



Team National Business Overview

Please note the presentation should move quickly and should be completed within 30 to 45 minutes

Personal Introduction and Welcome

Read the Disclaimer out Loud.

Disclaimer

(All disclaimers are mandatory & must be read in full)

This presentation is two-fold and is intended to present the savings and earnings program offered by Team National. It is not intended to represent typical, actual or average savings of specific Team National Customers.

Each customer may experience greater or lesser savings. Plus, actual earning results by an individual IMD will depend upon the time and effort he or she devotes to building their business.

Experts agree that consumer debt and the cost of living are at an all time high. Savings and retirement accounts are at an all time low.

Team National has the Solution for both!

What if you had additional income, would it allow you to purchase a new home, new vehicle, or perhaps to build up your savings account? Maybe you just want to eliminate all your debt from credit cards or pay off your mortgage.

About the Company

We are a member of the prestigious Direct Selling association, The DSA. There are thousands of direct selling companies in the US, there are approximately only 220 member companies. Every member company pledges to abide by a strict code of ethics, standards and procedures. We proudly support the DSA and their efforts. The Direct-selling industry has a total of close to \$30 billion in total US sales and 74% of US adults have purchased products from a direct seller.

We are a registered member of Dun & Bradstreet.

Plus we are a proud member of the United States Chamber of Commerce and a member of the Better Business Bureau of South East Florida.

Our state-of-the-art, multi-million dollar headquarters is located in Davie, FL.

Since 1997, our IMDs & customers have generated hundreds of millions of dollars in membership and product sales. Team National prides itself in Providing Value and Inspiring Dreams.

Why We're Different:

For about \$1 per day (or less) you can own a Team National membership

With personal usage of any of Team National's 4 divisions (Factory Direct, Group Buying Power, Business Exchange and E-Commerce) you can save, or earn, more than a dollar a day.

1 - Factory Direct

Our furniture division called Team National Factory Direct, bypasses all middle men, buying direct from the manufacturer, giving you the absolute lowest price possible. Savings up to 65% in several different categories.

For example: Savannah Sectional with Ottoman included - Retail price \$2,282.22, TNFD price \$768.35.

We're About Saving You Money....Following are 3 areas we do that in.

2 - Group Buying Power

Our customers save money by tapping into our group buying power. Over the years, Team National has grouped together thousands of individuals and small business owners nationwide to create a mass purchasing power...As a large group; Team National negotiates with wholesalers and distributors, and now even manufacturers, to obtain substantial discounts on goods and services in many different industries, (here are just a few examples) and pass those savings on to you.....our customers.

Sears Commercial - Enjoy discounts for your home from 5 - 20 % through our Sears Commercial online program.

Business Savings

Savings from 12 - 40 %

Credit Card & Check Processing through Team National Business Solutions.

Free Savings Analysis & Free Terminal

Multiple Wireless & Online Solutions

Online Supply Store Gift Card Program

3 - Local Merchants (Business Exchange)

Save at over 6,000 local businesses.

Businesses in your area join our Team National Business Exchange and offer Team National customers exclusive discounts or special offers. These include anything from Construction/Home Maintenance, Real Estate, Personal Care, Automotive, Insurance, Photography and Travel and much more.

4 - E-Commerce

Team National Consumable Products

Shop online to purchase our private label products.

Plus, create an additional stream of income with Team National's consumable products.

High quality Team National products at wholesale prices.

We have a variety of **private label products**. We have our own nutritional, skin care, kids and automotive care products.

What is great about our products is that you don't have to be a distributor to take advantage of our low prices and high quality. We have no product usage requirements and no inventory requirements.

With our variety of products such as nutritional, car care and more, you'll receive excellent pricing, up to 50% lower than industry standards, on average.

Plus, you can earn product residual income

And all of our Private Label Products have a 100% money back guarantee.

Personal Websites

You can have your own personal website for only \$7 per month or \$75 per year, this includes set-up, maintenance and obtaining your domain. This is hundreds less than a typical website. Through your personal website, you will have access to the Big N Marketplace.

Keep in mind the Big N Marketplace is NOT a discount program. The pricing is the same as if you went to any of the stores websites directly. What is different, is that by accessing the stores through the Big N Marketplace, you can earn up to 30% commission back from your online

purchases. You can earn dollars back on items you are already using from over 100 popular stores.

Examples: Carrot Ink – Save up to 40 to 50% on ink cartridges and receive a 30% commission; Restaurant.com \$25 worth of food at local area restaurants for only \$10 and receive a 25% commission; Drugstore.com free shipping when you purchase \$50 or more and receive a 10% commission.

We offer our package two ways.

Our Standard Membership is a two year package; it covers your entire household and is only \$795.00 which averages out to \$33.00 a month. We do accept most major credit cards and financing is available.

Our Premium Membership which is our most popular and best value. It offers the same coverage as the standard membership, PLUS it has a free automatic renewal with continuous use of one or more benefits per year. It covers your household, grown children, your parents, grandparents and grandchildren. It will also cover your business and five employees, it is a wonderful employee retention program. It costs only \$2195.00. Again, we accept most major credit cards and financing is available.

Include savings testimonials here...

TN Business Exchange

As Premium/Business Membership Owners - if you own your own business, the Team National Business Exchange is available at no cost to you. Business Partner Advantages Include:

- ▶ *Captive Team National Audience*
- ▶ *No Cost to Premium/Business Membership Owners*
- ▶ *Free listing on BigN.com*
- ▶ *Opportunity to feature your business on the monthly calls and e-newsletter with 150,000 subscribers.*

Special discounts for our members...Win/Win scenario!
Lots of eyes looking at your business free of charge!

To recap our customers can save three different ways. We have group buying power such as what is seen with Team National Factory Direct. We have savings on Team National Personal Websites that come with the marketplace, where you earn commissions on your purchases. And, we have local savings through our Team National Business Exchange merchants.

The questions you need to ask yourself are : Which membership package would you like to own? And How soon would you like to start saving Money?

Use Your Personal story of a savings experience example of Johnna Parr's Story - use your own not this one.

(I was introduced to this awesome company in February of 1998. At that time I was a single mom of two little girls. I was not in the market for big ticket items like cars, jewelry or furniture...I wasn't going on vacation any time soon. At that time, I was in survival mode.....but I saw that I could save money on the things I was already spending money on. I could easily save a dollar a day, which would easily pay for my benefits package...I wound up saving more than that and realized it would have cost me not to own a benefits package...It just made sense, and I know if something makes sense, it will make money .I was thrilled to become an Independent Marketing Director for Team National.)

Earn Money Through Team National's Proven Marketing System

Your Road To Financial Freedom

(All disclaimers are mandatory & must be read in full)

The following section is intended to present the marketing plan offered by Team National. Please note there is no cost to become an Independent Marketing Director (IMD). There is also no requirement to purchase a membership to participate in the optional earnings programs with Team National.

Intro to Next Speaker - here is an example of a good introduction

(It is my pleasure to introduce to you someone who is a very dear friend of mine who has had tremendous success with the Team National Marketing Program...Double Platinum Presidential Director ...Robert Fason)

If we can show you an additional way to earn income, would that be okay with you?

We are now going to show you how the Team National marketing program works.

Comp Slide 1

Let's begin with your first two hostings, we'll call Bob & Sue.

You are bonus qualified for one year

You earn commissions that vary from \$25 to \$100 per sale.

You are earning retail bonus points, 1 for a standard membership and 3 for a premium membership.

Comp Slide 2

Points accumulate:

From Your Sales

From Your Team Sales

Unlimited Depth

Comp Slide 3

Your point total is over 10 on each side ~This could happen weekly

You earn \$1,500 progression bonus

Comp Slide 4

Qualify for additional business centers

Earn points with every team sale

Develop teams 3 & 4 for more earnings

If your 000 has over 10 points on each side, you'll earn \$1500

If your 101 & 102 each hit 10 & 10, you'll earn an additional \$2,500

This could happen weekly

Comp Slide 5

1 point, in each line for 52 weeks, averages over \$3,000 per month

Plus up to 4 other bonuses

Comp Slide 6

5 points, in each line per week, averages over \$17,000 per month

Plus up to 4 other bonuses

In addition to the Commission & the Progression Income there are:

Hosting Bonuses

Leadership Bonuses

Product Residual Income

Marketplace Commissions

Platinum Profit Sharing!!!

Hosting Bonus

Anytime anyone you host gets 10 & 10, you earn a \$1,000 hosting bonus
In this example, you would earn \$4000 and this can happen weekly

Presidential Director Bonus (do recognition here)

1st level is Presidential Director - this is achieved when you have earned 3 progression checks - \$1,500. When you have received 3 10 & 10 pay progressions - \$10 for each Standard Membership and \$20 for each Premium Membership.

2nd level is Bronze - they have personally hosted 2 Presidentials \$20 (each Standard), \$40 (each Premium).

3rd level is Silver - they have personally hosted 4 Presidentials \$30 (each Standard), \$60 (each Premium).

4th level is Gold - they have personally hosted 6 Presidentials \$40 (each Standard), \$80 (each Premium).

5th level is Platinum - they have personally hosted 10 Presidentials \$50 (each Standard), \$100 (each Premium). Also, there's discretionary Profit Sharing at this level.

6th level is Double Platinum - they have personally hosted 18 Presidentials \$50 (each Standard), \$100 (each Premium). Also, there's discretionary Profit Sharing at this level.

Set up or plan to share 5 to 6 stories including name, background, where IMD is from and one thing that the extra money has done for them. Keep each at 30 seconds or less. (Reminder NO income or product claims, lifestyle stories only, see bign.com for more information).

Recap/summarize the Standard and Premium memberships.

There is no guarantee of income, but there is also no ceiling on your income.

(All disclaimers are mandatory & must be read in full)

The marketing program presented was an example of how commissions are calculated but was not intended to represent typical, actual, or average earnings of any specific Team National IMD. The actual results by an individual IMD will depend upon the time and effort he or she devotes to building their business.

We've opened the vault and it's time to go out and build this business.

Have you ever asked yourself I would if I could?

Home, Vehicle, Savings, Eliminate Debt, Charity, College Fund, Parents Home.....

We believe you can with Team National.

How soon do you want to get started on your own road to financial freedom?

Our vision for Team National is to create more 6 and 7 figure income earners than any other direct-selling company. We are committed to helping change hundreds of thousands of lives.

Claim your share. We invite you to get started today!