

## **MARKET AMERICA DISTRIBUTOR REQUIREMENTS**

The Portland Leadership Team and your sponsoring distributor want to make certain that you are fully informed of the requirements and potential costs involved in becoming a Market America Business and Unfranchise Owner.

1. **Application Fee: \$129.95**- applied when you become a Market America Business Owner/Shop Consultant and receive start up materials, including your shop.com portal, career manual and Unfranchise back office. There is an annual renewal fee of **99.95** for your distributorship.

2. **Initial purchase:** Most sponsors will suggest a start up expense of **\$600 to \$1,500** to purchase products for use/ resale and educational items (books, brochures, etc.).

3. **Monthly BV requirements:** The first **89** days is covered by your initial order. After this grace period you are required to purchase **50 BV per month** in your 001 for personal use and/or resale.

After you receive the first \$300 commission check, the monthly requirement is **100 BV per month** in your 001.

After earn \$1,500, the monthly requirement is **150 BV per month** in your 001 and this remains static.

4. **Monthly IBV requirements:** As a Distributor you are required to purchase **10 IBV per month** in order to accumulate group IBV.

Upon receiving your first \$300.00 IBV check, the requirement is **20 IBV per month**.

After you earn \$1,500 in an IBV check the requirement is **30 IBV per month** and remains static.

5. **Bonus Pool: Optional but if monthly requirements are met, you will get clients from corporate.**

- Complete the Getting Starting Wizard
- Order 10, 20 or 30 IBV each month by your Q-date (Based on your IBV commission earnings)
- Make \$50 in personal purchases from Partner Stores by your monthly Q-date
- Generate 50 BV in sales from your Web Portal, Mini-Website(s) and/or PC Autoship by your monthly Q-date from Preferred Customers

6. **Transfer Buy:** means purchasing your monthly requirements (see #3/4) by credit/debit card. Transfer Buy allows you to accumulate Group Business Volume and allows bv and ibv to be placed within your centers.

7. **UFMS:** Unfranchise Management System. This feature allows you to accumulate Group Business Volume. In addition you will have access to your online, back-office so you can run your business. **\$20.00** per month.

8 **ATG/P.A.T. Live:** The Market America voicemail network is a very valuable tool that keeps you informed and lets you network with other business owners with one call. Optional and cost is **\$9.95**.

9. **Training:** Three required classes.

A. New Distributor: Approximately 4 hours- **\$15**.

B. Basic Five: The class lasts up to 6 hours and trains on running your business- **\$15**.

C. E.C.C.T.: All day training on the nuts and bolts of running your business- **\$50**.  
The cost to audit the class is **\$25**.

10. **Other Trainings:**

- • A local seminar **\$30**
- Product Seminar/UMO **\$15**
- • Regional Convention **\$70**
- • Leadership School in Miami, FL. **\$200**
- • International Convention in Greensboro, NC **\$200 or \$260**

**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, any distributor will be more than willing to help you with your questions. We are trying to make every business owner successful and that comes with teamwork. You will hear over and over again that "**Teamwork makes the Dream Work!**"