

Getting Started with Watkins and The Summit Group

About the Membership Package and Optional Upgrades

All new Watkins associates begin with a membership package that costs just \$39.95. Additionally, associates can add upgrade options (see page 2) at the same time, or anytime during their first 90 days.

Most new associates who are serious about earning significant income start with the membership package plus the Watkinize Your Home Product Assortment (see page 2 for details of this assortment) for a total of \$388.95 plus tax and shipping. Other new associates choose different upgrades depending on their business goals. If you're not sure which optional upgrades to start with, ask for coaching from the person who gave you this information. Or, just start with the membership package today, and choose whether you want upgrades later, once you get rolling.

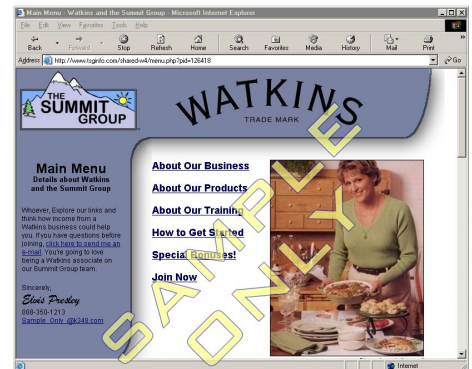
The membership package and all upgrades have a money-back guarantee and can be returned within 30 days for a full refund.

Regardless of whether you start with just the \$39.95 membership package or with additional upgrades, you'll be a full-fledged Watkins associate and a Summit Group member. You can purchase Watkins products for a 25% discount. And, you can earn income through your choice of business building strategies. Becoming a Watkins associate can help you reach your dreams!

The Summit Group Gives You More

Yes, YOU will get even more... **tremendous additional benefits are included free for you** by our Summit Group team of Watkins associates. The person who gave you this is a Summit Group member, so you will be, too, when you join through them. You will have immediate access absolutely free to all of the following... but ONLY if you join Watkins through the person who gave you this.

- Exclusive training and business building systems let you tailor your business methods to match your goals and your available time.
- Private training website lets you read articles and listen to online audio training at any hour of day or night.
- Your own prospecting website (similar to the sample at right) lets you introduce others to the Watkins business—easily worth hundreds of dollars, it's all completely free and ready for you to use immediately.
- Weekly team e-mails keep you up to date.
- Seven free books and 28 special business building reports help you develop yourself and your business—these are online versions you can read whenever you want, including timeless classics (shown at right).



Being part of the largest, most award-winning team in Watkins definitely has benefits for you!

Ready to start? Questions about the options for starting? Contact the person listed to the right. He or she will lead you through the easy enrollment process.



What's in the Membership Package and Upgrades?

The \$39.95 membership package sets up your wholesale account with Watkins and gives you private access to Watkins support website for educational resources and marketing tools. Most associates find one or more of the following upgrade options make sense for them. They are available with special bonuses and/or reduced pricing for your first 90 days as an associate. If needed, your sponsor can help you determine what is best for you, depending on your preferred business methods, your goals, and your budget. Here are the basic details on the three optional upgrades:

Upgrade Option 1 - Add the Watkinize Your Home Product Package—Save \$400!

This upgrade adds the pre-selected Watkinize Your Home Product Assortment which includes 52 different Watkins products (**a \$500 retail value**). New associates (during their first 90 days) also receive a free three month trial customizable e-Associate website from Watkins (**a \$125 value**). You will also receive a free training package from the Summit Group containing 24 audio CDs from leaders in the industry and within the company (**a \$249 value**). Buying this package is also one step to help you qualify for cash bonuses in the future. The product package would normally cost an associate \$375 (after the 25% discount), but is available for a special price of only **\$349* plus tax and shipping**. **The \$374 worth of bonuses are yours FREE!**



FREE Summit Group 24 Audio CD Training Package

A Summit Group exclusive bonus—only Summit Group members who buy the Watkinize Your Home Product Assortment receive this FREE training package valued at \$249! Included are 24 audio CDs of training, motivation, and strategies, taught by leaders within Watkins and from special guests Watkins has had speak through the years.

These 24 audio CDs include training from:

- Motivator Anthony Robbins
- Business Expert Michael Gerber
- Entrepreneur Wally “Famous” Amos
- Sales Trainer Bill Gibson
- Former POW Colonel Ed Hubbard
- Watkins Owner Irwin Jacobs
- Watkins President Mark Jacobs
- Watkins Nutritionist Brenda Koth
- Nutrition Expert Rick Handel
- Wellness Expert Dr. Stephen Sinatra

You'll also hear from Summit Group leaders:

- Jerry Fochtman
- Mike & Annie Koenig
- Jan & Randy Robinson
- Steve & Ginny Bretzke



Watkinize Your Home Product Assortment

- Vanilla, 11 oz
- Clear Vanilla, 11 oz
- Orange Extract, 2 oz
- Almond Extract, 2 oz
- Butter Extract, 2 oz
- Lemon Pure Extract, 2 oz
- Peppermint Extract, 2 oz
- Beef Soup Base
- Chicken Soup Base
- Black Pepper, 6 oz
- Cinnamon, 6 oz
- Parsley
- Oregano
- Poultry Seasoning
- Italian Seasoning
- Cucumber Dill Dip Mix
- Salsa/Sour Cream Dip Mix
- Steak Sauce
- Eye Care Formula
- Inner Cleanse/Restore
- Skin, Hair & Nails
- E+CoQ10
- Reduce Plus
- Resist Plus
- Superfood
- Linimax
- Lemon Crème Shea Butter
- Beeswax Lip Balm
- Lemon Hand/Cuticle Salve
- Lemon All-Natural Body Oil
- Peppermint Foot Cream
- Mango Hand & Body Lotion
- Aloe & Green Tea Shampoo
- A> Conditioner
- Whitening Toothpaste
- A> Liquid Hand Soap
- Lemon Liquid Hand Soap
- Menthol Lavender Drops
- Menthol Rub
- Petro Carbo Salve
- Red Liniment
- White Cream Liniment
- Analgesic Balm
- Menthol Camphor Ointment
- Pain Relief Spray
- Lemon Liquid Dish Soap
- A> All Purpose Cleaner
- Lemon Toilet Bowl Cleaner
- A> All Purpose Wipes
- Lemon Furniture Polish
- Lavender Window Cleaner
- Lemon Liquid Laundry Detergent

Upgrade Option 2 - Add a discounted Watkins Gift Certificate—Save \$21.

This upgrade adds a Gift Certificate good for \$200 worth of Watkins products, redeemable on a future order. Normal cost (with the 25% discount) would be \$150, but new associates can get one \$200 Gift Certificate for only **\$129*** (tax and shipping is paid when redeemed) during their first 90 days.

Upgrade Option 3 - For Home Parties or Sampling Events—Save \$8.

This upgrade adds the quarterly Watkins “Good Tastings” package which includes everything needed to hold four parties or other sampling events. It also includes a Gift Certificate for \$50 worth of Watkins products, redeemable on a future order. Normal cost (with the 25% discount on the certificate) is \$77.50, but new associates can purchase this upgrade for only **\$69.95* plus tax and shipping** during their first 90 days.

** price is in addition to the \$39.95 membership package*