

## Distributorships

Hello everybody and thank you for listening in today. This cast is intended for all of our distributors, both new and seasoned. It doesn't matter if you are doing 10k in sales per month or if you're about to get your first---you are bound to learn something from this cast.

I'd like to welcome all of our new distributors to the family and want to mention just a few of them and how they are using their distributorship.

Mike from AZ:

He signed up for the distributorship so he could generate additional revenue using his existing business connections.

Greg from MI:

He's using his distributorship, coupled with his Dollardays' Wishlist to encourage people to buy products for his organization as well as using the commissions toward his organization's needs.

These are just two people who have used their existing knowledge and connections to generate additional income.

This brings us to the first point: work your existing relationships.

I can almost guarantee that you know someone who has a business or someone who is part of a non-profit organization such as a church.

Small business with fewer than 25 employees make up a majority of businesses in the US and are essentially the backbone of the American economy. Our CEO Marc Joseph knows about being small; he started 2001 in his garage! Since then, he has made it his mission to empower small business to compete with the big guys like Wal-Mart. This is one of the reasons he has published his book *"The Secrets of Retailing: Or how to Beat Wal-Mart."* In this book it teaches retailers how to develop a niche and expand upon it, having a chance to compete with the big box retailers. This same principle applies to promoting your distributorship. Use your existing connections to develop a niche before expanding into other verticals. Once you have solidified your customer base and the commission checks have begun to grow, then you can attempt to take over the world... but in the meantime, work what you know and who you know.

The second point is to use the tools you have in front of you. We have provided you with some very clean and targeted flyers which you can customize, print and distribute. Drop these off at local business, hang them on bulletin boards at church, work or school, or even

give one out to your kid's teacher. Remember, teachers regularly reach into their own pockets in order to purchase much needed school supplies. Why not save the teacher a few hundred dollars by sending them to DollarDays while at the same time, you personally benefiting from it? But then again maybe you're not the flyer type of person and are more personal. If that is the case, go to [Vistaprint.com](http://Vistaprint.com) or some other inexpensive online printer and order 250 business cards for around \$10. This will allow you to carry them in your wallet or purse and whip one out whenever you see an opportunity. Now you **could** create new tools for your distributorship like having a designer create you your own logo or have some postcards made and mailed out, but this requires time, money and effort. When starting, your focus should be in promoting your distributorship as quickly and easily as possible and not trying to reinvent something new that will make you a millionaire overnight.

If you haven't seen the distributorship tool box please visit the website so you can start using it to help grow your clientele

DollarDays is the perfect answer for people wanting to buy in bulk or wholesale. If a person is looking to buy one phone case, we're not a good fit. However, we are a great fit for anyone looking to order products in bulk, such as: convenience stores, gift shops, drug stores, online stores, swap meters, resellers, etc. Any store that needs inventory, we probably have what they are looking for. You will also find that our products are a good fit for service businesses in your community, such as an insurance sales office that can use office supplies. Or the real estate office that will buy gift baskets from you so they can give them to new homeowners. Don't be afraid to think outside the box and meet new people. Many people will view you as the Costco of the internet, so selling products to your neighbors who normally shop at Costco or Sam's is a natural extension of what you do.

Fourth and final point before covering some basic FAQs: How do you approach someone about your business?

Start off by finding the decision maker and let them know you can save them money. Tell them you are a partner of the country's premier wholesale website with over 225,000 products. Ask them what they buy the most of and see if you can help them find it for less on your site. You have to look for a need they have and offer a solution to fulfill the need. Example: Our cleaning supplies are through the roof. Can you save me money? Or you know a holiday is approaching and you want to show them what you have in stock for the holiday. Use this opportunity to learn about their business and develop a rapport with them. This will go a long way to securing orders over the long term.

Can I have my own domain? Sub-domain

Do I have to pay hosting fees? No

Do I have to pay order processing fees? No

How long does it take for my customer to receive my order? 7-10 days

Where is your warehouse? All over the country

How does the commission work? 5% of all sales

When do I get paid? And how? By check, monthly if it's over \$25

Why is shipping so high? You can get cheap or free shipping from retailers who add shipping costs to the prices of the items. With us, you get bare bones pricing, but shipping is not discounted.

If someone has to return a product they bought, how does that work? Call customer service and they will walk them through it.

How can I be successful? The true secret to your success is telling anyone who will listen about your website.