

FAQ's for Market America/Shop.Com

To watch a video and learn more about the company and It's accomplishments as an FAQ Please Click Here: <https://youtu.be/3WMXu4kdXBo>

Q: Is Market America listed with the Better Business Bureau? A: Yes, we have an A+ Rating which is the BBB's highest rating! Please Click here to view our rating: <https://www.bbb.org/us/nc/greensboro/profile/internet-marketing-services/marketamerica-shopcom-0503-4002355>

Click Here and listen to what the president of the BBB says about Market America: <https://youtu.be/yITcqnVKK7M>

Q: Does Market America manufacture their Own Products?

A: No. We are a Product Brokerage company. Being a Product Broker eliminates the burden (overhead) of manufacturing operations. This also allows the company flexibility to move with the marketplace. We do not rely on the sales of any one product or service. To Learn more please click here <https://www.marketamerica.com/site/product>

Q: Since Market America is not the manufacturer, how do you ensure your products have the highest quality?

A: Our products are manufactured using Standard Operating Procedures (SOP's) under FDA's Good Manufacturing Practice (GMP) Standards. Every product is scientifically engineered and must be manufactured consistently with regard to purity, quality, potency and composition. All of our products are quality tested by the manufacturer and sourced with a Certificate of Analysis. We retest by quality testing each batch of products in house. Products are inspected at our warehouse for damage, label accuracy, appearance, taste, and odor prior to release. If something isn't right, it's returned to the manufacturer for replacement. To Learn more Click Here <https://www.marketamerica.com/site/product>

Q: Is there a fee to be a Customer?

A: No! Anyone can register to be a customer for free.

Q: Is there an incentive to becoming a Customer?

A: Customers earn Cashback and save money on the purchases they make on the brands and stores they already know and love. In addition, each customer receives a customer manager who has a vested interest in helping the customer find exactly what they are looking for and have the best experience.

Q: Are the products competitively priced?

A: Yes! When you are comparing products of similar kind and ingredients in the marketplace. Unfortunately, many products available today are made by companies who care more about advertising and marketing than research and development. Market America does not compromise the integrity of their products in favor of their bottom line. They will not leave out key ingredients or quality ingredients in order to get

their products into a lower or more competitive price point. This staunch commitment to quality has contributed to Market America achieving over \$9.4 Billion in Estimated Accumulated Retail Sales (As of April 1, 2020).

Q: Can I sell products in other countries?

A: UnFranchise Owners can sell products in all countries where Market America is open for business. Each UnFranchise Owner is given seven (7) websites to market and sell from, including their own a global.shop.com site. By simply selecting the country at the top of their global.shop.com site UnFranchise Owners can sell products just about anywhere, and Market America handles the shipping.

Q: Are Customers also a part of the Sales and Distribution Organization Team?

A: NO, however, sales to customers creates business volume that can contribute towards commissions.

Q: Does the Company require product sales to end consumers/customers?

A: YES. All business owners must document the sale of \$200 to end consumers per quarter. According to the Federal Trade Commission: At the most basic level, the law requires that an MLM/Home Business/Direct Sales company pay compensation that is based on actual sales to real customers, rather than based on mere wholesale purchases or other payments by its participants.

Q: Does the company assist their business owners in promoting products?

A: Yes. The Company provides seven (8) unique websites to every UnFranchise Owner to use to educate, market and sell the products. The websites contain all the information necessary for customers to make an educated decision including ingredients, benefits, science, directions for use, FAQ's, and customer reviews. Market America also provide their business owners with a back office that contains many digital marketing tools, product brochures, infographic flyers, audios and videos.

Q: Is there an investment to get started with the UnFranchise business?

A: There is no cost to register as a Sales Representative and earn retail profit. The far more popular option is to register as an UnFranchise Owner and the purchase of a Fast Start kit for \$429.95 plus tax and free shipping. The Fast Start Kit contains a selection of our best-selling products. UnFranchise Owners are also provided along with seven websites, which are E-commerce enabled and ready to go. The new owner will also receive the tools and resources necessary to be successful in business. The biggest reason why most choose the UnFranchise Owner option is they are able to participate in the Market America Management Performance Compensation Plan (MPCP) and build a residual income. It's worth noting that every business in the world requires some type of investment. No one can own a franchise without paying the franchise fee (average franchise fee is \$174,000). The minimal \$429.95 investment should be recouped within the first 30 days to 90 days by following our proven system and building a customer base. Retail Profit is the foundation of every owner's business.

Q: Is there Training to assist me with the business?

A: YES! We have a very comprehensive training system. At the core of the diverse growing population of UnFranchise® Owners world-wide is the Global Meeting Training and Seminar System (GMTSS), a systematic, coordinated, and comprehensive business introduction, training, motivational and support system. The GMTSS is composed of various meetings, trainings, seminars, and conventions. By leveraging the GMTSS, all UnFranchise® Owners have access to the most competent speakers and trainers within Market America and the very best expertise in building a strong UnFranchise® organization. Training available includes everything from how to build a successful business overall, to specialty training based on the divisions of the company in which you are interested. A Product symposium, conducted annually, focuses on the science and marketing of our products. We even have training for licensed health care professionals through our NutraMetrix division. There is also an abundance of training online via webinars and other platforms. All business owners have free access to an audio and video training library. Information and training will be right at your fingertips. All successful businesses have a great training system in place. All professionals are required to take continuing education. You cannot buy a franchise without investing in their training system. In the same way, training is at the core of how our business system works.

Q: Will I receive Coaching, Mentoring and Support?

A: YES! Experienced business owners, that have a vested interest in your success are available to assist you and everyone else on the Team! Of course, your commitment, maintaining a positive attitude, setting goals and a strong passion will play a vital role in your ultimate success.

Q: Will I need to put effort into this business to make money?

A: YES. We always find it fascinating that some companies choose to market themselves by stating that people just need to get in; No Sales, No Managing, No Work and still make money. This makes zero sense. Businesses require work. We suggest everyone invest 8 - 15 hours a week into their business.

Q: Am I only qualifying and partnering with 2 people to become successful?

A: NO. We build two (2) teams of people. The focus is always helping the newest people on the team because 100% of the volume generated flows up. After you qualify your two and help them find their two, and as people lead to people, your two teams will begin to grow. As you continue to share the business, you can take the next person you qualify and place them at the bottom of either team. Everyone else on the team does the same. When paying commissions, the search for business volume goes to the bottom of each team (as your organization grows, the search goes to infinity) and you receive 100% credit for all business volume produced.

Q: Does Everyone Qualify to become a business owner?

A: NO. The process of “Qualifying” a new potential partner involves having them take specific actions to make sure the business will be a success for them prior to them making the full commitment to become a business owner.

There are products and business support tools in the Fast Start Kit, but no sales, no customers and no business partners! We highly suggest that you put the team to work and make the partnership a win-win! Follow their lead as they walk you through the qualification process. If it turns out the business is not a good fit, you can always register as a Customer for free.

Q: Does everyone succeed with the business?

A: No. It would be great if everyone followed the system and did the work. However, everyone has different goals, different priorities and a different pace. This is the beauty of being an entrepreneur. The entrepreneur gets to choose their level of commitment and goals. Some join the team for the products. They love the products and they just want to manage a customer base and earn retail profits. Our top retailer does just that. He manages thousands of customers and he is super happy doing just that. He earns a substantial amount in retail profits, but he is not a top earner within the compensation structure of building a team because that is not his goal. Some join the team because they love being around positive people. It is not their goal to build a big business. Finally, some join the team to build a successful business that includes retail profits and team compensation. This is our 2-3-year business system. No matter what their goals or how fast or slow they want to grow their business, everyone has a place on the team, and we all work together. Individuals who have big goals and want to build at a fast pace, do not “push” their goals onto people who have modest goals and want to move at a more comfortable pace. Everyone will be as successful as they choose to be. This is true in every business.

Q: Is Market America a scam?

A: No. Market America has been successful in business since 1992 and has a proven system that has enabled hundreds to enjoy a multi-million-dollar lifestyle and tens of thousands of people to earn an additional income through building a an UnFranchise business. They have accumulated over \$9 billion in estimated accumulated retail sales, achieved and maintained an A+ rating with the Better Business Bureau, and have received the Better Business Bureau’s Torch Award TWICE!

Q: Is Market America Multi - Level Marketing (MLM)?

A: No. MLM is a business that resembles the structure of a typical traditional business structure, where people at the top are paid the most and the people below are paid based on levels and percentages We are a hybrid business model that combines the benefits of franchising, digital marketing, direct sales, and network marketing creating a business category of our own. We have a Binomial Compensation model that contains all the positives while eliminating the challenges of the typical corporate America and/or MLM compensation models. Although we are not a Multi-Level Marketing company, we do have elements that we adopt from network marketing and every other traditional business in the world, like word of mouth advertising and referral

marketing, while eliminating the pitfalls and challenges of a traditional network marketing company.

To learn more you can click here: <http://www.unfranchisemanifesto.com>

Q: Is there a disclaimer with the business?

A: Yes! The success of any Market America UnFranchise Owner will depend upon the amount of HARD WORK, TALENT and DEDICATION which he or she devotes to building his or her Market America business.

If you have any further questions or need more clarification on anything, please get with the person who shared this PDF with you. Thank You for taking the time to learn more.

*This PDF was written by Independent Market America UnFranchise Owners.