**How To Get Started With Bulk Printing The Lists And A Special First Time Offer.**

There is no cost for becoming a Midwest Research SCWL rep, and there is nothing to sign but to obtain lists from Officeworks for handing out you need to pay for your own printing.

Download the three masters: A3, A4 and either of the A5 masters, i.e. the A5 on the A5 sized page or the double A5 on the A4 sheet, which needs to be guillotined in half.

Change my contact details to yours replacing my name with your name, my email address with your email address, my contact numbers with yours. Print off one or two A3 lists and about twelve A4 lists order worksheets for when with purchasers.

Orders of over $55 with Officeworks are delivered free within three to five working days to your nominated address. To submit your master and order online go to the Officeworks site <https://www.officeworks.com.au/shop/officeworks/Print-And-Copy/Document-Prints> and submit your order choosing either the A4 or the A5 sized A5 with your details and order a minimum of say 1001 or 3001 copies.

The recommended size for handouts is the A5 size and Officeworks can print these double-sided and deliver them to you for 8c each at the best price.

Officeworks can print your A5's double sided for 12c each for 1001 up to 3,000 or 8c each double-sided if you choose the 3,001+ copies option. 3,001 x 8c will cost $240.08, or you can choose for less, but 3,001 is the best value option. The entire $240 cost of printing 3,001 A5's is equal to your earnings on a buy 9 get 12 free sale or a buy 5 get 7 + a buy 4 get 5.

3,001 A5's is enough for a month if you give out 100 per day which at 4 per minute will take you 25 minutes per day without chatting. 3,001 is also enough for a three month supply at a leisurely 33 per day at a cost of a mere $2.67 per day. Always be ready to get into chats with the people you are handing out to as some will have questions and want to chat. This may lead to an instant sale or a sub-agent if you offer to buy them a coffee where you can go through the A4 exercise with them either as their order or for their training.

If you go to the Officeworks store you have to wait for the printing, but it can work out a little cheaper for smaller runs so if doing so choose the A4 size double A5 size and have the A4's guillotined in half at a cost of $1 per 250.

**First Time Offer:** For the cost of the printing of the A5's for handouts I am happy to put in the order for you for your first time if you pay the money into the CBA account and email me what name and which phone number/s and which email address you wish to use and your address for delivery. You also need to email me your master copy for me to upload to Officeworks.

Aim to have all of the A5's given out with a smile and a few well-chosen words within seven days or a month. Always be ready to stop and chat if people want to chat. Don't stand in the one place or your rate may be only 12 an hour, keep moving and putting them into people's hands.

Repeat the process each week or month if choosing the 3001 A5's option. Enquiries from each day's effort can take hours or days or weeks, even months, to come in. Always ask where the enquirer got the list from and track your number of handout enquiries, orders and number and cost of programs sold.

Keep a record of your enquiry and sales percentages. Analyze them and work out how to improve on them. They are not static or fixed. You can always improve upon them.

Discuss selections over the phone and with more promising enquirers suggest to meet up to go over the list and take the order and collect payment into the account or via Paypal or cash form the bank.

Work out ways to increase all the multiplicands in your income equation. Collect a sales team of sub-agents if that is also what you would like to do.

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