

MARKET AMERICA DISTRIBUTOR CHECKLIST

The Local Leadership Team and your sponsoring distributor want to make certain that you are fully informed of the requirements and potential costs in becoming a Market America independent distributor and UnFranchise owner. Therefore, please go over this document with your sponsor and have all of your questions satisfied.

1. **Application Fee:** **\$99.95**, for which you become a Market America Distributor and receive start up materials including your web portal NMTSS on line. There is an annual renewal fee of **\$69.95** for your distributorship.
2. **Initial purchase:** Most sponsors will suggest a start up expense of **\$500 to \$1,500**, which goes to purchase products for use, education and resale. A portion will go to business material, such as additional information, brochures, CDs and videos.
3. **Monthly BV requirements:** You are required to purchase **50 BV per month** in your 001 for personal use or resale. After your first \$300 commission check, your monthly requirement goes to **100 BV per month** in your 001. After you are paid \$1,500, your monthly requirement goes to **150 BV per month** in your 001 and never goes higher. (By changing your buying habits to your own store, the monthly requirements are usually less that you will use for personal consumption.)

Monthly IBV requirements: As a Distributor you are required to purchase 10 **IBV per month** in your 001 in order to accumulate group IBV. Upon receiving your first \$300 IBV check, your requirement will increase to **20 IBV per month** in your 001. After you are paid \$1,500 in IBV, your requirement will increase to **30 IBV per month** in your 001 and never goes higher.

4. **Transfer Buy:** Those words are confusing because some people call buying from your own store and not Wal-Mart transferring their buying. "Transfer Buy" here means purchasing your monthly requirements (see #3) by credit card, so that the requirements arrive monthly without having to place an order and having the possibility of forgetting to send in the order, which is "bad".
5. **ATG/PATLive:** The Market America voice mail network is a very valuable tool that keeps you informed and lets you network with other distributors with one call. See also UFMS below.
6. **E-Commerce:** Free unless you want full access, then the cost is \$9.95 monthly and 2.37% interest rate per transaction & \$.55-\$.65 authorization fee per transaction (subject to change).
7. **Training:** There are three required classes that we suggest you take as soon as you can.
 - A. **New Distributor:** Approximately 4 hours. Cost is **\$15, \$10** for a retake. Check local calendar for dates.
 - B. **Basic 5:** Approximately 4 hours. Cost is **\$15, \$10 for a retake**. Check local calendar for dates.

- C. E.C.C.T.: Approximately 6 hours. Cost is **\$50, \$25 for a retake**. Check local calendar for dates.
8. UFMS: UnFranchise Management System. Upon becoming a Distributor, you will be required to join UFMS in order to accumulate Group Business Volume month to month. This will allow you access to your organizational and personal reports, receive a discount on ATG/ PATLive, among other management systems. The cost is **\$20** per month, Code UFMS, and will be included on your monthly Transfer Buy form.
9. A one-year commitment: That commitment includes the following:
- A. Agree to be coachable and work the business on a regular, part-time basis, 8-12 hours per week.
 - B. Wok on developing a positive attitude by reading, listening to tapes/CDs and spending time with positive people.
 - C. Develop business knowledge by reading 15 to 30 minutes every day. Your sponsor will suggest reading beyond the Career Manual and product information.
 - D. Have your Goal Statement written down and read it regularly, modify the statement and monitor your goals.
 - E. Daily do one or more of the following:
 - Sell products
 - Add to your names list
 - Contact a prospect
 - Conduct interviews
 - Show the Plan
 - Follow up with your prospects
 - F. Agree to attend as many meetings as you can to introduce your prospects to the business or to support other distributors. All meetings have a price for attendance to help cover costs.
 - One 2nd Look per month. Cost **\$5** per distributor, guests are free.
 - Home kickoffs that are like a 2nd Look meeting, but are held in a distributor's home are at no charge to anyone.
 - A Local Seminar, usually once a month, costs **\$25** per ticket.
 - A District Rally once per year with a maximum charge of **\$40** per ticket.
 - Regional Convention once per year. Cost **\$65** per ticket.
 - Annual Leadership School in Miami, FL. Plan at least 6 months in advance. Cost **\$195**, plus costs of getting there, lodging and meals.
 - Annual International Conventions in Greensboro, NC. Again plan at least 6 months in advance. Cost **\$195** or **\$260** for formal gala, plus getting there, lodging and meals.
10. Additional Costs:
- A. Whatever you want spend to grow your business.

- B. Most new distributors reinvest all profits on sales and commissions back into their business until they feel comfortable to withdraw money.

This is a business. I understand that as an UnFranchise owner, I am an independent businessperson. I know that I have responsibilities, as in any business, and I will operate in a professional manner. I will be responsible for the required paperwork, obtaining a business license (if needed or desired) from the appropriate jurisdictions, and paying all taxes (if any) required by law.

PLEASE take the time to discuss the business so that later you do not feel there are surprises that were not explained. Everyone wants you to succeed and, because we work as a team, other distributors will be more than willing to help you with your questions, even though they may not be your sponsor. We are trying to make every distributor successful and that comes with teamwork. You will hear over and over again that "Teamwork makes the dream work!"

Most successful distributors try to retail a sufficient amount of product to cover all training expenses.

No one can guarantee your success, but, if you commit to this business, your team will be there to increase the odds of your success.

I understand the requirements of the business and their importance in my success. I understand that if I choose to agree to these requirements, I can expect the Market America team to work with me and support me in my efforts to build my UnFranchise business.

Signed: _____

Dated: _____