

The Network Marketing Business Model...



The World's Healthy Coffee Company®

[The Healthy Coffee® Business Opportunity Overview - Click here](#)

[Learn more about the Healthy Coffee® Company, the Products and the Management Team here...](#)

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[Click here for Richard's Online Healthy Coffee® Storefront](#)

What it takes to be successful...

1. Use and share your company's products.
2. Frequently expose the business opportunity.
3. Attend and promote training events.
4. Engage in Personal Development.
5. Teach the methodology to your Leaders.

Consider starting as a Preferred Customer and establish whom amongst your circle of contacts will be supportive of your intentions.

How Network Marketing Works!!

The Internet eliminates much of the hard work formerly associated with the operation of a Network Marketing Business where product distribution is the objective.

A product order will be submitted online directly to the distribution warehouse, in much the same way that a high street store or restaurant will order the products which they sell.

The fundamental difference is with the way in which customer satisfaction is achieved. With the High Street Business Model (**HSBM**), **location** of the retail premises will influence a customer's buying decision. Whereas, with the Network Marketing Business Model (**NMBM**), **timing** is the critical factor influencing customer satisfaction. Both models are dependent on customer preference.

Both models employ a similar back-office system, differing only in how sales' costs are allocated and customer relationships managed.

With the **HSBM**, products are displayed and advertised to maximise the attention of potential customers, whereas, in the **NMBM**, users of a product will deliver testimony of product effectiveness in such a way as to attract the attention of potential customers.

For both models, there is a clearly defined cost of customer acquisition, whether this is the cost of premises and advertising or the independent agent's sales commission.

With the **HSBM**, many of the costs will need to be paid in advance of sales being generated, whereas, in the **NMBM**, sales costs are incurred at the point of sale to the independent sales agent.

With the **NMBM**, there is a risk that the independent agent will be encouraged to purchase more product from the company than s/he can easily sell and it is this element of the process which has attracted criticism in the past that this business model is flawed.

An independent agent will be wise to only consider involvement with a company employing the **NMBM** if they find the product particularly appealing, otherwise, enthusiasm for the business might be difficult to maintain.

This is in contrast to an employee of a business where the **HSBM** is being employed. The purchaser will need to satisfy him/herself that a product is fit for the intended purpose prior to concluding the purchase.

Network Marketing, as a type of Direct Selling, works best when there is a personal relationship between the customer, the independent agent and the person who is doing the recruitment. i.e. People join People rather than companies.

Healthy Coffee® in my kitchen at Home!



[Click Here to learn more about Michael Dlouhy's MLM Training](#)

The '**Mentoring for Free**' System is entirely generic and no companies or products are ever mentioned on any of the training calls, most of which are recorded and archived.

[Click here to learn more about the MFF Mental Cleanse MasterMind](#)

The secret of success in Network Marketing/MLM will be found by those who invest some of their time participating in personal development activities similar to those available at **Mentoring for Free**. My personal journey began in 2008 and the activities in which I participated are documented at:

<http://a4m.eu/mff/>

Beyond Personal Development and off and on-line networking

EASY BROADBAND™
01794-341405

MyEasyBroadband

FOREVER
ALOE.A4M.EU

Microsoft Hosted Exchange Server® + Outlook® 2010 at Interactive.me.uk

A Purchasing Illustration


Click on the 'Purchase Summary' Graphic on the right to notice the price differential between Retail as a Customer and Wholesale as a Healthy Coffee® Distributor >>

Also notice how, by becoming a 'Preferred Customer', the monthly cost is only marginally higher than that for a Distributor. In this example, the difference is only \$1.56 (3.83%) i.e. \$40.74 v. \$39.18

The Business Model employed by Healthy Coffee® is a hybrid based on the principles of Direct Sales, Network Marketing, High Street Retailing and the Vending Industry.

Effectively, a Low Cost Franchise.

[Join me NOW!!](#)

 Like 0

 Tweet 0

 Pin it

 Share

Purchase Summary

| Quantity | Product | Amount |
|----------|------------------------|---------|
| 1 | Energi Chai Pouch Bag | \$28.00 |
| 1 | Energi Black Pouch Bag | \$20.00 |

Subtotal: \$48.00

Shipping: \$5.76

Shipping Method: ▼

Sales Tax: \$0.00

Order Total: \$53.76

[Click here to enroll as an Independent Distributor](#)

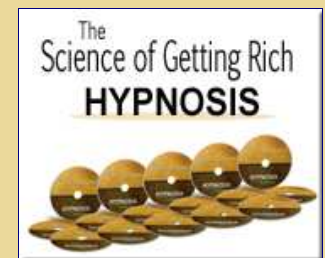
Optional (Becoming a Preferred Customer)

Do you wish to set up this order as a recurring order every 28 days? (This makes you a Preferred Customer with a Preferred Customer savings): ▼

You will receive a discount on this order of \$13.02 (Total due of \$40.74) and all recurring orders will be discounted as well!

[Becoming a Healthy Coffee® Preferred Customer - Click Here](#)

The Science of Getting Rich
by **Wallace Wattles** read by
Hypnotist John Vincent



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Website created by [R.Parsons](#)

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