



HOW DROPCOMMERCE CREATED A RECURRING REVENUE STREAM FOR THIS SOAP & CANDLE BUSINESS

Supplier Case Study

 dropcommerce

Overview

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Daniel was looking to create additional sales channels for his handcrafted soap & candle business, Les Creme, but found that most of them required his time, his money, or both. By leveraging DropCommerce's dropshipping network, Daniel has created a recurring revenue stream for his business that requires little-to-no extra time or effort. This streamlined sales channel has freed up his time to continue expanding his business, all without any marketing expenses or overhead.

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Daniel's Story



Daniel Summers started off as a bit of an accidental entrepreneur. His partner was struggling with acne, and Daniel wanted to do as much as he could to help. Eventually, they discovered that they could reduce the symptoms significantly by using hand-crafted soaps and skin care products. This discovery led Daniel to realize that other people must be struggling with product-induced acne as well, so he founded Les Creme.

All of Les Creme's handcrafted soaps, lotions, candles, and skin care products are free from cruelty, animal fats, and are made with 100% high quality vegan ingredients.



The Problems

"You can put thousands into ads and your marketing campaigns and you may or may not even get your products into the consumers hands"

- Daniel

Daniel wanted to create additional sales channels for Les Creme, but he noticed:

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- Marketing can cost thousands of dollars, and results aren't guaranteed
- Individual dropshippers would email lists of order, but they would often include out-of-stock products
- This lack of inventory sync led to long back-and-forth email chains, which took up his precious time

The DropCommerce Difference

"I could tell DropCommerce was a good fit from the ease and support behind it. I could tell they really care about the makers and brands"

- Daniel



Inventory syncs
between your
store and your
merchants



Painless set-up &
integration
process



Super attentive
and responsive
support team

200

Orders since joining
(7 months ago)

36

Orders in the last 30 days

\$0.00

Marketing expenses from
these orders

Results

"Within a week I had my first DropCommerce sale. I didn't expect it to happen so quickly."

- Daniel

Testimonial

Q: What sets Dropcommerce apart?

"Definitely the ease and ability to speak to someone. Whenever I have a question or concern I can send in a message and I get a response almost immediately. When I send in an email or question to [competitor's name], it might be a couple of days before I get a response. And, by that time, it probably doesn't even matter anymore. I've already had to send out or cancel the order." - Daniel



Q:What has this success allowed you to do now that you couldn't before?

I'm at a point in our business where we have a lot of automated orders from DropCommerce and other dropshipping companies and I can focus on our financials. I can spend more money on ads, and we just hired a Facebook ad specialist.

It gave me the ability to know that I'm going to have orders coming through month after month from our dropshipping partners. " - Daniel

Q:If a friend asked you if they should use DropCommerce, what would you say?

"I would say absolutely. I would definitely recommend using DropCommerce. It's just super easy and super user-friendly. There's nothing to lose, only to gain. You'll gain customers. You won't have to worry about spending your marketing budget on getting your product to customers. It's going to pay you to put your product into people's hands.

If you're not using it, then you're leaving money on the table. " - Daniel



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Are You Ready For Your Own Success Story?

It's time to sign up for DropCommerce!

Click the button below to begin receiving orders,
revenue, and new customers today!

