小满云课堂

小满云课堂 第285期

新手也能立马上手的客户背调实操技巧

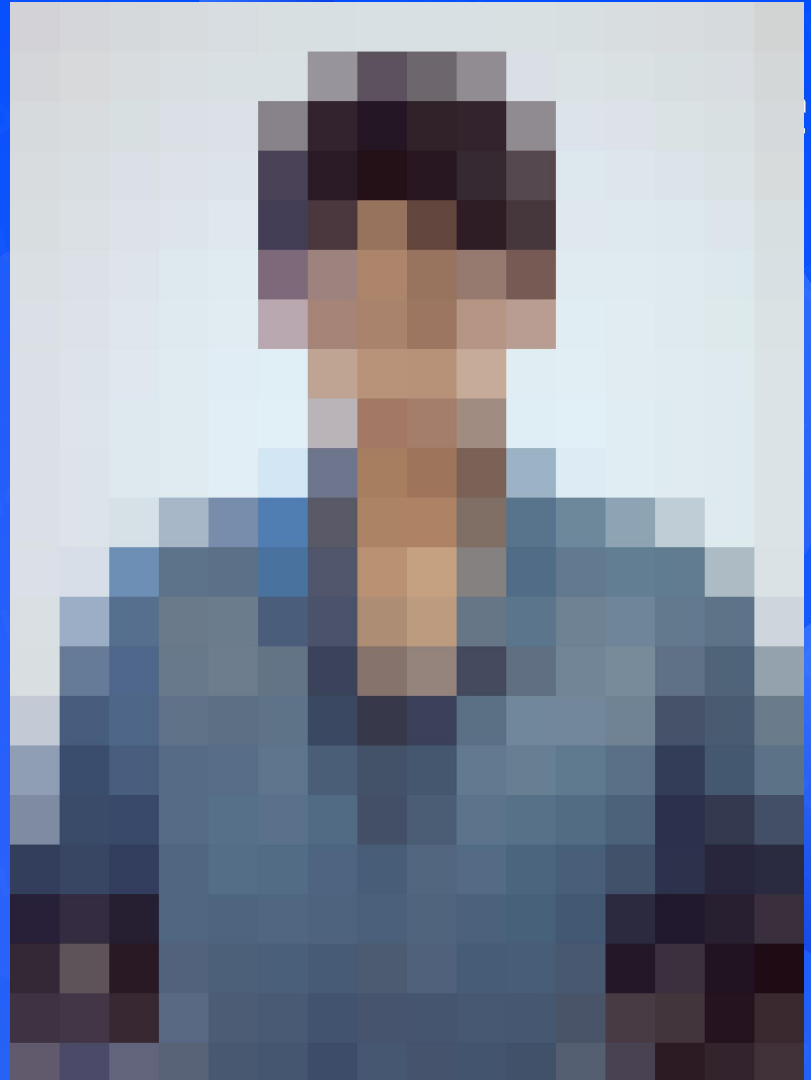
Teco

2025.6.17

Teco

- 软件开发+产品经理4年经验。
- 外贸B2B业务12年经验（工业类产品，电子消费品，美容护理，母婴产品）。
- 擅长从0到1主动搜索开发客户，销售转化的SOP流程化梳理。
- 带领海外销售团队成功开发不同行业全球Top 10的客户（如：Technicolor，Sagemcom，SFR，ASCOM，Microlise等）。
- 专注于：供应链（模具，注塑，组装），产品开发，销售增长。

「网络是真实的吗？」



「客户应该如何跟进？」

小满云课堂

1. 法国本土品牌，采购量满足MOQ，T/T，定金10%。

2. 南美批发商，每次3-4个高柜，要求货到港口后付款。

3. 亚马逊大卖，月销量稳定，要求工厂备库存，按需出货。

4. 德国零售商，采购刚入职3个月，正在开发新产品。

5. 美国品牌商，采购在职5年，产品销量和品质稳定。

「背景调查的核心思路」

小满云课堂

1. **公司规模**：判断是否是中小企业还是大型机构，采购决策链是怎样的？

2. **产品结构**：他们销售什么？是否与你产品匹配？有没有二线品牌或新线计划？

3. **市场定位**：客户是走高端、性价比，还是专业服务型？决定你的报价策略。

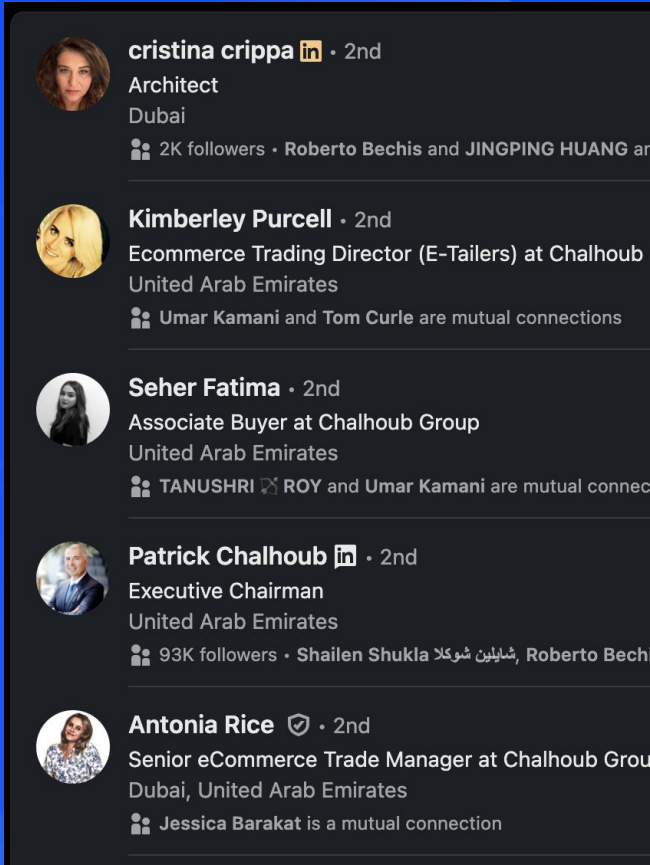
4. **渠道布局**：客户主要销售在哪？是Amazon、独立站、线下连锁，还是分销代理？

5. **团队结构与负责人**：关键决策人是谁？是采购还是创始人？

「背景调查的核心思路」

小满云课堂

- **Owner/Founder**：关注利润、爆品、灵活合作
- **产品经理 / 产品开发负责人**：市场趋势、创新点、差异化设计
- **商务负责人**：供应商是否靠谱，有没有服务意识
- **品牌营销经理**：产品是否有助于品牌形象建立和传播
- **采购经理/主管**：关注产品匹配、交期、风险控制
- **电商运营负责人**：关注是否能打爆、有素材、售后简单
- **项目负责人**：关注认证、服务支持、履约能力



「公司的背景调查」

小满云课堂

客户属性

- 所在行业：美容，3C，户外，运动
- 贸易类型：进口商，经销商，批发商，零售商
- 销售区域：西欧，北美，南美，东南亚，中东
- 企业规模：员工人数，年销售额……
- 知名度：X线品牌，行业TOP X……
- 年采购量：数量，金额，频率

客户行为

- 销售模式：线上零售，线下零售，线下批发……
- 终端客户购买方式：全款，帐期……
- 开发新供应商的方式：展会，B2B网站，Google搜索……

客户态度

- 认知模式：关注功能，关注价格，关注质量
- 动机：更换供应商，开发新产品，寻找备胎

「背景调查的渠道」

客户背景调查

- Google
  - Google购物
  - Google街景
  - Google地图
- Secretary of Governor
  - 公司经营状态
  - 注册时间
  - 注册地址
  - 缴税/年报
- Semrush / Similar Web
  - 网站排名
  - 网站访问量
  - 流量来源
  - 竞争对手
- 信息网站
  - Owler
    - 通过公司名或网址来查询公司竞争关系
  - Open Corporates
    - 全球最大的公司信息库
  - WayBack Machine
    - 公司发展
    - 产品线更新
  - THOMAS
    - 美国最大最全的企业信息库
  - Endole
    - 英国公司信息库
- "走出去"公共服务平台
  - 政治环境
  - 经济表现
  - 法规政策
  - 市场环境
- Annual Report
  - 规模
  - 销售额
  - 品牌
  - 规划
- Whois
  - 联系方式
  - 母公司
- 海关数据
  - 历年交易额
  - 公司信息
  - 联系人
  - 采购产品
  - 月度采购量
  - 供应商区域分布
  - 竞争对手分析
- 官方网站
  - Products / Solutions
  - Industries
  - About Us
  - News & Events
  - 其他
    - Store Locations
    - Distributors
- 社交媒体
  - Facebook/Linkedin
    - Profile
    - Company Size
    - Founded
  - Linkedin - Personal
    - Experience
    - Skills
    - Interest
  - Instagram
    - Products
  - Youtube
    - Products
    - Case

「Whois」

小满云课堂

https://whois.domaintools.com/

- Whois
  - 联系方式
  - 母公司

beautyimageusa.com 查询 查询记录

域名 beautyimageusa.com 的信息 求购此域名 以下信息更新时间：2022-06-08 01:49:57 立即更新 获取API

域名	beautyimageusa.com [whois 反查] 申请删除隐私 其他常用域名后缀查询： cn com cc net org
注册商	Wild West Domains, LLC
联系电话	******42505 [whois反查]
更新时间	2022年03月18日
创建时间	2013年03月14日
过期时间	2024年03月14日
公司	CEM AMERICA INC
域名服务器	whois.wildwestdomains.com
DNS	NS27.DOMAINCONTROL.COM NS28.DOMAINCONTROL.COM
状态	注册商设置禁止转移(client Transfer Prohibited) 注册商设置禁止修改(client Update Prohibited) 注册商设置禁止续费(client Renew Prohibited) 注册商设置禁止删除(client Delete Prohibited)

网站的信息

标题（Title）

Soft Body Waxes, Hard Body Waxes, Waxing Accessories - Beauty Image

关键词（KeyWords）

soft body waxes hard body waxes waxing accessories

描述（Description）

Soft Body Waxes by Beauty Image is a leader world company in Hard Body Waxes and Waxing Accessories. Expert in pre-post waxing, chocoteraphy and more.

相关查询

过期域名查询 域名删除时间查询 PR查询 IP地址查询 网站收录查询 Alexa排名查询 友情链接检测 SEO综合查询 网站权重查询

「智能贸易数据」

小满云课堂

- 海关数据
  - 历年交易额
  - 公司信息
  - 联系人
  - 采购产品
  - 月度采购量
  - 供应商区域分布
  - 竞争对手分析

「智能贸易数据 | 采购数据」

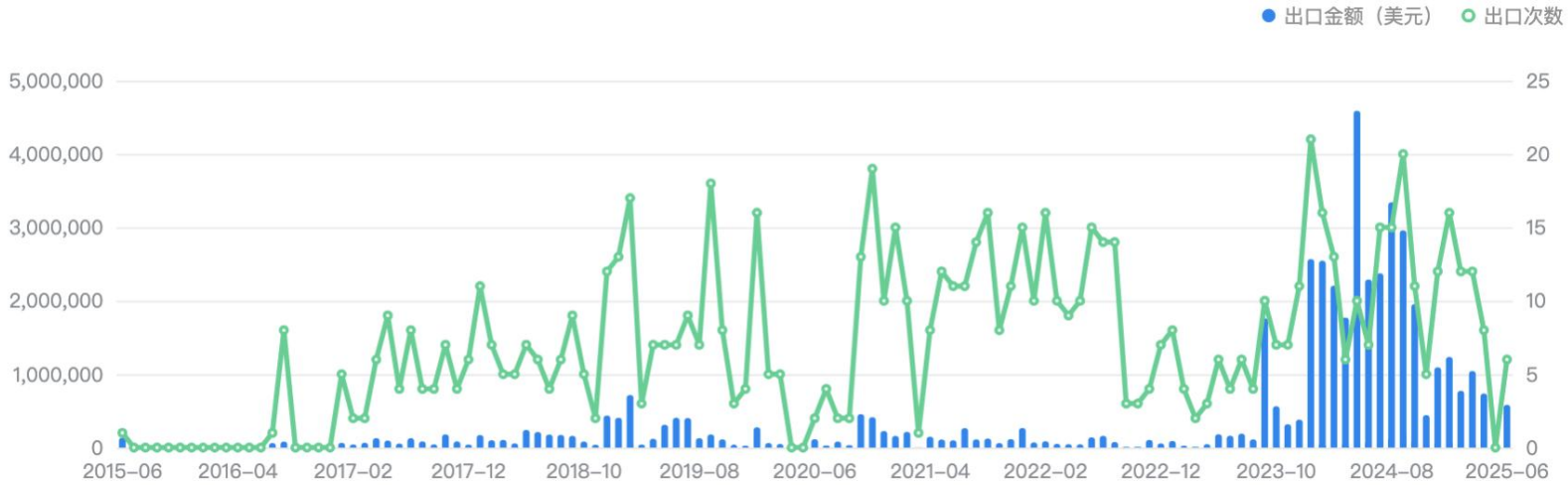
小满云课堂

作为采购商　作为供应商

进口产品词云

出口趋势

全部



「智能贸易数据 | 客户联系人」

小满云课堂

Fashion Nova

联系人(183) 贸易数据(15766) 社媒主

请输入关键词 快速

联系人
Joe Forney
Vilma Ansaldo
Brandy Reugebrink
Richard Lopez
Omar Zepeda

Fashion Nova

背调技巧

联系人(183) 贸易数据(15766) 社媒主页(6) 参展信息(2) 相似公司(10)

请输入关键词 快速筛选职位 手动触达 一键营销

联系人	职位	邮箱	电话
Daniel Pryor	Operations Supervisor	daniel.pryor@fashionnova.com	
Ulylisa Maldonado	Fashion Nova	ulylisa@fashionnova.com	
Jeanette Quezada	Fashion Nova	j.quezada@fashionnova.com	
Gary Schoenfeld	Chief Operations Officer	gary.schoenfeld@fashionnova.com	
Daniel Avalos	Supervisor	avalosdaniel140@yahoo.com daniel.avalos@fashionnova.com	+15623328641

「智能贸易数据 | 供应商」

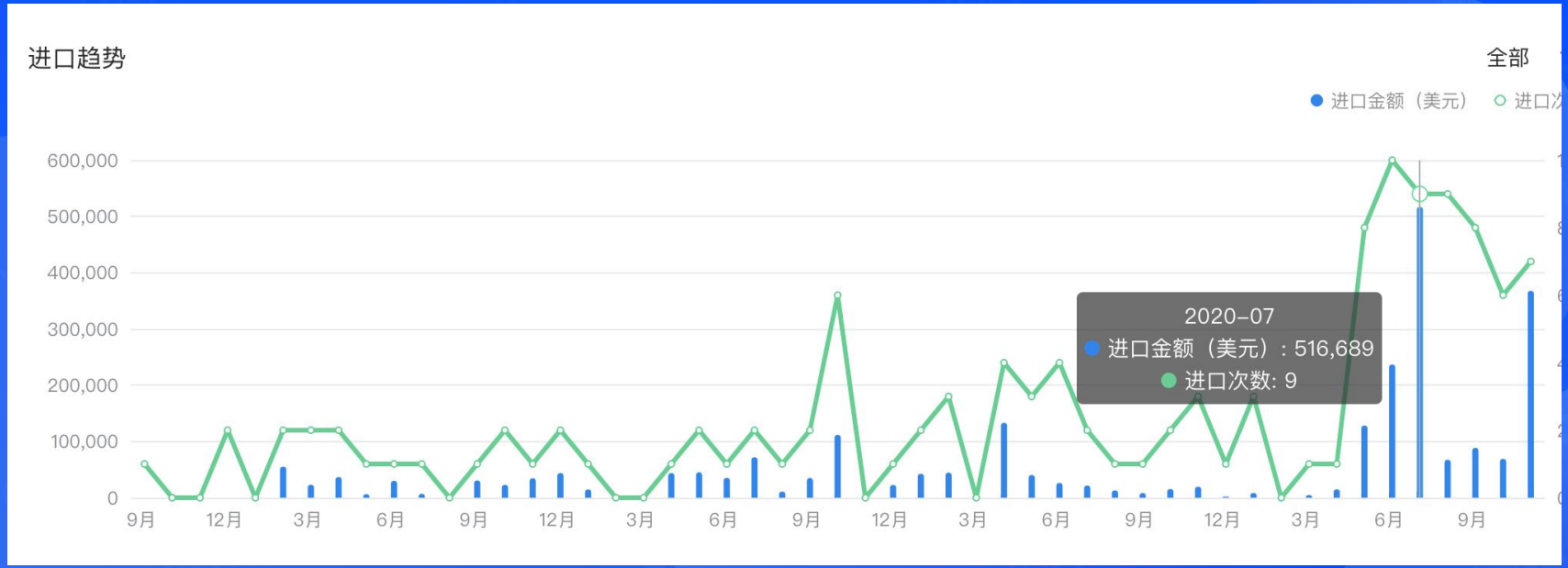
小满云课堂

为你找到 10000+ 条数据

日期	贸易产品信息	HS编码	采购商	供应商
2025-06-05	GIRLS DRESS	620442	FASHION NOVA 美国 有联系人	ZHANGJIAGANG TROPICAL GARMENT ... 中国大陆
2025-06-05	LADIES SHIRT	611011	FASHION NOVA 美国 有联系人	ZHANGJIAGANG TROPICAL GARMENT ... 中国大陆
2025-06-05	PANTS DRESS JACKET	620423	FASHION NOVA 美国 有联系人	WUXUE CHUANGFAN TRADING 中国大陆
2025-06-02	LADIES MESH COVER UP SKIRT LADIES SLIP LAD IES PANTY LADIES COTTON...	611011	FASHION NOVA 美国 有联系人	PDS TRADING SHANGHAI 中国大陆
2025-06-02	LADIES CLOTHES 159CTNS 8PLTS PO 797164 80183 6 810016 792003 80393...	611011	FASHION NOVA 美国 有联系人	4FASHIONS GUANGZHOU 中国大陆
2025-05-30	TOP SKIRT PANT LEGGING TEE BODYSUIT DRESS TANK ROMPER SHORT BANDEAU	611430	FASHION NOVA 美国 有联系人	KISOO K TRADING 韩国
2025-05-28	JACKET PANTS	401590	FASHION NOVA 美国 有联系人	GUCHENG COUNTY XINBIN TRADING 中国大陆

「智能贸易数据」

小满云课堂



分析客户采购周期波动（如突增东南亚采购 → 供应链转移焦虑）

识别供应商替换规律（如每年Q3更换供应商 → 质量/交期问题）

识别供应商新增规律（如每年Q1新增供应商 → 开拓新市场）

「官方网站」

小满云课堂

- 官方网站
  - Products / Solutions
  - Industries
  - About Us
  - News & Events
  - 其他
    - Store Locations
    - Distributors

FOLLOW US

COMPANY INFO	CUSTOMER CARE	QUICK LINKS
About Us	Track My Order	My Account
Careers	Need Help?	Size Guide
Wanna Collab?	Returns	Store Locations
FN Cares	Shipping	Gift Cards
Promo T&Cs	Contact Us	Get 30% Off
Press		Reviews

Lycon cosmetics|australia

info@lycon.com.au
+61 7 3004 6200

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CONTACT
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小满云课堂

FASHIONNOVA WOMEN CURVE MEN KIDS BEAUTY

Search

New In | Most Wanted | Trending | Essentials | Clothing | Sale | Dresses | Jeans | Sets | Shoes | Jumpsuits & Rompers | Graphics | Tops | Bottoms | Lingerie | Swim | Active

Shop All Most Wanted

Shop All Best Sellers

Shop Influencer Looks

Last Chance

BY CATEGORY

Most Wanted Dresses

Most Wanted Jeans

Most Wanted Matching Sets

Most Wanted Shoes

Most Wanted Jumpsuits & Rompers

Most Wanted Graphics

Most Wanted Tops

Most Wanted Lingerie

Most Wanted Swim

Most Wanted Accessories

TRENDING

Shop Instagram 📸

Nova Resort/Vacation

Red Carpet

The Wedding Shop

HBIC / Office Babe

Nova Naked

Snatched

NOVA ESSENTIALS

Shop All Essentials

Shop New In Essentials

Tops at $4

Shorts at $6

Dresses at $8

Rompers at $8

Jumpsuits at $10

Shoes at $10

Pants at $12

Jeans at $14

Shop Most Wanted Dresses

「官方网站」

小满云课堂

1,525 items

Sort by Featured

Size

5	5.5
6	6.5
7	7.5

+ View More

Colors

Black, Blue, White, Pink, Brown, Red, Yellow, Green, Gray, Purple, Orange, Gold

My First Choice Heeled Sandals - Neon Orange

$23.99 ~~$34.99~~

Bring On The Summer Heat! Up To 80% Off Sitewide!

Witness This Greatness Heels - Orange

$20.99 ~~$29.99~~

Bring On The Summer Heat! Up To 80% Off Sitewide!

Martini Please Wrap Up Heels - Orange

$27.99 ~~$34.99~~

Bring On The Summer Heat! Up To 80% Off Sitewide!

South Bay Wrap Up Wedges - Orange

$31.99 ~~$39.99~~

Bring On The Summer Heat! Up To 80% Off Sitewide!

「官方网站」

小满云课堂

"UNAPOLOGETICAL
FOR

"OTHER BRANDS WORK HARD, BUT **FASHION NOVA WORKS THE HARDEST...**"

THE FASHION NOVA STORY

Founded in 2006, Fashion Nova has been privately owned and operated by CEO Richard Saghian. With a keen eye, Saghian was able to identify a missing part of the women's apparel market by bringing sexy clubwear and jeans for women to the forefront of the affordable fashion industry. Saghian said, "We've revolutionized fashion by making our customers part of the conversation from concept to delivery. We stay ahead of the fashion curve and the competition by engaging with our community every day to ensure we deliver what they need as fast as possible." He pioneered using Instagram as a platform to connect and relate to customers in a way that had never been done before. Through these first accomplishments, the success of Fashion Nova was born. Fashion Nova opened its first location in Panorama City, and the company has grown to include 5 stores across Southern California.

In 2013, Saghian launched the brand's online store, which has become its major identifiable presence and primary source for shoppers worldwide. Collections have and still cater to a diverse range of body types, many of which are ignored by

「官方网站」

小满云课堂

New In | Most Wanted | Trending | Essentials | Clothing | Sale | Dresses | Jeans | Sets | Shoes | Jumpsuits & Rompers | Graphics | Tops | Bottoms | Ling

Home > Locations - Fashion Nova Stores

LOCATIONS

Visit us at any of our Store Locations:

WESTFIELD TOPANGA (WOMENS)

6600 Topanga Canyon Blvd SUITE 2012

Los Angeles, CA 91303

(323) 628-7368

MONTEBELLO TOWNCENTER

1811 Montebello Town Center Dr

Montebello, CA 90640

(323) 888-1071

PANORAMA MALL

8401 Van Nuys Blvd

Panorama City, CA 91402

(818) 891-3400

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小满云课堂

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LYCON PRECISION WAXING
- THE BEST SINCE 1978 -

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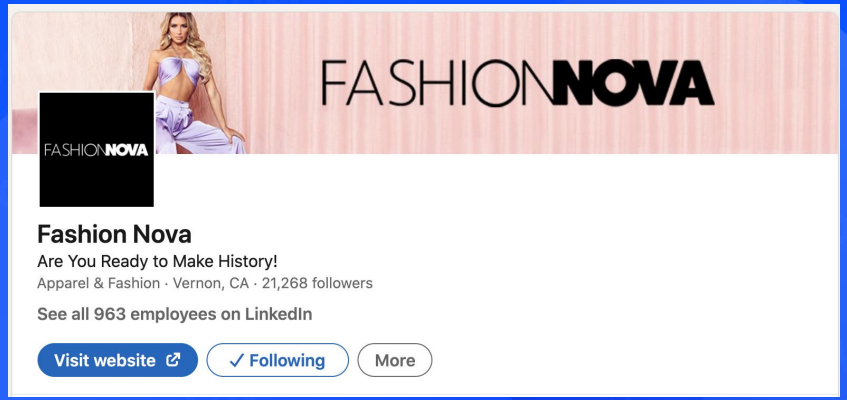
HOME ABOUT PRODUCTS DISTRIBUTORS NEWS CONTACT US

Country	Company Name	Phone Number	Email Address	Website
Anguilla	LYCON Caribbean		info@lycontt.com	lycontt.com
Antigua & Barbuda	LYCON Caribbean		info@lycontt.com	lycontt.com
Austria	Sophia Beauty GmbH	+49 211 5421 0770	kundenservice@lycon-germany.de	lycon-germany.de
Bahamas	LYCON Caribbean		info@lycontt.com	lycontt.com
Bahrain	The Pure Beauty Co	+971 4 341 0204	info@thepurebeautyco.ae	thepurebeautyco.ae
Barbados	LYCON Caribbean		info@lycontt.com	lycontt.com
Belarus	GLOBAL BUSINESS LTD	+375 172 271 524	gbbelarus@gmail.com	
Belgium	Smooth & Co	+31 33 2600100	info@smoothandco.nl	smoothandco.nl

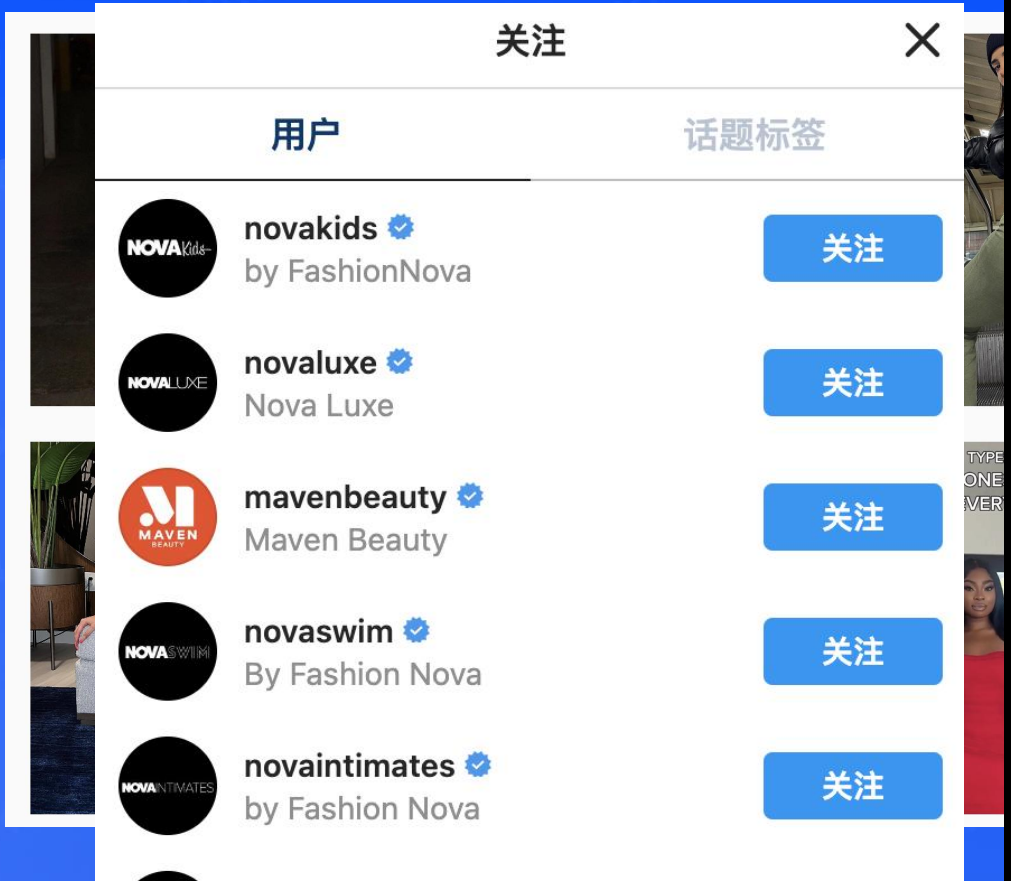
「社交媒体 | 公司账号」

小满云课堂

- 社交媒体
  - Linkedin
    - Profile
    - Company Size
    - Founded
  - Instagram
    - Products
  - Youtube
    - Products
    - Case



「社交媒体 | 公司账号」


关注
用户
话题标签
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关注
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Nova Luxe
关注
mavenbeauty
Maven Beauty
关注
novaswim
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关注
novaintimates
by Fashion Nova
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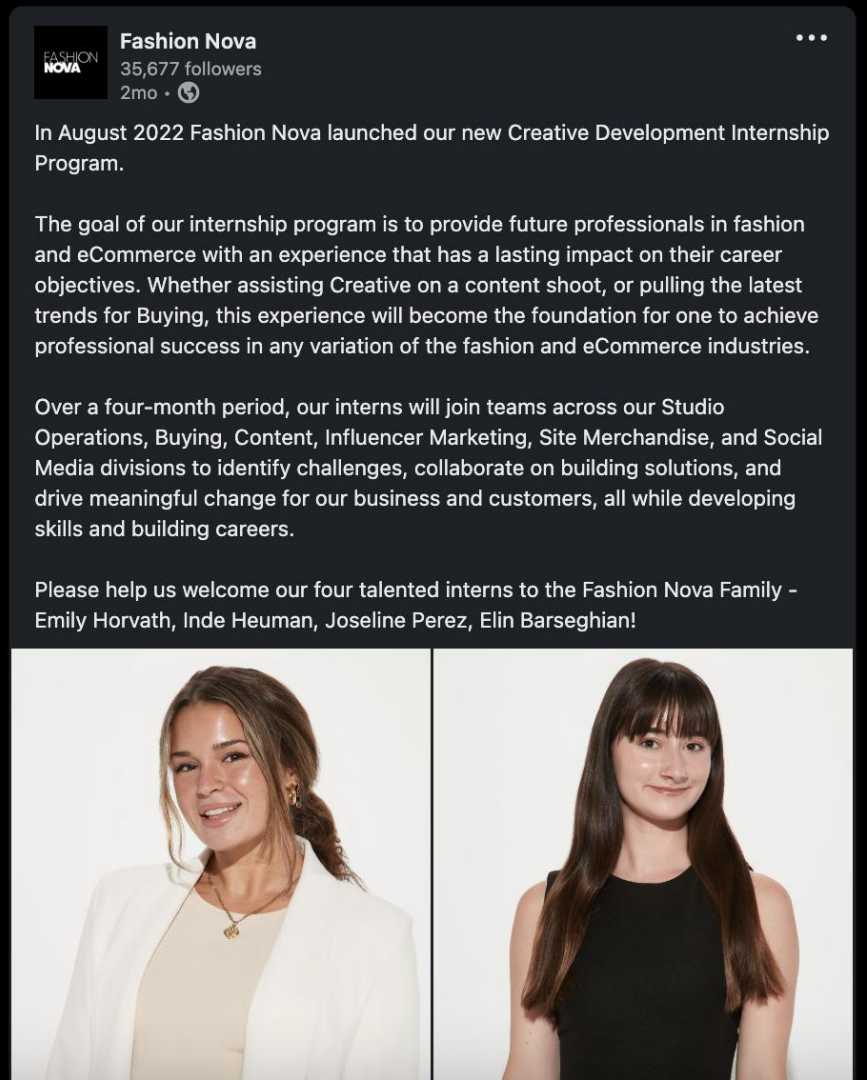
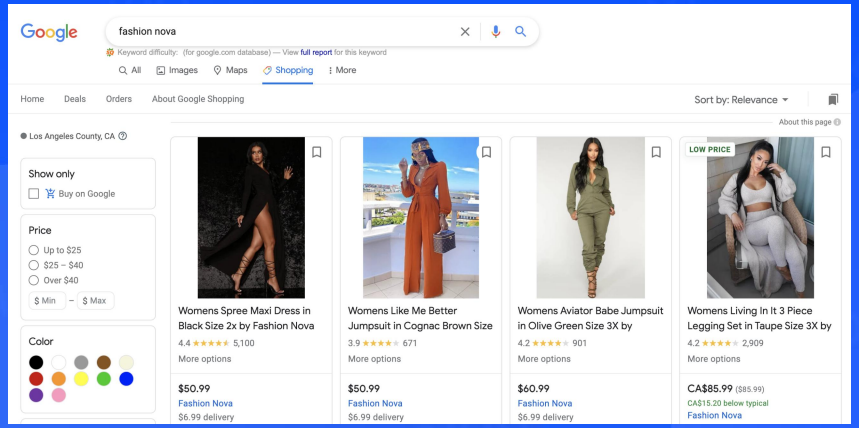
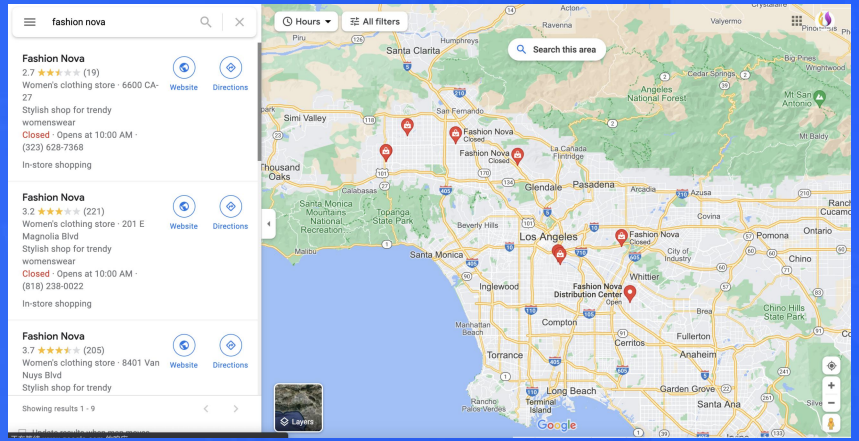

Fashion Nova
35,677 followers
2mo •
In August 2022 Fashion Nova launched our new Creative Development Internship Program.
The goal of our internship program is to provide future professionals in fashion and eCommerce with an experience that has a lasting impact on their career objectives. Whether assisting Creative on a content shoot, or pulling the latest trends for Buying, this experience will become the foundation for one to achieve professional success in any variation of the fashion and eCommerce industries.
Over a four-month period, our interns will join teams across our Studio Operations, Buying, Content, Influencer Marketing, Site Merchandise, and Social Media divisions to identify challenges, collaborate on building solutions, and drive meaningful change for our business and customers, all while developing skills and building careers.
Please help us welcome our four talented interns to the Fashion Nova Family - Emily Horvath, Inde Heuman, Joseline Perez, Elin Barseghian!

「Google」

小满云课堂





Google购物

Google街景

Google地图

Google

「Google Shopping」

小满云课堂

Google

fashion nova

Keyword difficulty: (for google.com database) — View full report for this keyword

All | Images | Maps | Shopping | More

View in Google Trends

Home | Orders | About Google Shopping

Sort by: Relevance

About these results

Los Angeles CA, CA

Show only

- [ ] On sale

Price

- Up to $7
- $7 – $10
- $10 – $20
- $20 – $40
- Over $40

$ Min – $ Max

Color

More

Womens More Time To Shine Mini Dress in Silver by Fashion Nova

4.1 ★★★★☆ 273

$58.99

Fashion Nova

Delivery by Wed, Jun 15

Trusted store · 4.4/5 ★ (87.4K)

Womens Work of Art Maxi Dress Combo in Red by Fashion Nova

4.6 ★★★★½ 1,819

More size options

$23.99

Fashion Nova

Delivery by Wed, Jun 15

Trusted store · 4.4/5 ★ (87.4K)

Womens Like Me Better Jumpsuit in Cognac Brown by Fashion

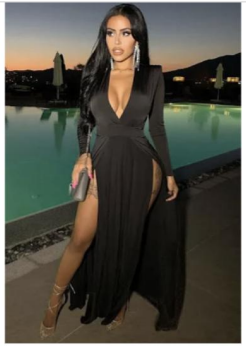
3.9 ★★★★☆ 670

$30.99

Fashion Nova

Delivery by Wed, Jun 15

Trusted store · 4.4/5 ★ (87.4K)



Womens Spree Maxi Dress in Black by Fashion Nova

4.4 ★★★★½ 4,198

More size options

$34.99

Fashion Nova

Delivery by Wed, Jun 15

Trusted store · 4.4/5 ★ (87.4K)

「Google Shopping」

小满云课堂

Google Shopping

fashion nova

Reviews

4.1

273 reviews

5 star
4 star
3 star
2 star
1 star

Search reviews | Attractive (14) | Craftsmanship (13) | Uncomfortable (4) | Ease of putting on/taking off (1) | Weight (1)

Great Potential, but flawed

December 30, 2021

The material is of a lesser quality than it photographs. It also is more colorful (less silver) in person. The sleeveless side of the dress was a bit loose & did not have enough fabric to properly cover my body with any movement. (I am an A cup for reference) The rest of the dress fit fine. I'm going to try to add a clear strap to the sleeveless side to see if I can salvage it. Overall, it has great potential, but the tiny flaws make it unwearable as-is.

Paige J. · Review provided by fashionnova.com

All reviews

Compare buying options

「Google Map」

小满云课堂

fashion nova

Menu

Fashion Nova
2.6 ★★☆☆☆ (27)
Women's clothing store · 6600 CA-27
Stylish shop for trendy womenswear
Open · Closes 8PM · (323) 628-7368
In-store shopping
Website Directions

Fashion Nova
3.2 ★★★☆☆ (231)
Women's clothing store · 201 E Magnolia Blvd
Stylish shop for trendy womenswear
Open · Closes 9PM · (818) 238-0022
In-store shopping · In-store pickup
Website Directions

Fashion Nova
3.7 ★★★☆☆ (212)
Women's clothing store · 8401 Van Nuys Blvd
Website Directions

Showing results 1 - 9

Update results when map moves

Hours · All filters · Search this area

Fashion Nova
Stylish shop for trendy womenswear

Layers

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「Google Map」

小满云课堂

fashion nova

Fashion Nova
2.6 ★★☆☆☆ (27)
Women's clothing store · 6600 CA-27
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In-store shopping · In-store pickup
Website Directions

Fashion Nova
3.7 ★★★☆☆ (212)
Women's clothing store · 8401 Van Nuys Blvd
Website Directions

Showing results 1 - 9

Update results when map moves

Hours · All filters

25 photos

Fashion Nova
2.6 ★★☆☆☆ 27 reviews
Women's clothing store

Directions Save Nearby Send to phone Share

Local women's apparel store offering contemporary, casual separates & nightclub fashions.

✓ In-store shopping

6600 CA-27, Canoga Park, CA 91303

Search this area

Pico · NEWHALL · Rocky Peak Park · SYLMAR · Twin Lakes · GRANADA HILLS · San Fernando · Brandeis · CHATSWORTH · Fashion Nova Stylish shop for trendy womenswear · Bell Canyon · Upper Las Virgenes Canyon Open Space Preserve · Fashion Nova · VAN NUYS · Oak Park · WOODLAND HILLS · Agoura Hills · ENCINO · SHERMAN OAKS · Calabasas · Cornell · Santa Monica Mountains National Recreation... · Topanga State Park · BEL AIR · The Getty · PAIGE - Brentwood, LA Clothing store with men &... · EASTERN MALIBU · PACIFIC PALISADES · Malibu · Santa Monica

Google

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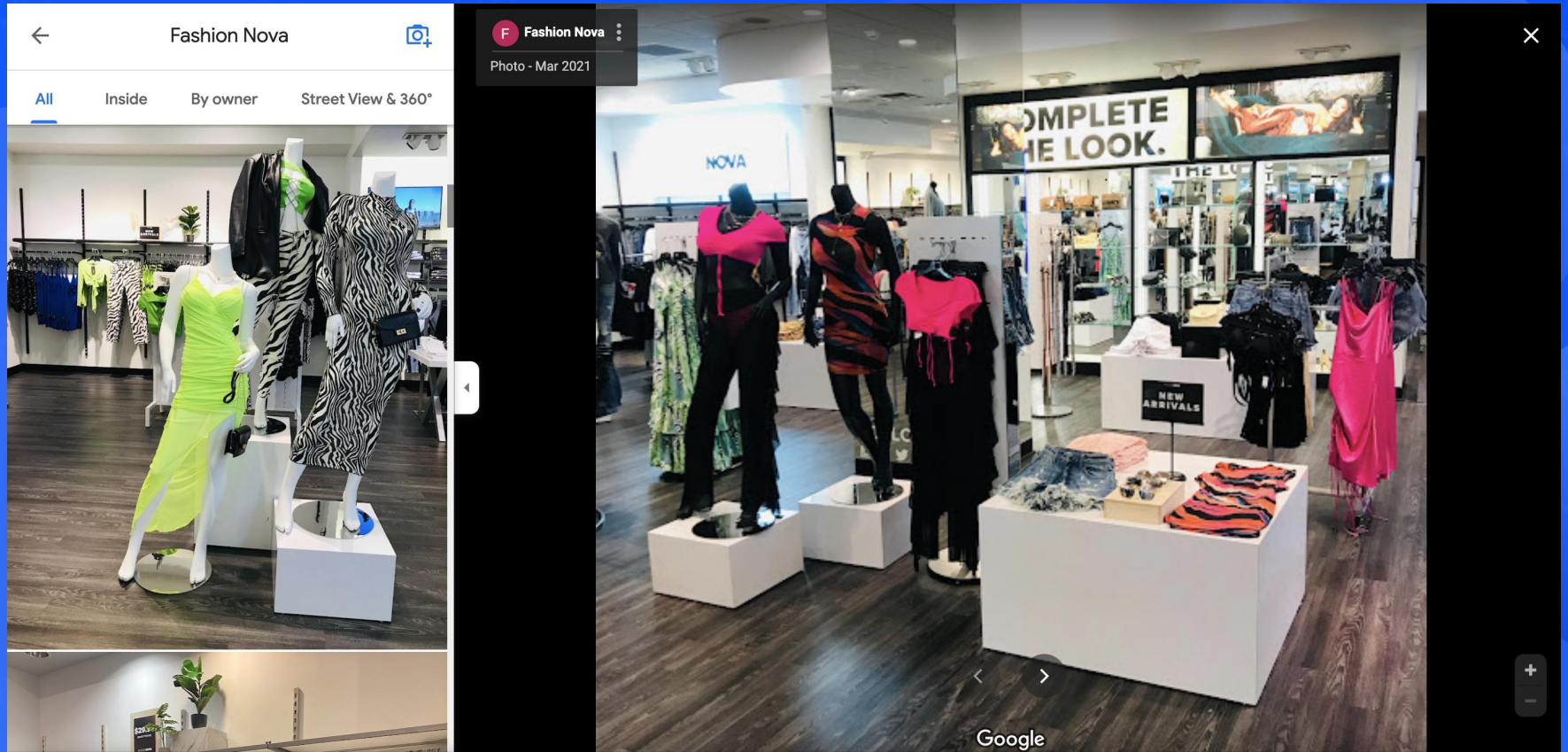
小满云课堂



「Google Map」

小满云课堂

fashion nova

Ad · paige.com
New Arrivals Every Season

PAIGE - Brentwood, LA
3.8 ★★★★☆ (9)
Clothing store · 13050 San Vicente Blvd
Clothing store with men & women's pants
Open · Closes 5PM · (310) 440-9900
✓ In-store shopping
Website Directions

Fashion Nova
2.6 ★★☆☆☆ (27)
Women's clothing store · 6600 CA-27
Stylish shop for trendy womenswear
Open · Closes 8PM · (323) 628-7368
In-store shopping
Website Directions

Fashion Nova
3.2 ★★★☆☆ (231)

Showing results 1 - 9

Update results when map moves

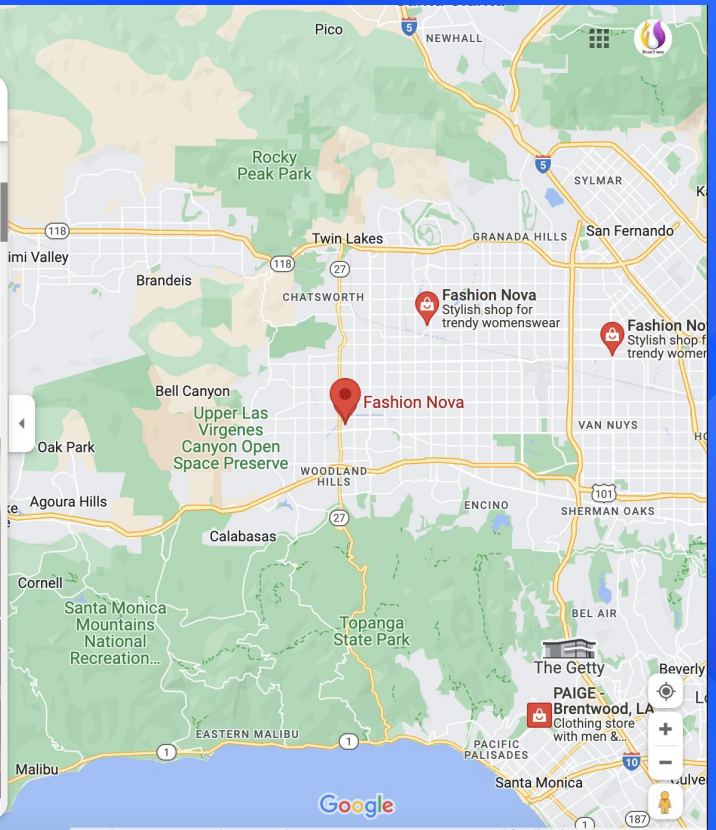
Hours · All filters

All reviews

Tammika
Local Guide · 50 reviews

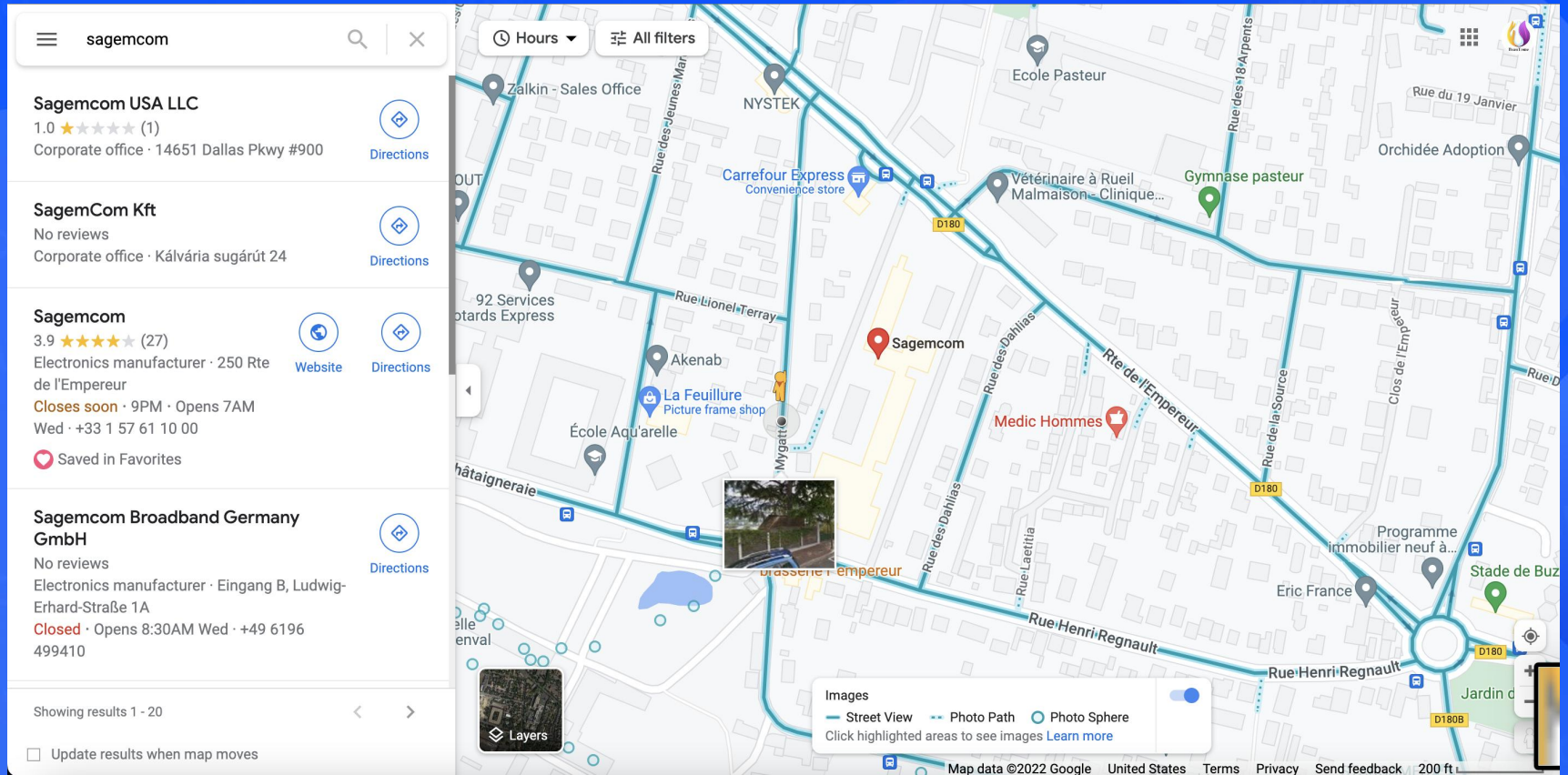
★☆☆☆☆ 6 months ago

I ordered a bunch of shoes online more than a week ago. It has been the worst online shopping experience of my life. I mean more rowdy than early eBay. According to their website, my package is in a facility about an hour and a half away ...
More



「Google Street View」

小满云课堂



「Google Street View」

小满云课堂

「Google Street View」

小满云课堂

「Secretary of Governor」

小满云课堂

Tennessee
Secretary of State
Tre Hargett

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Business Services Online > Find and Update a Business Record

Business Information Search

As of June 07, 2022 we have processed all corporate filings received in our office through June 06, 2022 and all annual reports received in our office through June 06, 2022.

Search by business name or Secretary of State Control Number in order to file annual reports and other amendments or to view the business detail.

Search:

Search Name: Pixelflex ◉Starts With ○Contains

Control #:

Active Entities Only: ☐

进行人机身份验证 reCAPTCHA 隐私权 - 使用条款

Search

Information about individual business entities can be queried, viewed and printed using this search tool for free.

「Secretary of Governor」

小满云课堂

Tennessee
Secretary of State
Tre Hargett

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Business Services Online > Find and Update a Business Record

Business Information Search

As of June 07, 2022 we have processed all corporate filings received in our office through June 06, 2022 and all annual reports received in our office through June 06, 2022.

Click on the underlined control number of the entity in the search results list to proceed to the detail page. From the detail page you can verify the entity displayed is correct (review addresses and business details) and select from the available entity actions – file an annual report, obtain a certificate of existence, file an amendment, etc.

Search: 1–1 of 1

Search Name: Pixelflex ◉Starts With ○Contains

Control #:

Active Entities Only: ☐

Search

Control #	Entity Type	Name	Name Type	Name Status	Entity Filing Date	Entity Status
000662012	LLC	PixelFlex LLC *TENNESSEE*	Entity	Active	06/30/2011	Active

1–1 of 1

Information about individual business entities can be queried, viewed and printed using this search tool for free.

「Secretary of Governor」

小满云课堂

000662012: Limited Liability Company – Domestic

Printer Friendly Version

Name: PixelFlex LLC

Status: Active

Formed in: TENNESSEE

Fiscal Year Close: December

Term of Duration: Perpetual

Principal Office: WATERFORD
135 5TH AVE S STE 140
FRANKLIN, TN 37064–2627 USA

Mailing Address: WATERFORD
135 5TH AVE S STE 140
FRANKLIN, TN 37064–2627 USA

AR Exempt: No

Managed By: Member Managed

Initial Filing Date: 06/30/2011

Delayed Effective Date:

AR Due Date: 04/01/2023

Inactive Date:

Obligated Member Entity: No

Number of Members: 1

Assumed Names | History | Registered Agent

Name	Status	Expires
No Assumed Names Found...		

「Secretary of Governor」

小满云课堂

Assumed Names | **History** | Registered Agent

Type	Date	Image #	Detail
2021 Annual Report Due 04/01/2022	06/03/2022	B1218–6465	
Notice of Determination	06/03/2022	B1222–5413	
2020 Annual Report Due 04/01/2021	03/30/2021	B1008–9671	Detail
2019 Annual Report Due 04/01/2020	02/17/2020	B0820–7444	
Articles of Amendment	03/25/2019	B0666–9702	Detail
2018 Annual Report Due 04/01/2019	02/04/2019	B0649–2881	
2017 Annual Report Due 04/01/2018	02/21/2018	B0502–0277	
2016 Annual Report Due 04/01/2017	03/15/2017	B0360–8036	
2015 Annual Report Due 04/01/2016	02/18/2016	B0199–4055	
2014 Annual Report Due 04/01/2015	03/19/2015	B0073–1581	
2013 Annual Report Due 04/01/2014	07/01/2014	A0253–1577	Detail
Notice of Determination	06/03/2014	A0244–2290	
2012 Annual Report Due 04/01/2013	04/02/2013	A0172–2260	Detail
Application for Reinstatement	10/25/2012	7109–1114	Detail
2011 Annual Report Due 04/01/2012	10/08/2012	A0145–0344	Detail
Dissolution/Revocation – Administrative	08/09/2012	A0141–2783	Detail
Notice of Determination	06/02/2012	A0131–0246	
Initial Filing	06/30/2011	6909–2904	

「Secretary of Governor」

小满云课堂

Arizona
http://starpas.azcc.gov/scripts/cgiip.exe/WService=wsbroker1/connect.p?app=names-report.p

Alabama
http://www.sos.alabama.gov

California
http://kepler.sos.ca.gov/

Colorado
https://www.sos.state.co.us/biz/BusinessEntityCriteriaExt.do

Connecticut
http://www.concord-sots.ct.gov/CONCORD/online?sn=InquiryServlet&eid=99

Delaware
https://delecorp.delaware.gov/tin/GINameSearch.jsp

Florida
http://www.sunbiz.org/

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Georgia
https://cgov.sos.state.ga.us/Account.aspx/SearchRequest

Hawaii
https://hbe.ehawaii.gov/documents/search.html

Idaho
http://www.accessidaho.org/public/sos/corp/search.html

Illinois
https://www.cyberdriveillinois.com/departments/business_services/corp.html

Indiana
https://secure.in.gov/sos/online_corps/name_search.aspx

Iowa
https://sos.iowa.gov/search/business/search.aspx

Kansas
https://www.kansas.gov/bess/

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Kentucky
https://app.sos.ky.gov/ftsearch/

Louisiana
http://www.sos.la.gov/BusinessServices/SearchForLouisianaBusinessFilings/Pages/default.aspx

Maine
https://icrs.informe.org/nei-sos-icrs/ICRS?MainPage

Maryland
http://sdatcert3.resiusa.org/UCC-Charter/CharterSearch_f.aspx

Massachusetts
https://corp.sec.state.ma.us/corpweb/CorpSearch/CorpSearch.aspx

Michigan
http://www.dleg.state.mi.us/bcs_corp/sr_corp.asp

Minnesota
http://mblsportal.sos.state.mn.us/

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Mississippi
https://business.sos.state.ms.us/corp/soskb/csearch.asp

Missouri
https://www.sos.mo.gov/BusinessEntity/soskb/csearch.asp

Montana
https://app.mt.gov/bes/

Nebraska
https://www.nebraska.gov/sos/corp/corpsearch.cgi

Nevada
https://nvsos.gov/sosentitysearch/

New Hampshire
https://www.sos.nh.gov/corporate/soskb/csearch.asp

New Jersey
https://www.njportal.com/DOR/businessrecords/

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New Mexico
https://portal.sos.state.nm.us/corps/Corplookup/Lookdn.aspx

New York
http://www.dos.ny.gov/corps/bus_entity_search.html

North Carolina
https://www.secretary.state.nc.us/corporations/CSearch.aspx

North Dakota
https://apps.nd.gov/sc/busnsrch/busnSearch.htm

Ohio
http://www2.sos.state.oh.us/pls/bsqry/f?p=100:1:0

Oklahoma
https://www.sos.ok.gov/corp/corpInquiryFind.aspx

Oregon
http://egov.sos.state.or.us/br/pkg_web_name_srch_inq.login

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Pennsylvania
https://www.corporations.state.pa.us/corp/soskb/csearch.asp

South Carolina
http://www.sos.sc.gov/Search%20Business%20Filings

South Dakota
https://sos.sd.gov/business/search.aspx

Tennessee
https://tnbear.tn.gov/ECommerce/FilingSearch.aspx

Texas
https://direct.sos.state.tx.us/
https://mycpa.cpa.state.tx.us/coa/Index.html
http://governor.state.tx.us/fittexas/

Utah
https://secure.utah.gov/bes/

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小满云课堂

Virginia
https://sccefile.scc.virginia.gov/Find/Business

Washington
https://www.sos.wa.gov/corps/corps_search.aspx

West Virginia
http://apps.sos.wv.gov/business/corporations/index.aspx

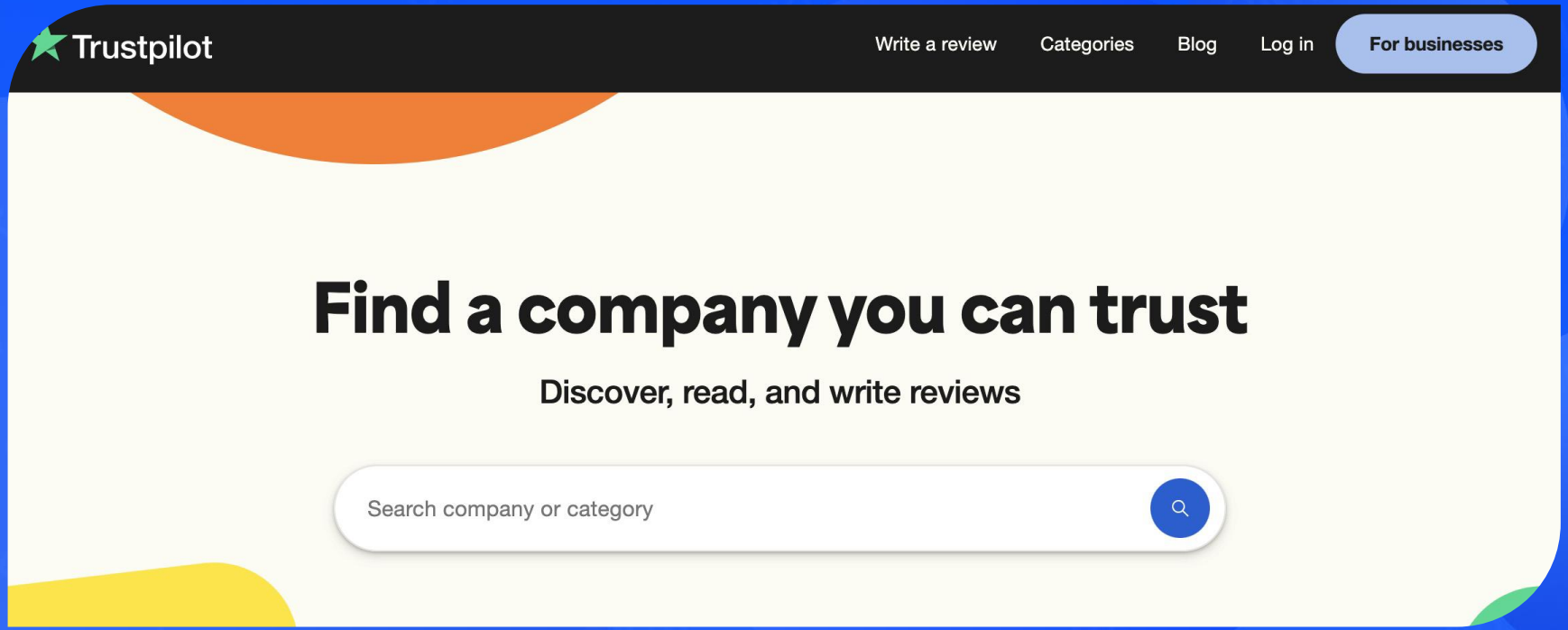
Wisconsin
https://www.wdfi.org/apps/CorpSearch/Search.aspx

Wyoming
https://wyobiz.wy.gov/Business/FilingSearch.aspx

District of Columbia
https://corp.dcra.dc.gov/Account.aspx/LogOn?ReturnUrl=%2f

「产品评价&消费者痛点」 https://www.trustpilot.com/

小满云课堂



「产品评价&消费者痛点」 https://www.trustpilot.com/

小满云课堂

Claimed profile

BIKE24

Reviews 14,459 • 4.3

Bicycle Store

Write a review

Companies on Trustpilot can't offer incentiv

See what reviewers are saying

JT **Jannis The fift**
6 days ago

An excellent place to buy parts! Shipping was surprisingly fast, and everything went smoothly without any issues. All the items I ordered were packaged very well and were high quality.

I really rec... See more

4.3

All reviews

14,459 total • Write a review

5-star		79%
4-star		8%
3-star		3%
2-star		2%
1-star		8%

4.3 Excellent

5-star
4-star
3-star

DG **Dumitrascu Gica**
RO • 1 review

Apr 24, 2025

All good until warranty

Good store, but when it comes to warranty it seems that nothing can be resolved. I bought this product a year ago FOX Float DPX2 Factory 3-position Adj. EVOL LV Rear Shock - bronze. But after a year it broke down I contacted BIKE24, because the product still had a year of warranty and they said to send them pictures and a video, I sent and they said to return the product for verification. I sent the product to BIKE24 and after almost a month, while the product was at BIKE24 in service I could not use my bike. Forget their reply after a month of waiting

Bike24 GmbH
Fri., Apr 11, 12:28 (13 days ago)
to me

Hello Dumitraşcu,

Thank you for your patience.

The manufacturer has carried out a warranty check on your damper and determined that there is no warranty case

「产品评价&消费者痛点」 https://www.reddit.com/

小满云课堂

reddit

reddit

ulike air 10

Home
Popular
Answers BETA

TOPICS
Internet Culture (Viral)
Games
Q&As
Technology
Pop Culture
Movies & TV
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RESOURCES
About Reddit

Posts | Communities | Comments | Media | People

Relevance · All time

r/HairRemoval · 21d ago
Ulike air 10 reviews after months
1 vote · 7 comments

r/HairRemoval · 2mo ago
What has your experience with the Ulike Air 10 or Ulike X been like?
1 vote · 4 comments

r/SmartSavingsCollect · 13d ago
Want Ulike Air 10 or $200 off?
2 votes · 0 comments

r/HairRemove · 2mo ago
Can the Ulike Air 10 effectively remove chin hair?
4 votes · 3 comments

「SimilarWeb」

小满云课堂

SimilarWeb https://www.similarweb.com/

- 网站所在行业排名
- 网站的访问量
- 网站的流量来源
- 网站的类似网站（潜在的客户）

fashionnova.com

fashion nova is the top online fashion store for women. shop sexy club dresses, jeans, shoes, bodysuits, skirts and more. cheap & **显示更多**

公司	Fashion Nova, Inc.
成立年份	2006
员工	501 - 1000
总部	美国, 加利福尼亚, Vernon
年营收	$200.0M - $1.0B
行业	生活方式 › 时装服饰

链接此网站

全球排名
#1,480
49

国家/地区排名
#349
25
美国

品类排名
#10
2
生活方式 › 时装服饰
（在美国）

总访问量	跳出率	每次访问页数	平均访问时长
25.0M	45.34%	6.83	00:07:57

流量及用户参与度

揭示网站为满足访客期望并引其注意而采用的策略。环比上个月，fashionnova.com 的流量减少了 6.05%
（桌面端&移动设备，全球）

公开的流量排名反映您在现实世界的成功

链接此网站

上个月流量及用户参与度

访问量总数
25.0M

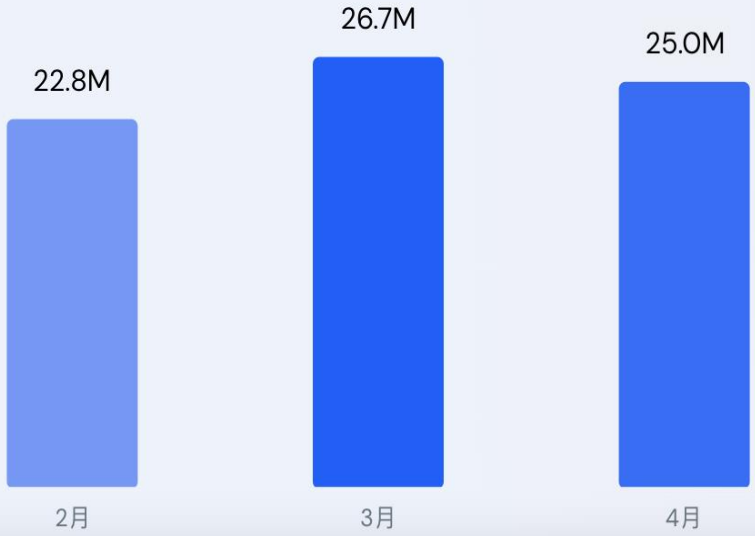
上个月变化
6.05%

平均访问时长
00:07:57

跳出率
45.34%

每次访问页数
6.83

过去 3 个月的总访问量



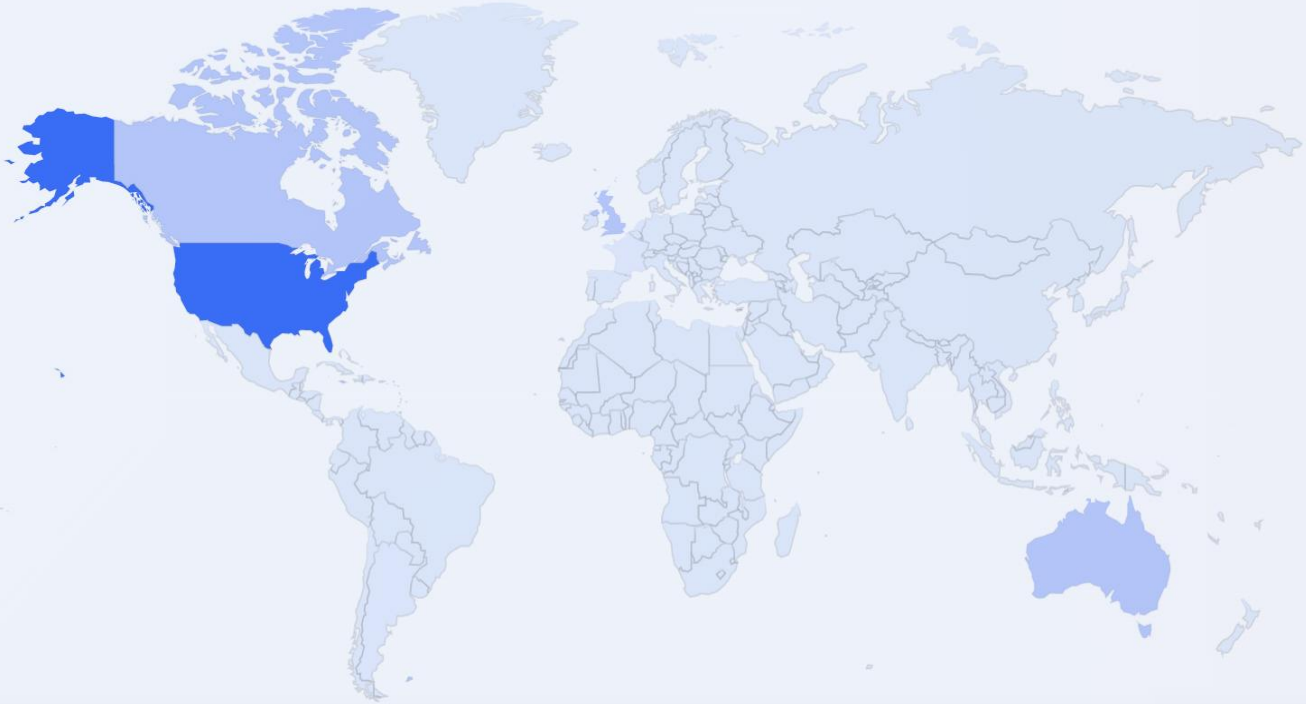
Similarweb 平台
试用我们的 Digital Marketing and Research「数字营销和研究」解决方案，发现更深入的数据，包括：

- 本月至今数据
- 独立访客
- 市场份额

升级 →

地理&地区定位

识别上个月网站核心受众的地理位置。 向 fashionnova.com推送流量最多的国家/地区是美国 。
（在桌面上）



热门国家/地区

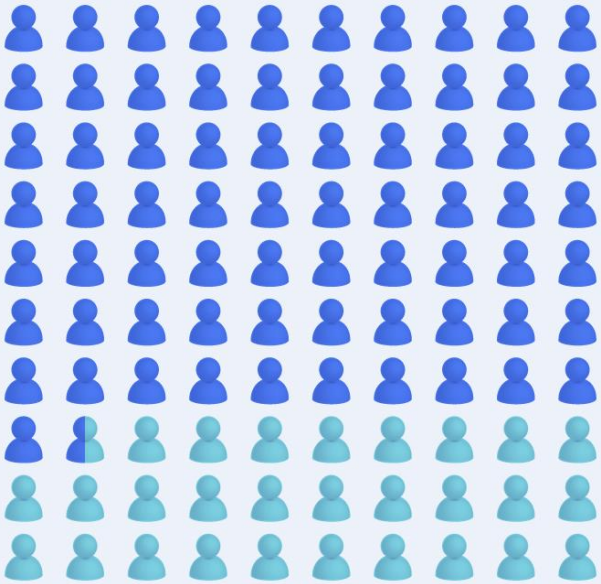
美国	73.96% ▼ 6.19%
加拿大	6.93% ▼ 4.63%
英国	1.91% ▲ 10.25%
澳大利亚	1.39% ▼ 14.19%
牙买加	1.13% ▼ 7.22%
其它	14.69%

查看所有国家/地区 →

受众人口特征

受众构成可显示网站目前在各种受众中的市场份额。 fashionnova.com的受众中男性占28.51%，女性占 71.49%。 人数最多的访问者年龄组是 18 - 24 岁。 （桌面版）

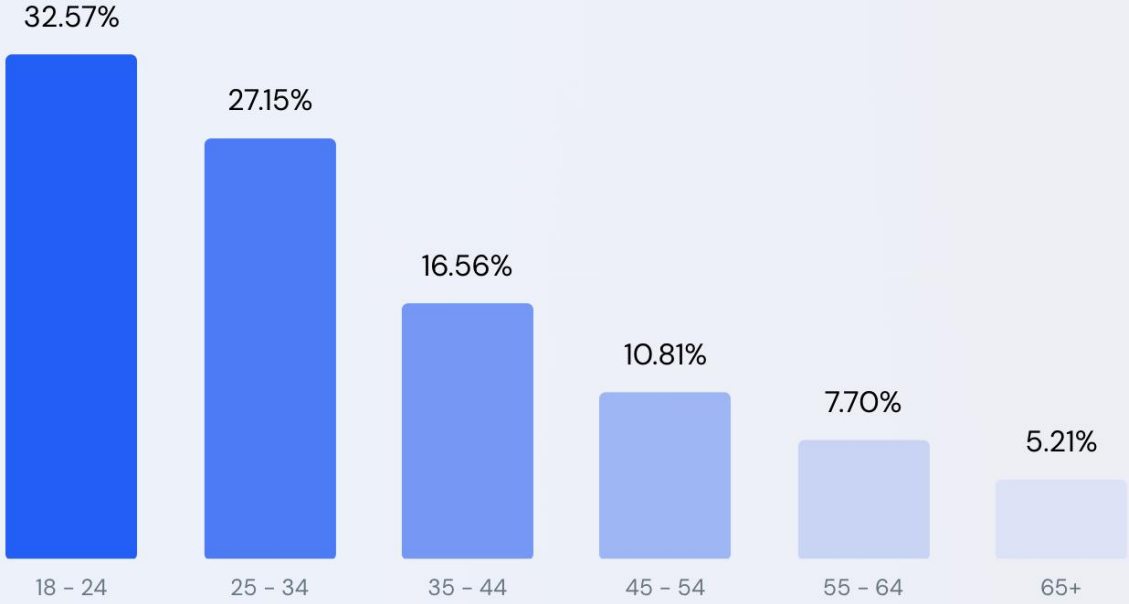
性别分布



女性
71.49%

男性
28.51%

年龄分布



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小满云课堂

受众兴趣

受众兴趣解释 fashionnova.com 访客的关键详情。 fashionnova.com 的受众对生活方式 > 时装服饰和shopping感兴趣。

热门品类

其它受访网站

- asos.com
- us.shein.com
- prettylittlething.us
- us.boohoo.com
- lulus.com

查看其它所有网站 →

热门话题

「SimilarWeb」

小满云课堂

竞争对手和类似网站

揭示您的主要竞争对手，发现潜在或新兴的竞争对手。 fashionnova.com 的最大竞争对手是 prettylittlething.us。 分析竞争对手

站点	关联性	每月访问量	品类	品类排名
prettylittlething.us	100%	3.7M	生活方式 › 时装服饰	#275
forever21.com	92%	7.0M	生活方式 › 时装服饰	#145
asos.com	91%	64.6M	生活方式 › 时装服饰	#5
lulus.com	90%	13.4M	生活方式 › 时装服饰	#56
windsorstore.com	87%	6.4M	生活方式 › 时装服饰	#161

「SimilarWeb」

小满云课堂

营销渠道概览

确定为您的网站带来流量的数字营销渠道。fashionnova.com接收的流量来自 direct (46.74%) 和 search (40.41%)。尚未充分利用的渠道是“referrals”。（PC 端，全球范围）

营销渠道分布

「SimilarWeb」

小满云课堂

关键词搜索流量

查看将流量引向 fashionnova.com 的热门自然搜索关键词列表 。
（PC 端，全球范围内）

有机 vs 付费

- 有机 76.24%
- 付费 23.76%

热门关键词

fashion nova	40.51%
fashionnova	5.00%
fashionova	1.54%
fashion nova men	1.38%
novamen	0.74%
4.8K 其它	50.83%

查看全部 →

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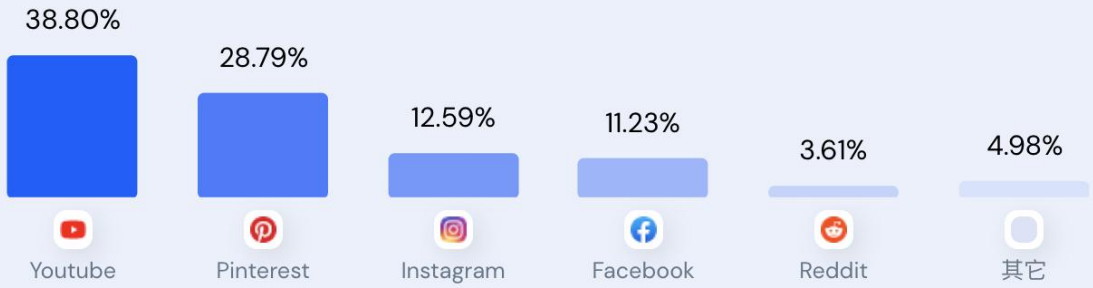
社交媒体流量

fashionnova.com 的主要社交媒体网络是 Youtube、Pinterest 和 Instagram。寻找来自 Reddit 或其它网络的商机，吸引更多受众。
（桌面端，全球）

社交网络分布



「Owler」

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Owler

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Followed Companies

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FASHIONNOVA

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5,936 Followers on Owler

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Fashion Nova

Fashion Nova is an online marketplace that allows users to buy fashion apparel.

Read more

Founder & CEO

Wallace Saghian

CEO Approval Rating

80/100

Weigh In

Founded	2006
Headquarters	Vernon, California, Los Angeles Metropolitan Area
Status	Private, Independent Company
SIC Code	2300 NAICS listing »
Website	http://www.fashionnova.com
Social Links	

Est. Annual Revenue

$500M-1.0B

Agree? Yes No

Est. Employees

500-1.0K

Agree? Yes No

Funding

$0

Industry

Retail

Fashion Nova Competitors and Alternatives

1 boohoo group plc

2 asos

3 SHEIN

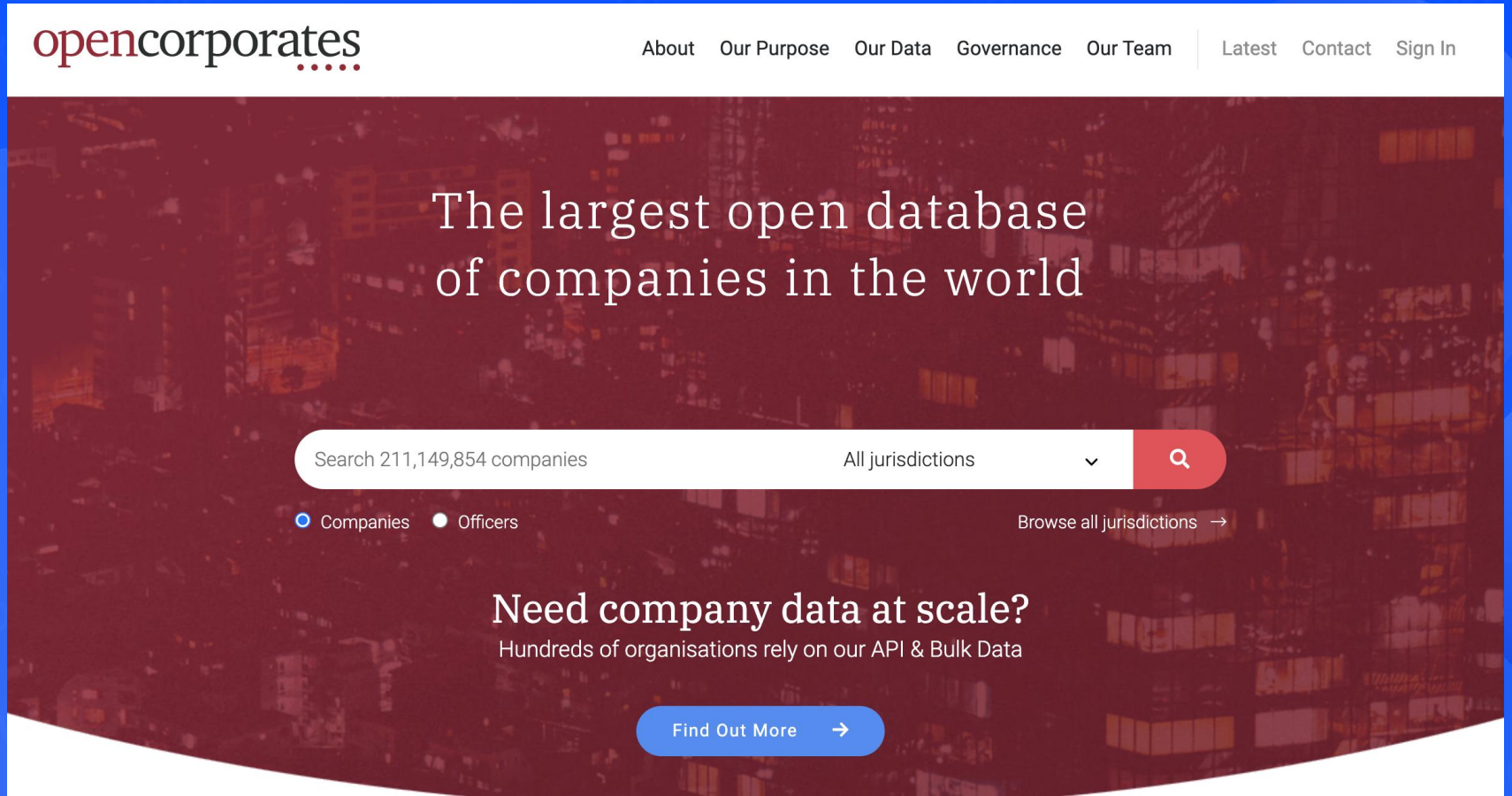
Unlock 13 more competitors →

See more competitor data

https://corp.owler.com

「Open Corporates」 https://opencorporates.com/

小满云课堂



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opencorporates

The Open Database Of The Corporate World

Company name or number | SEARCH

Companies | Officers

Log in/Sign up

STARPIL WAX CO.

Company Number	P13000102264
Status	Active
Incorporation Date	30 December 2013 (almost 9 years ago)
Company Type	Domestic for Profit
Jurisdiction	Florida (US)
Agent Name	SARFATI CORPORATE LAW, P.A
Agent Address	2670 NE 215 ST., MIAMI, FL 33180
Directors / Officers	SARFATI CORPORATE LAW, P.A, agent SAUL ORTIZ, president SAUL ORTIZ, secretary SAUL ORTIZ, director
Registry Page	https://search.sunbiz.org/Inquiry/Cor...

Latest Events

- **2019-01-01 - 2019-03-31** Addition of officer DAN ESQ. SARFATI, agent
- **2022-01-01 - 2022-03-31** Addition of officer SARFATI CORPORATE LAW, P.A, agent
- **2022-04-01 - 2022-06-30** Removal of officer DAN ESQ. SARFATI, agent

See all events

Corporate Grouping USER CONTRIBUTED

None known. Add one now?

See all corporate groupings

Source *Florida Department of State Division of Corporations, http://www.sunbiz.org, 1 Oct 2022*

「WaybackMachine」

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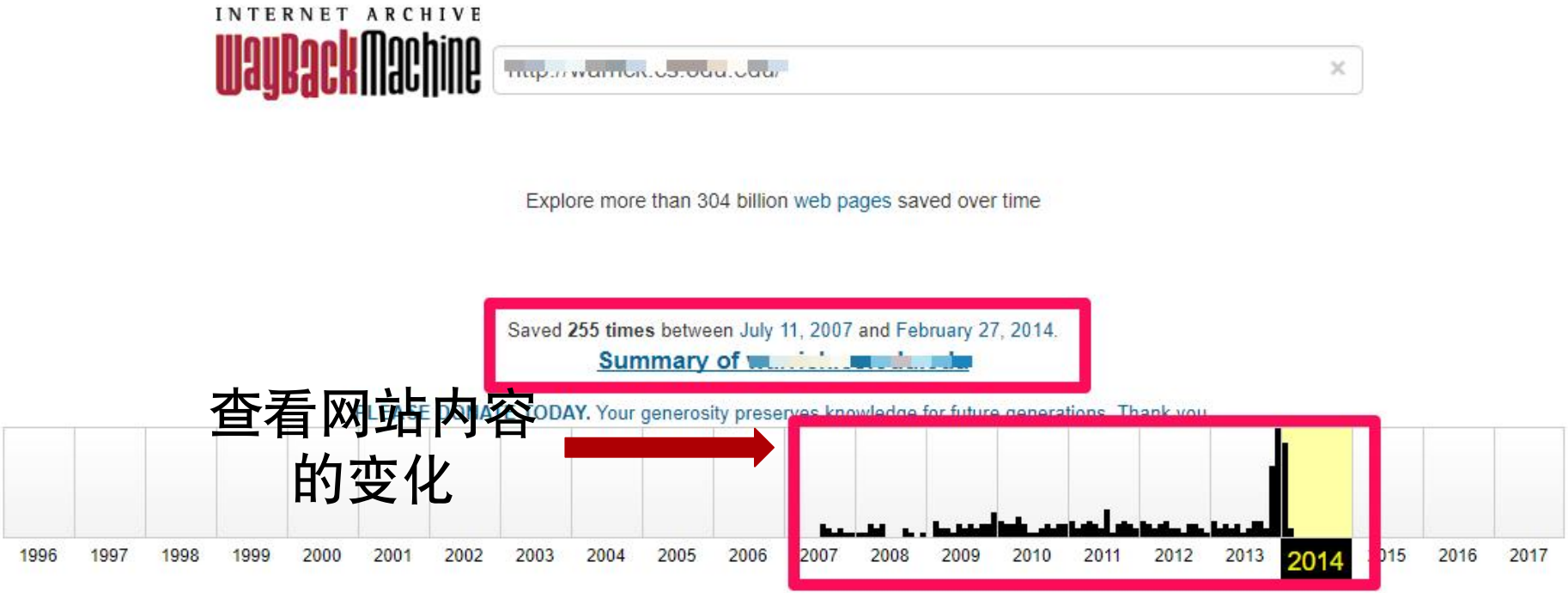

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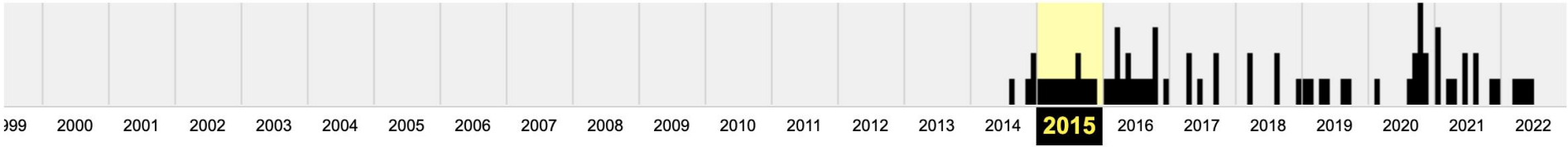

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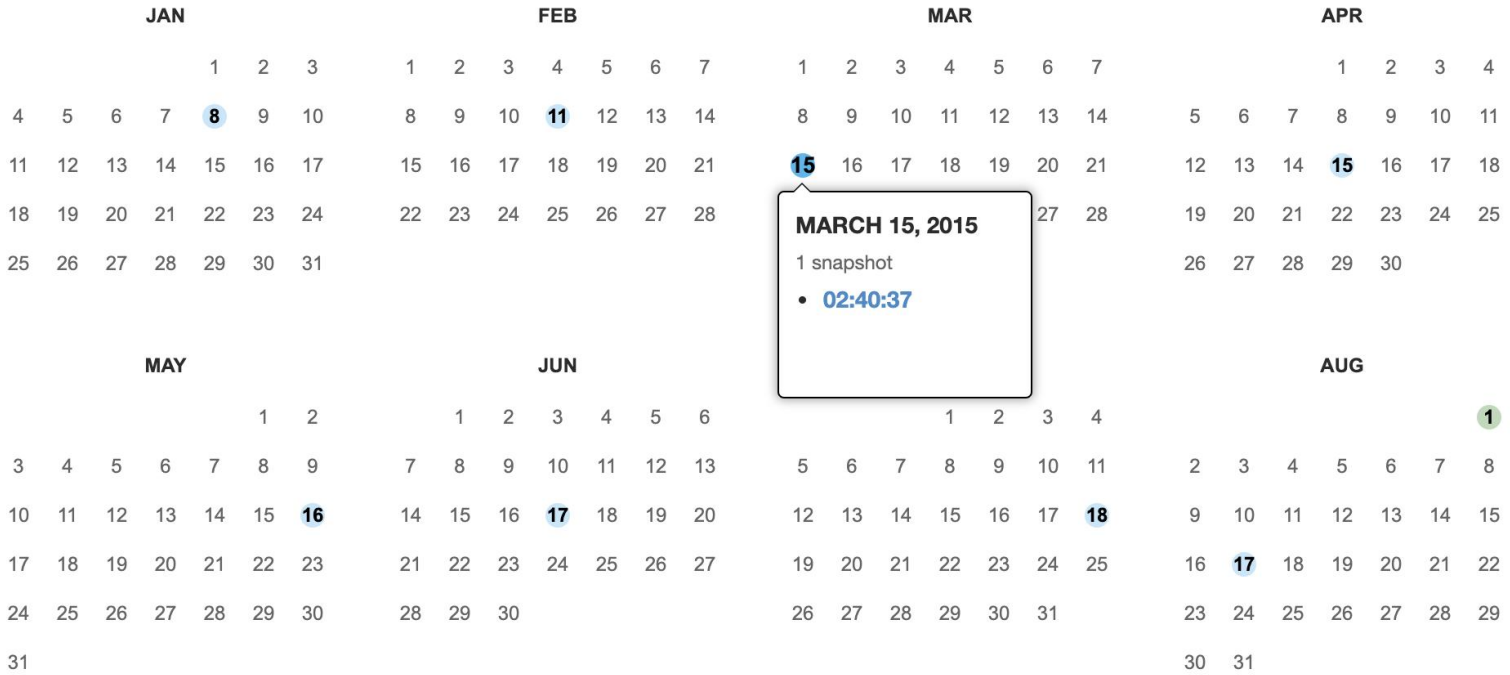

「WaybackMachine」

小满云课堂

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Timespan for captures of this URL

29 Aug 2014 – 1 Jun 2022

2014 15 2015 2016 About this capture

Gourmet

Search

JUST CLICK HERE TO PLACE YOUR ORDER

CLICK HERE

Today's Featured Items

Strawberry Can 28.2 Oz (800 g)
$14.75

Lavender Crème Can 14.1 Oz - Allergen Free
$7.75

Choco Wax - 14.1 Oz (400 g) Can
$7.75

Coconut Roll-on fl Oz (110 g)
$3.65

Depilsense Ayurveda Beads 2.2 lbs (1 kg)
$19.50

European Wax Warmer - 2.2 Gallons (8 L)
$495.00

Champagne Fraises 2.2 lbs (1 kg) Beads
$20.00

Glamour 2.2 lbs (1 kg) Beads w/ Argan Oil
$19.50

「“走出去”公共服务平台」

小满云课堂

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「Annual Report」

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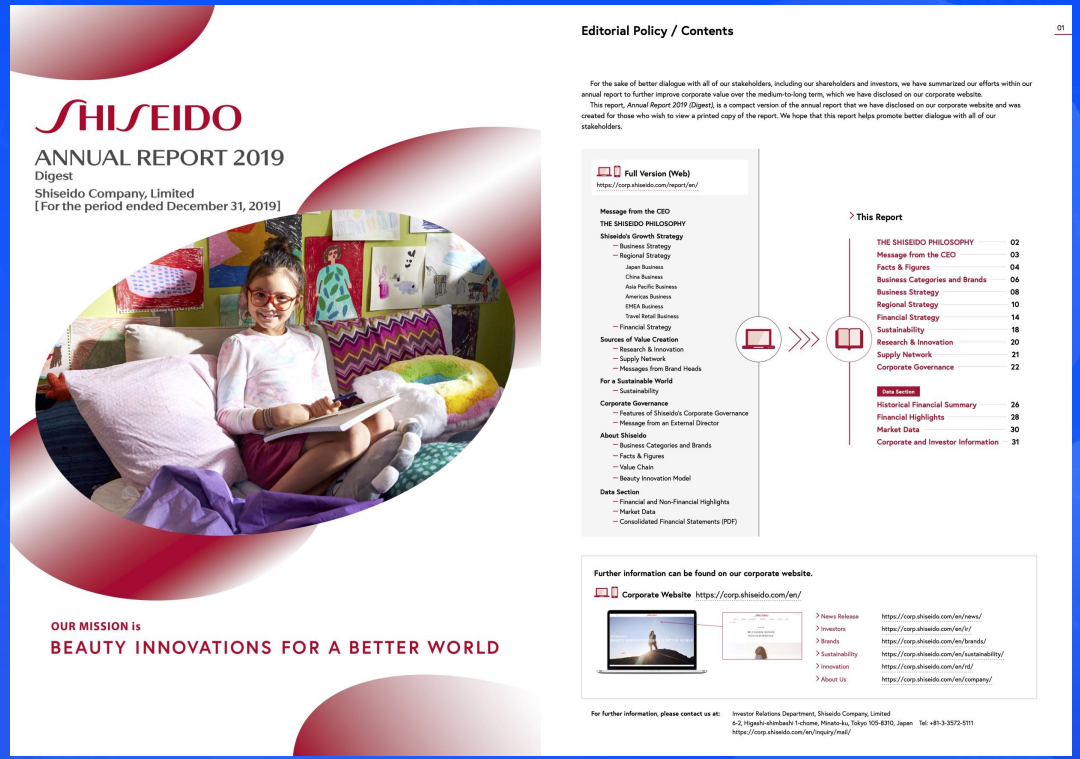

SHISEIDO

ANNUAL REPORT 2019
Digest
Shiseido Company, Limited
[For the period ended December 31, 2019]

OUR MISSION is
BEAUTY INNOVATIONS FOR A BETTER WORLD

Editorial Policy / Contents

01

For the sake of better dialogue with all of our stakeholders, including our shareholders and investors, we have summarized our efforts within our annual report to further improve corporate value over the medium-to-long term, which we have disclosed on our corporate website.

This report, *Annual Report 2019 (Digest)*, is a compact version of the annual report that we have disclosed on our corporate website and was created for those who wish to view a printed copy of the report. We hope that this report helps promote better dialogue with all of our stakeholders.

Full Version (Web)
https://corp.shiseido.com/report/en/

Message from the CEO
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Shiseido's Growth Strategy
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— Regional Strategy
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China Business
Asia Pacific Business
Americas Business
EMEA Business
Travel Retail Business
— Financial Strategy
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— Supply Network
— Messages from Brand Heads
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— Message from an External Director
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— Business Categories and Brands
— Facts & Figures
— Value Chain
— Beauty Innovation Model
Data Section
— Financial and Non-Financial Highlights
— Market Data
— Consolidated Financial Statements (PDF)

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Further information can be found on our corporate website.

Corporate Website https://corp.shiseido.com/en/

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Investors	https://corp.shiseido.com/en/ir/
Brands	https://corp.shiseido.com/en/brands/
Sustainability	https://corp.shiseido.com/en/sustainability/
Innovation	https://corp.shiseido.com/en/rd/
About Us	https://corp.shiseido.com/en/company/

For further information, please contact us at: Investor Relations Department, Shiseido Company, Limited
6-2, Higashi-shimbashi 1-chome, Minato-ku, Tokyo 105-8310, Japan Tel: +81-3-3572-5111
https://corp.shiseido.com/en/inquiry/mail/

客户背景调查

- Google
  - Google购物
  - Google街景
  - Google地图
- Secretary of Governor
  - 公司经营状态
  - 注册时间
  - 注册地址
  - 缴税/年报
- Semrush / Similar Web
  - 网站排名
  - 网站访问量
  - 流量来源
  - 竞争对手
- 信息网站
  - Owler
    - 通过公司名或网址来查询公司竞争关系
  - Open Corporates
    - 全球最大的公司信息库
  - WayBack Machine
    - 公司发展
    - 产品线更新
  - THOMAS
    - 美国最大最全的企业信息库
  - Endole
    - 英国公司信息库
- “走出去”公共服务平台
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  - 经济表现
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  - 市场环境
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  - 销售额
  - 品牌
  - 规划
- Whois
  - 联系方式
  - 母公司
- 海关数据
  - 历年交易额
  - 公司信息
  - 联系人
  - 采购产品
  - 月度采购量
  - 供应商区域分布
  - 竞争对手分析
- 官方网站
  - Products / Solutions
  - Industries
  - About Us
  - News & Events
  - 其他
    - Store Locations
    - Distributors
- 社交媒体
  - Facebook/Linkedin
    - Profile
    - Company Size
    - Founded
  - Linkedin - Personal
    - Experience
    - Skills
    - Interest
  - Instagram
    - Products
  - Youtube
    - Products
    - Case

「客户背景调查的AI指令」

小满云课堂

请你作为一名专业的B2B行业分析师，对以下公司进行**全面背景调查**，基于公开信息（如官网、行业报告、新闻报道、社交媒体等），撰写结构清晰的中文报告，并在每段结尾注明信息来源。

公司名称：xxxx公司（输入客户公司名字）

公司官网：xxxx.com（输入客户公司网址）

请按以下七个方面展开调查：

「客户背景调查的AI指令」

小满云课堂

1. 公司概况

成立时间与总部所在地

员工规模与地域分布

重要发展阶段与里程碑

公司使命与愿景

2. 行业定位与目标市场

所处行业的整体发展趋势（增长率、政策、技术等）

主要竞争对手及其市场策略

目标客户群体与市场细分

相对竞争优势与短板

「客户背景调查的AI指令」

小满云课堂

3. 产品与服务

核心产品线与主要服务内容

技术优势（如专利、研发能力、差异化卖点）

近年的产品创新或发布情况

4. 财务状况（如可查）

最近3年营收与利润情况

增长趋势或变动情况

融资历史（时间、金额、投资方）

其他关键财务指标（如资产负债率、现金流等）

「客户背景调查的AI指令」

小满云课堂

5. 管理层与企业文化

核心高管（姓名、职位、背景）

决策风格与管理方式

企业价值观、人才战略、员工福利

6. 媒体与外部评价

近期相关新闻（正面/负面）

官方公告、产品发布、合作动态

行业专家评价与客户反馈

「客户背景调查的AI指令」

小满云课堂

7. 合作伙伴与商业生态

主要战略合作伙伴

供应链结构与关键供应商

成功客户案例与应用场景

推荐信息来源：

官网 / LinkedIn / 天眼查 / 雪球 / 新闻网站 / 行业研究报告 / PRNewswire / Crunchbase / 社交平台 / 电商平台

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「客户分级」

小满云课堂

20/80法则

20%的客户贡献80%的业绩

门当户对法则

适合的才是最好的

小满云课堂

THANKS

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