

GETTING STARTED GUIDE

marketamerica SHOP•COM™





CONGRATULATIONS!

THE DECISION TO BECOME AN INDEPENDENT UNFRANCHISE® OWNER AND BUILD A MARKET AMERICA UNFRANCHISE BUSINESS CAN BE ONE OF THE MOST EMPOWERING AND REWARDING ENDEAVORS YOU'LL EVER UNDERTAKE.

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Sponsor:

SENIOR INDED	ENDENT LINERA	NCHISE OWNER	INFORMATION
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Email:
Phone:
Senior Certified Executive Coordinator:
Email:
Phone:
Senior Certified Executive Coordinator:
Email:
Phone:
Senior Advisory Council Member:
Email:
Phone:
Local Seminar Coordinator:
Email:
Phone:
QUALIFICATION DATE (Q-DATE):

AS WITH A TRADITIONAL FRANCHISE, THE KEY TO SUCCESS WILL BE YOUR ABILITY TO EFFECTIVELY IMPLEMENT A TESTED AND PROVEN BUSINESS PLAN. This business plan consists of standardized, coordinated and systematic actions. These actions, completed in a timely manner, can result in fundamentally sound and consistent growth within your sales and distribution organizations.

The *Getting Started Guide* has been prepared as a recommendation to help you quickly start the building of your Market America Independent UnFranchise Business. You should refer to the Market America Career Manual whenever you need more detailed information. Implement and complete the *Getting Started Guide*, and encourage the Independent UnFranchise Owners you sponsor to do the same.

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Inkedin.com/company/market-america linkedin.com/company/shop.com

BLOGS

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SUBSCRIBE
youtube.com/marketamerica, youtube.com/shoppingannuity

ADD US
Meet ON.com

All currency herein is quoted in U.S. dollars unless otherwise indicated. Canadian and Mexican Independent UnFranchise Owners should convert references of currency to Canadian dollars or Mexican pesos based on the consultant's location. Canadian and Mexican Independent UnFranchise Owner's commissions are converted weekly from U.S. dollars to their country currency. For Canada, the conversion rate is the exchange rate published by OANDA immediately preceding the commission process for each week (typically the Tuesday of the week that commission check is paid). For Mexico, the conversion rate is 15 Mexican pesos for every 1 U.S. dollar.









SECTION 01: DEVELOPING YOUR UNFRANCHISE® BUSINESS

FOLLOWING THESE GUIDELINES WILL BE ONE OF THE KEY SUCCESS FACTORS IN DEVELOPING YOUR UNFRANCHISE BUSINESS.

COMMITMENT: I AM MAKING A ONE-YEAR COMMITMENT TO MY UNFRANCHISE BUSINESS

l W	/ILL:		World Conference:
	Commit to following this 12-month proven business plan.		(dates)
	Commit 8 to 15 hours per week to complete the tasks and activities outlined in this plan.		International Convention: [dates]
	Purchase a ticket(s) to the next scheduled National Meeting, Training and Seminar System (NMTSS) event (Local Seminar, District Conference, Regional Convention, World Conference or International Convention).	2.	RESULT-PRODUCING ACTIVITIES: Create a Possibilities List. Consider people you have the best relationships with who may have an interest in the products, the business and/or online shopping. (List your top 10 possibilities below.)
	Implement the Shopping Annuity® and Convert Spending Into Earning®. Visit shoppingannuity.com to complete the Shopping Annuity Assessment.		1. Name: Phone: Email:
	Complete the Shopping Advisor on UnFranchise.com.		2. Name:Phone:
	Review the Shopping Annuity Bonus Program and Master UnFranchise Program.		Email:
	Listen to a minimum of two audios each week from the UFMedia App.		3. Name:
	ENTER IMPORTANT DATES IN YOUR CALENDAR FOR: UnFranchise Business Presentations (UBP): (dates)		4. Name: Phone: Email:
	New UnFranchise Owner Trainings (NUOT) (dates)		5. Name:Phone:Email:
	Basic 5 Trainings (B5): (dates)		6. Name:Phone:Email:
	Executive Coordinator Certification Trainings (ECCT)		7. Name:
	Local Seminars: (dates)		8. Name:Phone:Email:
	District Conferences: (dates)		9. Name:Phone:Email:
	Regional Conventions: (dates)		10. Name:Phone:Email:









SECTION 01: DEVELOPING YOUR UNFRANCHISE® BUSINESS

(CONTINUED)

TOOLS TO EXP	POSE THE BUSINESS		000
2 on 1 Meeting	1 on 1 Meeting	Home Business Presentation	3-Way Call
Online Videos	Social Media	Invite Friends Tool	Webinars
Exclusive Product Catalog Shopping Advisor	UnFranchise® Business Presentation ShopBuddy®	Nutri-Physical® & Skincare Analysis Shopping Annuity® Assessment	Mobile Mobile NMTSS
ID WRITTEN. TAKE PING A GOAL STAT YOU MAY WANT TO	A FEW MINUTES ANI EMENT, REFER TO TH SEEK SOME ADVICE	D WRITE DOWN WHAT HE APPLICABLE SECT FROM YOUR SPONSO	ION IN THE
		t target dates for the	achievement of
	2 on 1 Meeting Catalog Exclusive Product Catalog Shopping Advisor Y AND GO ID WRITTEN. TAKE PING A GOAL STAT YOU MAY WANT TO ENSURE YOUR GOA 2. WHEN D each goa 3. DETERM	2 on 1 Meeting I on 1 Meeting Contine Videos Social Media Exclusive Product Catalog Shopping Advisor Y AND GOAL STATEN Shopping Advisor Shopping Advisor Shopping Advisor Y AND GOAL STATEN Shopping Advisor Shopping Advisor Y AND GOAL STATEN Shopping Advisor Shopping Advisor Y AND GOAL STATEN Shopping Advisor Advisor AND GOAL STATEN Shopping Advisor Shopping Advisor Shopping Advisor Shopping Advisor Advisor AND GOAL STATEN Shopping Advisor Shopping Advisor Shopping Advisor Shopping Advisor Advisor AND GOAL STATEN Shopping Advisor Shopping Advisor Shopping Advisor Advisor AND GOAL STATEN Shopping Advisor Shopping Advisor Advisor AND GOAL STATEN Shopping Advisor Advisor AND GOAL STATEN Shopping Advisor Advisor And Helling Advisor And	Online Videos Social Media Invite Friends Tool Exclusive Product Catalog Shopping Advisor AND GOAL STATEMENT ID WRITTEN. TAKE A FEW MINUTES AND WRITE DOWN WHAT PING A GOAL STATEMENT, REFER TO THE APPLICABLE SECT YOU MAY WANT TO SEEK SOME ADVICE FROM YOUR SPONSOENSURE YOUR GOALS ARE PROPERLY ESTABLISHED. 2. WHEN DO YOU WANT IT? Set target dates for the each goal.

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SECTION 02: YOUR WHY AND GOAL STATEMENT

(CONTINUED)

4.	DEVELOP A DETAILED PLAN OF ACTION. Determine what you must do each year, each month, each week and each day to achieve your goal. This business is built most effectively one day at a time, working consistently. Simply satisfy the daily tasks and activities (see below) in the detailed plan of action in order to ensure the achievement of the weekly, monthly and annual goals.
5.	WRITE IT OUT. (Steps 1-4) in a 50- to 100- word statement and read it twice daily. Fine tune it each week or month until it is in line with reality. The repeated reality checks will keep you focused and on your way to achieving your goals.

5.	WRITE IT OUT. (Steps 1-4) in a 50- to 100- word statement and read it twice daily. Fine tune it each week or month until it is in line with reality. The repeated reality checks will keep you focused and on your way to achieving your goals.		
	Add/cultivate two possibilities		
	Call one to three prospects from your Possibilities List to schedule an appointment		
	Promote business and/or products – social media		
	Present the UnFranchise Business® (show the Plan) once per week		
	Follow up with a prospect and/or customer		
	Invite two people to earn Cashback or visit SHOP.COM.		
	Listen to an audio or watch a video		
	Use Market America® products daily		
	Read your Goal Statement		
C. BUSINESS GOALS & OBJECTIVES 1. COMMISSION INCOME I will commit hours per week to my UnFranchise®			
	I will commit nights/days per week to my UnFranchise Business.		
	I will personally sponsor two qualified Independent UnFranchise Owners (to activate) by (target date)		
	I will reach the Coordinator level (receive first \$300 commission) by (target date)		
	I will reach the Executive Coordinator level (receive \$1,500 in commissions) by (target date)		
	I will earn annual commissions of \$ by (target date)		

I will register a minimum of 10 Preferred Customers online by (target date)______.

2. PERSONAL USE*

Personally purchase and use \geq 200 BV* worth of product monthly after one month. Personally purchase and use \geq 10 IBV† from Market America's products monthly and purchase \geq 5 IBV from Partner Stores for a total of 15 personal IBV.

Establish a customer base of \geq 10 purchasing \geq 30 BV and \geq 20 IBV (includes customer referrals) of product monthly after three months.

*For additional information on growth and development refer to the Master UnFranchise Owner (UFO) criteria.

3. RETAIL SALES: Each Independent UnFranchise Owner in your organization should be creating ≥ 500 BV and ≥ 200 IBV each month. (≥ 200 BV Personal and ≥ 300 BV Repeat Sales)

Teach, manage and support each Independent UnFranchise Owner on your team to achieve this goal.

Teach each Independent UnFranchise Owner on your team how to maximize the Shopping Annuity® on SHOP.COM.

- 4. EARN ≥ \$300 (BV) MONTHLY AND ≥ \$300 (IBV) EVERY OTHER MONTH from the Management Performance Compensation Plan (MPCP) within three to six months of implementing this plan. (Equates to you plus three Independent UnFranchise Owners on the left and three Independent UnFranchise Owners on the right of a Business Development Center [BDC] each creating 500 BV and 200 IBV monthly) Base 10, Seven Strong
- 5. EARN ≥ \$600 (BV) AND ≥ \$300 (IBV) MONTHLY from the MPCP after eight months of implementing this plan. (Equates to six Independent UnFranchise Owners on the left and six Independent UnFranchise Owners on the right of a BDC each creating ≥ 500 BV and ≥ 200 IBV monthly)
- 6. EARN ≥ \$900 (BV) MONTHLY AND ≥ \$900 (IBV) EVERY OTHER MONTH from the MPCP after 10 months of implementing this plan. (Equates to nine Independent UnFranchise Owners on the left and nine Independent UnFranchise Owners on the right of a BDC each creating ≥ 500 BV and ≥ 200 IBV monthly)
- 7. EARN ≥ \$1,500 (BV) AND ≥ \$1,500 (IBV) MONTHLY from the MPCP after 12 months of implementing this plan. (Equates to 12 Independent UnFranchise Owners on the left and 12 Independent UnFranchise Owners on the right of a BDC each creating ≥ 500 BV and ≥ 200 IBV monthly)

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SECTION 02: YOUR WHY AND GOAL STATEMENT

(CONTINUED)

ESTABLISHING A FOUNDATION - BASE 10, SEVEN STRONG

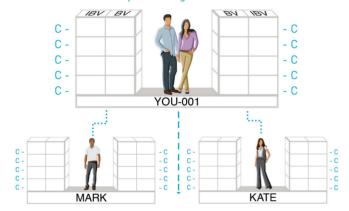
 Personally purchase and use ≥ 200 BV + ≥ 15 IBV in product monthly after one month.



≥ 200 BV/Month

Complete the Home Shopping List

3. Activate by personally sponsoring one qualified Independent UnFranchise Owner in your left and right organization each implementing "Base 10."



*BV = Business Volume †IBV = Internet Business Volume

 Establish a repeat Customer Base of ≥ 10 customers purchasing ≥ 30 BV and ≥ 20 IBV monthly within one to three months.



≥ 200 BV/Month

C = Customer purchasing \geq 30 BV + \geq 20 IBV monthly = 300 BV + 200 IBV

Personally purchase and use \geq 200 BV + \geq 15 IBV in product monthly after one month.

SECTION 03: FOLLOW-UP APPOINTMENT

THE FOLLOW-UP APPOINTMENT SHOULD BE SCHEDULED 3 TO 7 DAYS FROM THE DATE THE BUSINESS WAS ESTABLISHED.

1.	DEVELOPING ATTITUDE AND KNOWLEDGE
	Review "Your Why"
	Review your answer to "What is it?"
	Review Possibilities List and determine how to approach new prospects
	Determine Top 10 possibilities and the best approach for each
	Discuss what you have learned from listening to audios and watching videos
	Review UnFranchise.com
	Review SHOP.COM site functionalities (eGifts, Price Alerts, Shopping Advisor, Comparison Shopping, Hot Deals, etc.)

Review marketamerica.com corporate information site

Follow and "Like" Market America® and SH0P.COM™ on social media

Download the Company's mobile applications

2. REVIEWING GOAL STATMENT WITH BUSINESS PARTNER

Review Goals and Goal Statement

Review Plan of Action — Daily, Weekly and Monthly tasks

 RETAILING — INCREASING YOUR PERSONAL USE AND GROUP SALES VOLUME

Personal Use: You must be a product of the products you are recommending. Review your Possibilities List for potential customers. Identify 10 of those potential customers and expose them to the companies exclusive products and the SHOP.COM site.

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SECTION 03: FOLLOW-UP APPOINTMENT

(CONTINUED)

	Replace products you are currently purchasing monthly from someone else's business with products from your business (use Shopping Annuity® Assessment, the Shopping Advisor and/or Home Shopping List to identify) Host a Product Preview/SHOP.COM™ overview with your team within the first month of starting your business Take the Nutri-Physical® Nutritional Analysis located on your SHOP.COM site Introduce your customers to your site:		b. FOLLOW-UP: Send the About Market America I SHOP.COM PDF or other online business support tools, the day after scheduling the appointment. Set a time to call your prospect immediately after they have watched the video/webinar. RESPONSE: Moderate to high level of interest from videos/ webinar — schedule a two-on-one appointment, UnFranchise Business Presentation (UBP) or schedule additional online video/webinar presentation (prospect at a distance). RESPONSE: Minimal interest from videos/webinar — try to set a two-on-one appointment or conference call to get referrals, introduce ma® products and the SHOP.COM site (in this order).
	SHOP.COM/	5	FOLLOW-UP & THE ABCS OF BUILDING DEPTH — IMPLEMENTING
	Ensure all customers register as Preferred Customers from your SHOP.COM site	5.	A DUPLICATABLE SYSTEM Personal Responsibilities: People will do what you do. The ABC Pattern starts with you performing the following minimum daily, weekly and
	Continue to introduce customers to your SHOP.COM site through the "Invite Friends" tool		monthly activities. Conduct ABC/Trial Run meetings (one-on-one, two-on-one, Home Business Presentations and webinars).
4.	PROSPECTING, RECRUITING AND SPONSORING: BASIC METHODS FOR EXPANDING YOUR ORGANIZATION Possibilities List: Develop a Top 10 List. The Top 10 List is the group of individuals that you will initially expose the products, business and/ or SHOP.COM to.		Organizational Responsibilities: Measure, monitor, adjust and control the tasks and activities being performed by your personally sponsored Independent UnFranchise Owners and those Independent UnFranchise Owners you are personally working with and mentoring. Schedule a time to review their progress in implementing their action plan.
	VIDEO/WEBINAR APPROACH: There are several basic tools provided by Market America for Independent UnFranchise® Owners to use, such as the "UnFranchise Business Plan" videos (available as webinars or online). These tools allow you to prospect the greatest number of people efficiently and effectively. More importantly, these tools for prospecting people can be used by anyone regardless of their knowledge level about this business. With the video/webinar approach, you must only learn two things: how to set the appointment and how to follow up. a. EVALUATION APPROACH EXAMPLE: "John, I just started a business that I am working part time with some associates. We are really excited about its potential and are looking to expand in the (John's geographic location) area. John, your name came to mind as someone who might have an interest in what we are doing or might know the right people for our expansion. Either way, you could help us by evaluating the business. I would like to provide you some information that gives a general overview. You may or may not be interested, but you may know someone who would be." RESPONSE: Moderate to high level of interest — schedule a three-way call or appointment to show the business plan (two-on-one meeting, HBP*, UBP† or webinar). RESPONSE: Little interest — use the video presentation to generate referrals and introduce the SHOP.COM site.		Complete NUOT, B5 and ECCT Purchase a ticket(s) to the next scheduled National Meeting, Training and Seminar System (NMTSS) event (Local Seminar, District Conference, Regional Convention, World Conference or International Convention) Conduct Home Business Presentations Conduct Product Preview/SHOP.COM overview Implement Base 10, Seven Strong with organization Have regularly scheduled Call Workshops Expose the business on a regular basis Listen to audios and watch videos (creating a culture of learning every day) Perform Result-Producing Activities every day: Use and share Market America's products and the SHOP.COM site, share the business opportunity (implement and share the Shopping Annuity) and attend events and sell tickets (education)
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SECTION 04: HOME ASSESSMENT

REPLACE THE PRODUCTS YOU CURRENTLY PURCHASE WITH THE CORRESPONDING MARKET AMERICA PRODUCTS. CREATE A SHOPPING ANNUITY® BY CONVERTING YOUR SPENDING INTO EARNING THROUGH YOUR UNFRANCHISE® BUSINESS AND SHOP.COM.

COMPLETE THIS SIMPLE EXERCISE TO ENSURE THAT YOU TRANSFER THE MONEY YOU ALREADY SPEND TO YOUR OWN BUSINESS.

BODY CARE Skin Protection □ ClearShield® Maximum Protection & Hydration Bath & Shower Gel □ Royal Spa® Imperial Blend Bath & Shower Gel Bath Sponge ☐ Royal Spa® Royal Pouf **Moisturizing Lotion** ☐ Royal Spa® Smooth As Silk Hydrating Lotion Skin Soother & Protectant ☐ Ultimate Aloe® Gel☐ DNA Miracles® Natural Soothing Ointment Better Gas Mileage & Fuel Economy ☐ Autoworks™ Fuel Enhancer Exterior Car Cleaner ☐ Autoworks™ High Performance Auto Care Exterior Car Wash Vinyl & Leather Cleaner - Interior Cleaner Autoworks™ High Performance Auto Care Interior Cleaning Spray Car Polish & Exterior Protection □ Autoworks™ High Performance Auto Care Shimmering Polish Tire & Wheel Cleaner ☐ Autoworks™ High Performance Auto Care Tire & Wheel Cleaner Oil & Engine Care ☐ Friction Free 3000™ Engine Treatment CHILDREN'S SUPPORT Multivitamin □ DNA Miracles Isotonix® Multivitamin

Digestive Health DNA Miracles Isotonix® Digestive
 Enzymes
 Immune System Support □ DNA Miracles Isotonix® Immune Antioxidant □ DNA Miracles OPC-3® Chews □ DNA Miracles Isotonix OPC-3® Omega-3 Fish Oil

Umega-3 Fish Uil

□ DNA Miracles® Essential Omega 3

Digestive Health

□ DNA Miracles® Chewable Probiotics

□ DNA Miracles® Probiotics Extra

Advanced Multivitamin
Brain Development Support

□ DNA Miracles Isotonix Multivitamin Plus Diaper Cream

□ DNA Miracles® Natural Diaper Cream Foaming Wash & Shampoo □ DNA Miracles® Natural Foaming Wash & Shampoo **Baby Lotion**

□ DNA Miracles® Natural Hydrating Baby Lotion Soothing Ointment □ DNA Miracles® Natural Soothing Ointment
 Stain Remover

Snap™ Heavy Duty Concentrate Deodorizer

Snap™ S.O.S. (Smoke, Odor, Stain Eliminator)
 Room Deodorizer

□ Snap™ S.O.S. (Smoke, Odor, Stain Eliminator)

CLEANING NEEDS, KITCHEN & BATHROOM All Purpose Cleaner -

Walls, Floors, Upholstery, Spot Cleaner ☐ Snap[™] All-Purpose Natural Concentrate **Automatic Dishwasher Crystals**

□ Snap™ Crystal Clean Automatic Dishwashing Crystals Carpet Cleaner

□ Snap™ Heavy Duty Concentrate

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Cleaner - Polish and Cleaning Cloth for Metals & Enamel ☐ Snap™ Home & Shop Cloth Cleaning Accessory Pack ☐ Snap™ Pak
Degreaser - Ovens, Grills, Stove, Pots & Pans □ Snap™ Heavy Duty Concentrate

Dishwashing Liquid & Hand Soap □ Snap™ Dishwashing Liquid
Disinfectant & Germicide Cleaner □ Snap™ Disinfectant Cleaner **Drain Cleaner & Odor Eliminator** ☐ GlobalCare™ SP7™ All-Purpose Degrader & Odor Controller Room Deodorizer

☐ Snap™ S.O.S. (Smoke, Odor, Stain Eliminator) Scouring Cleanser for Metals, Tile and Grout, Etc ☐ Snap[™] Scouring Deep Cleanser COSMETICS Accessories & Brushes ☐ Motives® 8-Piece Deluxe Brush Set Blush ☐ Motives® Pressed Blush Bronzer ☐ Motives® Pressed Bronzer
Contour, Bronze & Highlight Kit

Motives® 3-in-1 Contour, Bronze and Highlight Kit

Crème Concealer

☐ Motives® Crème Concealer **Eye Shadow** ☐ Motives® Pressed Eye Shadow **Eyebrow Kit**

☐ Motives® Essential Brow Kit Eyebrow Pencil

☐ Motives® Mineral Waterproof Eyebrow Pencil

Face Primer

Motives® Complexion Perfection
Face Primer Felt Tip Eyeliner

☐ Motives® Luxe Precision Eye Line Gel Eyeliner Motives® Mineral Gel Eyeliner Lip Pencil Motives® Lip Crayon

Lip Shine ■ Motives® Mineral Lip Shine Lip Stick Motives® Moisture Rich Lipstick

Liquid Concealer ☐ Motives® Long-Wear Liquid Concealer Liquid Foundation

☐ Motives® Liquid Powder Mineral Foundation with SPF 15

Makeup Finisher

Motives® 10 Years Younger Makeup Setting Spray
 Makeup Remover

☐ Motives® Makeup Remover Towelettes Mascara

■ Motives® Lustrafy High-Definition Mascara Nail Polish

☐ Motives® Nail Lacquer
Powder Foundation

Motives® Mineral Dual Foundation Setting Powder

☐ Motives® Luminous Translucent Loose Powder

FACIAL & SPECIALTY SKINCARE Age and Dark Spot Treatment

Lumière de Vie® Illuminating Fading Fluid **Alpha Hydroxy Treatment**

☐ Skintelligence® Alpha 24 Triple Revitalizing Complex ☐ Timeless Prescription® 3 Step Acne

Cleanser ☐ Lumière de Vie® Facial Cleanser

Care System

Daily Moisturizer

Cellular Laboratories® De-Aging
 Day Crème SPF 20

Exfoliant Mask

Lumière de Vie® Volcanic Exfoliating Mask Eye Treatment

Lumière de Vie® Eye Balm Fine Lines and Wrinkles Skin Therapy

Firming Treatment ☐ Lumière de Vie® Needle-Free Serum Intensive Moisturizer

☐ Lumière de Vie® Intense Rejuvenation Crème Toner

☐ Lumière de Vie® Toner HAIR CARE **Dry Shampoo**

☐ Fixx® Dry Shampoo Frizz Control

☐ Fixx® Argan Oil No Frizz Hair Conditioner Royal Spa® Tri-Protein Plus Deep Conditioner

Hair Spray □ Royal Spa® Hold & Shine Hair Spray Moisturizing Shampoo for Dry Hair

Royal Spa® Ultra III Shampoo (for Chemically Treated Hair) Shampoo

☐ Royal Spa® Chamomile Shampoo

Styling Mousse Royal Spa® Awapuhi Mousse
Styling or Structure Gel

□ Royal Spa® Structure Hair Gel

Thickening Shampoo

□ Fixx® Thick Hair Shampoo

& Conditioner Volumizer ☐ Fixx® Volumizing Boost Spray

HEALTH & NUTRITION Blood Sugar Maintenance

☐ Isotonix® Isochrome

Bone & Joint Health ☐ Isotonix OPC-3[®]

☐ Isotonix GPC-3-☐ Isotonix® Calcium Plus ☐ Prime™ Joint Support Formula by Isotoniy Cognitive Health, Stress Relief,

Sleep Support
☐ Isotonix® Activated B Complex

☐ Bliss™ Anti-Stress Formula ☐ Prime Dreamz[™] Digestive Health

Ultimate Aloe™

□ Isotonix® Digestive Enzymes with Probiotics (Bottle)

□ NutriClean® 7-Day Cleansing System with Stevia

□ NutriClean® Advanced Fiber Powder with Stevia

☐ NutriClean® Probiotics

Energy

☐ Awake® Energy Shot

 ☐ MochaTonix®
 ☐ Isotonix® Acai Advanced Energy and Antioxidant Formula
Female Support

☐ Isotonix® Prenatal Activated Multivitamin ☐ Prime Feminene® Female

Support Formula

□ Prime™ Time Female Libido Formula

General Health - Age Management

□ Prime™ AGE Defense Formula General Health - Antioxidant ☐ Isotonix OPC-3®

□ OPC-3® Chews - Single Pouch (30 Servings)

General Health - Detox

□ Curcumin Extreme
General Health - Immune System Support

☐ Isotonix® Vitamin C

☐ Isotonix® Immune
General Health - Minerals,
Multivitamin, Daily Essentials

☐ Isotonix® Multivitamin

☐ Isotonix® Daily Essentials Packets
☐ Isotonix® Magnesium
General Health - Skin Health
☐ Isotonix OPC-3® Beauty Blend
Heart Health - Omega III, CoQ10

Heart Health™ Essential Omega III Fish Oil with Vitamin E Heart Health™ Advanced Co-Q10 (Cardiovascular & Immune Support)

Male Support

□ Prime™ Prostate Defense Formula

□ Prime™ Time Performance Formula

for Men
Performance & Active Nutrition ☐ Isotonix® Peak Performance Blend **Vision Health**

☐ Isotonix® Vision Formula with Lutein

LAUNDRY

Deodorizer

☐ Snap™ S.O.S. (Smoke, Odor, Stain Eliminator)

Fabric Softener Snap™ Fabric Softener Laundry Detergent Snap™ Sriple Enzyme 3X
Laundry Detergent

Stain Remover - Pre Wash

Snap™ S.O.S. (Smoke, Odor,

Stain Eliminator)

LAWN & GARDEN Hand Protection

ClearShield® Maximum Protection and Hydration
 Lawn Treatment

☐ GlobalCare™ Lawn Power Plant, Flower & Shrub Care ☐ GlobalCare™ Plant Power

Bone & Joint Health - Antioxidant Defense

□ PetHealth™ OPC Formula with
Glucosamine for Dogs & Cats
General Health & Nutrition for Dogs & Cats
□ PetHealth™ Multivitamin Formula

for Dogs
General Pad & Paw care for Dry,
Cracked Pads

□ PetHealth™ Pad & Paw Balm Hypoallergenic Shampoo

□ PetHealth™ Hypoallergenic Shampoo Medicated Shampoo - Anti-itch &

□ PetHealth[™] Medicated Shampoo

WEIGHT LOSS &

WEIGHT MANAGEMENT
Carbohydrate & Fat Inhibitor

TLS® CORE Fat & Carb Inhibitor CLA - Lean Muscle Enhancer

□ TLS® Tonalin® CLA (Conjugated Linoleic Acid) Fat Burner

☐ TLS® Green Coffee Plus

Garcinia Cambogia
Meal Replacement & Snack Option ☐ TLS® Nutrition Shakes Metabolic Support

☐ TLS® Thermochrome with Advantra Z®

Protein Shake

☐ TLS® Whey Protein Shakes Stress & Hormone Support TLS® ACTS Adrenal, Cortisol, Thyroid & Stress Support Formula Weight Loss Program

□ TLS® Health Guide & Journal APPAREL, ELECTRONICS, GIFTS,

HOME GOODS, ETC. □ SHOP COM

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POSSIBILITIES LIST: DEVELOP A POSSIBILITIES LIST OF 50-300 NAMES

Name:	Name:	Name:
Phone:	Phone:	Phone:
Email:	Email:	Email:
Name:	Name:	Name:
Phone:	Phone:	Phone:
Email:	Email:	Email:
Name:	Name:	Name:
Phone:	Phone:	Phone:
Email:	Email:	Email:
Name:	Name:	Name:
Phone:	Phone:	Phone:
Email:	Email:	Email:
Name:	Name:	Name:
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Phone:	Phone:	Phone:
Email:	Email:	Email:
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Phone:	Phone:	
Email:	Email:	Email:
Name:	Name:	Name:
Phone:	Phone:	Phone:
Email:	Email:	Email:
Name:	Name:	Name:
Phone:		
Email:	Email:	Email:
Name:	Name:	Name:
Phone:	Phone:	Phone:
Email:	Email:	Email:
Name:	Name:	Name:
Phone:	Phone:	Phone:
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Name:	Name:	Name:
Phone:	Phone:	Phone:
Email:	Email:	Email:

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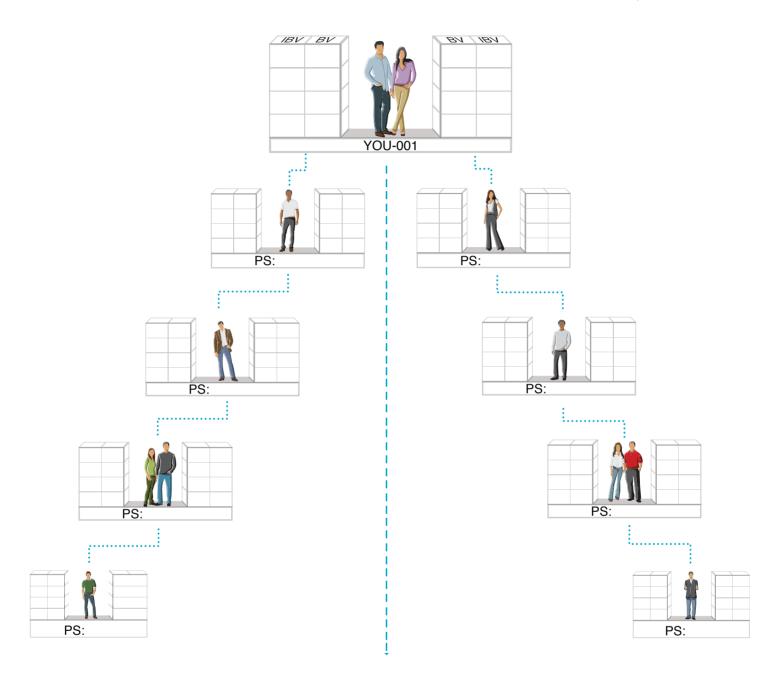






ORGANIZATIONAL CHART

GOAL: PERSONALLY SPONSOR A MINIMUM OF FOUR INDEPENDENT UNFRANCHISE® OWNERS PLACED IN YOUR LEFT ORGANIZATION AND FOUR INDEPENDENT UNFRANCHISE OWNERS IN YOUR RIGHT ORGANIZATION,



KEY: PS: Personally Sponsored Independent UnFranchise Owner





MASTER UNFRANCHISE® OWNER (UFO) CRITERIA CALENDAR QUARTERLY QUALIFICATION* VERIFICATION AND VALIDATION FORM INSTRUCTIONS

CALENDAR QUARTERLY QUALIFICATION* VERIFICATION AND VALIDATION FORM INSTRUCTIONS
CALENDAR QUARTERS: JANUARY – MARCH, APRIL – JUNE, JULY – SEPTEMBER OR OCTOBER – DECEMBER

(Check one): Initial Requalification	TRAINING REQUIREMENTS
Note: All qualification criteria must be satisfied within the Calendar Quarter in which you are applying. Paperwork is due by the 28th day past the quarter end date.	Attended or conducted one New UnFranchise Owner Training Trainer Name:
Name:	Date:
UnFranchise ID#:	Location: Attended or conducted one Basic 5 Training
Calendar Quarter Beginning Date:	Attended or conducted one Basic 5 Training Trainer Name:
Calendar Quarter Ending Date:	Date:
Completed the Shopping Annuity® Assessment	Location:
Have a subscription for the UnFranchise Management System (UFMS)	Attended or conduct one Executive Coordinator Certification Training
Purchased a total of 1,500 BV of product for the respective quarter.	per year Trainer Name:
These product purchases must be from your paying UnFranchise ID or from a personally registered Preferred Customer's paying ID.	Date:
Order#:Date:	Location:
Order#:Date:	Ticket Requirements:
Order#:Date:	Three World Conference Ticket No.:
Order#:Date:	Three International Convention Ticket No.:
Generated \$1,500 worth of Partner Store purchases between you and	
your customers. These Partner Store purchases must be from your paying UnFranchise ID and/or from registered Preferred Customer's	UNFRANCHISE LEVEL/INCOME CONSISTENCY REQUIREMENTS
paying ID.	Score greater than or equal to 50% on the Basic 5 Diagnostic Test Documentation Attached(initials)
Sponsored a minimum of two qualified and active UnFranchise Owners	AND/OR
Name:	
UnFranchise ID#:	Earn a minimum of \$900 in BV/IBV commissions from one BDC per quarter Commission total \$
Name:	
UnFranchise ID#:	* Download the complete Master UnFranchise Owner booklet on UnFranchise.com > Downloads > Support Materials











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