HOW TO MAKE A 6 FIGURE INCOME, IMPORTING PRODUCTS, WITHOUT RISKING YOUR OWN MONEY WORKING FROM ANYWHERE YOU LIKE WITH JUST A LAPTOP, INTERNET AND PHONE.

Best part is to be successful all you need to be good at is organizing things and talking to customers….

IMPORTING CASH FLOW

IMPORTING Cashflow

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How to Make a 6 Figure Income, Importing Products, Without Risking Your Own Money Working From Anywhere You Like With Just a Laptop, Internet and Phone.

By Matt Buchel

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Introduction

In this book, I'm going to show you how to make $100,000 or more in the importing business.

You can do this working from home or, in fact, anywhere you actually like. It could be anywhere in the world.

You can do it with no overheads, no stock and no staff.

Now, obviously, you need an internet connection and a phone.

But, hey, that's not that hard, no matter where you are.

The best part is, even if you have no idea about importing, once you get to the end of this book, you're going to have a total understanding.

You also will have a total understanding of what the "Importing Business In A Box system" is.

My Goals for You

Here are my goals for you.

- First of all, by the end of this book, I want to make sure that you **fully understand this business** – not only the importing business, but the Business In A Box.

- Also**, how much money you can make**. Now I will say that making $100,000 is on the conservative side. It can be a lot higher than that. You've really got to expand your thinking on how much you want to make.

  But basically, what happens when opportunities come to you because you are in your own business and there's a system set up to take care of things for you, you'll end up making more, unless you want to just happily have $100,000 and not work too much.

  I actually do this exact business model part-time, and I'm doing around about $20,000 a month actual income from it.

- **What you get for your investment**. I'm going to explain, if you do decide to go ahead and invest in an Importing Business In A Box, what you get for your investment.

  I will say, it's not for everyone. It is by application only.

- I'll also let you know **why this is a great opportunity**, and not just by saying it, but by comparing it to other opportunities out there.

  I'll show you some proof of the actual investment involved in buying someone else's business in importing and the actual profits they're making.

Who This Book is For

This book is for:

- Anyone that's **stuck in a job**, looking to escape and get out and be more independent and to be able to use the effort that they're putting in for someone else in to use for themselves.

- Anyone **stuck in a business that they don't actually like**. This is for you as well.

  You might be looking for a change in business. You might be sick of the way things are happening. This is perfect for you.

- Anyone **looking to work part-time**. Now this business and the business model I'm going to show you can actually be done part-time.

  In essence, it is wise to start off doing it part-time until it builds into something more substantial. I'll show you exactly how to do that.

- Anyone looking to **get out of "fly in, fly out" work.**

This can also be done even if you're flying in and flying out. It's a perfect transition out of that and you can replace your income.

Quite a few people have come through my different Business In A Box situations and they were earning extremely high incomes in the $160,000-170,000 a year mark and had to replace it.

But they didn't want to spend their entire life savings replacing it and I'll explain to you what some guys have done in regards to that.

Why I've Written This Book

You're probably wondering, why I've written this book.

First of all, it gives you a chance to get to know me a little bit better. That's where you have to put the effort in and read this all the way through to the end, even if you have to do it in two or three sittings.

Some of you might, obviously, like to invest in further education with me. It's as simple as that.

Obviously, I'm going to explain to you about the Business In A Box program and if you truly want a shortcut and a proven road to success, well, it's a bit of a no-brainer.

I also get a buzz out of the feedback. I do get feedback. People have heard about this and I get a bit of a buzz. It is also a good way of me understanding what people want.

I do genuinely like to help people and you will actually get a total understanding of my system.

So that's the main reasons. If you're wondering why, there's your answer.

Another real important one is Zig Ziglar. He was a motivational speaker in the U.S.A., probably one of the best of all time.

> "If you help enough people get what they want, you'll get anything you want as well."

His motto is, basically, if you help enough people get what they want, you'll get anything you want as well.

In essence, that's saying if you're in business and you help a lot of people get to where they want to be, or achieve the dreams they want to achieve, you will also get what you want to achieve as well. Which is exactly what I do.

What We're Going to Cover

Here's what we're going to cover.

- First of all, **problems with finding the right business.**

  There's a huge amount of problems. If you've been looking for a business, or looking to escape your job, you know that there's a lot of stuff out there that is really expensive.

  They're overpriced, there's a whole heap of problems with them, or they just won't make the income you want to make

  As a comparative, like a Jim's Mowing, you're going to make fifty, sixty grand a year.

They'll guarantee you a thousand dollars a week income, but all your expenses come out of that and you're going to be working 40, 50 hours a week in the hot sun.

It’s not exactly what everyone wants to do.

- I'll also talk to you about **some possible solutions**.

  I'll obviously explain the Business In A Box opportunity.

  - I'll explain how much money you can make out of it.
  - I'll explain what you have to do next to actually apply, bearing in mind, this is not for everyone.
  - I'll also go over a whole heap of common questions that you might have, relating to not only the Business In A Box, but importing in general.

It’s very important to remember that this is not for everyone.

Just because you apply, doesn't mean you're going to be accepted.

You've got to be the right person. I do have to work with you for a period of time, so it's very, very important.

Just because I've failed there doesn't mean I'm not going to go out and try again.

Plus, importing might not be for you… although I'm going to show you, even if you know nothing about it, how to actually get through it and get started and get going with basically no money… provided you're willing to follow my system.

Chapter 1
My Story

Chapter #1: My Story

Before we get started, it's really important that I tell you about myself.

Otherwise, you really don't know why I'm here, or what reason I've got experience to even talk to you about importing.

First of all, I have three kids. I've been married twice, divorced twice. Just picked the wrong women, so unfortunately, got unlucky!

The important point to make about this is, just because I've failed there… and a lot of people fail at various things, a lot of people go into business and they fail and then they get up and try again, but a lot of people don't try again.

Just because I've failed there doesn't mean I'm not going to go out and get myself a new girlfriend and try again.

It happens. You fail, you've got to get up and keep going forward.

So, probably don't ask me for marriage advice, but business advice? I've got you covered.

Everything I'm about to tell you is not to brag, it's really so you know who you're dealing with. That’s really important.

My Five Businesses

First of all, I've had five businesses. I'm on my fourth and fifth, simultaneously.

My first one was Graffiti Gone, a property maintenance company in Sydney.

Second one was manufacturing Gazebos and Bali Huts, based on the Gold Coast but the business sold Gazebos and Bali Huts Australia wide.

After I sold Graffiti Gone, I moved to Queensland, took over the business and expanded it up to a multi-million dollar turnover.

Business number three, a portable building business.

All 3 of these businesses are now other Business In A Box programs.

Business number four, Freedom Wholesale, which is essentially the same business model that I'm going to be showing you here, the importing stuff.

It’s basically facilitating, but we'll get to more of that in a minute.

Of course, really my main business is Unique Business. Unique Business basically stems off that, the Business In A Box programs.

These are really an alternative to franchises, because not everyone wants to be in a franchise. Not everyone wants to pay fees and so on and so forth. I'll explain more about that as we go through.

Early Days

Now, it's not always been like that. First of all, I grew up in Sydney's Hills District.

My first house in beautiful downtown Riverstone actually cost me $129,000. It would be lucky to be worth $250,000 today.

It was a tiny little house. It's about 100 square metres. So I was definitely not born with a silver spoon in my mouth.

In fact, I went to school and dropped out in year 10. So the end of year 10, I left school and I don't have a university education.

I have invested a huge amount in education in my time.

However I have invested a huge amount in education in my time.

But, like most young people, I was not the smartest when I was growing up. I had mates, I had a good time.

A turning point came to me when I was 24. I'd been working away in places like Hay and Leeton doing building work and, in essence, I was drinking my wages. It’s not that I was an alcoholic or anything like that, but I was having a good time with my mates and so on.

Anyway, my mates and I went separate ways. They got a job elsewhere and then I got a job somewhere else.

I was living in Newcastle and I'd been working for years, making pretty good money. I'd gotten myself to the position that I had a $1,500 car.

It was actually a Holden Gemini. It was a two-door, brown one – it had dodgy brown paint. It was automatic and I think it was a 1978 model. I'd bought it off a friend of mine that was a mechanic and it got us by.

When I was first living in Newcastle, I was staying in a hotel and basically someone put a railway sleeper through the window, which didn't really impress me when I went out in the morning.

I had no money and I was literally surviving from week to week. Basically because I wasn't saving and no one was going to give me a leg up, I had to do something myself.

> Just because I dropped out in year 10 and had been mucking around for a few years, didn't mean that I had to stay that way forever.

I actually had to borrow some money off the site foreman… which was lucky he would actually lend it to me… so I could get up and going.

Investing in Myself

I remember asking the guy that owned the hotel where I was staying if I could borrow a couple of hundred dollars. He politely told me no, although I did ask him three or four times and he got angrier as I went.

After that, I decided that the smartest thing I could do to get ahead, was first of all not drink all my wages, which is probably a smart way of doing it.

The second part was, to make sure that I started investing in education myself.

Just because I dropped out in year 10 and had been mucking around for a few years, didn't mean that I had to stay that way forever.

Basically I was working at a few different jobs, up in Newcastle was one of them, until I was about 26.

Before I reached 24, I did actually complete an apprenticeship as well so I did have a trade background.

After finishing the apprenticeship, I should have left it and never kept going.

But, essentially from making that point and deciding I wanted to invest in myself, I wanted to invest in shortcuts, I figured out when I was about 24 that all wise people invested in shortcuts, invested in ways of moving forward faster.

First Business

I started my first business, which I just mentioned, which was Graffiti Gone in Sydney. I ended up getting it to about 15 trucks all around Australia.

In my first year… this is on the back of me investing in myself and I was a little bit surprised about what happened… I literally went to $1 million in sales in the first eight months, which is massive. I'm going, "Holy crap."

I didn't believe in myself enough at the time, but the thing is I actually took that leap of faith and went and did it, and that was what allowed me to get there.

I would hate to think where I would be now, if I never took that first step. I definitely wouldn't have had the life I've led, that's for sure. I would have been struggling a hell of a lot more.

In the next two years, the turnover went up to $2.3 million and then $3.5 million.

I did really well in that business. I got it up. I got it going and interestingly enough I put it up for sale, because I'd always had the goal of moving to Queensland.

The business broker saw how good a business it was and how well I'd systematised it and he actually bought the business from me.

Obviously Graffiti Gone has formed the basis of one of my other Businesses-In-Box.

After that was done, I came up to Queensland and I bought another business, which at that point in time was Bundall Gazebos and Timber.

It had two staff that were working part-time and a team of installers, who were just two guys that were also working part-time.

> It's massively important to invest in shortcuts.

I actually went into that business and did what I did with Graffiti Gone and started to systematise.

I had been spending money on my education the entire time, to get myself in a position where I was as highly educated as possible.

I still continue to this day to invest in products, invest in a whole heap of things. It's massively important to invest in shortcuts.

Basically I went from zero to $2.5 million in year one. I didn't know anything about this industry, I hadn't entered it. I didn't have a system like I'm going to show you here.

I only had to believe in myself and have a go. Now, I've had other little bits and pieces that have failed and I couldn't believe my success in this one.

After that I went to $4.7 million in year two and $6.1 million in year three.

I started to control the business at that level. I didn't want to get it too big. What I actually started to do is chop off things that I didn't want to do anymore.

That sort of growth put me at position 58 in the BRW Fast 100. It got me nominated as Gold Coast Entrepreneur of the Year in 2011.

Wide Recognition

Since then I've also authored six books. A few of these you'll actually find on Amazon. The books on how to build Portable Building and Property Maintenance businesses are actually to do with my other Business In A Box programs.

In essence I've gone through, I've educated myself and used my education to help educate others, just like I'm doing now.

If you Google my name, or you search my name on Amazon, you'll find my books and you'll see people are selling used ones there as well.

In any case, my Gazebo and Bali Hut business was also recognized as the 29th fastest growing company at the Smart Top 50.

I got invited over to the USA to speak in front of thousands of people, where I came runner up, basically talking to people about marketing and what I've done.

For an Australian to get invited to the USA to speak in front of a large group of people in a massive room, you need to be at the top of your game and you obviously get a little bit nervous.

But just the fact of getting invited over there was a really big thing.

I came runner up against a guy that was basically a professional speaker.

But, like I said before, just because you fail you don't give up.

I entered the same competition, I got invited again in Australia. I spoke in front of a few hundred people and then actually won the competition, which was really good.

I've also been featured in various media – Gold Coast Business News, Gold Coast Bulletin.

Also, GKIC, which is a marketing company in the USA, their newsletter goes out to tens of thousands of people, all paid subscriptions, so it's got to be quality content. They've taken some of my marketing and shown it to the other members, which is really good.

I've been featured in other people's books. Some of my marketing for the Gazebo and Bali Hut business was featured in The Direct Mail Solution. The guy that authored it – Craig Simpson – is actually a very well-known direct mail consultant in the USA. So it was a great honour to also be within his book.

Dan Kennedy's Magnetic Marketing System, which has sold hundreds of thousands of copies – about $40 million worth – over the last 20 years, I've been featured in that quite heavily, as examples of how things are done.

My marketing stacks up for itself and my marketing is part of what you get in the Business In A Box.

That's probably one of the reasons I'm explaining all of this.

Pete Godfrey, he's like the Dan Kennedy of Australia, I've been featured in his newsletter many times. I've been invited

by Mal Emery, who is known as the millionaire maker in Australia, to speak at his events.

Matt and Amanda Clarkson who also sell information on importing and they run mainly an eBay business – totally different to what I'm talking about – they have featured me in their stuff as well.

John Dwyer has been responsible for about $15 billion in sales. He works with Jerry Seinfeld, so that's a big ticket sort of thing.

It was really a pleasure to be actually featured in his book.

Interestingly enough, one of my expos that he featured in his book was actually one where I got about a thousand people through in one day. All the other shop groups were wondering what was happening.

I put a thousand people, where normally they'd get a dozen through in one day. We did huge sales, like about $350,000 in one day worth of sales.

I was also featured speaker at the 2012 Our Internet Secret seminar. These guys showed people how to do things online. Street Smart Business School got me there to speak in front of the crowd.

Obviously you don't get invited to all these things, unless you know what you're talking about. Also in 2013, I got invited back.

Once again I was invited back to Texas to speak in front of a crowd of a few thousand people, for about an hour and a half showing a whole heap of marketing.

They said there that I know how to "take an ordinary business and make it an extraordinary business."

That sort of brings us to now and Unique Business. Up to Date My systems and the systems that have created somewhere in the vicinity of about $70 million worth of sales over the last 10 or so years… those systems and all the experience and all the money I spent on investing myself and testing things, I put into the Unique Business, Business In A Box systems.

In particular we're talking about the Importing Cash Flow Business In A Box.

Chapter 2
Results and Potential

Chapter #2: Results and Potential

Let's just talk about some example results from my systems and I'll give you a little bit of background on different things.

You’ve got to remember I can't give full details of each client, simply because it's their own business and they like to protect their own sales and their privacy.

Firstly, a disclaimer:

Obviously, everything I tell you, whatever you do equals your results.

Example Results

First of all, one guy, is getting close to $1.5 – 2 million in sales off the back of one of my Business In A Box systems.

Another guy has done somewhere more like $500,000 in about five months, once again, off the back of one of my Business In A Box systems.

It’s a complete system done: all they have to do is follow it and be consistent, simple as that.

Another guy walked out of the training, had to quit his job, came back after a month, started his business, had everything set up and made $8,000 in the first two weeks.

Another guy similar location, $12,000 in the first four weeks. That's not a bad first month, not bad at all.

That's in the property maintenance business. If you're doing that regularly, that's equalling give or take, about $1,500 to $2,000 a week.

It’s a complete system done: all they have to do is follow it and be consistent, simple as that.

You can do much higher than that, which I'll tell you about in a minute.

- Another guy $93,000, first sale, portable buildings.
- Another guy $89,000 first sale.
- Another one $500,000. They wanted to get out of renovations and doing odd jobs here and there. $500,000 in flats and portables in seven months. A father and son team, more than happy.
- Another one, they do $150,000 – $180,000 sales with the buildings. I know you're probably saying, "Well everyone is doing these first sales at that price.” It just depends who they are and what they want to do, which is one of the things I help with. They do a couple of sales of about $80,000 to $120,000 per month.

- Another one $20,000 in sales in month three. He's in the property maintenance business. Now that he's up and running, give or take, that's returning him, after his expenses somewhere between $12,000 and $14,000 a month in actual profit. He's going to just keep building on that. He's got to start getting guys working for him, so he'll get to $30,000 – 35,000 once he gets that through.

Unlimited Potential

This business model I'm going to show you brings in $20,000 per month for me. The market is unlimited.

A lot of people thing that the market is limited. Not correct.

The market is actually unlimited, it's just if you're willing to do what it takes to take as much as you want.

What actually happens is, you will top out, either be it on what you're happy with as income, your own personal ability, or you'll just run out of money to expand.

> The market is unlimited, it's just if you're willing to do what it takes.

This business doesn't need a lot of money, but it will be your own personal ability and you're probably more than happy making a good income and getting a bit of a lifestyle.

It's a whole balance. You've got to have a whole balance of everything.

At the end of the day, your effort equals your results.

You do nothing, you'll get nothing.

Do not expect to sit on your ass and expect money to flow into your bank account magically.

Do not expect to put a website up and money just pours in and you wake up in the morning and your bank account is full.

It doesn't happen. Anyone that tells you that is completely full of shit, end of story.

All this is not to brag. It's really saying know who that you're dealing with.

You know you're dealing with me.

You know that what I'm telling you is accurate and you know that I've got results. I've got runs on the board.

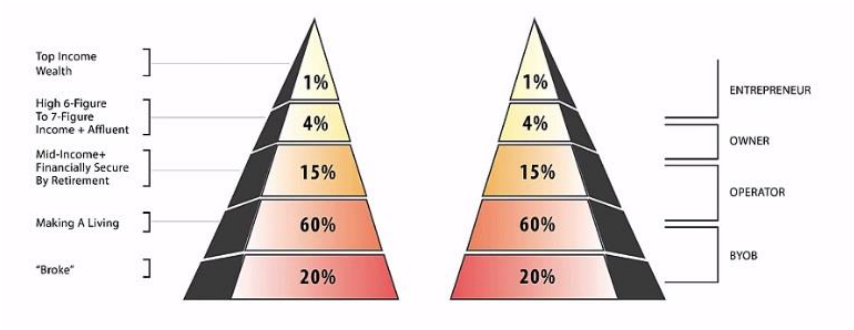
> The market is unlimited, it's just if you're willing to do what it takes.

I've worked for myself for give or take 15 years now.

I've always worked for myself and I've really put these systems together to get you going forward.

The Money Pyramid

Let's talk about money for one minute. You may or may not have seen this before but I'll show you a pyramid.



You have to look at this now, yourself, and you have to say, "Where am I on this pyramid?"

Just to give you a little bit of clarification. If you're talking broke, that means that basically you're backwards significantly and you're not actually getting enough money to come through and pay your bills.

If you're talking about making a living, you're sort of surviving on a neutral level. You can't really save and you're not really getting ahead.

This is literally 80/20. 80% of people are in this area.

In the mid income segment, you might be making $100,000 to $200,000 a year. You're sort of okay. You're saving a bit of money, but you're not really miles ahead.

You haven't got hundreds of thousands of dollars in the bank, or anything like that.

Now really where you want to be… and I'm going to show you how to get there... providing you're consistent, anyone can get in to this 4% I believe.

- First of all, you have to believe in yourself.

- Second of all, you have to have a system.

High six figure to seven figure income – that's what you take home. That's not what the business turns over. Anyone can get in this area. To make five, six, seven hundred thousand dollars is totally doable, but you have to do something.

You have to get out there. You have to be front of people and you have to build customers.

It might take you three years to get to that five to six hundred thousand dollar income, but it's totally doable in a period of time.

If you want to do it in the next year, pretty hard, unless you've got a lot of experience behind you, but it can be done.

In reality, over a few years, you can definitely get there. But if you do nothing and stay where you are, you're not going to get anywhere. It's the end of the story.

The top wealth at the top of the pyramid, we're getting into the serious dollars here. Obviously the 1% of the 1% are the Jamie Packers and Frank Lowys of this world and people earning tens of millions dollars a year, celebrities, those types of people.

But the high six figure and seven figure one is totally achievable for anyone.

This one is totally achievable for anyone and you should want to be here, because otherwise you're just going to have money to survive.

Below that, you're not going to have any money and at the lower levels, you're already backwards. You’ve got to find a way to get into that 4%.

One way or another, if you didn't know it exists, now you know it exists and you've got to aim for that 4%. End of story.

Reaching the Top of the Pyramid

Now, let's talk about you. Here's a big problem that most people face. To get to the top of the pyramid, you need a proven plan.

To get into that 4%, you actually need a good, solid, proven plan.

Now you have to push yourself up the pyramid. Like I said before, sitting there and waiting for the money to arrive and thinking because you've done the right thing by people… that all of sudden your boss is going to give you a pay raise and the money is going to come…. it's not happening.

> To get into that 4%, you need a good, solid, proven plan.

Thinking because you spent six years at University and now you should go out and automatically huge sums of money should come to you, it's not going to happen.

You have to make it happen; you have to push yourself to the top of the pyramid. We'll look at how to do that next.

Chapter 3
The Right Business

Chapter #3: The Right Business

To be completely truthful with you, if you want to move up the Money Pyramid we discussed in the last chapter, the right business is the answer.

It's actually the only answer, short of a fluke where you win the Lotto and I wouldn't go betting my bottom dollar on that, that's for sure.

In fact you shouldn’t be putting your money on Lotto. Maybe $1.40 a week, but leave it at that, because your chances are low.

You've got a much better chance of getting there by being in the right business.

Here’s an important note: If you look at all the multi-millionaires around the world, they've all got businesses. It’s as simple as that.

They might branch out in real estate, but the majority of businesses, if they are in real estate, they're developers of real estate, which is actually is a business.

It’s a very expensive and risky business.

Whereas what I'm about to show you is not a very expensive business and it's not a very risky business.

In fact you could actually say it's the ultimate business model.

Problem: Lots of Average Businesses

The problem is, there's lots of average businesses out there and it's extremely hard to choose the right one.

You can look for ages and ages and ages and truth be told, even if you find a good business, the owners are always looking to get out fast.

It's as simple as that.

Not only that, they really want more money than it's really worth.

Are you agreeing with me? You’ve probably been looking and you know this is true.

Many times they are also selling you a dud.

The problem is, there's lots of average businesses out there and it's extremely hard to choose the right one.

There's hidden things that are cobwebs that you don't really know what the story is, or what happened, or anything like that. In reality that's the truth.

So how do you solve this actual problem?

Well, here's some options for you.

Option #1: Buy a Business

Option one, you can go buy a business making $100,000 a year, for say $250,000 or more.

I'm obviously going to show you how you can make $100,000 with no staff, no stock, with hardly any overheads, using internet, phone and a laptop.

Or you could just go buy a business for $250,000.

Which way would you prefer?

- The easy road? Much lower cost, much lower risk.

Or

- Go sign up leases and stock and who knows what?

Just so you know that we're talking apples and apples, let's talk about some examples.

Example 1: Motor Vehicle Components

I looked at a business being advertised selling motor vehicle components.

They had $223,000 in actual plant equipment and it's operating from a 900 square metre facility.

The business is actually importation and supply, exactly what we're talking about.

It brings in $200,000 to the owner plus bonuses. In reality, when it says bonuses, that's a way of saying “plus cash.”

It includes the yearly operation of an award-winning race vehicle and supporting infrastructure so there's some significant funds that would go towards that.

The business is doing alright. If you wanted to get that business… which has a “laidback owner”… you'd actually need to pay $475,000 plus stock.

Let’s say it’s making $300,000 a year plus stock… let’s assume the stock is $125,000 to make it even money.

$600,000, you have to basically mortgage your house, basically put everything you've got on the line to come up with that price and come up with that result.

That is extremely risky.

I’m not saying there's is anything wrong with this business, but the question you’ve got to ask yourself is, are you willing to take that risk?

Do you want to take that risk? I'm thinking no you don't.

Yes, you want to know more about this Business In A Box, which I'll get to soon enough.

Example 2: Home Goods Importer

The next example is a wholesaler/importer – it imports home goods.

The turnover is $450,000 – 500,000. It’s got 1,000 square metres and has $60,000 a year rent.

It doesn't say the profit, but I would have a guess, if it's turning over $400,000, it should easily do about 30% profit, you'd hope.

Let's say it’s $500,000 turnover, it's probably doing about $125,000 profit.

The price for the sale is $138,000 plus stock of $150,000. Let's say that's its profit, plus $150,000 so you're paying $300,000 to get into a business, plus you’ve got to go pay that giant rent.

Believe me, when you sign a lease for that, they make you own it personally.

If something goes wrong in that business, you're personally liable for that lease, until such time as someone else comes in and leases it.

Who knows how long before someone does that?

It’s highly risky.

Example 3: Camping Accessories

Example three. Camping accessories – import, wholesale and distribution. So it’s importing again. Exactly what I'm going to show you how to do.

Sales are up 30% this year, perfect. It has over $200,000 in orders and orders are coming in daily.

Thank God for that, because you'd be worried if orders weren't coming in daily, that's for sure.

The owner is earning $270,000 a year, which is good. It's all on camping stuff.

The price is $495,000 plus stock. Let's assume that the stock is $200,000. It’s probably more but there's a whole heap of reasons why I can assume that number.

That’s $700,000 to bring in $270,000 – once again, your whole house. You’re renting a factory, the whole thing.

I'm going to show you a much better, simpler way. Who knows, maybe these people have watched my video and figured out there is a better way and that's why they're selling!

Example 4: Wholesale Electric Lighting

Here’s another one. Import, wholesale, electric lighting, established 20 years.

They’ve got a large warehouse, 1,000 square metres. Weekly sales, $45,000. It's $3.000 per week in rent, $4,600 in wages and the profit is $6,000 per week, which is pretty good.

But look at what you’ve got to do here. $500,000 plus stock, plus equipment. This business which is making $312,000 a year is selling for somewhere in the vicinity of probably $800,000, once you add the cost of the stock and the equipment in, which is probably a fair number.

Do you want to spend $800,000 to make $300,000?

Or would you rather spend a hell of a lot less, gain complete control of your own destiny, get help along the way and get yourself in a system that does it?

We'll get to that, but in the meantime, as you can see it's a huge cost to invest in someone else's business.

You must agree. It's a massive cost and massive risk.

In reality there is no guarantee of success and you're paying a huge upfront cost.

I’m sure you agree, because it is true and it is a huge upfront cost.

Many times you'll need to risk it all, to get started.

In reality a bank will never loan you money for a business. The best they'll ever do is loan you 50% of the value of the business.

Say one of those businesses is worth $800,000. The bank would go, "Sure no problems. I'll loan you half that money, but I want real estate as security."

So you might have $400,000 and have a house that's worth $800,000… a lot of people would be very lucky to be in that position, because they're already up that pyramid a bit.

> There is no guarantee of success and you're paying a huge upfront cost.

If they did, then they would go, "We want that house as security. If anything goes wrong with that business, we're taking your house and selling it, so we can get our money back.”

That's what the bank will do. That's the truth. That's reality and it's a huge risk. Simple as that.

Once you invest the money in someone else's business, the owner may well take your money and take off with it and if you need help and assistance, you'll be totally stuck. That's the truth.

Option #2: Franchising

Now, let's look at option two, a franchise. You can buy a franchise from $25,000 and up. That's totally true but most are not this price.

You probably know that already. Generally they're much higher.

You're really only buying a job. That’s very important to understand.

Even worse than just buying a job, what you're actually doing is buying a small segment of someone else's business.

Now, for all intents and purposes, you're made to believe it's your own business.

But it can never be your own business, unless you own the brand and the look of the business.

They own the brand and the look of the business, so it's never your business, it's always their business and you're just buying a small segment of it.

So you've gone a tiny step up from employee.

You will pay fees forever. As long as you want to be part of it, you will pay fees forever.

If you want to get out of it and do that same thing in your business, you can't do it. They'll sign you away.

The franchise agreement is two inches thick. You'll need lawyers. A whole deal to deal with. It's a bad thing.

People may disagree with me and that's completely fine. I'm just spelling it out the way I see it. If people don't like it, bad luck.

In the end you really only get the concept. Even if they guarantee your income, it's guaranteed income on some basic service where you have to work 50 hours a week and have to meet all these stipulations to actually get there.

Then all your expenses come out of it, so you're not really guaranteed anything.

This is really important. A little known fact. The real cost of a franchise is the initial upfront fee plus five years' worth of the fees.

When you're paying the franchise fee, all you're really paying is rent on their brand. For example if a franchisor charged you say $500 a week as a fixed franchise fee, it's very simple and easy to work out.

> Even worse than just buying a job, what you're actually doing is buying a small segment of someone else's business.

Basically 500 times 52 is $26,000 times 5 is $130,000 plus if you pay $25,000… which would be extremely cheap to get in to start with… that works out that you've paid $155,000 to get into that business and you don't actually own it.

This is one of a lot of things that are also kept well and truly under wraps, that not really many people know, unless they've been in a franchise or actually know someone that they can trust to give them proper advice.

The truth is when you sell your franchise, you won't even get that back. It will hardly even go up in value – maybe a little bit, but not a lot.

Because people know on the outside, even though it's established, they're really only buying part of someone else's business.

It's really only worth that franchise fee to start with. Not only that, you can't even sell it to whoever you want, they have to be approved by the franchisor.

They completely control you. It's basically getting married. It's as simple as that. It's getting married to someone not very nice, is probably the best way of saying that. Believe me I've been there and done that, so I know all about it.

Let's look at some example franchises.

Example Franchise 1: Automotive

Here's one example in the automotive market. The cost is $82,250, including GST plus approved van, plus working capital. That'll get you all your equipment and stuff.

Who knows, the franchise fee might be $50,000 of that. But you've got to pay your fees for ongoing time. That's a huge amount of money upfront. They obviously don't break it down the way I'm breaking it down.

The reason why I'm breaking it down that way, is so you understand fully exactly what you may, or may not be investing in.

Obviously it's your choice to make. I'm giving you some other solutions to that problem.

Example Franchise 2: Building & Construction

Here’s another example from building and constructions. These obviously aren't importing, but they're still franchises.

It’s the same deal $150,000, $100,000 franchise fee. You could pay $250,000 – 300,000 to get the privilege of using their brand and name.

As part of the importing Business In A Box:

- It's all your own brand.
- It's all your own everything.
- You own it.
- You completely control it.
- You do as you like.
- You do not need to pay fees ever again.

I've literally combined the best of each business model, put it together into a Business In A Box so you can take it and be profitable. There's no barriers for you and away you go.

Example Franchise 3: Agriculture

Here's another example franchise. Once again $85,000 to $380,000. Massive, massive money and you're paying the franchise fees, you're paying marketing fees.

You don't really know what happens with that marketing money anyway. It goes off and is scattered out for anyone.

A lot of people don't realize either, a franchisor has a marketing fund and basically what happens, all the franchise fees go into that marketing fund.

Then what actually happens at the end of it is, the actual people that are in that marketing fund, for example, if they wanted to upgrade their website, they could take the money out of that marketing fund, pay it back to the main company for some crazy amount of money… say for $100,000 to upgrade a website.

The money is gone. It becomes a profit centre for the actual franchisor. Not a good thing. So you’re starting to get the idea I'm sure.

Obviously, the problem is you're restricted. You must do as they say, plus pay their fees for a long time. They totally police you and they totally control you.

The big problem with franchises, as well as what I've mentioned, is they need to employ people to make sure you're doing right by them. It’s major important for them.

Option #3: Business in a Box

Option three is you can invest in an importing Business In A Box package. It’s a complete turnkey business, without the risk or dramas we just spoke of.

- You get a complete Business In A Box.
- You're in complete control. You do as you like, when you like, how you like. The goal is to give you total freedom and total autonomy, to do as you like.
- Everything is done for you. I'm going to go through massive details in a minute. But I'm going to show you some benefits first.

- Coaching and Support: I do stick with it and coach you. I'm always expanding the system, so there's always new things coming in. I'll talk about some of them as we go through, including some group events.
- A complete sales and marketing system that you own. It's not owned by a franchisor. You actually own it. If you go into a franchise, generally they do have them to a certain extent. It’s probably not that good, but they own it. You don't own it.
- Products: Obviously, being that you're importing, there's products to get you started.
- I'm not a middle man. There's no middle man, or anything like that. I put you in contact with the right people to get you going. I give you products that are in industries that I've looked into and believe that they're good industries.
- Ultimately it's your choice, whatever you do, however you do it, whenever you do it. I'm just there to guide you along the way.
- It’s completely your own identity. You actually own the business. You own the brand. You own everything.

I’ll cover this option in more detail in the following chapter.

Chapter 4

The Importing Business and Business In A Box

Chapter #4: The Importing Business and Business In A Box

Now that we've covered the three options, I'll go into more detail on the importing business and the Business In A Box.

This is probably like nothing you've ever seen before.

Because not only are there not many people who know how to do this, there are also not many people who know how to automate this and make it happen and join all the pieces of the puzzle and make your life easy.

Really what I've done here is reverse engineered how life should be. That means:

- Your life should be easy.
- You shouldn't have to stress about money.

- You should be able to make as much money as you want.
- You should have time available when you want time available.
- You don't want to be reaching retirement age having no money.
- You want to be able to get yourself into that 4% part of the pyramid that we spoke about earlier.

7 Benefits of the Importing Business in a Box Package

Let’s look at the seven benefits of the Importing Business in a Box package.

1. **Easy to do from home.** Not just from home, from anywhere.
2. **Abundance of opportunity.** Some people say, "How could there possibly be anything left to import when people are already importing so much stuff from China?"

   All I can say, is they’ve obviously never been to China, because it's an abundance of opportunity.

   I'm going to share with you some details of my visit to the Canton Fair.

   Your head will spin with the opportunity available.

Not only that, there's people already buying stuff locally that you can sell to them directly from China or direct from anywhere.

I say China but it can be anywhere. It doesn't matter. I've imported from all over.

3. **No qualifications needed.** You don't need any skills or qualifications. Just the ability to be able to talk to people, that's all.

4. **Escape from your current situation.** You can get out of the rut you're in right now and go to a better life.

   Whether it's a business that you don't like; whether it’s a situation where you're not making the income you want, whether you want to change your lifestyle – you might be flying in and flying out – you can get out of that problem right now.

5. **Perfect Business.** It's arguable, it may well be the perfect business as I will explain to you.

6. **Takes you from average living to living in style.** It can completely change your thing.

   Business does that in general. I remember I had the dodgiest furniture, before I started my first business.

   Once the business started to get going, obviously I made a million dollars in sales in eight months. A significant amount of that was profit.

   I go, "Holy crap. I've got actually enough money. I can buy myself a nice lounge."

   I remember going down with my partner at the time looking for a lounge and finding a nice leather lounge.

$4,500 – just paid for it. I didn't have to worry about interest-free, none of that. I just paid for it.

Then I thought, "Hang on a minute. I can buy myself a nice TV" and did that.

You get used to that when you've got your own business and that's what you need to be able to do.

> What will hold you back in the numbers is your own beliefs.

7. **Highly profitable**. I'll show you some numbers and I must say they're extremely conservative numbers.

What will hold you back in the numbers is your own beliefs.

If you're only earning $1,500, $2,000, or even $3,000 a week now, you'll think that's a lot of money, but in reality it's not a lot of money.

I'll show you some numbers a little bit later.

Let's go through each one in more detail.

Benefit #1: Easy to Do from Home

Benefit one, easy to do. Follow a simple step by step system.

I lay it all out for you step by step. All you have to do is paint by the numbers; follow the blueprint, follow what I show you.

I even automate most of it, so you don't have to worry about doing too much of it.

It's very low risk. There's minimal investment required.

You can work from home, or anywhere you like. In reality the business I do, which is Freedom Wholesale, I don't actually do a lot of time on that. It's only a few hours per week.

I could do a lot more, but it's set up. It's automated, it's using the system that I'm going to share with you here. I don't really need to do much more than that.

Obviously I've got a heap of experience and I know the whole thing. You'd probably have to do a little bit more off the bat.

Don't for one minute think that it doesn't take any effort. It's like getting a plane off the ground. It's a lot of effort to get it into the air. But once it's going, you're sweet as, no problems at all.

> You can work from home, or anywhere you like.

It's easy to import using your money. If you follow my system and do it properly… which there's no reason why you wouldn't want to follow my system and do it properly, provided you're actually accepted… you'll end up always being ahead of the eight-ball and never having any problems.

Benefit #2: Abundance of Opportunity

Benefit two, the opportunity. Perhaps one of the best ways to give you an idea of the opportunity is to share a little bit about the Canton Fair.

The following is an extract from a video I did going around the Canton Fair. The actual video goes on for quite a long time but this extract should give you a flavour of it.

Bear in mind, this is only China. Arguably, this is the biggest fair in the world but you can import from any country.

I show you exactly how to do that, when we are actually within the Business In A Box program and I'm there to give you advice, but I'll tell you more in a minute.

Extract from my video tour of the Canton Fair.

> *We're actually inside the Canton Fair now. There's a whole heap of security. They take you through. The buzzers are going off left, right and centre.*
>
> *We're actually going inside the hall now. It's absolutely massive inside here as you can imagine.*
>
> *Now the real thing I'm here in this phase two for is to look at some outdoor products.*
>
> *As we go I'll show you a couple of different examples.*
>
> *First of all, it would be easy, you could sell awnings. You can import awnings from China and sell them.*
>
> *You spin around, there's outdoor furniture. We're in that outdoor area.*
>
> *You walk down a little bit, there's tables and chairs – all different types, all different sizes.*
>
> *You go down further. Different types of awnings, different types of umbrellas. You can sell those.*
>
> *There's also other products that you can have a look at. You can just sell safes. These safes, I've never seen anything like it in Australia.*
>
> *Camping gear, check this out. You can have an online store, where you're selling only camping gear and get in some select items.*

So we've got a catalogue. It is best to do in a niche sort of zone. This is the exact sort of stuff that comes from BCS and you could actually be importing this.

That's it. That's how it's done. It's really cool. There's so many opportunities here it's just crazy.

We've got another place here. Many more different styles of beds. Some kids lounges/beds. You can specialize in only selling this stuff.

You come down here… furniture like this is unique. It's maybe a couple of hundred dollars, in Australia, it would probably retail for $600 or $700.

You go down here, more camping stuff. You can specialize in camping stuff. There's kid's camping chairs. There's all different types of camping chairs. You only need one or two types of supplies.

Look at this. Mirrored wardrobes. This is the perfect thing. You could sell these to retail stores. You can sell these to customers. These go for a few hundred dollars. They probably cost $30, $40.

When you bring them into Australia, massive profit margins.

For kids, costumes for kids. Great thing. You sell a few of those each week and basically what will happen is, the money will start rolling into your bank account. It's quick and easy.

Now we're actually inside the centre area of the Canton Fair. You can see how big the place is when you come through and you start looking at all the booths.

There's buses that go up to the other fair, probably eight, nine hundred meters away. There's another location, which is another one of the halls. In total, there's three halls – A, B and C – and each one has different levels and it's split into different zones.

It's two or three hundred times the size of something like Sydney Entertainment Centre.

That gives you some idea the actual size of the Canton Fair. I keep saying it's massive, but I'll give you some sort of clarification on it. This is hall 4.1. This is just one hall and one level of one hall. If you look at all the exhibitors, there's a couple of hundred there.

This is the entrance to it. Bear in mind it's one level of one hall. We just walked through and we spent probably one and a half hours walking through there and didn't even see it all. There's hundreds, hundreds.

Any exhibition in Australia, one level one thing.

What we just saw was hall 4.1. You've got all these other halls. There's hundreds upon hundreds upon hundreds of people to go and see and look at opportunities. They're just everywhere.

We're now heading across. You'll see people catch the buses, we've chosen to walk, maybe not a kilometre, but about 800 meters across the other side of the Canton Fair.

On one side, we've got hall A. You can see how massive it is. You see all the buses lined up to take the people who are not willing to walk.

This side here we've got hall B and there's other things that go outside as well. Then way down there where we're heading is hall C.

There's also other tents and so on outside that they actually have because they can't fit everything in.

We looked at the map just before. There's hundreds upon hundreds, if not thousands, of different displays here. Like I said, this is only one of the phases.

Phase one, which I've obviously been to before, there's hardware, there's screws, you can get brackets, generators, motor bikes, bicycles, buggies.

You name it, it's either phase one, or phase two. I don't recommend coming to phase three.

We'll keep continuing. We'll see what's in hall C and then we'll go from there.

That gives you some idea just how big the actual Canton Fair is.

The truth be told, there is more opportunity than Australia will be able to handle ever.

If you're sitting there going, “I'm not sure what to do,” I'm telling you, opportunity, you are surrounded by it.

The only thing limiting you going forward into the opportunity, is you believing that there's no opportunity.

There's so much opportunity it's crazy. Australia is 25 million people, there's billions and billions of people in the world.

The Canton Fair is there for the world. There's stuff there that's never even seen, or will never ever see Australia.

That’s because there's not enough people in Australia to take advantage of the opportunities to bring it to Australia, despite the fact that people in Australia want to buy it.

There's so much opportunity it's just crazy.

Benefit #3: No Qualifications Needed

Let's just keep going here. No qualifications needed. You need only talk to customers and organise things.

You don't have to go and get a university degree to do this, in fact I recommend you don't. If you've got one great. However, you don't need to have one.

If you've got a university degree at the moment, and you're waiting for all of a sudden to get a job, where you earn $300,000 a year, who knows how long you'll be waiting.

You can get out and take control of your life right now. It doesn't matter what type of business you're in, what type of job you're in, what type of anything, you can take control right now of your life.

> There's not enough people in Australia to take advantage of the opportunities.

You need no prior experience; no nothing, no qualifications.

You don't have to go through any special training, through the government, or any qualifications with a stamp against a name, or a special certificate. You don't need any of that.

Benefit #4: Escape from Current Situation

This is really a total escape from your current situation.

International holidays. Now you do not have to go overseas if you don't want to. However if you do want to, go for it. Obviously you're an importer.

You should talk to your accountant, because I'm not trying to give you accounting advice here, but I would say there's a pretty wide chance that your holidays overseas will be a tax deduction.

If you're working for someone now, you have to earn money, pay tax on it, then pay for the holidays.

This is the other way around. You earn money. You go on a holiday. You pay tax later. That's how it works.

Phone, laptop, internet is all you need. I'm going to show you the exact steps that you need to do.
You don't need stock.

The idea of this whole Business In A Box is I show you how to join the dots.

You can actually get someone that's either already buying it, or may want to buy something, to actually come in and buy the product from you, before you even purchase it yourself.

You can actually get someone to buy the product from you, before you even purchase it yourself.

All you need to know is how you join the dots. I'll show you exactly how to do that.

It can be 85% automated. I'll show you exactly how that happens too.

Plus, there's prestige amongst your friends. Next time you talk to one of your friends, instead of saying, “I work in the

mines,” which really doesn't have that much prestige, or “I work in admin,” or “I'm a truck driver,” or “I'm a mechanic,” or “I'm a carpenter,” next time you can say to them, "Hey I'm an importer."

They go, "Oh really? That's interesting. What do you import?" You can start to tell them exactly what you do.

It’s highly prestigious being an importer.

Benefit #5: Perfect Business

I also believe this is the perfect business.

First of all low overheads. You don't have to rent anywhere. You don't have high costs, you don't have staff.

Low risk. You pay for things before they actually happen. You're taking minimal risk. That's provided you follow my system.

High profits. Really high profits, provided you do everything properly. Part of it is you're keeping your costs low.

Very easy to run. Simply join the dots, fill in the paperwork, talk to people and keep the ball rolling.

Now, when I say fill in paperwork, I'm going to give you a solution about getting things.

Basically, the set up I'm going to give you, you can have an invoice from anywhere in the world. You can pass it to them and they'll have it delivered to anywhere in the world you like. It's that simple.

Benefit #6: Takes You from Average Living to a Better Lifestyle

The sixth benefit is it takes you from average living to a better life style.

More time with your family. Picture this. Picture going down and picking up your kids up from school when you want to, instead of being stuck on a mine site somewhere.

Picture going down and picking up your kids from school, instead of being stuck at an office, or stuck in job where you have to finish at five and you have to put your kids in after school care.

Picture also dropping them off in the morning. In reality, you're working school hours and making more money than you actually do right now. It's totally doable and totally possible, if you're willing to do what it takes. If you're willing to follow my system.

Proper holidays. You go on proper holidays. You can go away for two weeks and not have to stress about anything.

You might be in business at the moment. You know if you leave the business, everything stops. You can take the business with you. Take the laptop with you, work a few hours a day and you'll be all right.

But you've got to do the work upfront and make all that happen.

Higher income. Really there's no limits in income. No more waiting around for your job wages to go up. No more waiting around, hoping that you get redundancy, because the mine is shutting down. None of that.

Higher income is unlimited. It's only what you're willing to do that limits what your income is. There's no limit.

I told you about the Canton Fair. There's no limit on what you can import and join the dots for people.

Less financial pressure. As soon as you've got more income, your bank account starts filling with money. Instead of being in the negative, you're heading towards that 4% part of the pyramid. That's where you want to be.

No more waiting around for your wages to go up.

Benefit #7: Highly Profitable

The seventh benefit is that it's highly profitable. There are higher profit margins. There's no ifs, buts, or maybes, that there's actually higher profit margins within the importing business.

It's 100 per cent exactly right, provided you do everything properly. You buy the goods only as the orders come in. there's no stock to worry about. There's nothing to worry about in regards to that.

It's simple, straightforward and easy to actually do. You don't have to worry about having warehouses, you don't have to worry about anything like that.

You're probably wondering how that is even possible.

I'll explain to you. It's simply possible, because you take the order from the customer and you deliver it directly to the customer. It's as simple as that.

Yes, you have to tell the customer if there's a delay, but correctly done you can minimize the delays and they're happy because they're saving money and earning a profit from it.

Generally you're selling directly to businesses. You're not necessarily selling things online.

I'll tell you right now, thinking that you can have a website and just sell things online, that is possible. But the cost of getting the actual customer is so high, you have to rely so heavily on repeat business.

This is one of things I teach in the actual system, so you understand that having a website, thinking if you buy a product from China for $10 and sell it for $100 and you can actually make $90 is not the case. You'll probably actually lose $200, because it costs that much money to get the customer to go to your website to start with.

Generally people that have businesses that have websites and that do actually make money on those websites, are getting customers to come there some other way. They might go to markets, they might do other things, which you can do if you want to.

> Generally you're selling directly to businesses, not selling things online.

I do show you how to do it as part of the system, but I would highly recommend doing it the way I'm going to show you, by literally joining the dots for people.

Chapter 5

Steps to Making Money and How Much You Can Make

Chapter #5: Steps to Making Money and How Much You Can Make

Let's look at exactly how much money you will make but first of all I want to explain to you the main business models in importing.

There are four business models.

- **Retail**, where you have a retail shop and you sell directly to the public.
- **Online**, maybe as a back up to the retail shop and/or a back up to something else, maybe you go to markets. It's very difficult, despite popular belief, to actually make money online, when you rely on only online.

The reason is because the cost of advertising to get the customer there is too high. Don't believe all this BS about SEO and so on and so forth. Because the truth of that is you can get be ripped out by Google any second and your whole business disappears.

It also takes a huge amount of effort and work to constantly write things to get people to visit your website free.

It’s a bit fallacy, as in a false thing, that people promote and it's not quite true.

- **Wholesale**, where you actually have a warehouse, like some of the businesses that I explained before. You have a warehouse, people buy bits and pieces at a discounted rate and you don't actually have a retail shop front
- **Facilitate**, which is join the dots.

Steps to Making Money Importing Through Facilitating

We're going to focus on facilitate, because it is by far the best business model.

So let’s look at the steps to making money importing through facilitating.

- **Step #1: Find a Market:** First of all, you want to find a market. We have to find someone that wants what you're thinking about getting.

Don't find the product first. Find what they actually want and then find the product to suit their wants.

It’s not the other way around. Most people go, "Look I've got a product. I could import that and sell it in Australia." They don't actually know who they're going to sell it to. That's the big problem.

- **Step #2: Find a Product:** Then once you find the market, find the product that suits that market.
- **Step #3: Work Out Your Landed Costs:** You have to know down very close to the last dollar, exactly how much it’s going to cost per product, per load, or per whatever, to get to you.
- **Step #4: If It's Profitable, Promote to Your Actual Market**: Promote it to your market, they’ll buy it; you simply join the dots for them. You make a profit, because they're too lazy to go and figure it all out, which is surprising but true. That's where you make your money.
- **Step #5: Look After Your Customers:** Then look after your customers because they'll come back and buy again and again and again.

  A lot of people are busy running their business, busy doing their thing. So they don't have time to figure it all out, to go out to China and figure out things or go wherever and figure out stuff.

  You can do it yourself, no problems at all. It’s pretty simple. It could not be a simpler business when you stop and think about it.

How Much Money Can You Make?

Now, let's look at the actual numbers. This is a profit and loss, where I did very conservative figures.

Obviously everyone thinks, “Oh I'll just go and sell the stuff online.” But the truth is… and I've mentioned this earlier… it costs you too much to get a customer and you must rely heavily on repeat business on a low dollar value sale to actually make that business model profitable.

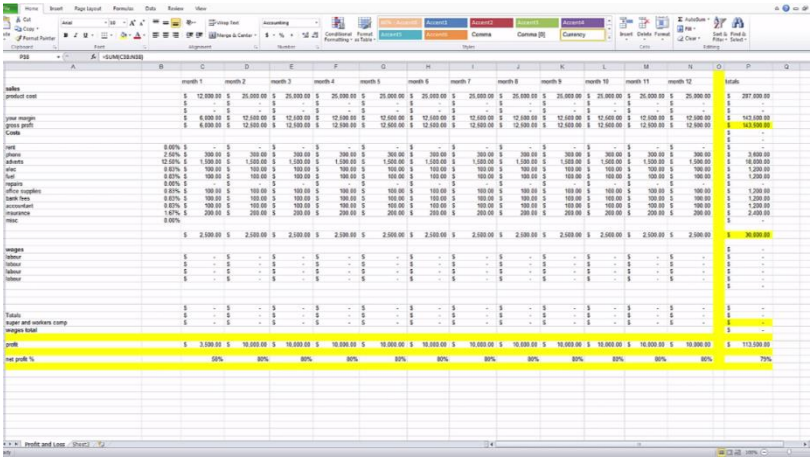
Can it be done? Yes.

Have people done it? Yes.

Is there a much easier way? Yes.

Am I going to show you the numbers on how you can make $100,000 or more per year right now? Yes.

This is basically a spreadsheet on how you would run your business with facilitation.



	month 1	month 2	month 3	month 4	month 5	month 6	month 7	month 8	month 9	month 10	month 11	month 12	totals
sales													
product cost	$ 12,000.00	$ 25,000.00	$ 25,000.00	$ 25,000.00	$ 25,000.00	$ 25,000.00	$ 25,000.00	$ 25,000.00	$ 25,000.00	$ 25,000.00	$ 25,000.00	$ 25,000.00	$ 287,000.00
	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
gross margin	$ 6,000.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 143,500.00
gross profit	$ 6,000.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 143,500.00
Costs													$ -
													$ -
rent	0.00% $ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
phone	2.50% $ 300.00	$ 300.00	$ 300.00	$ 300.00	$ 300.00	$ 300.00	$ 300.00	$ 300.00	$ 300.00	$ 300.00	$ 300.00	$ 300.00	$ 3,600.00
adverts	12.50% $ 1,500.00	$ 1,500.00	$ 1,500.00	$ 1,500.00	$ 1,500.00	$ 1,500.00	$ 1,500.00	$ 1,500.00	$ 1,500.00	$ 1,500.00	$ 1,500.00	$ 1,500.00	$ 18,000.00
vehic	0.83% $ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 1,200.00
fuel	0.83% $ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 1,200.00
repairs	0.00% $ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
office supplies	0.83% $ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 1,200.00
bank fees	0.83% $ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 1,200.00
accountant	0.83% $ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 1,200.00
insurance	1.67% $ 200.00	$ 200.00	$ 200.00	$ 200.00	$ 200.00	$ 200.00	$ 200.00	$ 200.00	$ 200.00	$ 200.00	$ 200.00	$ 200.00	$ 2,400.00
misc	0.00%												$ -
	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 30,000.00
wages													$ -
labour	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
labour	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
labour	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
labour	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
													$ -
	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Totals	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
super and workers comp	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
wages total													$ -
profit	$ 3,500.00	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 10,000.00	$ 113,500.00
net profit %	58%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	79%

You've got sales, your margin that gets added on… which is 50% of the actual cost of the goods, that might vary slightly here and there... the running expenses and then your end profit.

Now there's no labour because you don't need staff. That is one of the greatest things about this business. You can get staff but essentially you don't really need staff, especially when you're starting off.

You can start this off part-time and build into it, which is the major advantage of this.

If you're in a job or something like that or you've only ever run a tiny little business and you only ever brought in $1,500 a week, some of these numbers might be a little bit daunting.

> You have to expand your thinking on dollars and amount of money that can be brought in.

But you do have to expand your thinking on dollars and amount of money that can be brought in.

When you're working for yourself, in reality there is no limit on what money can be brought to you, besides self-imposed limits.

When I say self-imposed, you might be happy with a certain amount or you might have a goal in mind and once you get there you might want to work part-time.

It doesn't matter what the limit is that you put on yourself, the point is there will be one sooner or later. Sometimes it can be lack of funds to expand.

For now, I'm going to focus on this. I start off with very conservative numbers.

Now, to give you an idea of $12,000 worth of sales, if you were doing something like vanities, vanities are worth probably about $500 apiece and they sell for about $1,200 or $1,300 apiece – so that's only a handful of vanities.

If you were selling Rattan furniture, give or take, that's probably a container load, it's not that much.

If you're selling office furniture, give or take, it's not that much. The whole key to this is getting the product and the market right from the start.

We go through month 1, we do our marketing, we do everything I show you inside the Importing Business In A Box, and basically you do your sales and things start to repeat as they go along.

Now this is extremely conservative numbers to be completely honest and frank with you. Because this is really only one or two customers per month, provided you're following my system and following the exact process of what has to be done.

Now of major, major importance is that you keep an eye on this as you go through.

If you stop and look at the actual figures, really you've got no extra costs because all your marketing costs are covered. You do actually have costs in the goods but that's covered off.

If I ramp it to $35,000, now that's still conservative, that takes the income you can make to $158,000 a year.

Okay, you might have some higher expenses, you might get someone in to help you do some paperwork or something like that at this point.

They might work two days a week and you whack $1,200 in there; it's 12 grand out of that so drops it back to about $146,000 in income.

The keys to this business are:

- Picking the right product
- Picking the right market
- Having a proper marketing and sales system, which I give you
- Having someone like me to help you get past all the pitfalls

One of the biggest concerns of people has actually been that to get stuff you need to communicate with people overseas. I've done it for years; I know how to do it, I've done it in multiple countries. That's part of what I give you as part of this Business In A Box.

Then basically just join the dots, it's that simple.

You can work from home, work your own hours, a lot of the work can be done after hours as well.

You might have to make a few phone calls here and there on occasion during the day, but the majority of the work can be done after hours because you're writing emails, stuff like that, really simple, really easy. You can do it from anywhere.

Phone, laptop and a proper system working behind you, the thing runs for you.

Just to be clear on it, the money doesn't magically appear in your bank account.

As long as you’re consistent, doing what it takes, those numbers are totally and completely achievable for anyone, even if you know nothing about importing at this point in time.

My system takes you through and shows you step by step exactly how to do that. I give you all the tools to do it and I give you all the contacts to do it.

In reality it is easy to make money in this business. It's as simple as that.

All you have to do is do what's required.

Recap

Let's recap what we've gone over.

We covered the five easy steps to follow.

We said, as a conservative number, there is the potential to earn $150,000 a year. Yes, it will take a few months to get up to speed, but you basically have no costs in the meantime, except personal living costs.

We’ve said you do need a system and a proven process and, even more importantly, a step by step guide.

We’ll talk about that more in the next chapter.

Chapter 6

What Exactly Is the Importing Business in a Box?

Chapter #6: What Exactly Is the Importing Business in a Box?

Like me, are you seeing this, your own importing business is a great opportunity?

I'm sure you are. But what do you have to invest to be part of this? You're probably wondering that.

There is an easy solution, an easy answer.

- Would you like an easy answer? Yes, of course you would.
- Are you seeing how profitable an importing business is? Yes.

- Are you seeing how it can give you a life of autonomy? Yes.
- Would you like a shortcut? Of course you're going to say yes.

Here’s the solution:

A COMPLETE TURNKEY IMPORTING BUSINESS IN A BOX.

What is it? A turnkey, ready to go system to sell your products and coaching to assist you build your business. There's two options.

- **Package A:** Importing Business In A Box with coaching
- **Package B:** Importing Business In A Box with coaching and licensed marketing and sales system

There's a whole heap more than that as well, which I'm going to explain. This is what the system looks like when it arrives.

I'm going to explain all the components and there's also the whole component where we build your website and build your whole system for you. I'll explain all that.

This Is Not for Everyone

I do have to tell you, this is not for everyone.

- It's not for you if you're lazy. If you want to wake up in the morning and watch TV all day, this is not for you. You can watch TV, as long as you're willing to do some work.
- It's not for you, if you think money will magically land in your bank account with no effort. That's not the case and it's not going to happen. End of story.
- It's not for you if you want to fight a proven system and turn around and tell me how it doesn't work. That's complete BS. I do it myself and other people do this. Who knows, maybe those people selling their business, they figured out a better way of doing it and that's really why they're selling them.

Elements of the Package

Let's go through each part. Here’s everything you get:

Package A: Importing Business In A Box.

These manuals are all numbered, one through to 12, so you can basically go through them piece by piece.

- The first manual is introduction to the importing business. It’s really important to understand the whole

big picture overview, introduction to the importing business and that's what happens when you go through that manual.

- Next one is the business model menu. I'll show you the different business models. How you can make them work and why you should or shouldn't make them work.

  I understand there might be people that are actually in retail at the moment. At a minimum, it will improve your retailing business. Who knows, you might have an online store. You might totally change your look.

  I'll give you a look inside each business model. I've run them all. I can show you the inside workings of those business models. That's what you get out of this manual and a whole lot more.

- Administration, accounting and banking. Even if you know nothing at all, or you know everything about how to do accounts and do your books in your business, this manual will be highly valuable.

  It shows how to offer finance to customers. It shows a whole heap of different things that will actually get you accelerated forward in your business and give you a good solid foundation on which to work from.

- I'm also going to show you how to source and how to deal with different suppliers and the exact process of how to set up payments and so on so forth, within this manual.

- I want to show you how to deal with international shipping, local handling and storage so you don't get

ripped off, so you get everything smoothly done. You need to know all these things. I'll go through it in full detail.

- I'm going to show you exactly how to market your business online. I'll take you through all the different steps of the major things that will get you major results in your business. You won't have to worry about working out how to get enquiries. I'll show you how to do it.

- Then, I also show you how to do offline. There's a whole manual on doing offline marketing. It shows you exactly how to get customers that weren't even looking for you, to come to you and want to buy your products.

- I'm going to show you how and why you should follow up for more sales. There's a whole manual on that, it shows you exactly what to do – how to use the phone, a whole heap of different things.

- There's 106 marketing strategies I'm going to give you. Basically, these marketing strategies, you need to know what they are and how to use them. These are over and above everything else. This is like adding more fuel to the fire for you.

- I'm also going to show you how to get high end customers. High end customers are your best customers. They're easy, they do repeat business. I'm going to show you the exact step by step process on how to get them, even when they're not looking for you.

- I'm going to show you how to turn your importing ideas into money. There's a whole manual on that. Basically takes it from idea, through to conception, through to complete. This is additional to everything else and that helps you in the bigger picture.

- I'm also going to give you my hot products manual. Basically there's a whole heap of products that I've gone to the Canton Fair, checked out what they are, I know what they are. You get the actual brochures and all the contact details of suppliers so you can go directly to the suppliers.

  You don't have to worry about dealing with anything yourself. You just pick a product out of there and basically run with it.

  It's simple as we talk about it on the phone, get you up and going. We'll cover all that in a minute.

There's a set of DVDs that go through all the manuals and then a set of CDs. So if you want to watch it at home, you can watch it at home. If you spend time driving, you can drive and listen to everything on a CD.

There's a five page, really basic, website, ready to host.

There's a total of 12 manuals, plus the DVDs and CDs.

So it's a complete system.

PLUS I'll give you three months coaching and support via email.

Using this system, you'll know how to set up everything in your business. You'll have a system much better than most businesses. Most businesses don't have systems at all.

You'll get it without the cost. You won't have to spend $800,000 on a business.

You'll have a system you can hand to staff. You may not need, or want staff, which is totally fine. I'm not expecting that you will, but you have the system that they can look at.

You'll have a system you can refer to, when you get stuck on things.

You'll have a system that takes you to a six figure income, no problems at all.

All you have to do is join the dots, follow the system.

You'll have a system that builds you a solid asset that you can sell in the future. This business you may well decide to sell it for hundreds of thousands of dollars in the future.

That may be your retirement fund. At the moment, you've got no retirement fund if you're working for someone. Your Super isn't going to get you far. You still get your Super with this – when you put money into Super, that all happens anyway. This really takes you into your own level.

The Investment is only $29,990 + GST.

It's literally a 747 ready to take you wherever you'd like.

It's the perfect shortcut if you have an understanding of importing and just want to get going; so you know a bit about it and off you want to go.

There's also three payment options:

1. Pay in full: $29,990 + GST.

2. Pay $9,900 + GST and eight payments of $3,000 + GST. (Total = $34,000 + GST)
3. Apply for finance – around $140 per week, depending on interest rates etc.

If you think this is for you, go ahead and fill out the application form.

If after chatting on the phone, we both think we seem a good fit for each other, we can begin.

The main thing is I want people that want to succeed.

I really don't want to be involved with you if it gets to the situation where you feel you cannot succeed or you're not believing in yourself.

That just creates problems for me and it creates heartache for me. I don't want to be there, end of story.

That's package A. I've covered off on all that. It’s a bucket of stuff and you are supported by email.

As I said there's three payment options. So, if you think it's for you, you can go ahead and fill out the form.

But let’s talk about Package B.

Package B: Importing Business In A Box with Coaching and Turnkey Sales and Marketing System

With this package, you get everything included in Package A, plus the licensed marketing and sales system. It’s a complete customised system done for you.

It includes a full 12 months of coaching and support.

It also includes access to the Illuminati coaching system and I'm going to explain what that is.

You're invited as a VIP to member-only events. That includes if you want to come to the Canton Fair. If I'm going, you pay your way. I'll show you around over there no problems at all, because you're a VIP.

Marketing System

So let's look at the actual marketing system.

It's a complete marketing system. The fuel to run the 747. It's still your own business. So you own this, it is actually an asset.

Bear in mind this is an asset. The whole system is an asset but here's what you get as extra.

- **Logo**, completely done for you. We'll design it. We work out a name together. We'll design it. We do your logo for you until you're happy. My guys do it.
- **Google AdWords:** I set up Google AdWords for you. A lot of people want to do Google AdWords. Once your website is up and running, I'll set up Google AdWords for you.
- **Lead Generation:** I do actual lead generation postcards and adverts written for you. I obviously show you how to use them and I also actually get them done for you. All the graphic design, everything is done for you.
- **Website:** The website is completely built and done for you, totally working. We even write the website for

you. You don't have to do anything except answer a few questions, so we know what we're doing.

It's your own business, your brand. It's your asset.

Arguably it could be worth hundreds and hundreds of thousands of dollars to you one day. That's the marketing system.

Automated Follow Up Sales System

With the automatic follow up sales systems, you get:

- **Follow Up Letters.** Three follow up letters that are printed and sent. These are the follow up letters that are posted out to people that enquire about your stuff. You need that.
- **Email Follow Up Sequence x 12.** We write all this for you. When someone enquires, emails are automatically sent out to them, so they get the emails and come back to you and enquire. It gives them information about your business. We write all those for you.
- **Free Report / Product Guide.** We do a product guide or a free report for you. That is all sent directly to your customer on the email, plus you can post it. We show you exactly what to do. You get email reminders when you have to do things.
- **Lead Generation Postcards.** You get postcards to get people interested. These postcards can also be letters. I'll show you how to go more advanced and turn it into something better.
- **Monthly Newsletter x 12.** We do monthly newsletters for you. The newsletters are done. So you've got one

for each month. You just print them and post them and you can also email them to people. You get a reminder email and a list of your people when it's done. We manage the database for you as well.

- **Monthly postcard x 12.** Just to remind people you're there. We do a monthly postcard for you, get it up and sorted. It's a whole lot of stuff. This has taken me years and years and years to develop this system. You can get access for a minute fraction of the cost, of what I actually invested in it.
- **Monthly e-Newsletter x 12.** You get a monthly e-newsletter which is basically sent to the customers on email automatically on your behalf.

You get a complete turnkey system set up and running. It's written for you.

You do nothing except really answer a questionnaire. That's really it.

There is more stuff, I'm always adding to it, doing slight tweaks.

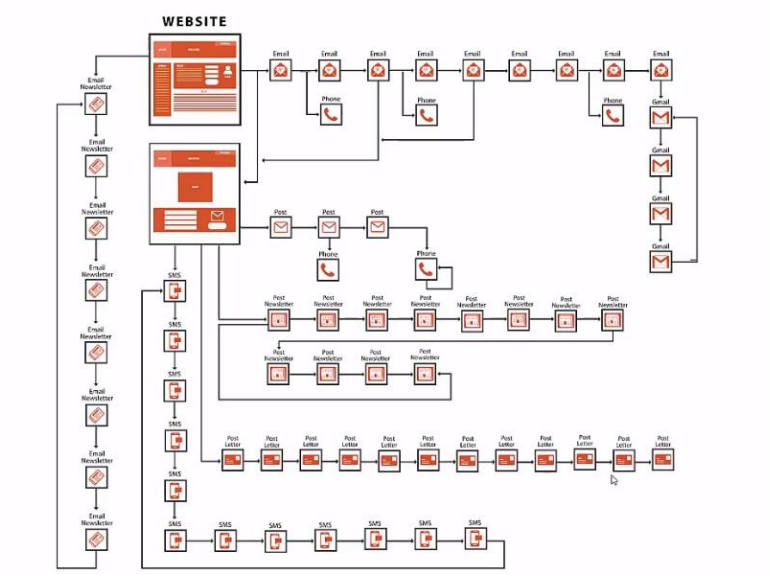
The idea is to make a system that works for you.

This is the part that does 85% automation for you and allows you to have free time and do things yourself.

It is the autopilot to the 747. You've got the 747; the marketing is the fuel, now this is the autopilot that will keep it flying for you.

For the automated follow up sales system, this is really what you're getting built.

- You've got your website. There's more pages than this obviously. It depends on your different products and services, how many pages. We show you how to use the website as well, so you can do whatever you want.



- You get your emails that are all automated.
- We tell you when to make phone calls to ring people
- There are emails that rotate over 12 months for them.
- There is information you can post out to customers. We gather up the addresses for you. Send the addresses, tell you when stuff needs to be posted. The system does it all for you.
- The newsletter that you have to post once a month, we tell you when it has to be done. We give it to you. All

you have to do is stick it in the post, or we can tell you where to go and get that done.

- Postcards going out to people, that can all be automated as well.
- SMS, we tell you when and what to say in the SMS. We tell you how to do it. It's all very simple, very automated.
- The email newsletters all go out automatically.

All this is a big integrated system. People come through, they enquire and it all happens on behalf of you.

You don't have to worry about anything. Everything is 100% fine without you worrying about anything.

You might have to stick some stuff in the mail, or you simply send one email to a supplier. They send it out on your behalf.

This now becomes how much money do you want to make? That's really what it comes down to. You join the dots. This system gets people coming back to you all the time.

It is 85 per cent automated. There are tiny parts you have to do yourself.

It's a complete follow up sales system. The system does the work for you.

Obviously I'm not done yet.

There's a lot of stuff in there.

Turnkey Logistics

One of the biggest things you're going to be worried about is how do I get my stuff from A to B?

- **My Shipping Agent** that I've used for years… I get no benefit from this, besides making sure that you're looked after. I'm not a middle man in any part of this. I simply build it, help you, get you up and going and then I know that I've delivered. Other people will come to me as well.

  Basically shipping agent, turnkey. Delivers your goods. You don't lift a finger. She can take care of it, wherever you want it to go. She can give you the answers and take you from one place to the next.

- **China Agent.** The people that I've used for years… and I explain in the system why you really should use an agent.

  First problem is you've got to find an agent that's trustworthy, that's not ripping you off. Secondly is if you assume they are, you've got to be able to trust them.

  I've done all that. I've sorted all that. You tell them what you want to get, they'll get it for you and bring it across, no problems whatsoever.

  They'll hook it up with the shipping agent, the whole deal. They're all working together.

  They charge you a small fee, maybe about 5%, but it's nothing in the big scheme of things.

  Make sure you're getting quality goods, because the last thing you want to do, is not get quality goods.

I'm not finished yet either.

Turnkey Products

All my hot products. There's about 18 of them. Complete catalogues including contact details. These are separate in manuals and you can download them from the members' area.

I have researched and met these people, either at their factories, at the Canton Fair or one of my trips to China.

This basically removes all risk for you selecting the products.

In saying that, you may well have your own product idea. If you do, we can talk. If I think it's a good idea, we can run with it. If it's not I'll tell you why and we won't run with it. Simple as that.

Coaching

Let's look at the coaching. A lot of people don't really understand what coaching is, or how it works or anything like that.

First of all there's the Illuminati Coaching System.

- **Strategy Call.** To get everything on track, after you've consumed the manuals and so on, we have to work on our strategy call.

  We have to work out what market you're dealing with, what product, and start to join the dots.

  That way, I can give you stuff, make sure we start to get everything on the way for you and start to work towards building your site.

  Then you also get support along the way, because you'll face challenges as you go.

- **Monthly Calls.** I say monthly calls, but in reality, it ends up being more than that, because I make myself

fairly available. I know some things have to be sorted quickly.

I say at a minimum monthly, but in saying that, if you're off and racing, you may not need much help, but you may need help on specific problems in a certain time. Either way I'm there to support you.

- **Technical Support.** You get technical support from my team. Behind me I've got guys that have worked for me for years. You actually get technical support. If you've got problems with your website, or anything breaks down, we help you, it's all part of the coaching system.

- **Closed Door Training.** You get invitations to closed door training, only for coaching members. That includes a trip to the Canton Fair. Next time I'm going, I'll let all my customers know. If you want to come to the Canton Fair, you pay your way, I'll show you around and we'll work it out at the time.

- **Unique Business Academy.** You get full access to the Unique Business Academy. This cost a bucket load of money to develop. I actually bought it from someone else and it is highly valuable to help you grow your business.

  It does include weekly group coaching and weekly lessons that are emailed to you each week, on specific topics.

- **Members' Area.** You also get access to the Illuminati coaching system members' area.

With the Unique Business Academy, you get a whole heap of stuff.

In essence, there's a quick start program and then there's different parts you can focus on your business over and above the system.

So this adds more power to the actual Importing System.

The Importing System is very specific, this adds a lot more power to it. You've got more leads; more conversions, more transactions. It shows you how to make higher profits. It's very in-depth.

Over and above that, you'll also get weekly emails and information delivered to you, so it keeps you on track.

It's designed to take a couple of hours per week and really is highly valuable.

I would sell this alone and people come in and join this and you're welcome if you want to only to do this.

I highly recommend you get the whole Business In A Box, but if you want to only do this, it is $999 a month, or you can pay upfront and basically pay $10,000 for it.

I'm giving access to you to this for no charge. I normally charge $1,000 a month – so it’s $12,000 or $10,000, whichever one you want for this access. It's all included. It's highly in depth.

Then you also get access to the Illuminati Coaching System. I told you about a whole heap of different of stuff you get inside it.

There are different videos of things we do. It explains exactly how the coaching works. There are different documents and

questions and answers come through. If you want to book in a call, there's stuff there.

It's all contained. You get your own personal password. You can access it from anywhere.

For the Package B Importing Business In A Box:

The Investment is only $39,900 + GST.

You can invest $800,000 or $700,000 or $600,000 in someone else's business, or you can be taking a shortcut and make your life a hell of a lot easier and end up with something a hell of a lot better.

If you took $700,000 and figured out how long you could survive with $700,000, it's a long time. This is a bargain.

The Business In A Box is a 747, ready to take you where you like. The marketing system is the fuel to fly the 747. The automated sales systems is the autopilot to get to your destination without too much work from you.

You do have to do work. Don't kid yourself for any minute that there's no work, but it's going to make life a lot easier.

The turnkey logistics solve your sourcing problems and the coaching is the co-pilot to work alongside with you and run your thoughts by.

If you have a problem, then I've probably come across it in the past and I can solve it for you. You’ve got to remember I used to import from seven different countries. I've sold a lot of stuff over the years in all different methods. Most problems I can solve.

You do have three payment options.

1. Pay in full: $39,900 + GST.
2. Pay $9,900 + GST and 10 payments of $3,500 + GST. (Total = $45,000 + GST)
3. Apply for finance – around $182 per week, depending on interest rates etc.

Obviously option one is the option most people go for with Business In A Box, because they save money. If you do need to do something, option three is also good, you get a loan. It just depends on your financial situation. It is subject to availability, always.

Now you can fly the 747 with autopilot fuel, to go for miles and I'll be the co-pilot with you, until you're the captain. It's that simple.

By the time 12 months is over, you've got a lot of information, you've got a lot of stuff and away you go. You now have two choices.

- Package A which is $29,990 + GST
- Package B, which is $39,900 + GST

If you think it is for you, bear in mind I don't accept everyone.

- If you think you can organize people
- If you think you actually want to make a six figure income, working really the hours you want, running your own business that is simple, straightforward and easy to do
- If you want a step by step system to take you the way

- If you want to pick your kids up from school and you want to drop them off in the morning
- If you don't want to be flying out to the mines
- If you don't want to be stuck in some place that you hate

…then you might want to fill out that application form.

But just because you fill it out, doesn't guarantee I'm going to accept you.

If, after a chat on the phone, we both seem to be a good fit for each other, I will offer you the package. If not, I do apologize in advance.

Let's recap. You really have the two options. Package A, or Package B.

- **Web**: Apply at yourimportingcashflow.com.au/step3
- **Email:** office@yourimportingcashflow.com.au
- **Phone**: Ring us 1300-446-918

Web and email are better, because I'm obviously busy and I may not get your call straight away. At least I've got them there. I can print it out. I can ring you back when I get the opportunity.

We have to go through this personally. There's no sales guy, nothing like that. I've got to work with you so I talk to you personally.

You can obviously see this is a great opportunity. You can see how much these businesses are, if they're established and

going. You can basically go with the plan of doing this for five years, make a bucket load of money, sell it and retire.

You have two choices.

- Decide you want to apply.
- Do nothing and stay where you are.

You're never going to make any money sitting on your ass doing nothing.

Really you have to decide, is this for you? If it is, apply and let's see if you're the right person.

A reminder, these types of businesses are selling for hundreds of thousands of dollars. I've gone through them. It's simple and straightforward.

As I've said multiple times, this is not for everyone. I am selective who I work with. That's why I deal with it personally myself.

Fill in the application form or check out the answers to the common questions.

Common Questions Answered

I want the business but I don't like paying interest on loans.

All I can say is you've really got a poor man's attitude. Let's say you've got a loan for $45,000. Yeah sure, you've got to pay interest on it. You might pay back $55,000.

End result, if you made $500,000 out of it, who cares? Sometimes you have to pay interest to get ahead. Everyone's got loans, that's just the way it is.

What are the set up costs?

The set up costs are really quite low. You've probably got a computer, you've probably got a laptop. All you really need to do is maybe spend a little bit of printing and away you go.

If you're willing to follow the system, I keep the costs as low as possible.

There's one thing I've learned over time, as a business, you have to keep your costs as low as humanly possible. The lower you can keep them, the better off you are.

You don't need to have any fancy overheads and factories and so on. You keep the costs as low as possible.

How much extra funds do you need?

Not a lot. Ideally, if you are working somewhere else at the moment, the smartest thing would be to invest in this and start part-time.

Start getting your momentum and go through your strategy call. Work out what products you're dealing with. Work out what market you're dealing with. Build out your marketing system and get you up and going.

I don't have the money, where can I get it?

Generally do what's required. Borrow off relatives. Sell things. Sell your car. Come up with something. Come to me and go, "Matt, I believe I'm the right person for this, I've got a reason why."

If you've got zero money, you're not going to get going. If you've got some, $10,000, $20,000, that will get you going. I've got to be selective, but you’ve got to have some.

You can't have this for free. It's too valuable for free.

I'd be doing the wrong thing by people that obviously invested in it, and not to mention the wrong thing by myself.

You'll find money. If you want to do this, you will find the money. You will find the way.

I think spending $39,000 is risky. How can I be sure you've got no risk?

Look, at the end of the day, you can't be sure you got no risk with anything. Ultimately, it comes down to you.

If you do nothing, you'll get no results. If you do something you will get a result. It's really as simple as that.

But there is a lot of competition out there.

Honestly, go back to what I said about the Canton Fair. There is more opportunity available to you than anywhere, just walking through the Canton Fair alone.

You're not limited by competition. Competition does what everyone else does.

If I think something is too competitive… which I probably never will, because competition also equals there's a market there… I would say, "Hey don't do this. Why don't you try this?"

That's part of having a strategy call. That's part of me helping you.

How does the finance work?

Basically in a nutshell, we have a chat on the phone. If it is right for you, I'll discuss the finance options for you.

Generally I'll put you in contact with a finance broker, they will take care of the finance for you.

Before going off and organizing your finance yourself… because you might want to do that, which is perfectly fine... if that is the case, we do actually have to talk and make sure you're suitable, because it's pointless you trying to organize finance, if you're not going to be part of it.

You do have to know you have the potential of getting finance. If you've got no money, if you're unemployed, you're not going to have that much of a chance of getting finance to be completely honest with you, unless you've got some assets.

I've been unsuccessful before.

Look, if you haven't had failures, you're not trying.

I hear the stories all the time. "I've been ripped off about this." "This didn't work and this didn't happen" and so on and so forth.

Ultimately if you put the effort into something, generally things work.

There are dodgy people out there that exist. I'll agree with that.

I've heard some amazing stories of people spending $300,000 on breweries that didn't exist and I thought, "Holy crap."

At the end of the day, this will work provided you're willing to do what it takes to make it work and work yourself into a situation where you're having a good lifestyle moving forward.

Why are you selling this information?

At the end of the day, I've got the experience of putting this system into a Business In A Box.

Obviously I have my guys build this all out for you.

It's as simple as I said with Zig Ziglar. If you help enough people get what they want, you can whatever you want in your life as well.

Everyone wants a better lifestyle. Everyone wants more income.

That's what I'm doing it for, because I know, in return, I help people do that, I get whatever I want in my life as well.

Won't you flood the market?

It's basically impossible to flood the market. I can't even think how it would be possible.

You could walk down to the local Starbucks, see 30 people in there, give them all Importing Business In A Box and not flood the market.

Despite the fact they all might be selling out of a bunch of three products, it's simply not even possible.

Not only that, you don't even have to do this in Australia, you can do this anywhere in the world. You might be planning on moving overseas. You might be overseas at the moment.

The system applies, the system works anywhere in the world.

How could you flood every market in the world? It's impossible. There's too many products. There's too many things. The biggest problem is, there's too much opportunity.

The biggest problem you actually have… which is what I'm very good at and I'll help you with… is narrowing down the right opportunity for you.

That's one of the most important things I cover off in the actual strategy call that we do upfront.

Do I need permits to import?

Generally it really comes down to what it is. If you do, don't worry it's taken care of. The shipping agent I put you in contact with, takes care of that for you.

We'll cover that during the strategy call. If you're going down the road of a product that's no good, I'll steer you away from that and say, "You might want to rethink this."

What if something goes wrong?

Look, I can't say the world is perfect and nothing goes wrong, but your chances are highly limited.

As far as goods, I'll show you how to make sure that they get to you and you don't have any problems.

We check for quality and so on and so forth. We cover all that, that's all covered in the training, no problems at all.

I've never been in business before.

Perfect that's great. The system is designed for you, if you haven't been in business. The system is also designed if you have been in business.

I know a lot of people are scared to take a leap from a job into their own business. Ultimately I would hate to think what my life would be like, if I hadn't taken the leap from a job into business. It's as simple as that.

Business is the right vehicle to get you to where you want to go. You've got to pick the right business. That's what you're doing here. You're picking the right business. You apply for Importing Business In A Box. You can certainly go ahead with that.

Do I need to be qualified?

No you do not need to be qualified. You need basically no skills, except the ability to be organized and talk to people. It's as simple as that.

I'm not sure if I can do this?

To be honest with you, if you're not sure you can do this. If you're still sceptical at this point in time, you really shouldn't apply, because this probably isn't for you.

If you don't believe in yourself, that's going to cause you some limitations.

Can I run a business from home?

Yes you should and I preferably would. In fact you can run it from a resort. You can run it from a 40-storey building overlooking the beach.

You can run it from the beach, just try not to get sand in your laptop. You can run it from your boat. You can run it when you're out fishing. You can run it wherever you like.

You obviously want to put some solid effort in upfront, so you can do those things and do those things a lot easier. You can basically run it from anywhere in the world. You can go traveling and run it.

It is the ultimate laptop lifestyle, if you follow my system properly.

I have my own business, can I do in conjunction with this?

Of course you might have your business and want to import things. You might actually start selling it to your competition. Pretty smart way of doing it. No problems at all. You can do that definitely just like working part-time.

I work full time, how do I start?

Well obviously start part-time. Get your finance in order and get yourself underway and get something happening before it's too late.

WARNING: THIS IS NOT A FRANCHISE OPPORTUNITY IT IS YOUR VERY OWN BUSINESS, WE PROVIDE EVERYTHING FOR A 100% TURN KEY START. THIS BOOK EXPLAINS IN FULL YOU MUST READ FROM THE START TO FINISH TO UNDERSTAND IN FULL.

IF YOU HAVE BEEN LOOKING FOR AN EASY TO RUN LOW OVERHEAD PROFITABLE BUSINESS, GREAT NEWS!.

YOUR SEARCH FOR AN EASY TO OPERATE PROFITABLE BUSINESS IS OVER.

My name is Matt Buchel a business owner and business builder since 1998.
I have built 3 multi - million dollar businesses, and now help others get started in their own business with my ground break and Unique Business in a Box programs, this program gives you a huge shortcut and almost guaranteed success.

Today is the chance for you to get into this business and change your lifestyle forever. The first step is by reading this detailed Book. You must read this from start to finish to get the full benefits.

WHY... WELL IN THIS BOOK MATT WILL SHOW YOU

- Why this business is such a great opportunity
- What Matt has done in the past
- Why Matt's past business experience helps you
- What skills you need to run this business
- How it compares to Franchises
- Why after reading this book you will almost certainly invest in this program and not a franchise
- Exactly how much money you can make in your business and much, much more...

By the end of this book you will be fully educated and informed so as to make a practical decision on your future.

THIS IS NOT A FRANCHISE OPPORTUNITY IT IS YOUR VERY OWN BUSINESS WE PROVIDE EVERYTHING FOR A 100% TURN KEY START. THIS DVD EXPLAINS IN FULL.

After you read this book the next step is to talk on the phone by calling 1300 795 557 or fill in the form online at www.yourimportingcashflow.com.au/step3

GO AHEAD AND READ THIS BOOK NOW!