

WHY YOUR ATTEMPTS TO PURCHASE FUEL KEEP FAILING; From Muhammad Bey

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Why Your Attempts to Purchase Fuel Keep Failing

And How to be more Successful in 2023

Around 1995 I began working online as a trade broker after the initial publication of my newsletter about trade in Africa called Africa link. Around the same time internet-based communication on platforms such as Skype became more available and more popular.



The Confluence of these two events led me to become what is now ruefully known to many as an internet broker.

With all the good intentions in the world I set out to learn how to close trade deals by interacting with people directly.

What I was not ready for was the immediate effect of how people's personalities affect the trade deals and to be more blunt, how people's personal agendas and personal foibles and general failures of character contribute to the mass failure of Internet trade deals.

For more than two decades I have watched in horror as one trade deal after another fell by the wayside due to the ungovernable emotions of people on the other end of communication links.

They seemed to delight in wasting other peoples time, reenacting as it were some lost conquest in the school yard, trying to relive some distant memory of being king of the hill...just that once!

The Failures are a catalog of human personal grievances, Attitude Adjustment issues, Mommy and Daddy issues, Addressed Traumas, Drama whoring, Arrogance, Attention seeking, Unconscious bias, Racist notions That **I** should not be treated like **them**, strongest idiot in the room and just plain fear of success.

One after another most of the great deals failed, and very often the people who caused them to fail disappeared like the Flying Dutchman, never to appear again.

Despite accumulating a considerable database of contacts over the last 20 years and being forced to work alone because it is next to impossible for a black man in America to find anyone who's genuinely interested in seeing him succeed... I've been unable to close a deal to my satisfaction since beginning to work as an internet broker almost 25 years ago. Offline deals conducted in person generally go well, but the shadow of the Joker broker looms large even offline!

However, all is not lost, in recent years and after many false starts I have accumulated significant contacts which I believe will enable me to avoid many if not all of the pitfalls of having to deal with the joker brokers who are ubiquitous across the internet.

Mind you even in my position it is still not possible to avoid all the Joker Brokers and troublemakers.

However my associates and the refinery's they work for have come to a similar conclusion , that it is necessary to function more like buyers than Brokers and it is more important to clamp down and lay down the law to would be brokers and make it clear : The only people who make the rules for the processing of internet-based fuel deals for the secondary and tertiary markets are the sellers!

The reason your oil deal is not closing is because inevitably there is someone in the process who either does not understand the procedures or does not wish to adhere to them.

Too often this is a broker or someone claiming to be a mandate.
Very often a successful deal is unknown to the potential buyer because the mandate or their intermediaries are trying to man handle and fight their way to a larger Commission which they do not deserve and which is unlikely to materialize.

More often than not it is the Broker who kills the deals even before the buyers realize there is an option before them!

A real buyer who is not encumbered by a third rate broker knows the business, a business with set procedures that are imposed by the sellers, sellers who close quickly when they have a capable buyer.

Many Real Deals die on the vine before the buyer even hears about them.
and the reason I think this is , because many Brokers come from diverse family structure backgrounds. Background that comes into opposition over the virtual table of the internet meeting room. The best example I can offer is the classic rivalry between communist and democratic nations.

Some of these family backgrounds are paternalistic where the father has complete control over his sons and his household right up until the time he dies.

Other would-be Brokers come from other societies that are, shall we say, less Democratic, less egalitarian , with a high rate of functional illiteracy, overly simplified notions of right and wrong and a fascistic and masochistic views about how to treat women and foreigners . There is not a society on earth that does not fit into one of these categories! Thus the problem.

How many Brokers come from society where there is considerable amounts of poverty and as a result they are preoccupied with making money instead of closing deals.

There is a great video on the subject of [family structure](#) which I think can answer any questions you may have about the cause of the failure of people to get along on the internet and close deals. It is definitely worth a look.

Also, because there are so many governments that are hostile to their own populations that too many Brokers grow up poisoned by the experience and become corrupt as a result and have a mentality of it's **MY** time to eat!

This mentality is a deal-breaker in virtually all scenarios.

Too many of us are so busy self Sabotaging our deals... that we do not even realize we are doing it!

As a result many deals simply fail before they ever get to the stage where they can succeed because people in my position are forced to lay down the law and instruct Brokers to tell their buyers that there are certain specific procedures that must be followed and if these procedures are not followed then the sellers will not entertain the buyer! The sellers are doing this Not because of greed or racism or favoritism, they do it for one reason, They are in business to sell Fuel, not to be beholden to you!

A major prerequisite of being taken seriously by oil sellers is the requirement to show proof of funds.

In most cases there are three ways to do this; either a Bank Comfort Letter or Lawyer Attestation Letter or emails between Bank officers of the seller and buyers Bank or a phone call between the buyer and the seller's Bank officers.

Many would-be buyers of fuel are reluctant to do this primarily because they don't have the money. So instead of saying sorry I don't have the money they'd fly off the handle and make accusations of being insulted.

Often a broker will refuse to pass this information along to the potential buyer because they either lack a serious and strong relationship with buyer, that is to say they are part of a extensive chain that the sellers representatives are not fully aware of or they're simply scared to death that if they pass along this information to their buyer the buyer will Bolt because they don't like the

idea of an invasive inquiry into their financial Holdings. You do not buy a pair of shoes in a store until you swipe your card and show PROOF OF FUNDS TO BUY THEM! Nuf said!

Let me be clear about something... if you are going to be taken seriously by a legitimate seller you're going to have to follow their procedures and in these difficult times where the sellers are primarily concerned with focusing on buyers who can perform it is an absolute necessity that if you're going to get to the head of the line you have to show the sellers that you have the ability to perform Financially.

It is a common fallacy on the internet especially among the more poorly educated in that trade Brokers and the chancers who only started recently and whose minds are filled with all kinds of foolish ideas about what really goes on in oil deals that people who ask for financial details are always trying to scam you.

This simply is not true in fact those who are most likely to be able to serve your needs are the ones who are going to most readily ask for proof of funds. A real seller may only wish to know what top 25 or top 50 bank you work with.

To be followed by a request for a TSR and a TSA!

In providing proof of funds it is not necessary to provide this information to third parties in many cases a bank Comfort letter does not necessarily have to cite how much money a potential buyer has in their account but simply state that the buyer has in their account adequate funds for a transaction of a given size.

Bank to bank verification of funds are usually between trusted Bank employees such as Bank officers. So once again, your financial information is not going to wind up on the street as it were.

if you don't believe me and I would be surprised if you did not...you simply need to contact your own bank officer for verification of these possibilities.

If you have read this far down into this article it is my hope that you are a potential buyer of fuel such as Jet Fuel, D6 or EN590 who's looking for legitimate sources for your product be it Russian or non-Russian. Visit my website: Muhammadbey.com

Get in touch with me, I can serve your needs.

All I can tell you is that if you contact me and my partners we will be able to assist you. We do not have a long chain and we do not function as brokers.

Each of us brings our own expertise to the table and we will do our utmost to serve you.

The time of the Joker broker is passing... contact us today and let's close some deals!