

Doyle Chambers' Postcard Marketing FAQ SECTION

Question - "How many postcards should we mail out?"

Answer - We recommend a minimum of 30 postcards a day, but if your budget allows for more, you can reach your goals quicker...The more you mail, the more prospects you'll have.

Question - "What kind of response rate is the postcard getting?"

Answer - THIS IS A NUMBERS GAME!
A typical rule of thumb is to look for a 2% response per 1000 cards mailed... BUT, you may experience 1% or even up to 6%. As long as you keep mailing postcards on a consistent basis, you will acquire serious reps over time.

In other words, mailing out 2000 postcards only ONE TIME will not yield the results you're looking for. Mailing 30 postcards a day can bring in amazing results if done consistently.

Because this is a numbers game, I compare it to going fishing! Let's say you fish every once in a while when the mood strikes you. There will be days you catch some fish - and there will be days you come up empty.

BUT if you fish EVERY DAY for one year, YOU KNOW you will catch a heck of a lot of fish over the course of that year because you fished EVERY DAY. You were consistent in your efforts.

Some days you will catch some small ones, some days none at all - and some days you will catch the Big Ones! Now, the bigger fish are hard to catch because they've seen just about every lure (meaning opportunity).

The big fish are there, lurking just below the surface. You never know when the big ones will strike! Folks, all it takes is one or two big fish in your group and your organization

can take off like a raging wildfire!

The Moral of the Story?

ALWAYS KEEP FISHING AND NEVER GIVE UP!

Question - "Where do we buy the leads for the postcards?"

Answer - In the documents I will email to you, you will find several sources that have been around for a long time. These leads are as good as any source you'll find. You can certainly use your own leads sources as well.

Question - "Can we work this business on the Internet too?"

Answer - Absolutely, you can have your own custom designed capture pages and websites, but again, do not use the name Great Life. You need to keep them more on the generic side. For instance, talk about the postcards system and how easy it is to tap into. Promoting an offer generically has always produced a greater response anyway due to people's curiosity.

Question - "Can I promote with other methods besides websites and postcards?"

Answer - Yes you can...Magazine ads, Craigslist, Youtube, Social Networking, these are all places you can promote the opportunity. What makes this system so powerful is that you can promote online and offline. The simple postcard system is attracting a lot of people because it's so easy to do. Place ads talking about the postcard system...get creative, just stay within the guidelines.

Question - "Why do I have to make a monthly purchase of product each month?"

Answer - This is a business like any other and this is a cost of doing business. We offer

a real and tangible product that is sold to the end user. The sale of these products is what produces the residual income that you can earn. No money is made in "any" business unless there is a product being sold.

This is why these one time pay programs on the Internet offer no true residual income. How can you get paid over and over from a one time sale? It cannot happen, plain and simple.

Question - "Can I trust that my prospects which come to your website will enroll directly under me using my company distributor ID number?"

Answer - Yes you can. The only way for your prospect to enroll into this business is to enter the ID# that is shown on YOUR POSTCARD OR ADVERTISEMENT. They'll click on the company website link found in this FREE REPORT and enroll directly under you using Your Distributor ID Number.

This enrollment process is completely automated. After your prospect enrolls, you'll receive an email directly from the company notifying you with the name of your new distributor. It's just that simple!

I am a man of honesty and integrity. I have built huge downlines in the past and I wouldn't have had the success that I've had if I were doing any funny business. It's in my best interest to see that each and every person that comes through my system from your marketing efforts will be directed to enroll directly under you using your Great Life Distributor ID Number. You are in my group - so it only makes sense that I want you to be successful. If you're successful, then I am successful.

Question - "How soon can I start making real money?"

Answer - Most people end up getting their first check around the 4th or 5th week. However, this is not a "typical" scenario like a brick and mortar business where you buy

a product for a certain amount, then sell it for a profit. In that scenario - you can calculate your immediate profit and return on investment.

With this business, you are "playing the numbers". As you and everyone in your group works to enroll new people, your group will grow larger and so will your income too!

Your income will be residual income...which can continue for the rest of your life - and beyond. So your true return on investment with this business is incalculable...or too great to be determined!

Concern - "I just don't have the time to do this business."

Answer - Most people never have any free time because they're too busy working nine to five for someone else. You only need a few minutes each day to build your business. My marketing approach only takes a few moments each day...without interfering with your current employment or profession.

Simply mailing postcards is ideal for people with a busy schedule. You decide how much time you want to put into the business and how fast you want to build it. With this business, you can change your life and end up having more free time to spend with your loved ones.

Concern - "I just don't think I can sell."

Answer - Good! This business is all about sharing a great opportunity with people who want to improve their health and wealth. The top distributors in the company are the "non-sales" types. Network Marketing is about building relationships and helping people. See yourself as a Postcard Recruiter who will change the lives of the people who join your team.

The written message on the Postcard creates intense interest and curiosity so people go to my website to get the free information. My

complete marketing system educates and trains people on how to easily do this business and gets them to call me. I answer the prospect's questions and lead them to sign up directly under you using Your Company ID Number. With my duplicatable system, the tools do all of the selling, convincing, persuading and training for you.

Concern - "I don't have the money to get started."

Answer - If you do not have the spare money right now - that is *exactly why you need to* join this business. Get serious about your future and find a way to get the money to start this business. If a brand new Mercedes were offered to you right now for \$200, would you find the money somehow to buy it? Or would you let the Mercedes pass on by? Go and get the money because your own Network Marketing business could be infinitely worth more than a Mercedes.

This business is the proverbial "Goose that lays the golden egg"...every week it produces a residual income check for the rest of your life! If you keep on doing what you've always been doing, you'll keep getting what you've always gotten. Is it enough? You can't afford not to join.

It's a fact that working nine to five for someone else will never give you financial freedom. If you ever want to achieve financial independence, you need to have your own business. We're talking about a legitimate home-based business that has unlimited income potential paying you every week for life! Compared to what you'd spend on a business franchise, this business is the most affordable home-based business you'll ever find.

Concern - "I know people who have dropped out of Network Marketing because they failed."

Answer - I know people who have dropped out of high school, too. *Does that make high*

school a bad thing to do? Success in this business depends on the person. Also, it is important to pick the right company that is easy enough for the average person to duplicate.

Keep in mind that this is unlike anything you've ever seen before. I have people in my organization who never made a dime with other network marketing companies before and now they're extremely successful with this Company.

Don't ever forget this... Pay Attention and Listen to ONLY people who have done it - someone who practices what they teach - and has become successful doing it!

DO NOT listen to teachers, friends, relatives or neighbors unless they've done it and have achieved a level of success and lifestyle you wish to duplicate. It's really that simple. Those people who do not know the big solutions CANNOT supply you with the knowledge and strategies to succeed. *Doesn't that make sense?*

Concern - "I just don't know anyone."

Answer - Even if you don't know anyone, my duplicatable system will help you find and attract a steady flow of people to take a close look at this business. There are millions of people in this country who are searching for a way to make more money. Right? My Postcard Marketing System gives you an easy way to build a nationwide business.

This business will not go out of style and the market will not change or disappear. Every single year there are literally millions of new people throughout America who are dying to get their hands on what you will have to offer! You'll be giving these people something they want and desperately need! The Postcard and my entire marketing system will do the work to convince many of your prospects to join. You only need to find a few committed people to be successful in this business. My tools will help you find them and get them to join.

Question - "Is this simple to do?"

Answer - YES! My duplicatable system is one of the main reasons why so many people are joining my team...the Postcard and my marketing system makes this business simple for everyone. My system manual trains you and everyone who joins your organization. There are no products to stock, no paperwork, no overhead, no employees, no risk, no big startup costs, and no headaches. It's the perfect home-based business.

Everyone can sponsor a few people, so the plan works for everyone. Don't make this too complicated or try to over analyze this business opportunity...it really is simple. Enjoy the products and sponsor a few people who would like to earn a high residual income. There is no downside to this business - it's a win-win situation. It does not get any easier than this!

Question - "Do I have to sponsor a lot of people to be successful?"

Answer - NO! If you sponsor just one person every month or two you will be very successful. This is important for you to understand. Consider the awesome power of Network Marketing: If you sponsor ONE PERSON A MONTH for the next 12 months...and, in turn...everyone in your organization sponsors one person per month, how many people will you have in your organization one year from now? The answer is astounding! OVER 2,000 PEOPLE!

What if you have to do this system for one to three years to get your organization growing? Does it matter? I'm talking about one to three years of effort out of your whole life to create a residual income that keeps on paying you for the rest of your life - and then you'll pass the residual income on to your heirs. Is it worth your effort? I wouldn't do it any other way.

Concern - "I'm just not interested."

Answer - Which is it you're not interested in?

BIG MONEY, BETTER HEALTH OR FREE TIME? That's what we're talking about here. Unless you're already wealthy, this business can provide you and your family with a REAL vehicle for financial independence. A job will never do that for you. Even if you're already earning a high income, isn't your health or spending more time with your loved ones important?

Question - "What is so special about this Company's Compensation Plan?"

Answer - In this Company's binary compensation plan, you can only have 2 people directly under you. All other distributors must fall below those two. Each person has the potential of receiving spillover from their upline. The Company pays you down an INFINITE number of levels. The computer system will search for sales volume anywhere below you, even hundreds or thousands of levels down, until it pays you the maximum amount possible. How is this realistically possible? By limiting profits to \$1,000 per day.

Your income potential is \$364,000 a year with the Team Commissions. ADDITIONALLY -- you'll also receive Matching Bonuses on all those you personally enroll (from 25% up to 100%). Therefore, your income potential is truly unlimited. Your income will be based upon the amount of effort you put into building the business, and the efforts of those people in your organization. This compensation plan allows the average person to achieve real success in network marketing. With my system, anyone can sponsor a few committed people and be successful.

Question - "Is this Company the best company?"

Answer - YES! Some of you will be bull-headed and overlook the fact that Lee Perry and I have spent vast amounts of time and energy evaluating and finding the very best network marketing business in the market.

Lee Perry and I have the seasoned experience, successful long track record, and a rigid criteria that we use to choose a winning business venture. Most people do not have a clue for how to choose a great opportunity. And yet, some people would rather gamble on a dead horse or take the advice of a friend who earns less money than they do. We strongly believe that this is the best company available today!

Question - "Why should I join your team?"

Answer - I have personally put together the best duplicatable system in the industry. If you've tried a similar business - there are important reasons why you probably failed.

It's because you didn't have a real sponsoring system designed by a 20 year marketing pro like me; or the people in your organization were not well trained like mine; or there was no effective sponsoring tool to use (like the tool I provide); or the expenses were too high, unlike mine where you simply mail out as few as 30 Postcards a day to find and get all the people you need to build your business.

I will provide you with everything you'll need to achieve success with this business. My organization is one of the fastest growing downlines in the company. I am dedicated to your success.

Question - "How much money does it cost to get started?"

Answer - To join the Company, it only costs around \$180 (which includes \$49.95 for your Company Distributor Kit, AND \$119.95 for your initial ONE-TIME Product Activation Order (2 Boxes of Product - 30 packets in each box). You will also be purchasing \$59.95 (50 PV) worth of products every four weeks on Autoship. Don't worry about how much it costs to get started...think about the income you'll be making one year from now. The long term financial rewards are incredible.

Concern - "Most people don't have the patience or persistence to stay active with the business until they make money."

Answer - My system speeds up the process of learning and applying. The Postcard attracts and draws in interested people quickly. My complete marketing system gets people to join fast, so people make money as fast as possible...and therefore stay active with the business.

Concern - "Most people don't have enough money to promote a business in an effective way."

Answer - Many business systems get you to purchase lots of videos, audio tapes and expensive printed material BEFORE you can start to market your business. Then everyone must keep on spending money on more sales materials...that's too expensive and too complicated.

Postcards are very inexpensive...only about \$60 per 1,000 cards from a mail order printer source I'll share with you. If you mail out 30 cards a day, 1000 cards will last you about 33 days. I'll also refer you to several sources to get mailing lists of opportunity buyers for around \$80 per 1000. This business can fit almost anyone's budget.

Question - "Is the product effective?"

Answer - Yes, the product has a 15 year history of effectiveness with countless numbers of people. The testimonials are endless. It was originally created to feed to sick babies, and later fed to adults with many beneficial health results.

The product is like a fine powder, which comes in small packets and can be mixed with almost any drink or food that you choose. There are 30 packets in a box and the recommended serving is 1 to 3 servings per day, depending on the individual's needs. This product is positively changing lives!