

PORTAL TOUR

(NOTE: it is important that you confirm they are doing and seeing what you are asking... so give directions. For example- "Go to Sign In Icon which is at the top right hand corner of page. Are you there?" "You should be on the Home Page, what are you seeing")

This will take about 30 minutes; it can be done more quickly the more you do and if prospect computer savvy. Send them the link to site by email shortly before call and have them log on. Confirm they are on home page- have them acknowledge the customer manager name.)

1. INTRODUCTION (HOME PAGE)

This is my Portal; I own this; franchised thru MA.com

13th largest website in world in terms of sales

4th largest number of products

35 million products and growing

(only 2 other websites aggregate multi brand products- that means choices, convenience and savings for you !)

So obviously lots of people using it and it keeps getting better and bigger- because this happened before our Cash Back Program

2. MA CASH BACK (HOME PAGE)

Review Concept

2% plus CASH back on your purchases (w. Cash Back Icon)
and .5% of everybody you refer (email template/can be changed)

Make Following Points

More Partners

More 2%

More, more than 2%

Unlimited number of referrals- how cool is that?!

Do you know people who shop on the internet?

Great! Help them, help yourself

Cash Back amt will grow as the Site grows
Other Cash Back sites are cookied to not show sale prices;
Cannot use coupons, no referral pd, limit amt of cash pd

Demonstrate (Print the Subsequent Registration Pages So you can see what they are Seeing)

Click- sign up- tell them where it is

HAVE THEM REGISTER

After initial reg- Sign in

with email address (tell them where it is)

Have them type your name in referral box and tell them this is where their referrals would type in their email address

Review - Your account

Shows History

Not real time- shows up the Wed of the week following in “Pending”

MA products- real time

Invite Friends – have them email to themselves

3. TOOL BAR-LEFT TO RIGHT ACROSS TOP OF PAGE (HOME PAGE)

Review

Gift Cards & Cert

Shop Partners- make point they are going to THAT site- same Prices, products etc.

Hot Deals

MA Travel

4. SET PERSONAL LINKS - ½ down left hand NorthSouth tool bar (HOME PAGE)

5. SET AS HOME PAGE- Explain benefits (HOME PAGE)

6. SHOP ALL DEPARTMENTS (HOME PAGE)

Use Apparel as an example

Show 4 categories
Explain benefits

7. **SEARCH BAR (HOME PAGE)**

Store or Product

Can break down search- Amazon DOES NOT
COMPARISON SHOPPING

8. **REVIEW MARKET AMERICA LABEL PRODUCTS
USING BRAND LOGOS (HOME PAGE FEATURED
BRANDS)**

Categories/Ask what they currently use

Recommend product based on what they say

9. **INTERNET PARTNERS USING ICONS- just another way
to find (HOME PAGE FEATURED PARTNERS)**

10. **REVIEW OTHER FEATURES (HOME PAGE)**

Nutriphysical

Shopping Cart

CLOSE- I own this portal so I obviously get paid differently than you- don't get me wrong I get the 2% cash back and .5 % referral but I also make money a couple of other ways. Like all successful business I/we are in the expansion mode so if you know anybody who is (**ambitious, looking to make money on the internet - describe who you want**) please let me know. I will interview them to see if they qualify and if you lead me to 2 winners we may be able to come to an agreement around a business arrangement. So does anybody come to mind that fits that description?