

FREE DOWNLOAD · 2026 EDITION

Yiwu Agent Verification Checklist

12 questions to ask before you send your money to any Yiwu sourcing agent. Takes 5 minutes. Eliminates 90% of bad actors.

HOW TO USE THIS CHECKLIST

- 1 Send these 12 questions to any Yiwu agent you're considering
- 2 For each item: if the answer checks out, mark ✓; if not, mark ✗
- 3 Add up your ✓ marks — the total is your score out of 12
- 4 Score 9 or above = safe to proceed. Below 7 = walk away.

90%

of Yiwu "agents" are unverified freelancers with no office, no warehouse, and no accountability. Don't wire money before you verify.

The 12-Point Checklist

Print this page and tick each box as you verify your agent.

● 6 RED FLAGS — WALK AWAY IF ANY CHECK FAILS

- 1. Do you have a physical office in Yiwu?**
Ask for the address. Request a live video walkthrough — not a photo.
- 2. Can we do a live video call right now?**
If they refuse or make excuses ("bad internet", "company policy") — red flag.
- 3. Can you provide your business license?**
Get the 18-digit Unified Social Credit Code. Verify at gsxt.gov.cn.
- 4. Is your commission between 1% and 10%?**
Below 1% = they take supplier kickbacks. Above 10% = overpriced. Ask: "Do you accept kickbacks?"
- 5. Can you provide 2-3 client references I can contact?**
Verifiable names + companies + emails. "Confidentiality" is not an answer.
- 6. Can you show me a sample QC inspection report?**
Should include: date, inspector, sample size, defect count, photos, pass/fail.

● 6 TRUST SIGNALS — A PROFESSIONAL AGENT SHOULD HAVE ALL

- 7. Have you been operating in Yiwu for 5+ years?**
Check for dated blog posts, LinkedIn history, trade show records.
- 8. Does your team speak Chinese AND my language?**
95% of Yiwu suppliers speak only Chinese. English-only is not enough.
- 9. Do you have your own warehouse for consolidation?**
Ask for square footage, free storage days, and loading videos.
- 10. Is your pricing transparent and provided in writing?**
Commission %, product cost, inland charges, shipping — all broken down before you pay.
- 11. Do you have a public reputation? (blog, trade shows, etc.)**
Active blog, Canton Fair / Yiwu Fair participation, LinkedIn presence.
- 12. Do you use formal written contracts?**
Scope of work, payment milestones, quality standards, dispute resolution — all in writing.

Your Score: _____ / 12

What Your Score Means

Count your ✓ marks from page 2 and find your verdict below.

SCORE	VERDICT	ACTION
11–12	[PASS] Excellent — Verified and trustworthy.	Proceed
9–10	[PASS] Good — Minor gaps. Get written confirmation on missing points.	Proceed
7–8	[CAUTION] Borderline — Significant concerns. Start with a small trial order only.	Caution
5–6	[RISK] Risky — Likely a freelancer or under-resourced operation.	Stop
Below 5	[STOP] Walk Away — Not a professional operation. Do not send money.	Stop

HOW TOPTRADE SCORES: 12 / 12

#	CHECK	✓	EVIDENCE
1	Physical office	✓	1,200m ² showroom, J11 Shangcheng Ave, Yiwu
2	Live video call	✓	3,000+ annual client visits; video tours daily
3	Business license	✓	Sellers Union Group subsidiary, est. 1997
4	Fair commission	✓	1%–3%, strict no-kickback policy
5	Client references	✓	10,000+ clients, 86 countries, 80% repeat rate
6	QC process	✓	Two-stage inspection, 80+ QC specialists
7	5+ years	✓	29 years (since 1997)
8	Multi-language	✓	English, Spanish, French, Arabic, Chinese
9	Warehouse	✓	1,200m ² , 30-day free storage, loading videos
10	Transparent pricing	✓	Full cost breakdown before payment
11	Industry presence	✓	Blog, Canton Fair, Yiwu Fair, 80+ designers
12	Formal contracts	✓	T/T, L/C, D/P, O/A; credit terms available

Ready to Work With a 12/12 Verified Agent?

Speak with a real person in a real office. We'll show you around on video before you commit a single dollar.

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