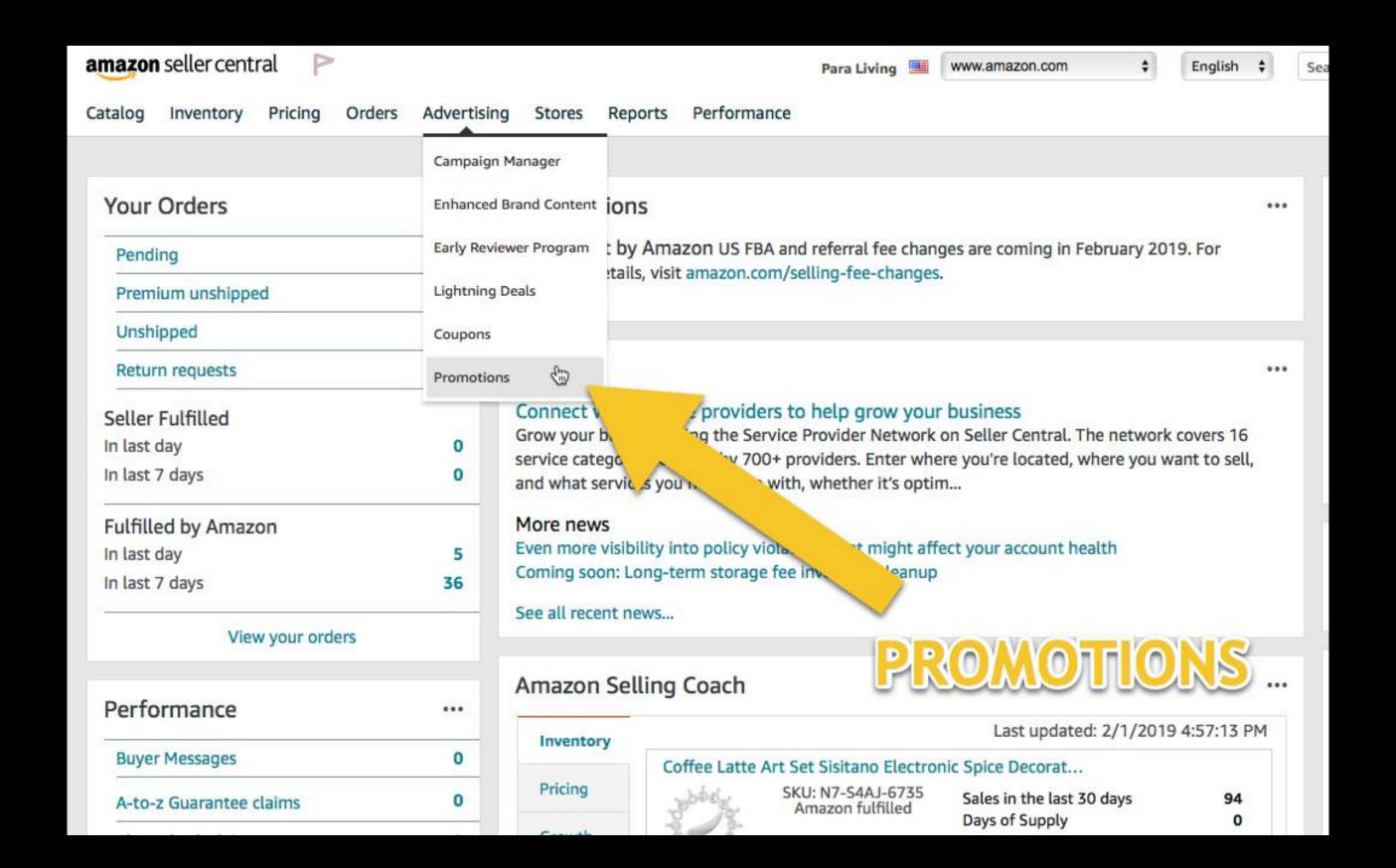
Attribution tags

Download Attribution tags in CSV file

н 📵	Attribution tags ①	Click-through URL ①
it	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA88-595870376CCD?maas=maas_adg_7E305F8A4BCE663C1D49A0B2FE43F45F_afap_abs&ref_=aa_maas&tag=maas&channel=Pinterest	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA8B-595870376CCD?channel=F
ım	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA8B-595870376CCD?maas=maas_adg_277DD49967F94DD6DBDD2EC5651FC253_afap_abs&ref_=aa_maas&tag=maas&channel=Instagram	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA8B-595870376CCD?channel=I
sk	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA8B-595870376CCD?maas=maas_adg_BBEFE4B8F9698E8B77C8138A685C6ABE_afap_abs&ref_=aa_maas&tag=maas&channel=Facebook	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA8B-595870376CCD?channel=F
	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA8B-595870376CCD?maas=maas_adg_FEB641F983127D1CB7644DF5D4EAFF62_afap_abs&ref_=aa_maas&tag=maas&channel=Tiktok	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA8B-595870376CCD?channel=1
ite	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA8B-595870376CCD?maas=maas_adg_83295DFE25FFC2D023BDB7E107EB2771_afap_abs&ref_=aa_maas&tag=maas&channel=Static	https://www.amazon.com/stores/page/D8A4B900-2E49-4449-BA8B-595870376CCD?channel=5







Catalog Inventory

Pricing

Orders Advertising

Stores

Reports

Performance

Promotions

Learn more

Create a Promotion

Manage Your Promotions

Manage Product Selection

Create a Promotion

Social Media Promo Code

Create a custom promo code and receive a unique marketing page to share with customers through social media, emails, or influencer marketing. You

Create

Buy One Get One

Set up a limited-time, "buy one (or many) get one free" offer to spotlight a new product or to get your current customers to buy differently.

Create

Free Shipping

Set up a limited-time, free shipping offer for a solution of your catalog (no Buy Box impact). To set up a free shipping order on your entire catalog, consider

Create

Giveaway

Run promotional giveaways to drive sales and introduce your products to new customers.

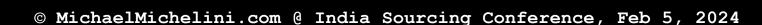
Create

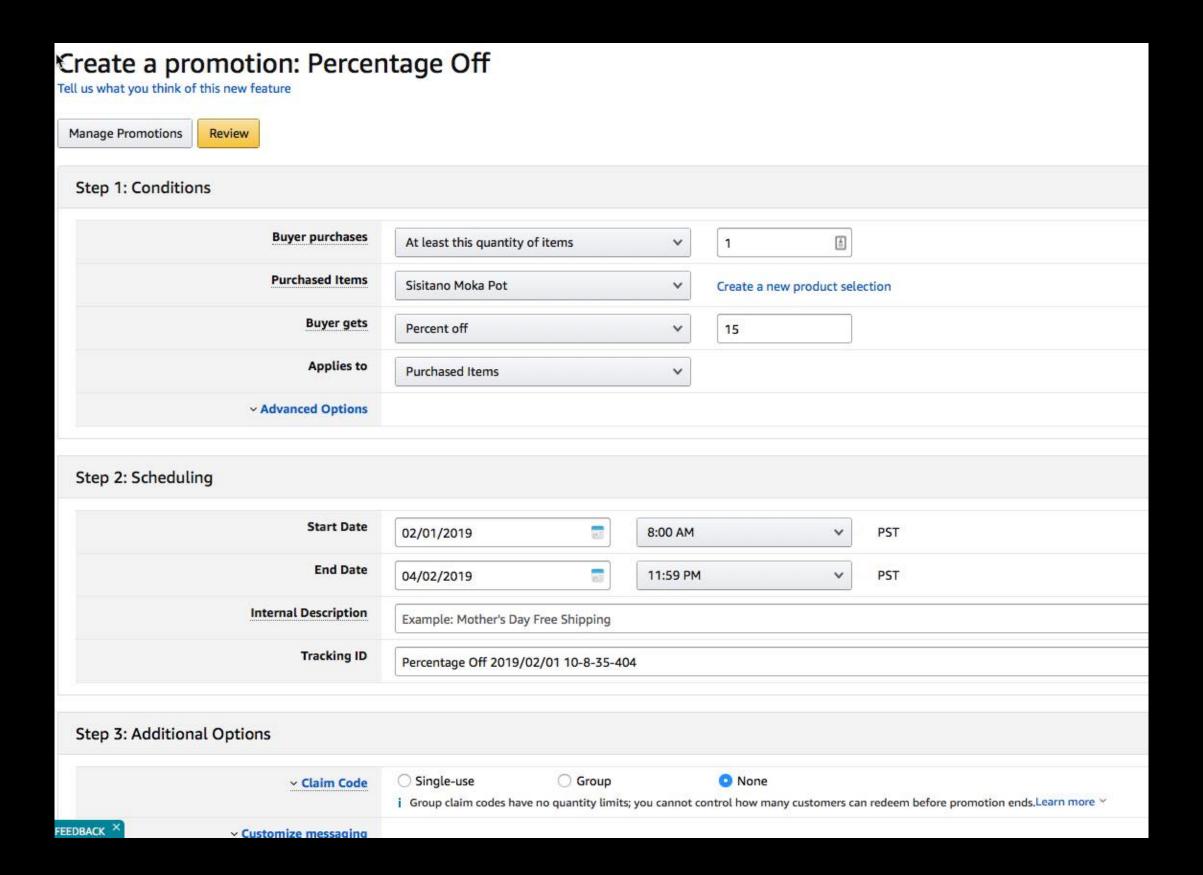
Percentage Off

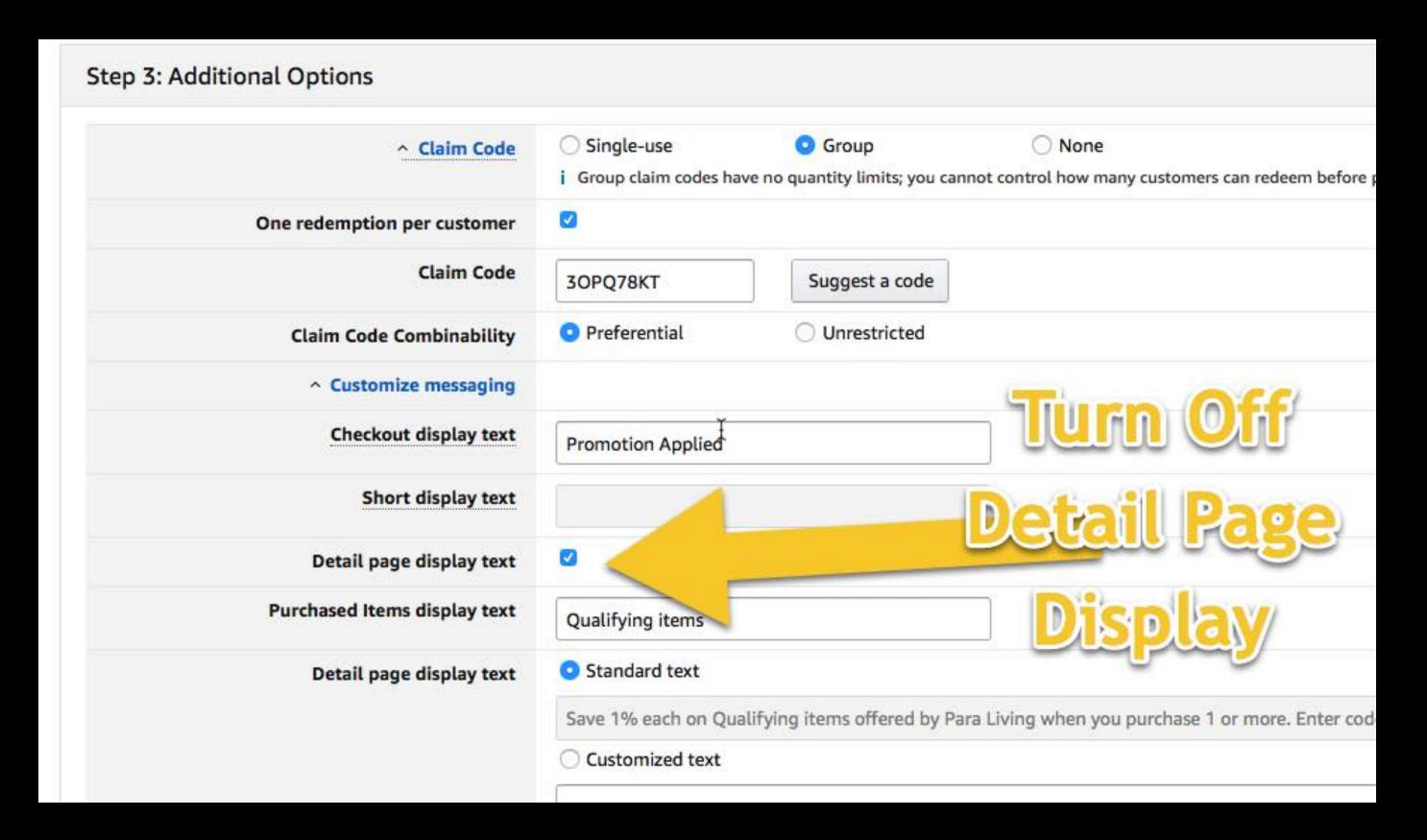
Percentage Off

Use Advanced options, to set up a promotion with a tiered discount structure to encourage the customer to buy more because they get a better discount (no

Create



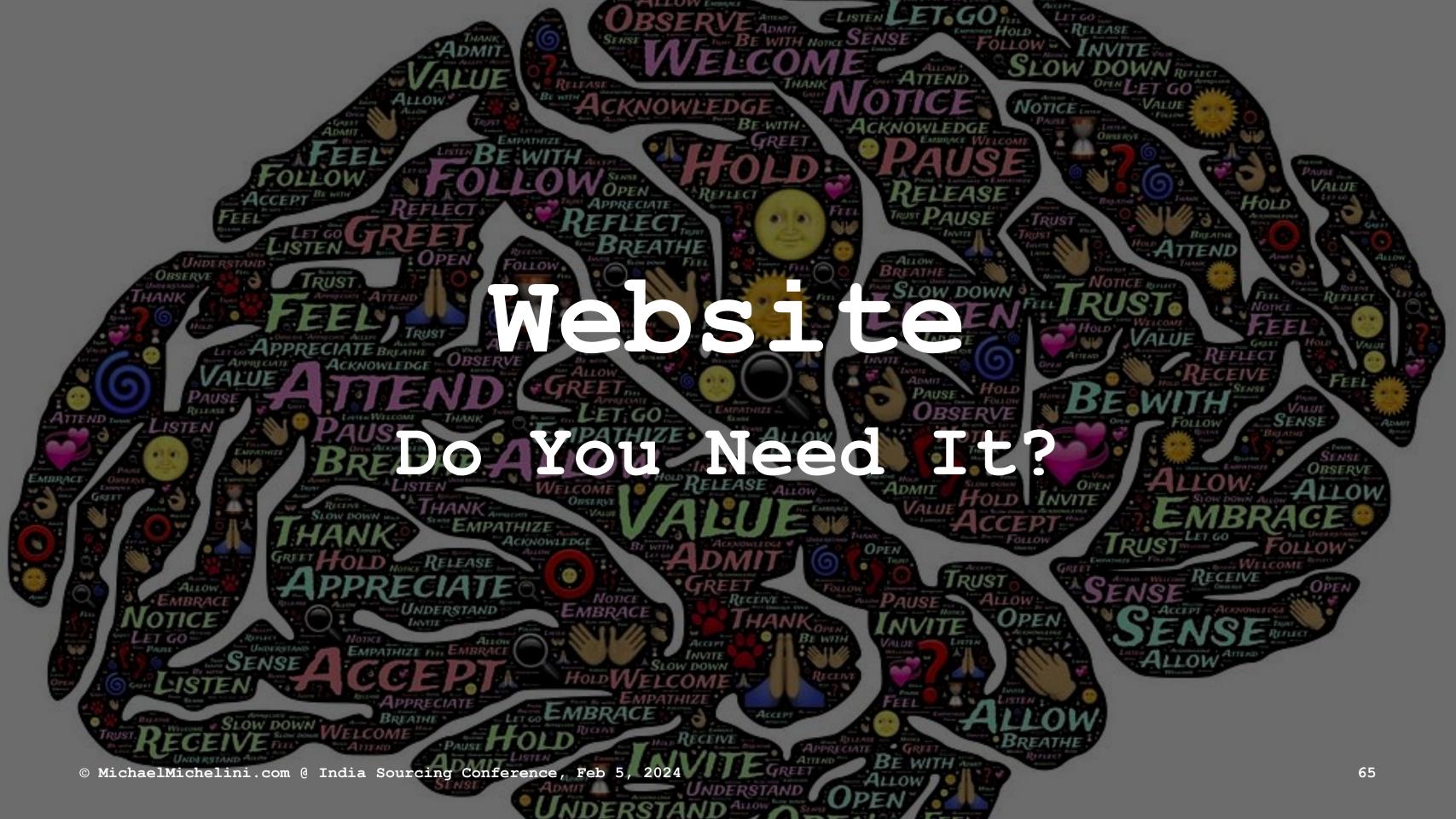


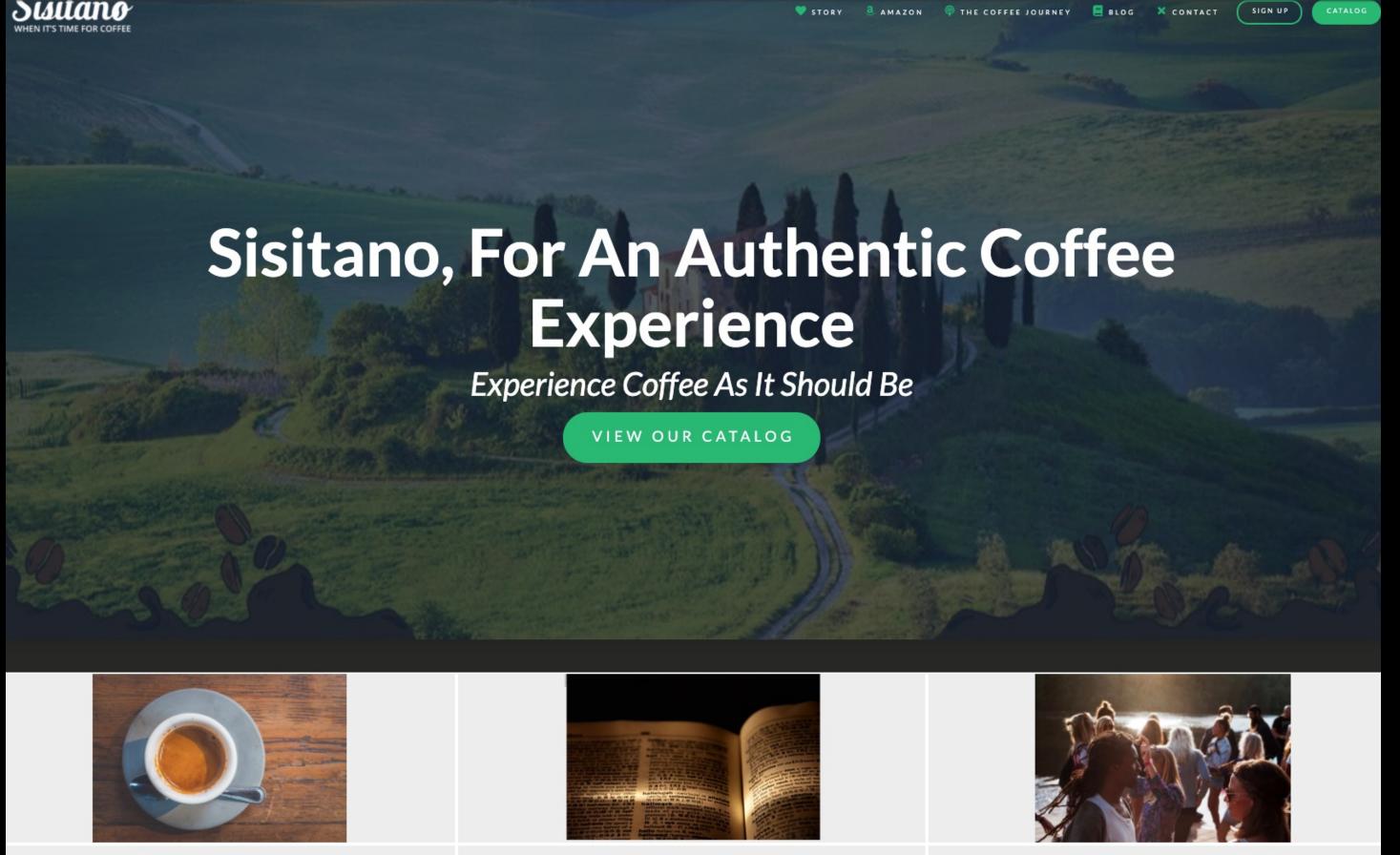


Promo code: <u>best15</u> – 15% off discount, one redemption per customer on all of series. It will be valid until March 31 2019

Promo code: blogname15: 15% off discount, one redemption per customer on all moka pot series. Valid until March 31 2024









Are Money

Hidden Landing Pages

Only for Social Media / Email

Claim Coupon

Logged in as

paraliving@shadstone.com

(only you can see this)

Campaign Status: Ended Unique Visitors: 344

Promos Claimed: 39 of 250 Conversion Rate: 11.34%

An Exclusive Offer For You

















Moka Pot 6 C

Edit Campaign

Coffee Maker Stove 10p

Moka Express With Latte Art
Set For Making Delicious
Italian Espresso Free Coffee
Accessories

80% off

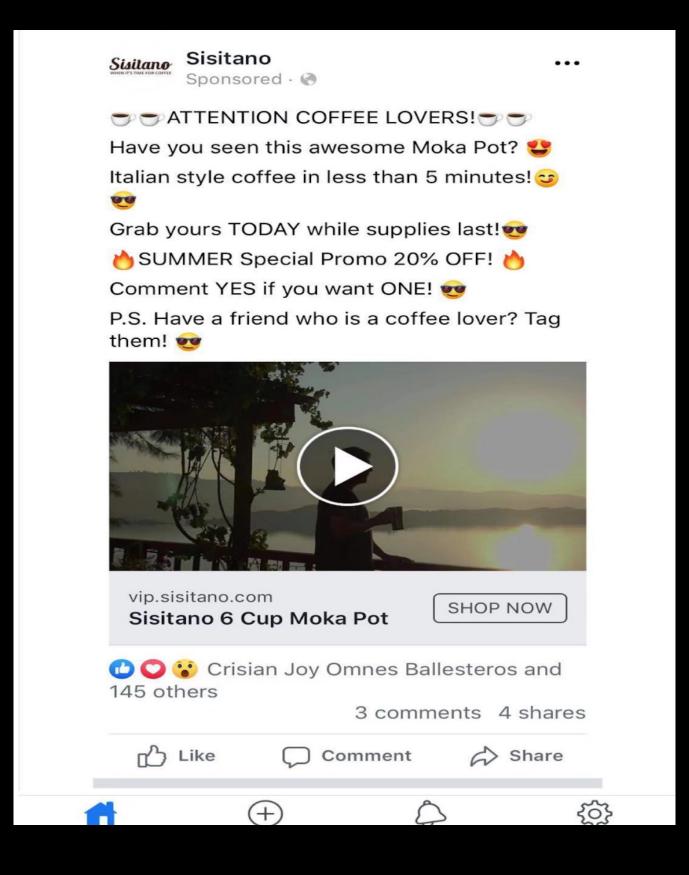
Was: \$34.99

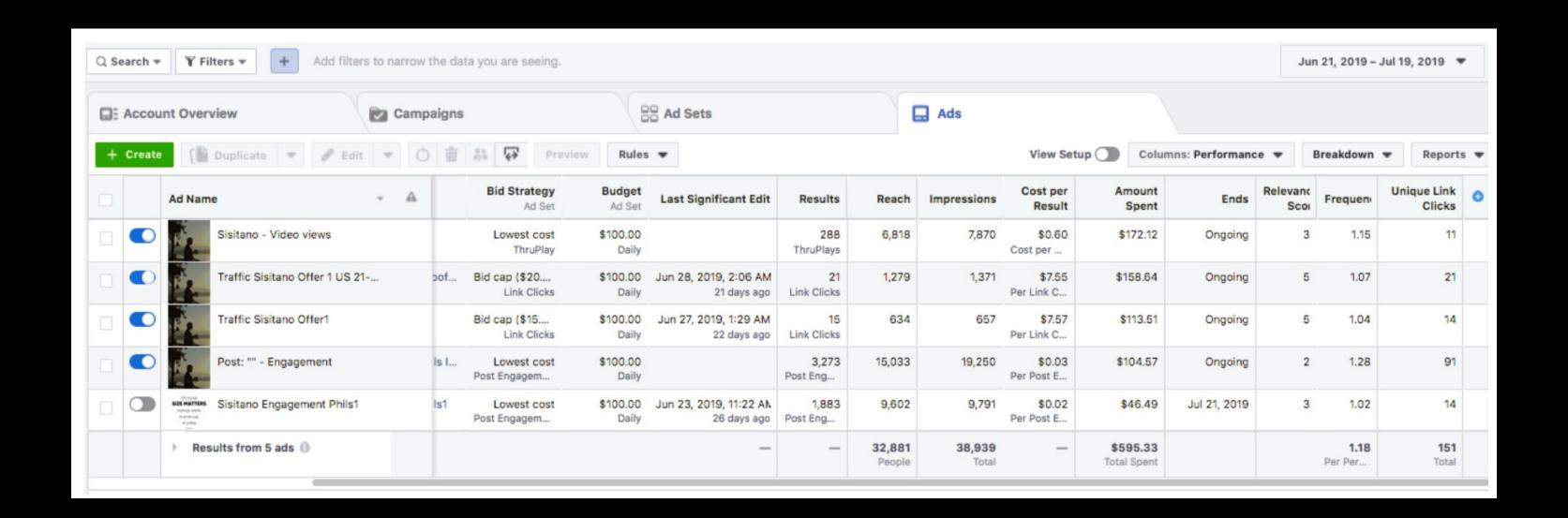
\$6.99

Claim Coupon

available at amazon









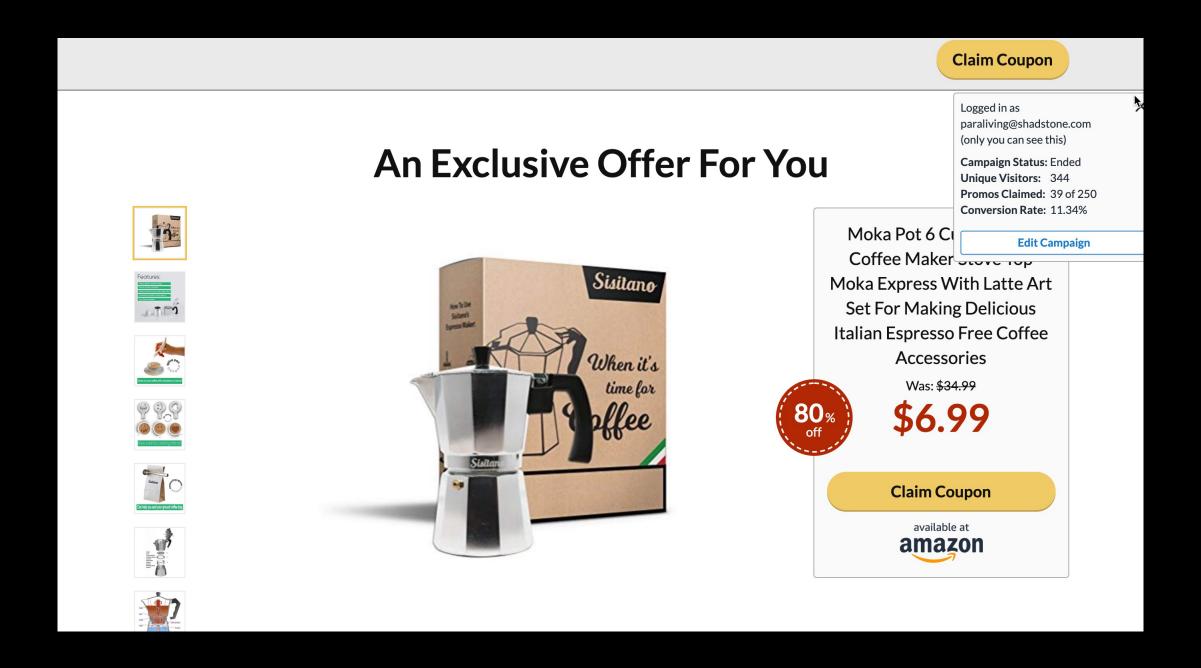
What's the Goal of this Content - CTA

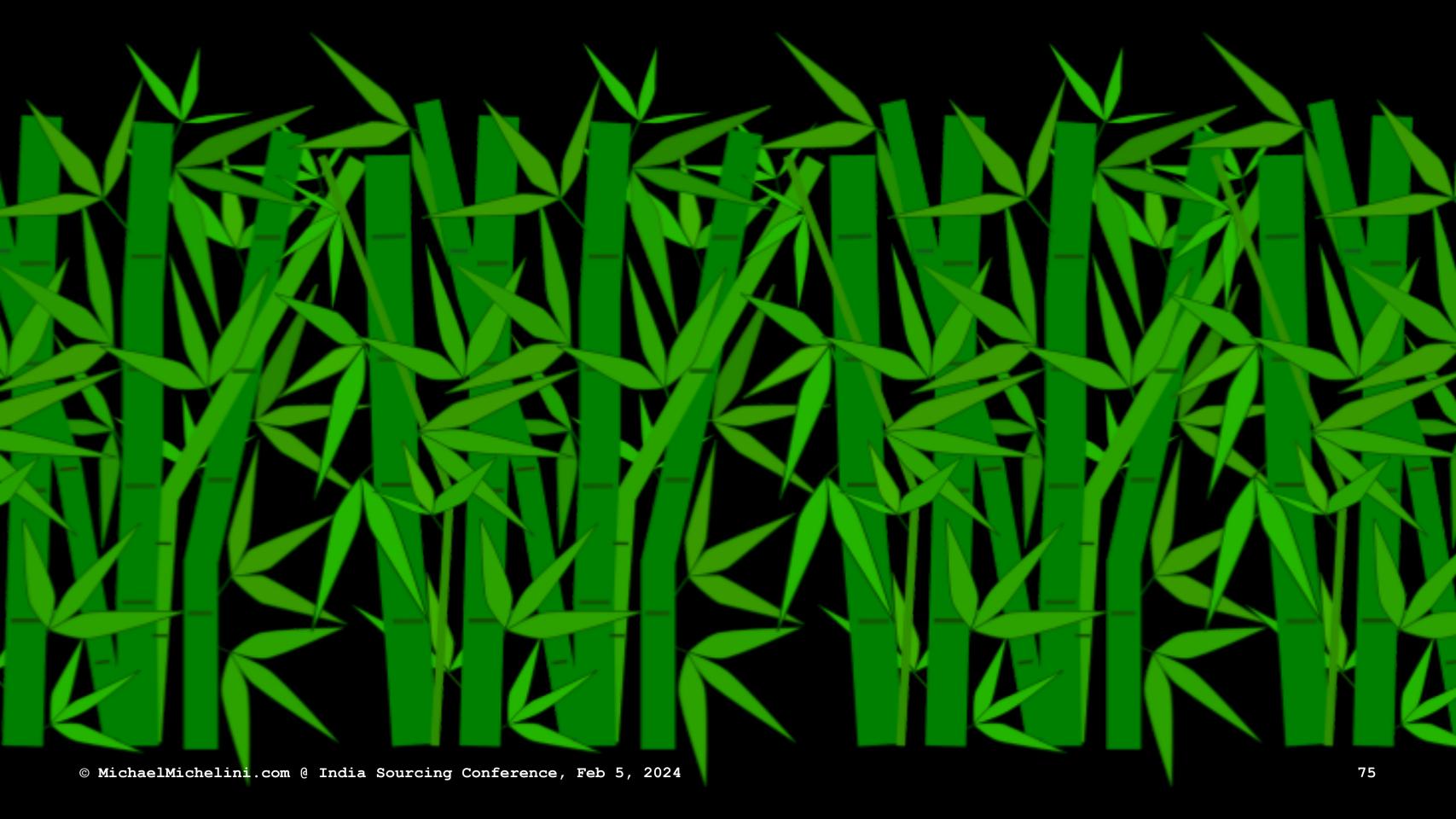
CTA = call to action.

Some examples:

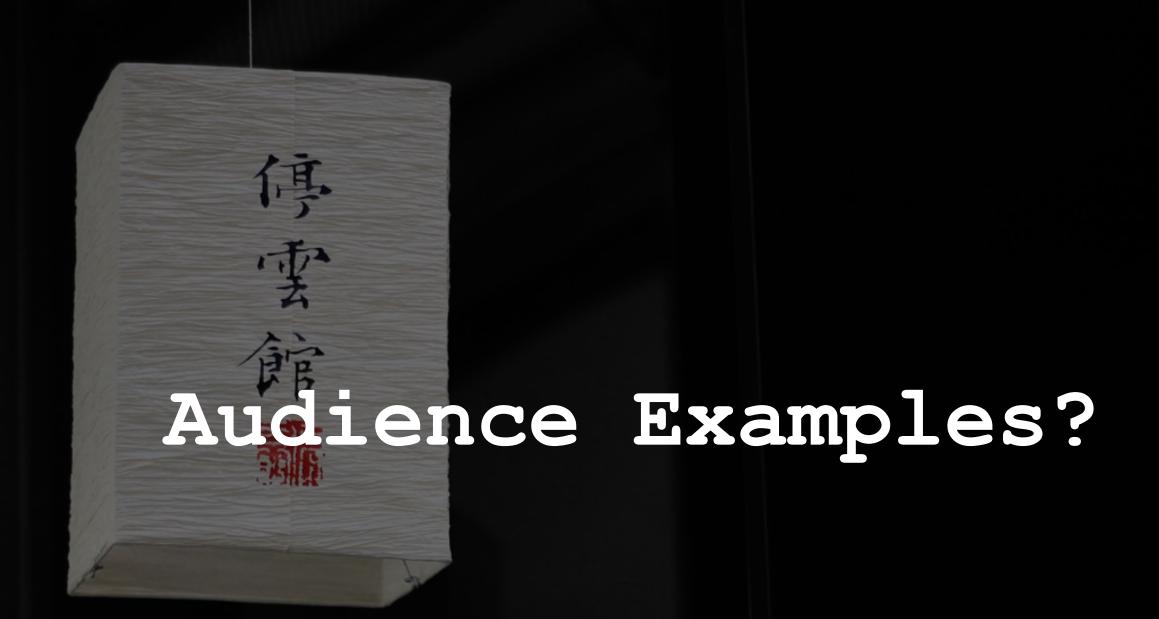
- Subscribe to email list
- Get Pixel (retargeting)
- Buy my product

Hack: Do All 3!



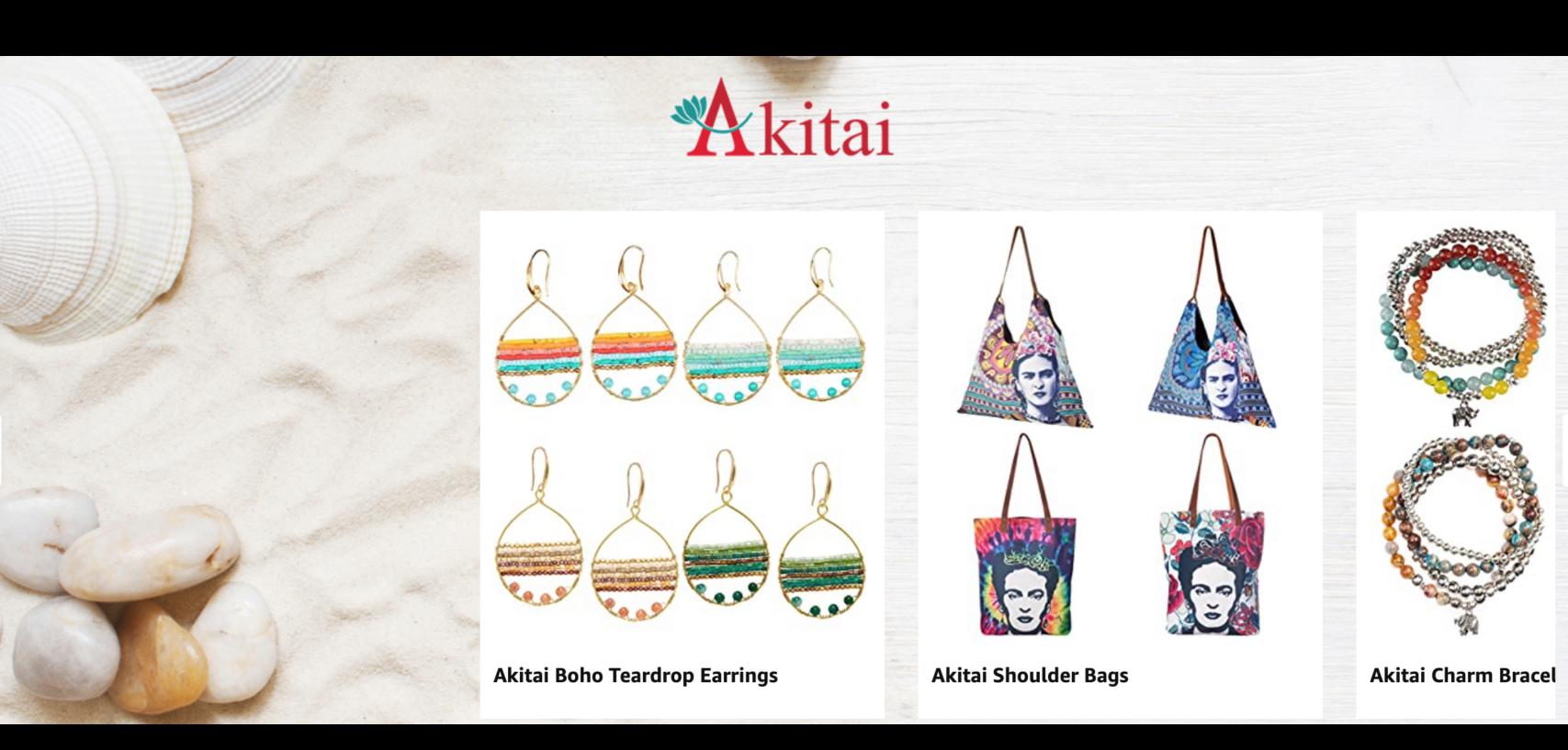


Summary, Questions © MichaelMichelini.com @ India Sourcing Conference, Feb 5, 2024



Opportunity For IST 2024

We're Looking For Investor, Partner in a Brand



SAFE TO WEAR

Your health, trust, and satisfaction are our top priority. Akitai Boho jewelry is absolutely







NICKEL-FREE



HYPOALLERGENIC

With that, you can slay and dress up with no worries ladies!

Show appreciation to your mom, and make your girlfriend or wife feel extra special for these earrings also comes up with a delicate, ornamented, corrugated recyclable gift box; making this fancy hoops the cutest gift EVER!!!



FEEL BEAUTIFUL, EMPOWERED & LOVED



Q Search all Akitai

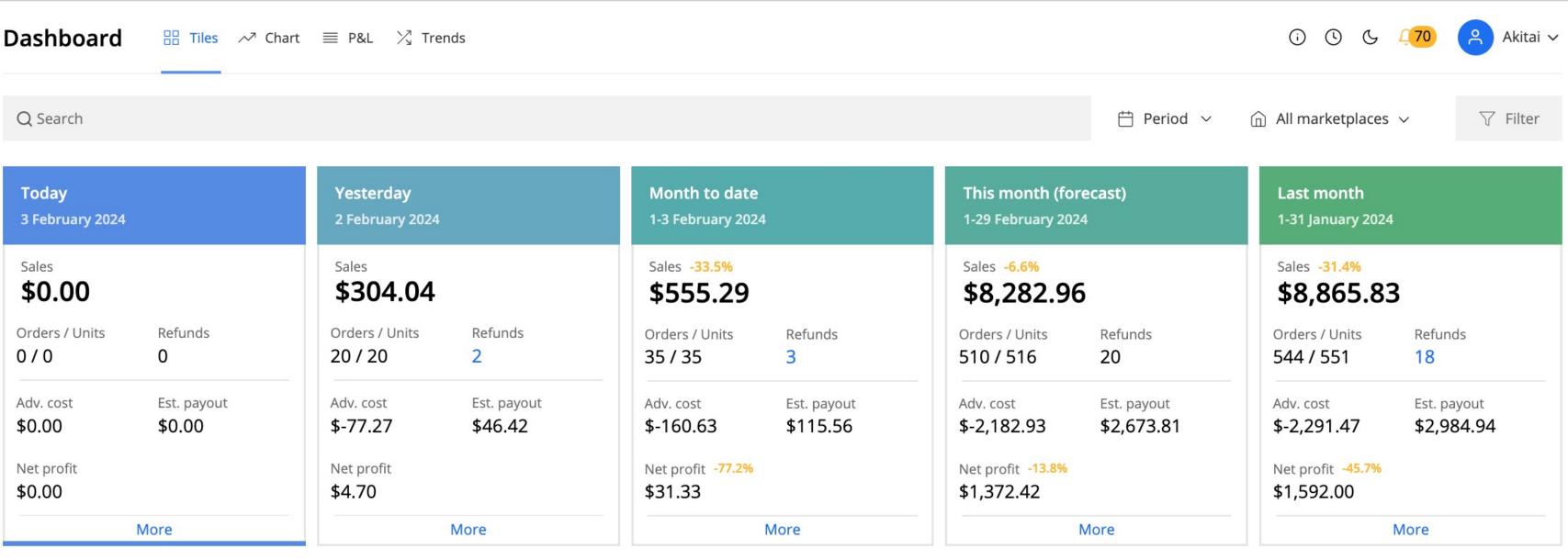
FROM WOMEN FOR WOMEN





AKITAL AIMS AT SHARING HANDMADE WOMEN'S ACCESSORIES. OUR NEVER-ENDING CURIOSITY HAS TAKEN US TO DISCOVER AND LEARN FROM ARTISANS AND DESIGNERS FROM HIDDEN MAGICAL PLACES IN THE WORLD.

WE ARE SUPPORTING WOMEN TO DREAM OF BEING WHOMEVER THEY WANT TO BE.



Today

Products

☐ Order Items

Group by ∨

Starting Point: Project Raft



We are here in our **Roadmap**:





MEDIA

Free Podcast, Videos, Vlog, Blog, Newsletter



GFAVIP

Expert courses, workshops, round tables



ECOMMERCE GLADIATOR

Program taking members and converting them to gladiators



BLOG JV

Investment program for growing external traffic websites



CROSS BORDER MATCHMAKER

Online & Offline Speed business dating, round tables, and expert sharing sessions

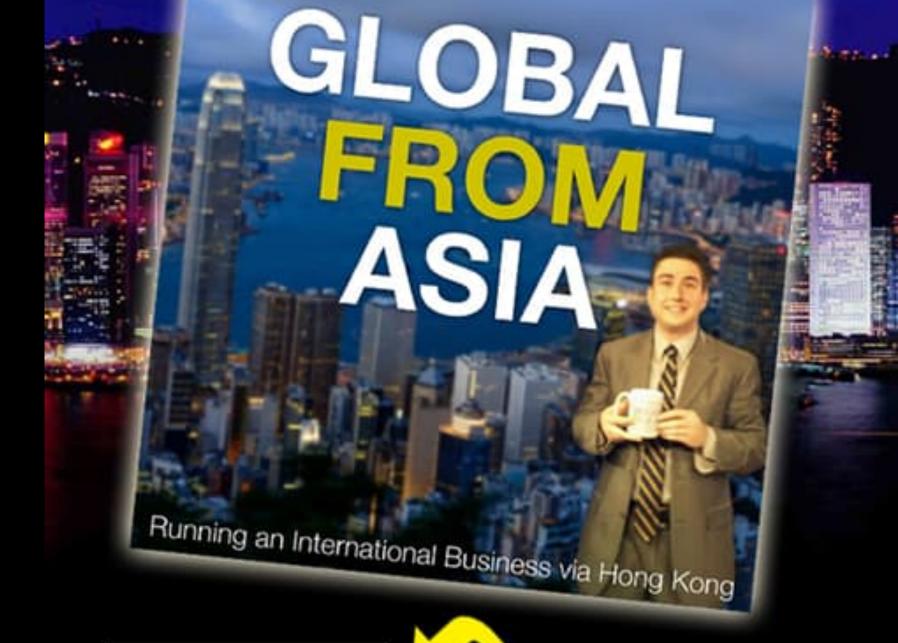


CROSS BORDER SUMMIT

Annual conference to put it all together

Free Content

- Podcast on B2B Trade
- Blogs, Videos, Webinars
- Training & Workshops





Wechat ID = mailini

Scan Me

Or on itunes



GlobalFromAsia.com/itunes5

