

What Should be in your NEW DISTRIBUTOR'S Folder

Assemble at least one (1) each of the following items:

CODE 662 - \$7.50 - Mall Talk Catalog - Pack of (5)

MallTalk™ is Market America's catalog of products and services, conveniently organized into stores and color coded to guide your customers' fingers directly to the products they need. You will be proud to have this beautiful catalog lying on your coffee table or available to give to customers. The inviting design and easy-to-understand product descriptions make this catalog one of the most important and effective UnFranchise® business-building tools available. In addition to the brief descriptions, the catalog lists the suggested retail price for each product.

Code 1709 - \$15.00 - The Market America 2004 Annual Report – Pack of 10

An in-depth look at the many facets of Market America and Market Australia including financial breakdowns showing the strength of our company. This beautiful report is the perfect handout to potential Distributors. A **must have** item to build your business.

CODE 163 - \$6.00 - Management Performance Compensation Plan Brochures - Pack of (20)

The Management Performance Compensation Plan brochure provides an in depth overview of the Management Performance Compensation Plan (MPCP) and outlines all of the advantages that separate Market America and gives the company the competitive edge.

- OR -

CODE 700 - \$15.00 - The Small Flip Chart - Pack of (10)

Showing the plan/exposing the UnFranchise® business is critical to one's success. The small flip chart enables anyone to show the plan 2 on 1, 1 on 1, or around the kitchen table which is where the business is built. If you can read, you can show the plan! Each page offers convenient talking points (exactly like the BIG Flip Chart) so the presenter can stay on message and to ensure that the Plan is consistently and accurately presented as it was originally designed — to reveal the logic behind the Plan. The Small Flip Chart makes showing the plan fun, easy, and simple. Also, don't forget, everyone should own a BIG Flip Chart as well (Code 701).

Code 671 - \$5.00 - Home Shopping List - Pack of (20)

The Home Shopping List is a unique tool for a new Distributor or prospect. Use the Home Shopping List to check all of the items that are purchased on a regular basis and see the Market America products that can take their place.

CODE 391 - \$5.00 - Getting Started Guide & Action Plan for Success - Pack of (10)

This Getting Started Guide & Action Plan for Success guides a new Distributor to be on the right track in order to develop a successful UnFranchise® business. The Getting Started Guide outlines the fundamental tasks and activities that need to be performed, highlighting what you have to DO by way of result producing activities. **(See Note *)**

Code 786 - \$5.00 - Ten Steps To Systemized Effective Duplication - Pack of (10)

The Ten Steps to Systemized Effective Duplication booklet is a very informative guide to help you build your UnFranchise® business. The Ten Steps to Systemized Effective Duplication was originally created by Market America's top money earner, Elizabeth Weber International Field President (reflects the earnings of \$100,000 to \$124,000 in a four week pay cycle)

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Assemble at least one (1) each of the following items:

The following items should also be included in the folder:

Annual Renewal Form - can be downloaded from the www.goteamjersey.com website:

MABA Brochure

ATG (PAT Live) Brochure

Sales Tax Form – Link to NJ Tax Admin. Website available at ww.goteamjersey.com

Prospect Bio Sheet - can be downloaded from either the www.goteamjersey.com website or the www.maregion2.com site.

Calendar of Events of the upcoming year

Downloaded Price List – Go to 'Downloads' on unfranchise.com

Business Card Information – Go to 'ordering services' → Business Cards

Go Team Jersey Flyer – can be downloaded from the www.goteamjersey.com website

(*) Note: Attached to the Getting Started Guide should be stapled 1 ticket to the next local seminar and 1 ticket to the next convention.