



Team National Business Overview

Please note the presentation should move quickly and should be completed within 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 the optional marketing program offered by Team National. It is not intended to represent typical, actual or average savings of specific Team National Customers and/or Independent Marketing Directors.

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.

Regardless of what papers you read or the news you listen to, all experts agree that consumer debt and the cost of living is at an all time high. And, the majority of people have a real shortage in their savings or retirement accounts.

Team National has been highlighted two years in a row in Success From Home magazine.

Team National has the Solution for both cutting expenses and increasing income.

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 only approximately 200 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. Direct-selling industry has grown by more than 90 % in the last decade with more than \$30 billion in sales. In 2010, the DSA will proudly celebrate its 100th year.

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.

Since 1997, total membership and product sales are approaching one billion dollars. 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 minimal 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 factory direct, bypasses all middle men, buying direct from the manufacturer, giving you the absolute lowest price possible. Savings up to 65%.

Villa Madrid Dining Collection comes complete with Table, Four Side Chairs, Two Arm Chairs, Buffet and Hutch - Retail price \$6,256.80, TNFD price \$2,085.60.

Savannah Sectional with Ottoman included - Retail price \$2,282.22, TNFD price \$760.74.

We've extended the same Team National Factory Direct pricing for our Outdoor Living Category as well.

We're About Saving You Money....There's really 3 areas we do that in.

2 - Group Buying Power

A great example of our group buying power can be found with our savings on Jewelry - Here are two beautiful items from our factory direct, custom jewelry provider. Take a look at this extraordinary Diamond Fashion Ring. This 14 carat ring retails for \$620. Our members can purchase it for \$206. Also, this Gentlemen's Diamond Ring. It retails for \$1,602. Our members can own it for \$544. There's a wide variety to choose from in every price range.

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 purchase 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, and pass those savings on to you.....our customers.

Auto Program- We have a wide network of car dealerships ready to get you into your choice among thousands of new and pre-owned vehicles with pre-negotiated savings. There are also savings on parts and services.

We have similar savings on **motorcycles, motorcycle accessories and motorcycle riding gear as well as on ATVs and personal watercraft.**

Wells Fargo Another wonderful benefit of ours **in the Financial Industry**. We are proud of our relationship with Wells Fargo because of their proven track record. They have special incentives for Team National members.

Team National Health Discount Benefit Plans

Receive discounts on vision, dental, hearing, teladoc & chiropractic.

We have a great volume discount with **Budget Rental Car**, up to 25% and VIP privileges apply.

Communication Benefit. This benefit alone can save an individual or business substantial money. This includes long distance, cellular phone, broadband and wireless internet service, and satellite TV. You'll get great rates and save money on communication fees.

Business Savings

Big N Merchant Account Credit Card Processing - If you own a business, get the lowest rate out there as well as free equipment through Team National Business Solutions.

Team National Services

Team National services save you time.

So, when booking your next trip, book it through our Vacation Center.

Also save time through our Insurance service - Although we don't discount insurance due to regulations, we do the foot work for you to show you where you can get the best rates for insurance (home, auto & life) and travel (vacation packages).

Consumable Products Create an additional stream of income with Team National's consumable products.

High quality Team National products at wholesale prices.

We also offer a large variety of **private label products**. We have our own nutritional, skin care and automotive care products. Our customers enjoy the highest quality at the lowest prices.

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 an average retail savings of 50% or more.

On all of our Private Label Products, we have a 100% money back guarantee.

3 - Local Merchants

Businesses in your area join our Team National Business Exchange and offer Team National customers exclusive discounts. These include anything from Construction/Home Maintenance, Personal Care, Photography and Real Estate and more. Through the Business Exchange, we offer a variety of savings or cash back.

Business Exchange LOGO

Businesses in your area join our Team National Business Exchange and offer Team National customers exclusive discounts.

4 - Team National Personal Website - 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 store's 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 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*
- ▶ *Free listing on BigN.com*
- ▶ *Site Statistics are terrific! Bign.com averages over 15 million hits a month and over a 500,00 different viewers*
- ▶ *No Cost to Premium / Business Membership Owners*

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.)

The second half of our presentation will explain our Proven Team National Marketing System.

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

This presentation is intended to present the marketing plan offered by Team National. 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 program 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.

Mile Marker 1

You are bonus qualified for one year

You earn commissions of up to \$100 per sale.

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

Mile Marker 2

Your point total is growing.

You are Hosting Bonus qualified.

Mile Marker 3

You earn \$1,500 progression bonus

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

Mile Marker 4

You earn \$1,500 progression bonus

Plus \$2,000 in hosting bonuses

Total \$3,500 ~ This could happen weekly

Presidential Director Bonus (do recognition here)

1st level is Presidential Director this is achieved when you have received 3 10 & 10 pay progressions - \$10

2nd level is Bronze they have personally hosted 2 Presidentials \$20

3rd level is Silver they have personally hosted 4 Presidentials \$30

4th level is Gold they have personally hosted 6 Presidentials \$40

5th level is Platinum they have personally hosted 10 Presidentials \$50

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.

Recap/summarize the Standard and Premium memberships.

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

TWO Teams

\$1,500 progression bonus

\$2,000 hosting bonus
\$3,500 ~ This could happen weekly

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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.

Health & Wealth Promotion Extended!

We have a Health & Wealth Promo going on now until business ending June 25, 2010.

Rules:

1. Any IMD that qualifies for Level 1 in the Product Program (achieving personal sales volume of 25 PV) is eligible to insert a "Product Qualified Pay Center" (-101 designation) directly under the left of their -000 Pay Center.
2. Any IMD that becomes Bonus Qualified their first 30 days will be eligible to insert a "Fast Start Pay Center" (-102 designation) directly under the right of their -000 Pay Center.

Qualification for commission on the "Product" and "Bonus Qualified" Pay Points:

1. You must be Bonus Qualified on the -000 Pay Center to receive the Progression Bonuses.
2. You must be Level 1 Qualified in the Product Program (achieving personal volume of 25 PV) and Hosting Bonus Qualified to receive the \$1000 Pay Center Bonus.

Helpful Hints:

1. These Pay Centers will start to accumulate points the day they are inserted. Get qualified and place them as soon as you can to take advantage of as many points as possible.
2. Just like the -001 PD Pay Center and the -002 Bronze Pay Center, these Pay Centers can be used to advance to the next PD level when they reach 10 and 10 three times.
3. If you are currently achieving personal sales volume of 25 PV or more in the Product Program, you qualify for the "Product Qualified Pay Center" right now.
4. You can get qualified by pre-purchasing a couple of our nutritional products or sign up on our Success Club and purchase one nutritional product. These are products that would normally cost you more than twice as much as we have them, so it's a great deal and you're still saving money while contributing to your health as well.

Promo Slide #45

000 beginning pay point

Host 2 people to get bonus qualified (Bob & Sue). Begin selling memberships, both your sales and Bob & Sue's sales, etc. The goal is to get to 10 points on each side of your 000 pay point and earn \$1500.

Doing this weekly, you will earn \$6,000 per month. If this happens slower, the company does not penalize you. These points carry over to the following week or once you reach your minimum.

Goal - create enough excitement and momentum so you can hit 10 points on each side of your pay point every week, so you can earn \$ 6,000 a month.

Promo Slide #46

You host Bob & Sue as normal under the left side of the 101 and left side of the 102, that's still your left and right, and work with Bob & Sue, to get those 10 & 10 points.

Now the right side of 101 & the right side of 102 are empty because each pay point can have two sides, which allows us to host a couple of new people. – Bob, Sue, Tom & Mary. With only 5 points a week, you achieve same amount of volume and sales in 4 lines, rather than 2. So you are not doubling your efforts, you're splitting up your efforts.

Work two hours a week in 4 lines, Bob, Sue, Tom & Mary. Just split your efforts up a little bit.

Here's what that does for your income:

With 5 points per week in four lines, your top center will still have 10 and 10 every week and would still earn \$1,500 weekly. However, your 101 and 102 centers will earn you more. When they hit 10 points on each side, they pay out a total of \$2,500 each. In this example your 101 and 102 would each reach 10 and 10 twice per month. So, with the same amount of sales volume, instead of \$6,000 a month, you would earn \$16,000 a month!

The company has now paid you a \$10,000 raise on exactly the same amount of business...it's phenomenal!

Promo Slide #47

Would you rather earn, with 10 points on each side, \$6,000 a month or \$16,000 a month?

How do I do that? You need to get your 101 and 102 as soon as possible. So that means the brand new guy is going to get qualified in the product program immediately and then they are going to make their first 2 sales as fast as possible.

Promo Slide #48

To recap...

With only 5 points a week, same amount of volume and sales in 4 lines instead of 2.

With 5 points per week in four lines, your top center will still have 10 and 10 every week and would still earn \$1,500 weekly. However, your 101 and 102 centers will earn you more. When they hit 10 points on each side, they pay out a total of \$2,500 each. In this example, your 101 and 102 would each reach 10 and 10 twice per month . So, with the same amount of sales volume, instead of \$6,000 a month, you would earn \$16,000 a month!

Promo Slide #49

If you only did 1 point a week with 4 lines in this example (Bob, Sue, Mary & Tom), for 52 weeks, you would earn \$40,000 (they don't have to be consecutive weeks).

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

Have you ever asked yourself I would if I could?

Home, Vehicle, College Fund, Local Charity or church

Mom Home, Out of Debt.....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!

