

# Welcome to

US New Merchant Onboarding Deck | Jan 2020 🛛 🕖

# Uploading Products

Choose what works best for you

# Manual

Add basic product info, images, inventory, and more

CSV Make uploading quick and easy through a bulk upload





API

Utilize existing tools and

streamline product uploads

# **Payments and Commissions**

Geared towards your success



#### No monthly fees or listing costs - only a 15% commission on total price!

This commission includes credit card fee transactions, fraudulent charges, and customer service on our part, ensuring that your payment process is seamless.



Merchant gets

# Payment Tips Geared towards your success



#### **PAYMENT CARRIERS**





You will need to create an account with either of these providers, or you can use an existing account.

#### **REGULAR PAYMENT ELIGIBILITY CYCLE**

An order is eligible for payment as soon as the **tracking carrier** confirms the delivery or **5 days** after the consumer confirms the delivery.

Payments are issued twice a month.

#### PAYMENT ELIGIBILITY CYCLE TIERS

Orders are <u>eligible for faster payments</u> based on **tiers** of shipping carriers **TIER 1**: as soon as the tracking carrier confirms **Wish Express** order delivery or 45 days after order was confirmed shipped by the carrier

TIER 2: 45 days after order was confirmed shipped with a Tier 2 carrier

TIER 3: 75 days after order was confirmed shipped with a Tier 3 carrier

TIER 4: 90 days after order was confirmed shipped with a Tier 4 carrier

### Shipping Flow Getting your products to customers



New orders trigger daily email notifications. You can also view unfulfilled orders on the Merchant





You have 5 calendar days to ship for non-Wish Express orders, otherwise they are automatically refunded by Wish.



Mark your products as shipped, either manually or <u>via a CSV</u>. All products must have <u>last mile tracking</u>.





Time to door must be <14 days for non-Wish Express orders

# **Shipping Tips**

Getting your products to customers



Make sure to use <u>qualified</u> <u>shipping carriers</u> for each destination country and <u>add</u> <u>tracking numbers</u> <u>immediately</u> to orders to prevent refund issues



Adjust shipping prices manually, via CSV, or through an API, as needed for specific products and/or destination countries

#### **Qualified Shipping Carriers that Provide Delivery Confirmation**

#### View the FAQ page for the Confirmed Delivery Policy

Merchants are responsible for choosing a shipping method from these Confirmed Delivery carriers that provides delivery confirmation.

United States

Carrier 9	External Link
ABF	View

Parent SKU	Wishes	Sales 🔻 SKU	Price +	Shipping +	Invent
SKU	0	SKU1	9.95	1.95	2

#### Wish Express Interested? Check out our FAQ!

Deliver to customers within 5 business days for increased exposure

# Stage 1: Apply for Wish Express

Sign up for Wish Express and carefully read the terms and conditions

After successful enrollment , then, you can enable products for Wish Express

#### **Common Issues**

- Not having valid tracking numbers for all orders to avoid fines

- Adding a destination country for which you can't fulfill the 5 -day SLA

# Stage 2: Add Products for Wish Express

Add a Wish Express warehouse for destination countries. You can not change destination countries once it is completed.

Set shipping prices and inventory for each Wish Express warehouse. Products are only enabled via Wish Express after shipping prices are set and inventory is >0.

**Choose which products** to place in each Wish Express warehouse. You can create pooled inventory for all EU countries.

Ship completed Wish Express orders with valid tracking numbers

#### ProductBoost

Our program successfully promotes your products to customers who are most likely to buy them, with a proven track record of increasing their sales on Wish

Create a campaign and enter a name and start/end



Select products by SKU, ID, or name. (max 200/campaign)



# ProductBoost Tips

Optimizing your time and budget

Make creating campaigns quicker and easier by **using an API** or **CSV** file.

ProductBoost 2 👻	FBW Orders
Create Campaign	
Create Campaign vi	a CSV
Edit Upcoming Cam	paigns
Low Budget Campa	igns 2
Action Required Car	mpaigns

Opt-in for MaxBoost, which promotes ProductBoost listings on Wish and third-party platforms

will be ch oduct can	arged an enrollment fee o inot appear in multiple car	f \$0.00 per product when the campaign is finalized. spaigns for the same week. Any product that does will be removed upon saving	i
Total E	nrollment Fee: \$0.00		
×	Product ID O	Enter a product ID, or start typing a SKU or name to search	۹
	Keywords O		1
_	My Bid (S) O	[	1
Г	Enroll MaxBoost O	×	

For the best results, make sure to have an attractive main picture, images showing product use, and appealing and descriptive product titles.

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Roll Gift Wrapping Paper Cutte

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	03

Regularly check on your campaigns
by looking at "Campaign Status".

Campaign Status	What it means
Draft	Campaign is not active, some information required for completion.
New	New campaign has been created and it can still be edited.
Scheduled	Campaign has been submitted and will start as per scheduled time period.
On-going	Campaign is active and your products are being promoted now.
Action required	Campaign needs to be enabled or recharged.
Ended	Campaign has completed. Campaign daily performance data will be collected and campaign fees will be charged to your account.

Continue successful campaigns by <u>auto-renewing</u> <u>them</u>!

Your **settings are saved**, and the new automated campaign is generated two days before the old campaign ends.

Create a campaign						
Create a ProductBoost campaign to boost the impressions of your products in searches on Wish.						
Your maximum budget available \$365.08						
✓ Campaign basics						
Auto Renew Z Auto renew this campaign after completion						
You can set a campaign to run for up to 4 weeks. Start and end dates are in Pace Time.  To get your product in front of the right customers, it takes 28 days on average to an our algorithm on a newly boosted product. For best results, consider running a campaign for four weeks or heiving the campaign advences for a month.						
Start Date	2019-12-21 00:00 Pacific Tim	8				
End Date	2019-12-28 00:00 Pacific Tu	m				
Auto Renew	Auto renew this campaign after comp	letion Learn more				



# Fulfilled by Wish

Taking fulfillment and logistics off of your hands



With FBW, you ship your inventory to a Wish warehouse, and we take care of fulfillment (pick, pack, and ship)! All merchants are automatically enrolled in our warehouses, FBW-US-LAX and FBW-US-ORD, which ship to the US and Canada. If you are interested in also participating in Wish's FBW -EU warehouse, contact your Account Manager for how to enroll.

#### Signing Up



Submit <u>tax</u>, <u>licensing</u>, <u>and ID information</u> to your AM, who will verify and enable your FBW. If you do not have an AM, email the required documents to <u>fbw-ms@wish.com</u>. Once approved, "FBW" will be on your Merchant Dashboard.

#### Fees and Refunds



Depending on warehouse, inventory, and duration, you are charged <u>fees</u> that are deducted each billing cycle from the merchant balance. Wish is responsible for all logistics -related refunds, while merchants are responsible for the rest.

#### Products



All FBW products are automatically enrolled in Wish Express, and eligible for payment 48 hours after the marked shipped date. We recommend <u>prioritizing</u> <u>products</u> with historically high sales and allocating 20-100 units per SKU.

#### Warehouses



Under "FBW", <u>create an inbound shipping plan</u> and select "ship to warehouse" to successfully complete it. We recommend doing this no more than 6 business days after creating your plan. We also offer free storage for inventory during the first 90 days.

# Fulfilled by Store

Higher foot traffic for your store and more exposure for selected inventory

Fulfilled by Store is an expansion of our FBW program, where high -potential and/or top -selling products are placed throughout our 5,000+ partner pick -up stores.

Wish selects products from the FBW-US-LAX warehouse . 4,000+ of our partner stores are international , so we highly recommend your FBW products have <u>custom HS</u> <u>codes</u> updated in their logistics information to avoid duties and/or delays.

Selected merchants are notified on the Dashboard under **"All Products** ". Chosen products have inventory updated under **"Pending in Store"**.

Wish ships products to partner stores, taking care of the fulfillment process. There are no additional fees associated with this process, besides FBW fees.

Customer purchases item on the app and picks it up in store. The transaction shows up under **"Orders"**.



# Ready to go? Let's start selling.

Check out our Merchant FAQ for more information.



