

AMAZON AFFILIATE PRODUCT SELECTION GUIDE

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Choosing Amazon Products To Promote

The Basics

It's not a difficult task to find great products on Amazon that you can promote. But there are a few basic rules you need follow.

Rule 1: Price

Remember that you get paid a percentage commission and not a fixed fee. This means that you get more commission on more expensive products.

Logically this mean you should be promoting products with a relatively high sales price.

In practice you can promote lower priced items as well but consider how much work you are prepared to do. There is little point in taking hours to write a long and detailed review on a \$15 product.

However some low price products may bring people to your site or may get visitors to click to that lower priced product. That will take them to Amazon and you will not only get commission on that product if they buy it. But you will get commissions on most other products they buy while they are their.

Low price products should be related to the higher priced products you are selling. For instance accessories for the product. Sometimes there are current products like Christmas, Valentines day, Easter etc. Or products that have hit the news or may be trending or popular on social media.

These lower cost products may not make a lot of money directly but they can get more visitors to Amazon via your links.

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The key is though, to promote higher priced products. I would recommend at least \$200 but realistically the higher the better.

Don't feel that your site or you are not capable of selling high priced products. You and your site have only one job. Get visitors to click through to Amazon.

Amazon will do the selling. Obviously the product needs to be in demand but it is Amazons authority and reputation that will make the buyers feel confident enough to purchase products in the end.

When considering the product price you also need to consider the commission levels. These vary considerably.

Below is the current commission income for the various products

Amazon UK Site Standard Commission Income

Product Category	Standard Commission Income	Special Conditions
Amazon Fashion:		Direct Qualifying Purchases:
Clothing & Accessories, Shoes, Handbags, Wallets, Jewellery, Watches, Luggage, Amazon Fashion Women, Men and Kids Private Label	11%	Qualifying Revenues per month = less than £2,500
	12%	Qualifying Revenues per month = £2,500 or more
	1.5%	Indirect Qualifying Purchases
Handmade	10%	
Personal Care Appliances, Health and Personal Care, Stationery and Office Supplies, Baby, Grocery, Pet Products, Car & Motorbike, Beauty	7%	
Home:		Direct Qualifying Purchases:
Furniture, Home Improvement, Home, Kitchen & Dining, Patio, Lawn & Garden, Power & Hand Tools	7%	Qualifying Revenues per month = less than £40,000
	8%	Qualifying Revenues per month = £40,000 or more
	1.5%	Indirect Qualifying Purchases
Hobbies:		Direct Qualifying Purchases:
Outdoor Recreation, Toys & Games, Sports & Fitness	6%	Qualifying Revenues per month = less than £7,500
	7%	Qualifying Revenues per month = £7,500 or more
	1.5%	Indirect Qualifying Purchases
Books, Kindle eBooks, Music, Musical Instruments, DVD and Blu-Ray, Software, Beer, Wine & Spirits, Digital Video Games, Business Industrial & Scientific Products	5%	
Amazon Devices:		Direct Qualifying Purchases:
Fire TV, Kindle and Echo Devices and Accessories	4%	Qualifying Revenues per month = less than £7,500
	7%	Qualifying Revenues per month = £7,500 or more
	1.5%	Indirect Qualifying Purchases
Computer, Electronics, Video Games, Camera, Major Appliances, Digital Software	3%	
Home Entertainment, Smartphones and Mobile Phones	1%	
Prime Wardrobe Purchases, Gift Cards	0%	
All other Product Categories	3%	

A few things to note.

- 1. Home entertainment and mobile phones only give you a 1% commission. Realistically that makes it very hard to make any kind of reasonable income promoting these products. You would need a lot of website visitors to make that work.
- 2. Computers, electronics, video games and cameras get 3% commission. This is still quite low but it is a very popular product line and has very wide customer base, so can be a good choice.
- 3. Home furnishings, lawn & garden get 7% commissions.
- 4. Amazon fashion offer the best commissions of 11%. If this are is something you are knowledgable about then potentially there are some good commissions to be earned. However the product range does not offer itself to traditional review pages.

People looking for electronics etc. tend to be looking for features and function which make comparisons easy.

People looking for fashion items are much less likely to looking for comparisons. More likely looking for form and colour etc. So it takes a different approach to promoting fashion items than consumer electrical/electronic products.

Rule 2: Ratings

People are hugely influenced by the verified buyers star ratings of products.

Amazon use a 5 star rating system where buyers can select 1 to 5 stars after receiving their purchase.

A low star rating can absolute kill the sales on any product. A low star rating is likely to point to a poor quality product or a product that does not match the description.

You don't want to be promoting any low quality products. It may reflect badly back on you, if you have recommended something that turns out to be rubbish. Also, if the product is returned, then you will get no commission payment. So all round a waste of time.

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So I recommend only promoting high star rated products. I.e. 4.5 - 5 stars.



Number Of Ratings

It is also important to look at the number of rating. Generally percentage of the people who purchase will leave a start rating. So you can use that number as a rough guide to how many people have purchased it.

You can't work out the exact number but you can guestimate if one product is more popular than another similar product.

There is no hard and fast rule to this but I wouldn't bother promoting products with less than 100 reviews. I prefer the 300+.

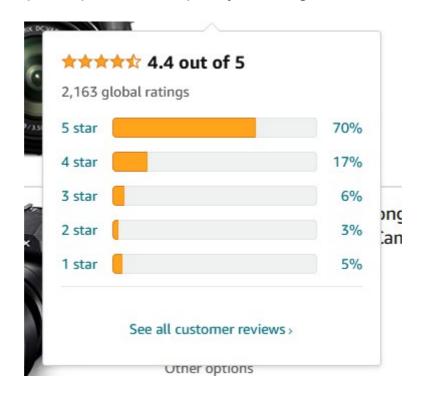
But consider that the number may be related to how long the product has been available. A product that has been around a while may have a lot more ratings than a "new to market" product.

A new to market product may actually be selling more. Especially if it is a hot

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or trending product.

Sometimes it can be good to jump on a trending product (latest Christmas craze, new release of iphone, latest video game console etc.) but generally you are safer to pick a product with plenty of ratings.



Notice in the screenshot above you can see 4.4 start rating. That shows only a 70% 5 star rating. The total of 4 and 5 star rating should be over 90%.

In the case above it doesn't quite reach the criteria as a "good product". However it has over 2000 reviews. That is likely to indicate a large amount of sales. So a very popular product.

As the number of sales is very high I would be tempted to offset the slightly low ratings with the exceptional sales record.

In a case like this you should then look closely at the reviews. More about that below.

Of course if you can find a similar product with both good rating quality and rating numbers then that should be your choice.

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Rule 3: Reviews

Written reviews by verified buyers can be very powerful. Both good and bad reviews can have a huge impact on new buyers decisions.

In practice it is very rare to get NO bad reviews on a product. There are always people that will be disappointed with their purchase. Even with a great product there will be the occasional damaged delivery, parts missing or the customer had a different expectation.

It is worth checking the bad reviews though. Often there is a consistent thread as many people have the same issues. If this is a deal breaker then maybe better to find a different product to promote.

But if it's something like "doesn't come with batteries" then you can actually address that in your review. Ensure that the potential buyer knows that batteries aren't included. That way they are unlikely to be unhappy with their purchase.

You can look at specific rated reviews by clicking on the rating bar.



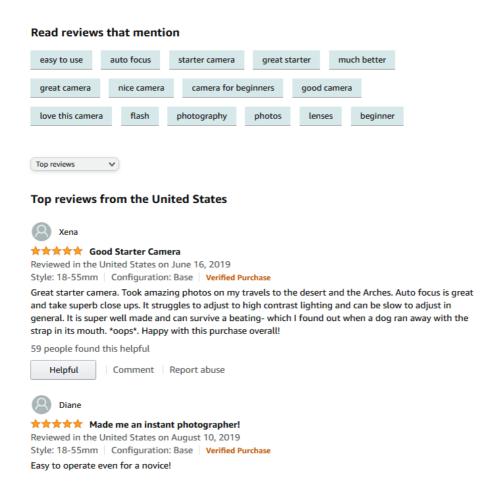
i.e. Select and view 1 star reviews. In this case I was able to see that the

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flash hot shoe now only supports Canon flash units. This is great information for your review.



You can also choose reviews that contain certain keywords. This can be useful way to find specific details about the camera.



Finally ensure that your reviews are by Verified Purchasers. You can see Verified Purchase next to each review. I find most are now verified purchase band am not 100% sure why some still aren't but Amazon feel it's important so it makes sense only to use info from Verified Purchasers.

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★★★★★ Good Starter Camera

Reviewed in the United States on June 16, 2019

Style: 18-55mm | Configuration: Base | Verified Purchase

Great starter camera. Took amazing photos on my travels to the lighting and can be slow to adjust in general. It is super well mad with this purchase overall!

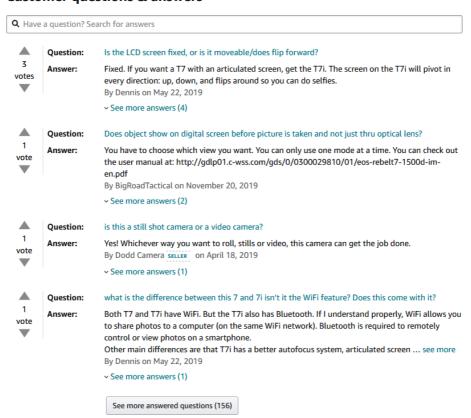
Customer questions & answers

Each product has a Customer Question & Answers section. For products that have quite a few sales there is usually a lot of information in these sections.

These are real customer questions so firstly you can use the q&a to gain additional information for your reviews and secondly it is a great way to find blog (article) post titles.

Questions are always good titles for blog posts.

Customer questions & answers



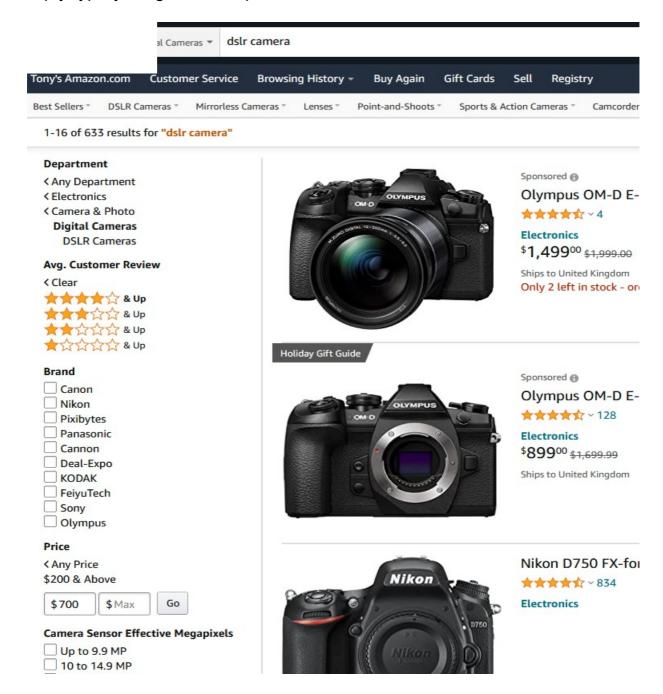
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In this case there are over 160 Q&As. A veritable cornucopia of information.

Using Amazon Search

Finding products on Amazon is fairly simple. Considering the above criteria.

Simply type your general requirement into the Amazon search bar. i.e.



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Note the filter options in the left hand column. As a basic selection choose "4 star & Up" and a minimum price i.e. \$700+.

Seller
< Clear
6ave
Premier Camera =Japan= Our
Japanese staff will send you with care.
☐ PAGING ZONE
Amazon.com
MASTERTRONICS - GLOBAL
DISTRIBUTOR OF ELECTRONICS
☐ TOKAI CAMERA SHOP FROM Japan
FREESHIPPING
world_wide_treasures_inc
Electronics Basket
☐ Camera NewLIFE Pro "FreeShipping"
☐ Willoughby's Established 1898

TIP: I would also recommend selecting Amazon.com only as the seller. This ensures that all products are delivered by Amazon even if sold by someone else. That way the entire Amazon experience is afforded to the buyer.

Not all independent sellers have the same terms, returns and after sales service so it is better to avoid anything that might put a barrier on your potential sale and buyer experience.

There will be additional filters depending on the product so you may want to use those. i.e. in the above you could choose Cannon or Nikon etc. to list only a specific manufacturer.

Icing On The Cake

Once you have selected all the above criteria a you can still find a some options that I call the icing on the cake. You won't find these every time but it's good if you can.

#1 Best Seller

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This is a category given to the top selling products in various sub departments. It includes an orange banner to that effect. This is something that will likely increase the likelihood of a sale.

Canon EOS Rebel T7 DSLR Camera with 18-55mm Lens | Built-in Wi-Fi|24.1 MP CMOS Sensor |DIGIC 4+ Image Processor and Full HD Videos

Visit the Canon Store

★★★★

604 ratings | 160 answered questions

#1 Best Seller in DSLR Cameras

Amazon's Choice

This is another category given to various products. You can see the black logo in the screenshot below.

Canon EOS Rebel T7i US 24.2 Digital SLR Camera with 3-Inch LCD, Black (1894C002)

Visit the Canon Store

★★★★

669 ratings | 377 answered questions

Amazon's Choice for "canon t7i"

Amazon Prime & Free Shipping

Amazon prime is a monthly membership that gives customers not only access to prime streaming video gives them free and one day delivery of most goods that are supplied by Amazon.com.

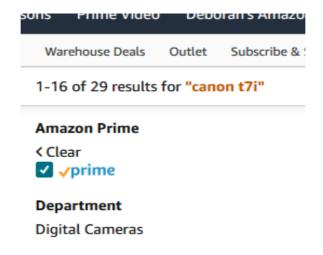
Not all products or all sellers offer either Prime options or free shipping. Even a small amount of shipping fee can put people off buying. So ensure your promoted products have free shipping and/or Amazon Prime options.

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You can filter on Free shipping and/Or Amazon Prime. The options may be different depending on country.



The screenshot above is from Amazon.com and the same screenshot below is from Amazon.co.uk.

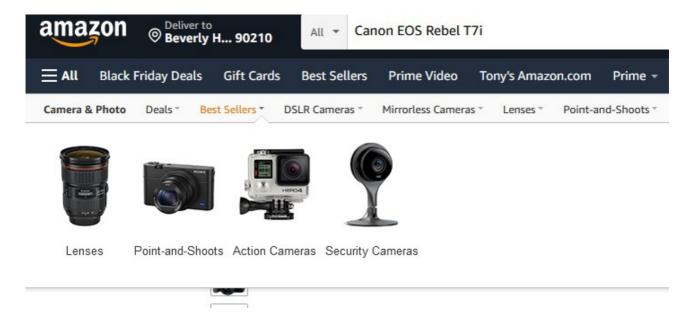


Best Sellers

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We mentioned Best Sellers earlier and in fact you can search for best sellers specifically.

When you search for and select a specific product you will see an additional menu bar appear at the top of the page.



If you hover over the Best Sellers menu item it will offer you a selection. In the above case I can see lenses. These are ideal accessories for the DSLR cameras.

There will be a lot of lenses so difficult to review or promote everyone so it makes sense to promote the best selling ones simply based on the numbers.



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You can see from the above that these items have huge rating numbers indicating a large amount of sales. They are a little lower in price than I suggested for a minimum but you can be flexible in this case as they are accessories to your main product.

Any review you do will be fairly minimal or simply be an informational page or a lens comparison page and you could even link to these blog posts from your main camera review as "recommended lenses".

Special Offers

I would highly recommend building a mailing list by putting a sign-up form on your Amazon blog. You can offer a newsletter with discount codes, special offers and daily deals etc. Most buyers like a bargain and many will sign up so you can send them some.

Making special offers or discounts is great way to encourage buyers. The reduced price is always welcome but the fear of losing the discount is probably a bigger driver.

As most discount codes and special offers are time limited this will drive people to buy now, and via your link.

The downside to this is that these offers are time limited so are much more effective when used with a mailing list.

In fact you can send almost any discount code for any product in an email. It doesn't have to be related to the original product. Most homes will share an Amazon account or email address so your offers could be going to anyone in the family.

However as long as you can minimise your time in creating posts and can find discounts on related products, it can still be very worthwhile even without a mailing list.

IMPORTANT: You are NOT allowed to send any Amazon links (including discount code links) via email. It is against their T&Cs and will get you into trouble.

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You must put the discount code links on your blog. And then direct your customers to the blog to get/use the links.

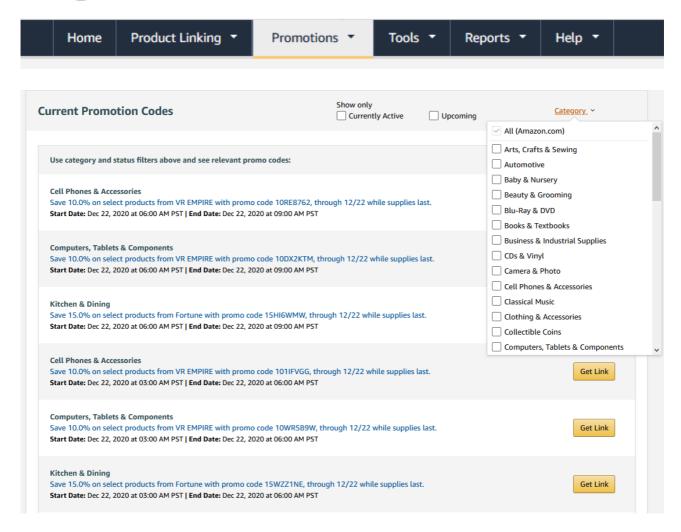
Promotion Codes

The Amazon associates site lists all current discount codes.

https://affiliate-program.amazon.com/home/promohub/promocodes

Your country may be different so just choose Promotions from the top menu.





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The coupons are just shown in one big list so will need to filter on Category to find the codes relevant to your product niche.

You can also plan ahead by looking at Upcoming codes. But DO NOT publish codes before their start dates.



Amazon Bounty Program

Amazon offer a fixed "bounty" for a lot of it's services. The payments are fairly low but are paid on free trial sign-ups.

For most the Amazon Prime membership is a good option as it includes free and one day shipping of goods as well as access to Prime Streaming Video and Free Kindle downloads and more.

Amazon prime promotion links could be added to a sidebar of your blog offering the free trial with NO credit card.

There are bounties paid on other Amazon services and if they relate to your niche then they are good options to add to your blog.

Again these work well with email promotions but remember not to send links directly by email.

You can see a full list of Bounty Programs and get the links here.

https://affiliate-program.amazon.com/home/bounties/all

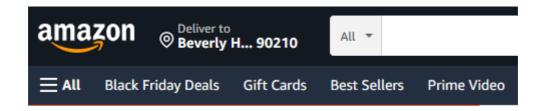
Amazon Deals

Event Deals & Daily Deals

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Amazon offer regular deal events. i.e. Black Friday. These events trigger a lot of special offers. Event deal are generally listed at the front of the top menu of the Amazon sales site.

Similar to the screenshot below.



Clicking on that link will show the deals available.

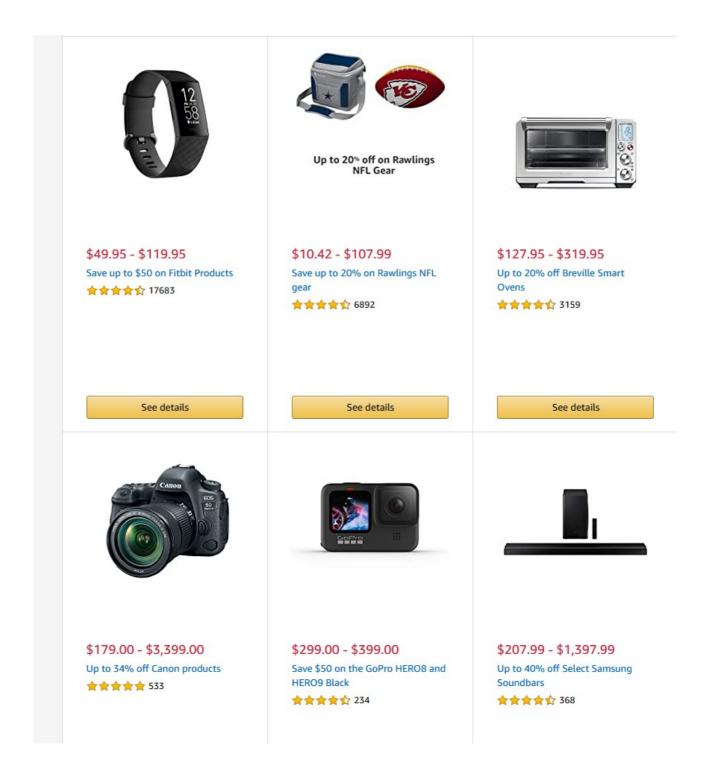


Note the left hand filter options for the various departments. You can also select "Upcoming" to see offers that are not yet active.

For Daily Deals you will see results with a range of discounts and offers similar to that shown below.



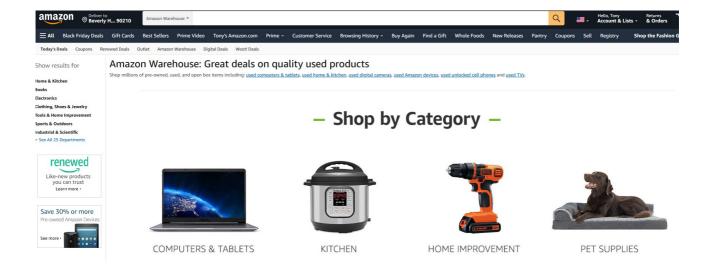
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Amazon Warehouse Deals

Amazon Warehouse is where returned and refurbished goods are sold. This can be a great place to get a bargain.

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Select Amazon Warehouse from the Categories list at the front of the search bar. Hit return to get a list of categories.

Then browse or search as normal.

If you want to sell from Amazon Warehouse I highly recommend you set up a separate "Quality Used Products" category on your website.

You could add used versions of the products you have reviewed or promoted. The price reduction may be very tempting for some buyers.

Amazon describe this in the following way.

Amazon Warehouse Deals is a part of **Amazon**.com that specializes in offering deep discounts on returned, **warehouse**-damaged, used, or refurbished products that are in good condition but do not meet **Amazon**.com's rigorous standards as "new." They also offer products in new and open-box condition.

Each product has a listed condition.

1. Renewed

Renewed items have been inspected and tested by Amazon, and work and look like new. These products may come repackaged but will include all accessories. These products come with the "Amazon Renewed Guarantee," which offers buyers a replacement or refund within 90 days of purchase if the

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product doesn't work as expected.

2. Used – Like New

A "like new" item sold on Amazon Warehouse is in perfect condition; however, due to the condition of the packaging, it does not meet Amazon.com standards for "new" products. Returned items with minor packaging defects are classified as "Used-Like New."

3. Used - Very Good

If an item has cosmetic damage or blemishes, shows slight signs of use, has minor accessories missing, or the packaging has been replaced to better protect the item, Amazon will assign the condition of "very good."

4. Used - Good

If an item has large cosmetic damage or blemishes and/or missing accessories, Amazon will assign the condition of "good." It's possible the packaging has been replaced to better protect the item.

5. Used – Acceptable

If an item shows signs of wear including scratches, dents, and other aesthetic problems, we will assign the condition of "acceptable." It's possible the packaging has been replaced to better protect the item, manuals may be missing, and the item may contain third-party attachments.



Here is the Amazon Warehouse listing for the example above



Panasonic LUMIX FZ80 4K Digital Camera, 18.1 Megapixel Video Camera, 60X Zoom DC VARIO 20-1200mm Lens, F2.8-5.9 Aperture, Power O.I.S. Stabilization, Touch Enabled 3-Inch LCD, Wi-Fi, DC-...

★★★☆ × 2,165 **Electronics** Other options Used from \$247.32 And here is the original new product listing. Actually in this case the item is also on special offer but the used option is still \$50 cheaper than the discounted price.



Panasonic LUMIX FZ80 4K Digital Camera, 18.1 Megapixel Video Camera, 60X Zoom DC VARIO 20-1200mm Lens, F2.8-5.9 Aperture, Power O.I.S. Stabilization, Touch Enabled 3-Inch LCD, Wi-Fi, DC-...

★★★★☆ ~ 2,165

25% off Limited time deal

\$297⁹⁹ \$399.00

Get it as soon as **Sun, Nov 22** FREE Shipping by Amazon

Other options

New and used from \$247.32

Conclusion

Hopefully that has given you some insight into the practicality of finding great products to promote and the criteria to use when selection them.

In short.

Sell higher priced products generally.

Sell lower priced items to bring people to the web site or direct them to Amazon.

Lower priced items as accessories to higher priced product.

Ensure highly star rated 4.5+ stars

Ensure high rating numbers (number of products sold)

Check reviews for issues and info for reviews

Check Customer Questions & Answers.

Use discount codes and offers to email and encourage buyers back to your website and Amazon.

Don't put Amazon promotion links in emails.

Don't attempt to cloak or shrink links

Promote Bounty Services

Use Amazon Warehouse for Offers and Used alternatives.