

Symbiosis Enterprises

Box 18907, San Jose, Ca. 95158

www.symbiosis4u.us

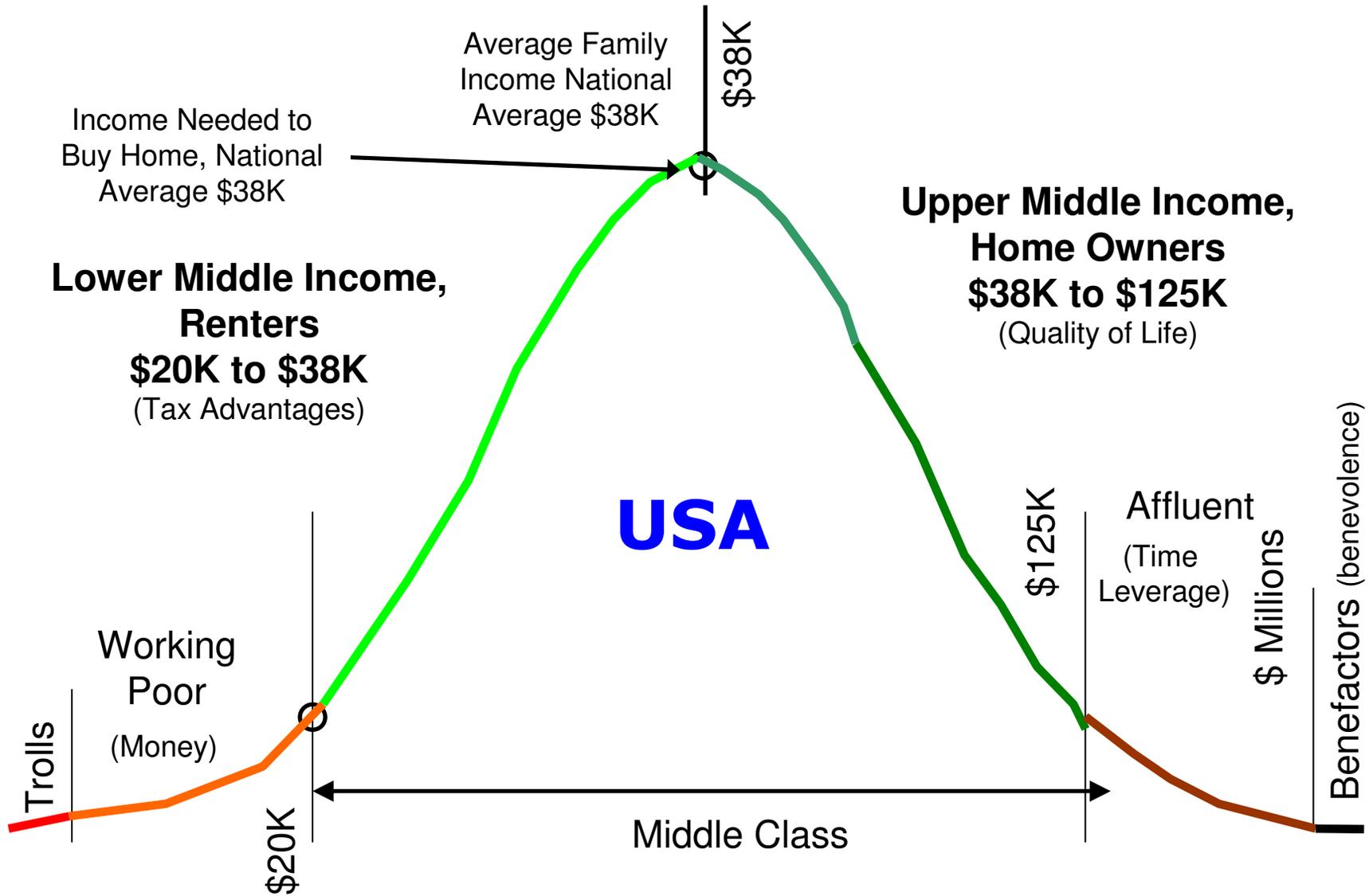
408-228-6991

Understanding how all segments of our population could fit into this internet based business model.

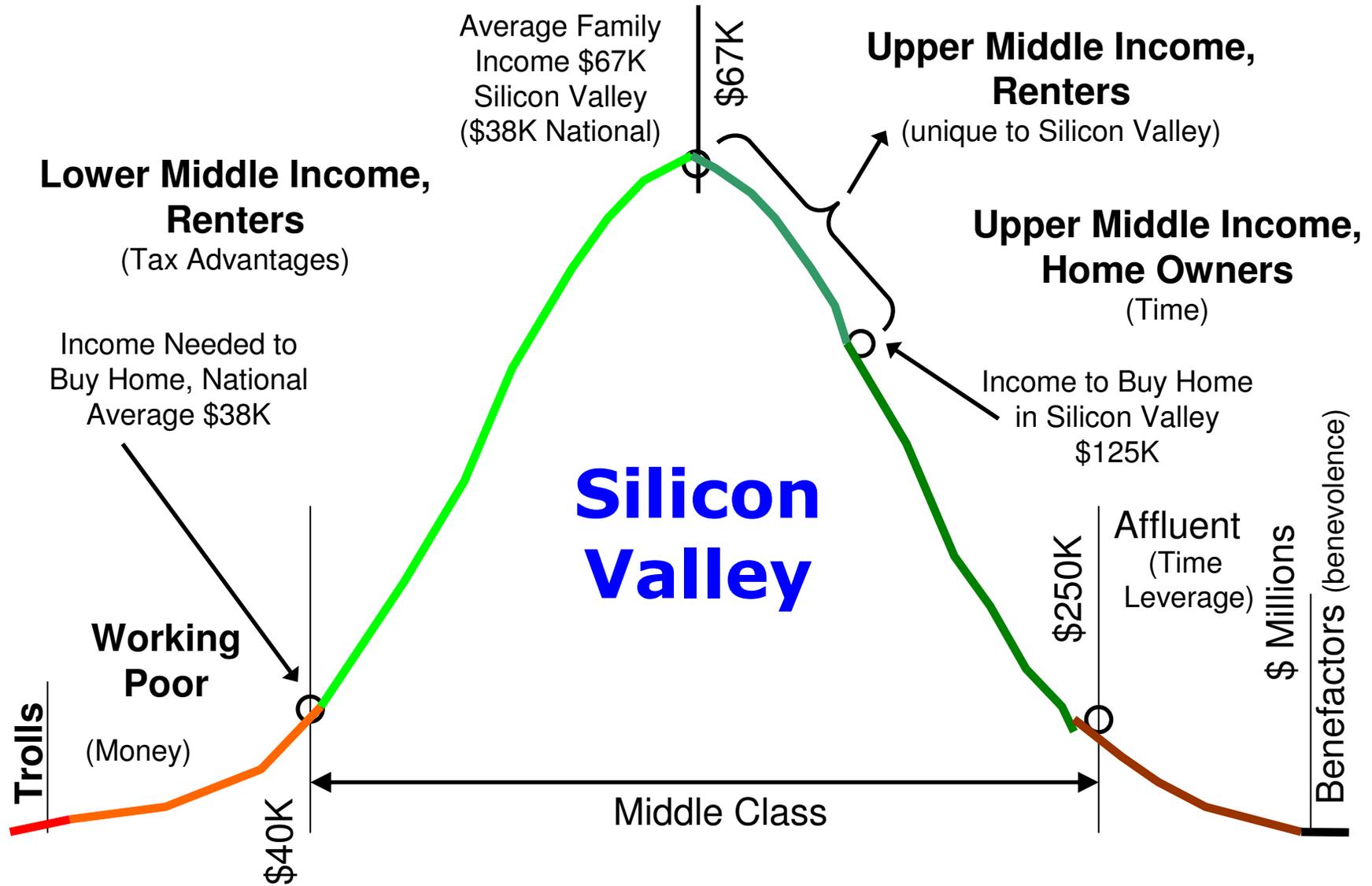
The United States has
socio-economic conditions ranging
from the homeless to billionaires.

Our business model should be explained
to each segment differently,
because each segment has
different needs and resources.

This socio-economic bell curve represents the population of the USA.



This socio-economic bell curve represents the population of Silicon Valley



Trolls



In mythology, trolls lived under bridges and threatened to eat people crossing the bridge unless the people gave them something else to eat. The trolls did not build the bridge, nor own the land on which the bridge rested. They had no legal right to demand compensation from people crossing the bridge. They demanded compensation because they could.



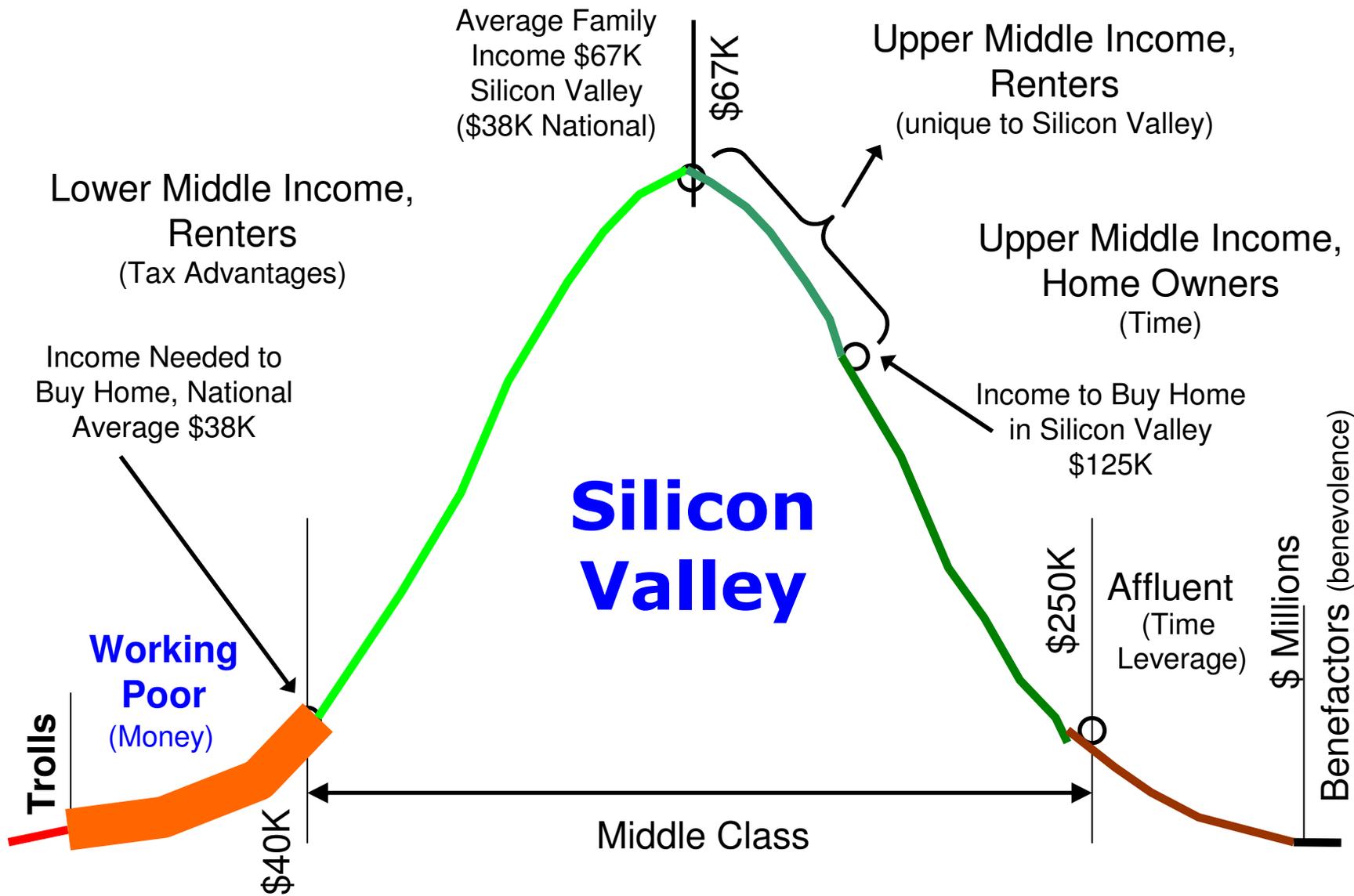
Modern trolls live in houses. They prefer not to work. Like the mythological troll living under a bridge, the modern troll expects people to give the trolls the benefit of their labor. Trolls do not offer any compensation in exchange for their fulfilled demands. When invited to participate in this program, trolls will usually respond with a statement similar to one of these.

I will lose my unemployment (or disability) check.

My social worker told me that I cannot own a business and still get welfare.

If I get more than twenty feet from my couch and my television set, I go into shock.

DO NOT REGISTER TROLLS ON A BUSINESS TEAM.





Working Poor



**Earn LESS than \$40K
Have time ... need MONEY.**

The working poor are NOT trolls even if they sleep under a bridge.

The working poor typically live in shared housing. They cannot afford to rent an apartment in Silicon Valley.

They have not developed marketable skills which could earn them more money in the marketplace.

They have the time, but not the money, to pursue an income enhancing education.

Working poor typically can NOT afford to buy an IBO number. Their income is so low, they do not need tax advantages because they do not earn enough money.



Working Poor



Simple Solution For Making More Money

Affiliate Marketing (some times called Single Level Marketing):

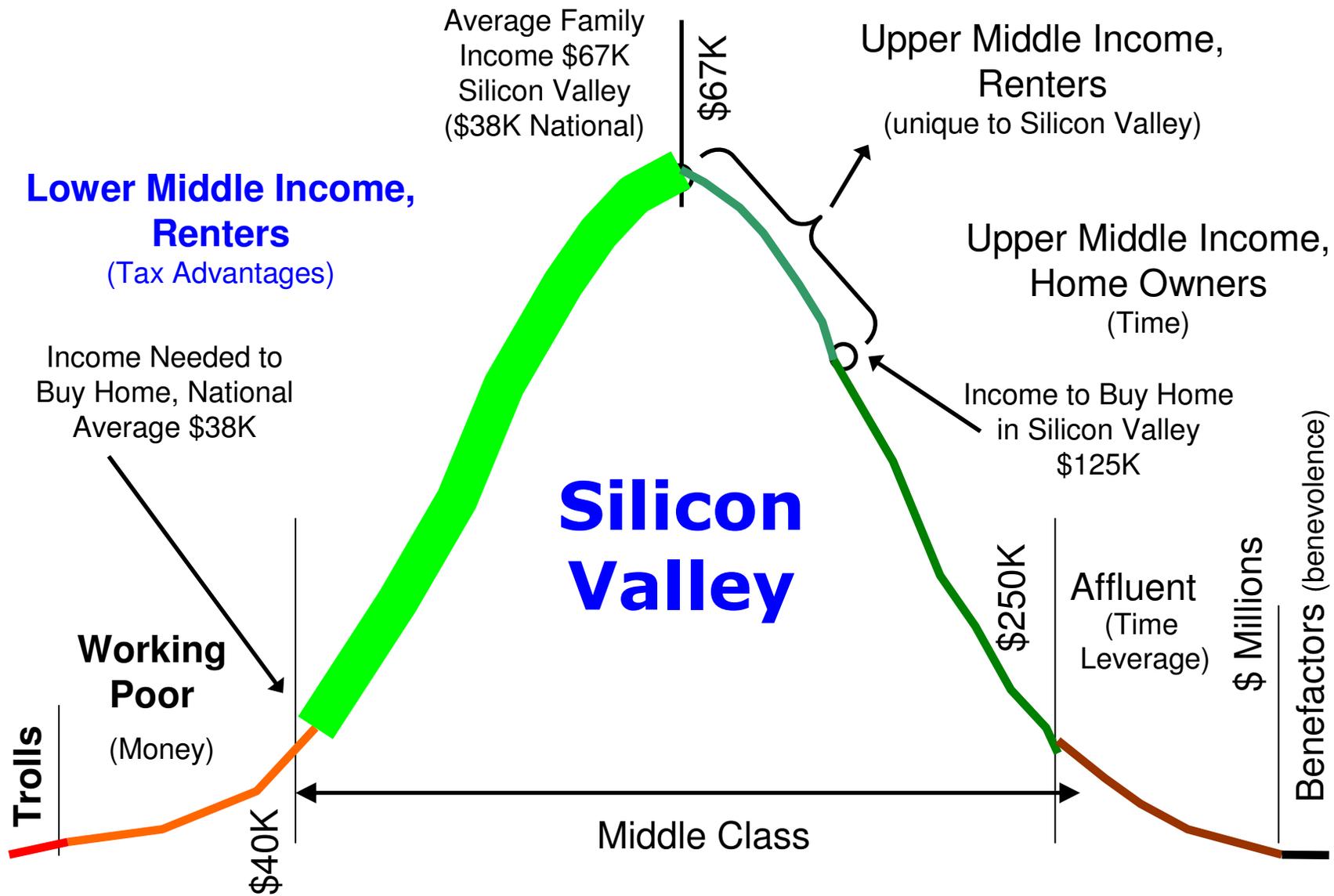
The working poor is trained by their mentor to earn straight commission sales by directing customers to the mentor's website mini-store.

Mentor pays all retail profit to the trainee. PV and BV go to the mentor.

When the trainee has earned enough money, and develop sufficient skills, the trainee becomes an IBO and sets up their own personal website.

Trainee's customers are then re-directed to new site.

Do you know anyone
who might benefit from being an
"affiliate marketer"?



The Power of Business

Tax Advantages

Non-home Owner Employee Expenses Translated into Business Expenses

Wages (W-2) hourly, salary or commission

Earn wages \$50,000 a year

Total Reduction = ZERO

Taxes Paid (@40%) = **\$20,000**

After paying taxes an employee buys:

Automobile = \$5,400 (\$450/mo)

Gasoline, etc. = \$3,600 (\$300/mo)

Car insurance = \$1,800 (\$150/mo)

Cell phone = \$1,200 (\$100/mo)

DSL = \$600 (\$50/mo)

TOTAL = \$12,600

(become business expenses)

Same person captures \$600 of 1099 non-employee income. If earned as wages, would owe \$200 in taxes

Earn wages = \$50,000 a year

Taxable 1099 income = \$600

Total annual income = \$50,600

Business expenses (loss) = \$12,600

Subtract expenses from wages

$\$50,600 - \$12,600 = \$38,000$

Taxable income is now = \$38,000

Taxes Due now (@40%) = \$15,200

Taxes Paid on wages = \$20,000

Overpayment of taxes = \$4,800

Tax Refund Check = \$4,800

(ask to read IRS publication 525)

How do you know

how much your business expenses will be?

Not all businesses have the same expenses. Some people have small (\$4K) business expenses. Some people have large (\$20K) business expenses.

How do you determine what your anticipated business expenses will be?

You use the IRS approved protocol “estimating”.

Make a list, with prices, of all the expenses you have as an employee that can be converted over to business expenses (see IRS Publication 535). Total the list, and that is your “estimated” business expenses.

For every \$3,400.00 of “estimated” expenses, you can increase your W-4 exemptions by ONE ... or you can wait until the next year to get a larger tax refund.

Deductions and Adjustments Worksheet

Note. Use this worksheet *only* if you plan to itemize deductions, claim certain credits, or claim adjustments to income on your 2007 tax return.

1	Enter an estimate of your 2007 itemized deductions. These include qualifying home mortgage interest, charitable contributions, state and local taxes, medical expenses in excess of 7.5% of your income, and miscellaneous deductions. (For 2007, you may have to reduce your itemized deductions if your income is over \$156,400 (\$78,200 if married filing separately). See <i>Worksheet 2</i> in Pub. 919 for details.) . . .	1	\$ _____								
2	Enter: <table style="display: inline-table; vertical-align: middle; border: none;"> <tr> <td style="font-size: 3em; vertical-align: middle;">{</td> <td style="padding: 0 10px;">\$10,700 if married filing jointly or qualifying widow(er)</td> <td rowspan="3" style="font-size: 3em; vertical-align: middle;">}</td> <td rowspan="3" style="padding: 0 10px;">.</td> <td rowspan="3" style="text-align: right;">2</td> <td rowspan="3" style="text-align: right;">\$ _____</td> </tr> <tr> <td>\$ 7,850 if head of household</td> </tr> <tr> <td>\$ 5,350 if single or married filing separately</td> </tr> </table>	{	\$10,700 if married filing jointly or qualifying widow(er)	}	2	\$ _____	\$ 7,850 if head of household	\$ 5,350 if single or married filing separately		
{	\$10,700 if married filing jointly or qualifying widow(er)	}					2	\$ _____		
\$ 7,850 if head of household											
\$ 5,350 if single or married filing separately											
3	Subtract line 2 from line 1. If zero or less, enter "-0-"	3	\$ _____								
4	Enter an estimate of your 2007 adjustments to income, including alimony, deductible IRA contributions, and student loan interest	4	\$ <u>12,600.00</u>								
5	Add lines 3 and 4 and enter the total. (Include any amount for credits from <i>Worksheet 8</i> in Pub. 919)	5	\$ _____								
6	Enter an estimate of your 2007 nonwage income (such as dividends or interest)	6	\$ _____								
7	Subtract line 6 from line 5. If zero or less, enter "-0-"	7	\$ <u>12,600.00</u>								
8	Divide the amount on line 7 by \$3,400 and enter the result here. Drop any fraction	8	_____ 3								
9	Enter the number from the Personal Allowances Worksheet , line H, page 1	9	_____								
10	Add lines 8 and 9 and enter the total here. If you plan to use the Two-Earners/Multiple Jobs Worksheet , also enter this total on line 1 below. Otherwise, stop here and enter this total on Form W-4, line 5, page 1	10	_____								

Business deductions are in ADDITION to either itemized or standard deductions.
 \$12,600 business deductions divided by \$3,400 allowance = 3.7 An employee could increase W-4 allowances by 3 or about \$900.00 a month. We recommend using only 1 allowance to cover the cost of starting an apprentice business.

How much does it cost to operate?

Ultimate answer.

If your business expenses* are similar to the example (\$12K), you will have business expense deductions equivalent to THREE additional exemptions for your W-2 income...And ...

... If you increase your exemptions on your W-4 form by ONE exemption (not three),

then your income increases about \$300.00 a month

And ...If you spend an average of \$300.00 a month,

**How much did you pay
for what you bought?**

*Strategic Partners (team builders) have additional expenses.

Middle Class Income

The middle class can be divided into three categories:



Lower Middle Class Renters:

Those who can NOT afford to buy a home.

This group earns from \$40K to \$67K in Silicon Valley (\$20K to \$38K nationwide).

Lower Middle Class, Renters

\$40K to \$65K Employee Income
(Silicon Valley)

Modest Income ... Low Taxes ... NO Tax Advantages
... Limited Future Options

People in the lower middle class are able to rent homes or apartments. Only those at the lower levels live in a rented room, or share housing.

The lower middle class is typically blue collar workers or white collar workers, some with college degrees, who have been "down sized".

This group is aware of their need for more education, increased skills, or specialized training, to increase their earning power in the market place. However, they do not have the money, nor the time, to go back to college or attend a trade school.

While the lower end of this group may be attracted to Affiliate Marketing, they have other options.



Lower Middle Class, Renters

\$40K to \$65K Employee Income
(Silicon Valley)



Create Tax Advantaged Income

Party Plan Sales : Demonstrate and sell Artistry, I-Cook, or any combination of exclusive products.

Business 2 Business Sales:

Conventional marketing business to business, or direct to consumer, with Gift Incentive Albums, Ditto Delivery, or any combination of exclusive products.



See separate presentations on these two options.

Lower Middle Class Renters

A full time employee who lives in a rental home and has a part time home based business CAN DEDUCT ...

ALL donations made to a charity or non-profit organization

ALL of the costs of developing their home based business

including a portion of the cost of the house,

a portion of their automobile costs,

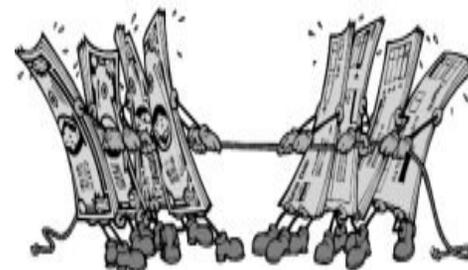
a portion of their dining out costs,

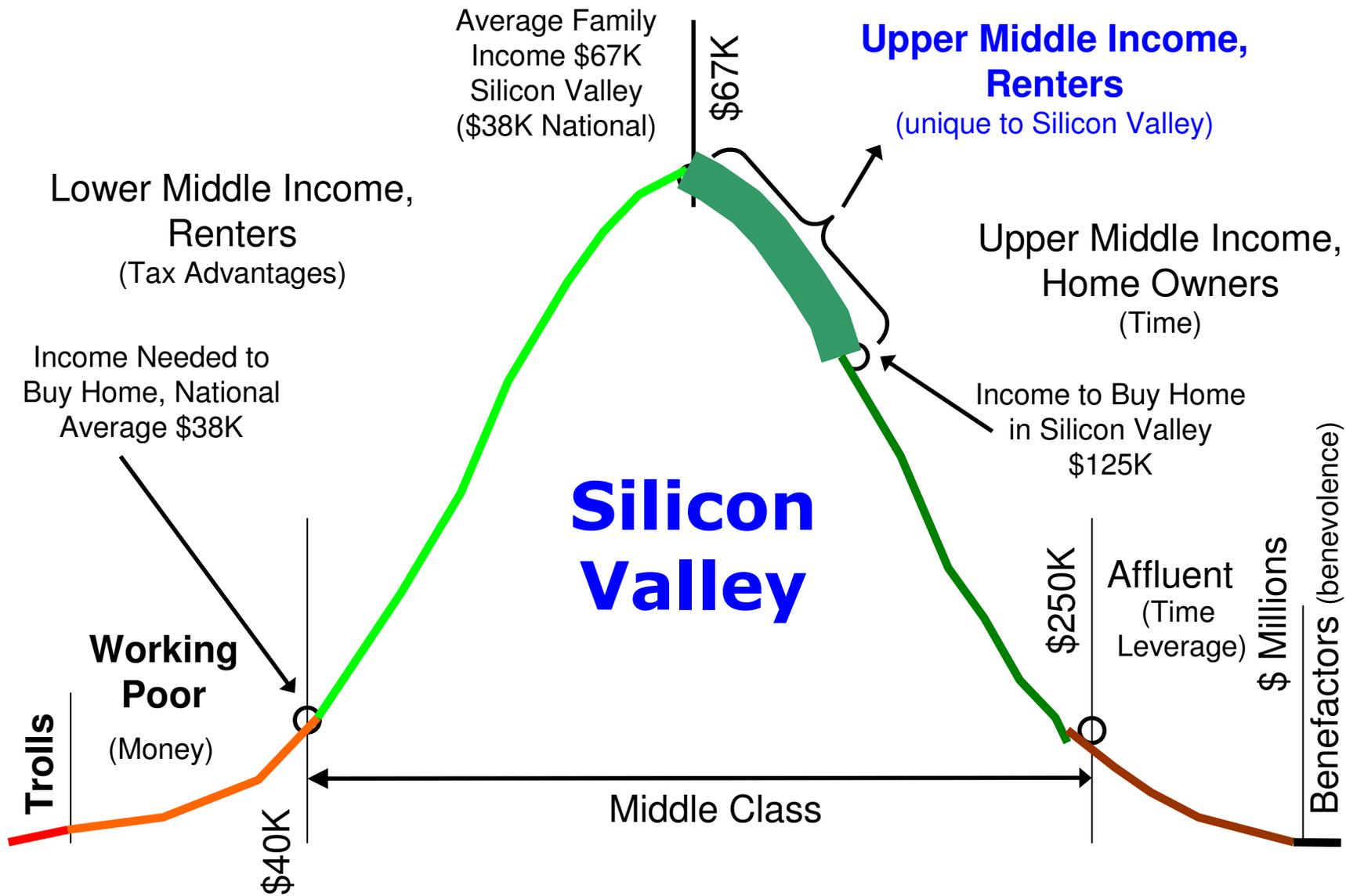
a portion of their recreation costs,

a portion of their vacation trips,

a portion of computer and internet access costs,

and much, much more.





Middle Class Income

Upper Middle Class Renters:

Those who can NOT afford to buy a home.

This group earns from \$67K to \$125K in Silicon Valley.

This group does not exist nationwide.



Upper Middle Class, Renters

\$65K to \$125K Employee Income
(Silicon Valley)

High Income ... High Taxes ... NO Tax
Advantages

The primary tax advantage of home ownership is the ability to deduct the "interest" paid on the mortgage plus the cost of property taxes. For upper middle class renters, the landlord gets thousands of dollars a year in deductions which are paid for by the renter who cannot qualify to buy a home. Upper middle class renters can NOT deduct charitable contributions from their taxable income UNLESS their contributions exceed \$10,000.00 which is the "Standard Deduction" for a married couple filing jointly.

This group of people is VERY frustrated because in other parts of the country they would be able to own the equivalent of a million dollar home in Silicon Valley.



Upper Middle Class, Renters

\$65K to \$125K Employee Income
(Silicon Valley)

Of all the socio-economic groups, an upper middle class renter has the highest apparent benefit from becoming an IBO.

This group typically spends from \$500.00 to \$2,000.00 every month on “stuff” that is available from our business.

This group has enough buying power to create a 1099 with just their own shopping.

Depending on their debt load, some upper middle class renters may also supplement their current income using sampling or direct sales.



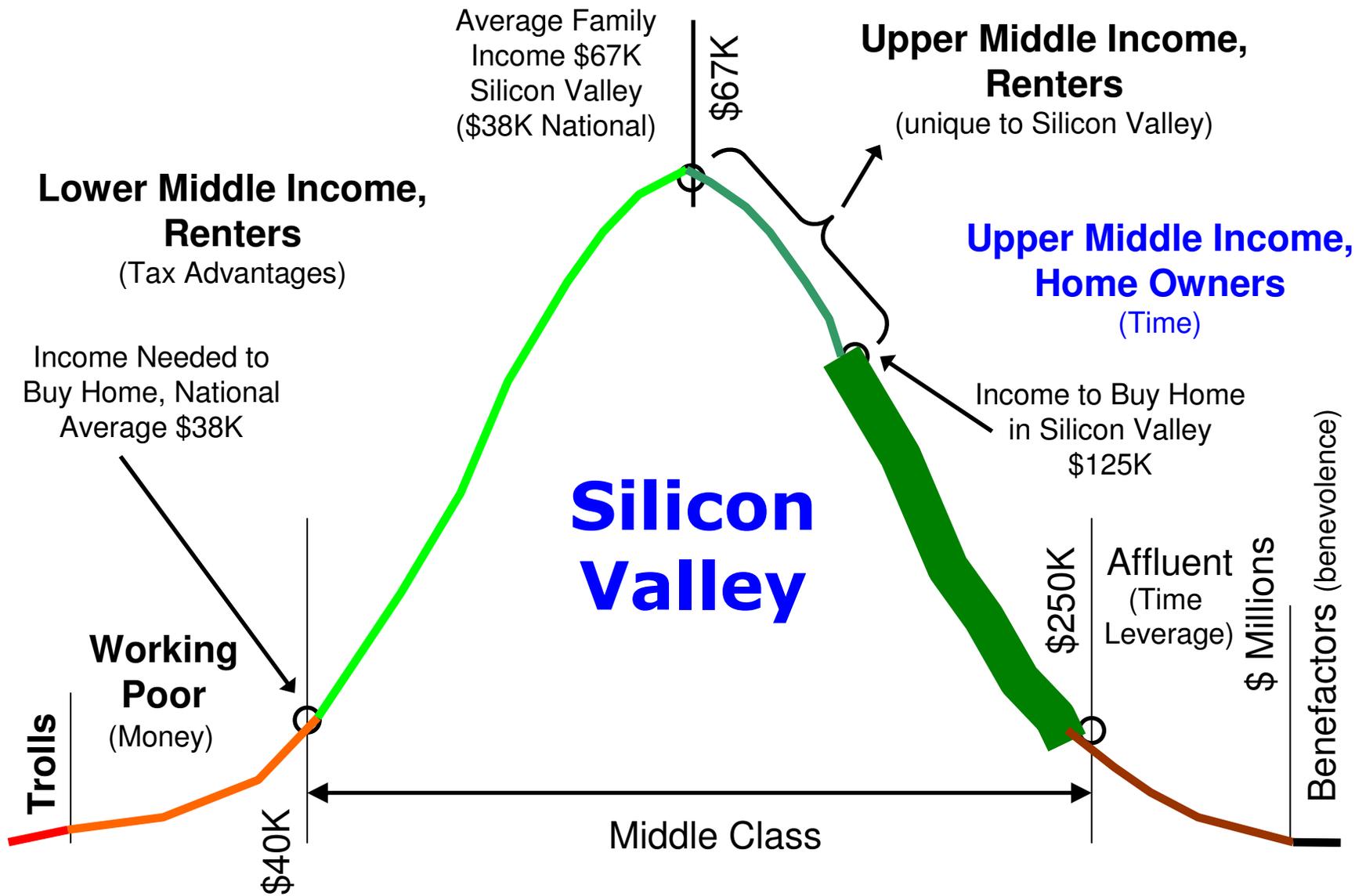
An Example of a family RECAPTURING THEIR OWN MONEY

Qty	Generic Name	Retail Cost	IBO Cost	Retail Profit	Point Value	Bus. Vol. \$
1	Health Pac	\$139.75	\$102.65	\$37.10	48.94	\$124.70
1	Carb Blocker	\$40.75	\$28.95	\$11.80	12.25	\$33.70
16	Food Bars	\$43.90	\$36.10	\$7.8	9.60	\$41.80
24	Energy Drinks	\$47.98	\$40.80	\$7.18	15.18	\$40.80
1	Lip Stick	\$14.20	\$10.45	\$3.75	5.25	\$14.00
1	Skin Care	\$58.15	\$39.85	\$18.30	19.90	\$60.05
1	Tooth paste	\$4.65	\$4.00	\$0.85	1.40	\$3.75
3	Panty hose	\$17.00	\$14.79	\$2.21	2.83	\$5.86
24	Flavored Coffee	\$39.99	\$33.60	\$6.39	23.52	\$23.52
6	Kellogg's cereal	\$21.99	\$20.24	\$1.75	3.66	\$7.33
24	Mac & Cheese	\$23.99	\$22.08	\$1.91	3.99	\$7.99
24	Libby's Can Corn	\$20.99	\$19.32	\$1.67	3.49	\$6.99
	TOTAL:	\$473.34	\$372.83	\$100.51	150.03	\$370.49

Retail price for these 10 items

Actual cost after monthly return of "retail" profit.

This is the money that would be returned to you the following month as "retail" profit.



Middle Class



Upper Middle Class Home Owners:

Those who CAN afford to buy a home.

This group earns from \$125K to \$250K in Silicon Valley (\$38K to \$125K nationwide).

Upper Middle Class Home Owners

\$125K to \$250K Employee or Business Income (Silicon Valley)

This group is predominantly engineers, architects, nurses, senior executives in large corporations, dentists, or conventional business owners.

This group does NOT work a 40 hour work week. They work a minimum of 50 or 60 hours a week with occasional spikes to 100 hours a week.



**People in this group want their TIME BACK
without any less income.**

Upper Middle Class, Home Owners



Includes owners of conventional businesses who already have many tax advantages even if they do not own a home.



This group of IBOS simply **redirects the money** they are already spending in someone else's brick and mortar stores to their own click and order store.

Typical IBOS in this group spend between \$1,500.00 and \$5,000.00 every month on "stuff" that is available from their own IBO businesses ... that they were going to buy anyway.

This group may use the "**Sampling Samples**" program.
See separate presentation on this program.

Upper Middle Class, Home Owners



The average family in the USA spends
24 hours a month ... shopping.



**A Repeat Schedule
usually cuts that number
in half.**

Home owners and business owners have limited time.

A Repeat Schedule

automates their shopping

AND produces enough rebates to qualify for a 1099 form.

We suggest a home owner, or business owner, sit down with one of the team members specializing in Repeat Scheduling and design a product profile that supplies most of their household essentials for a year, delivered on their schedule.

How to save TIME

“Things” you buy

AGAIN and AGAIN and AGAIN

...

OVER and OVER and OVER

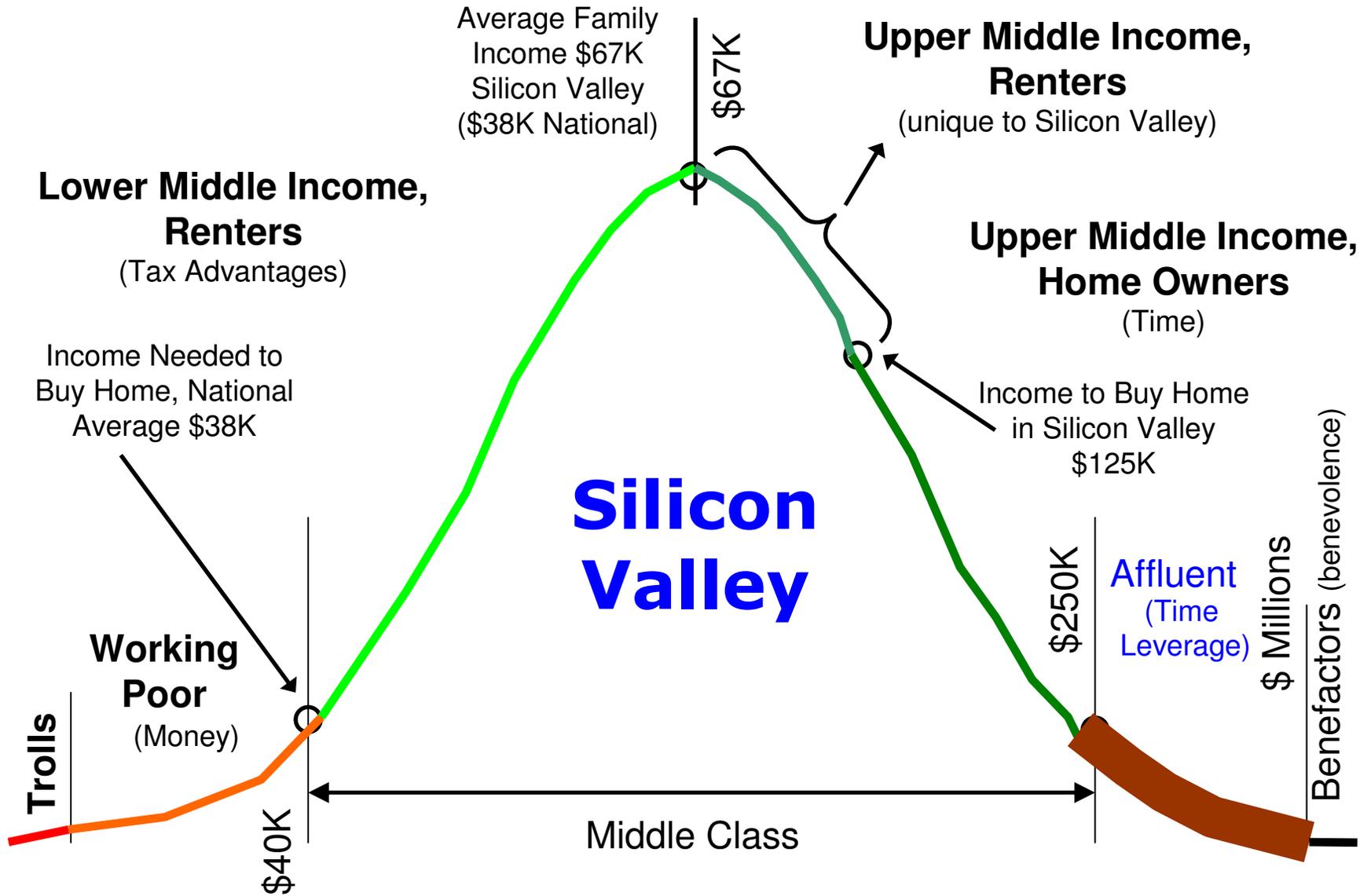
...

TIME after TIME after TIME

Just do it ONCE!

Ask to see the separate presentation that explains how Repeat Scheduling works, and how easily it can be started.







Affluent

\$250K to \$2 Million a year

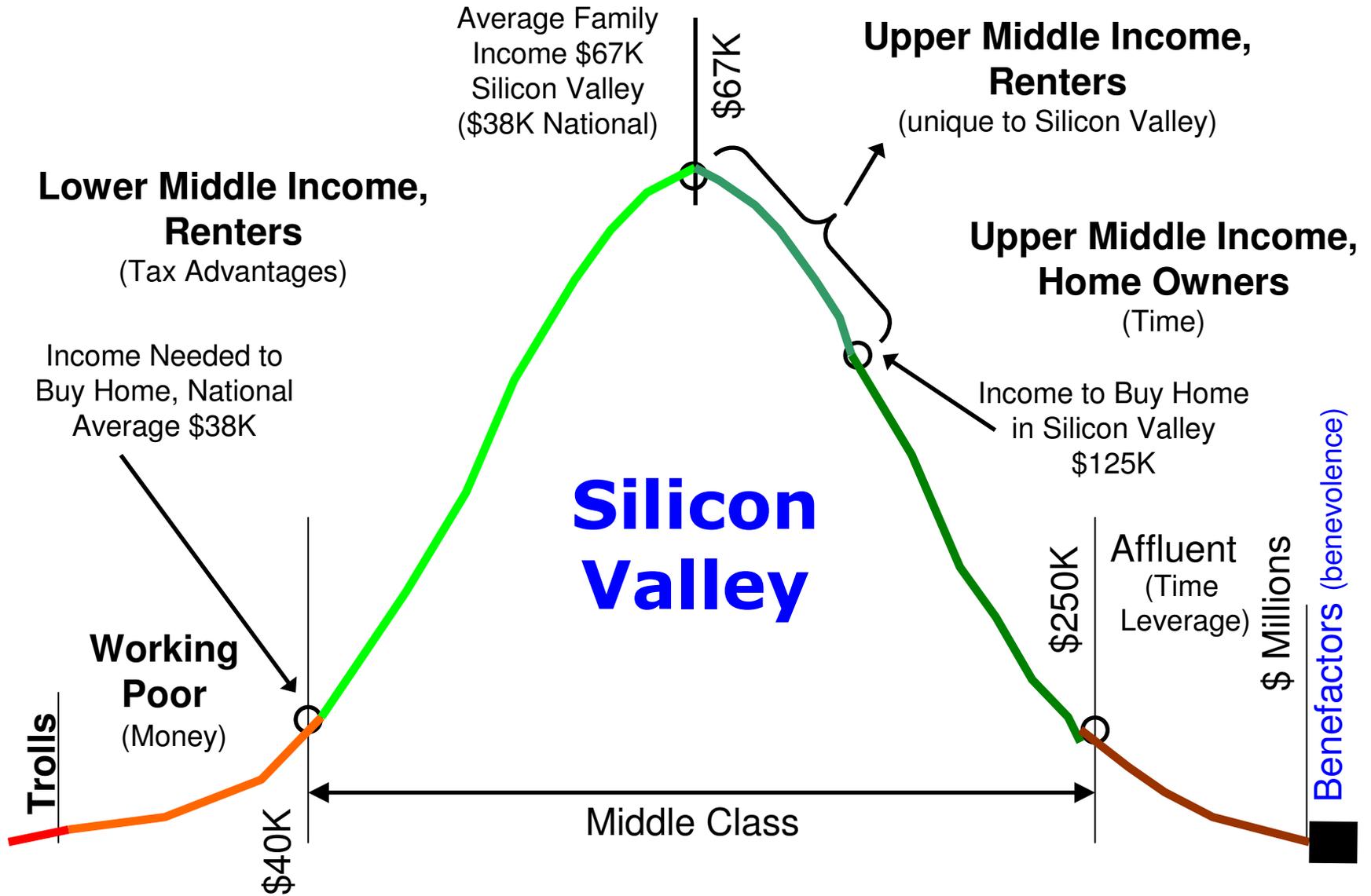


This group has achieved high levels of affluence because they are passionate about what they do and have experienced deferred gratification.

These people will be founders of hospitals, CEOs of large corporations, stock brokers with seats on the stock exchange. They will own an Insurance Company (not just an agency), an oil field (not just a gas station), or a fleet of trucks (not an owner operator).

This group values their privacy and typically have one or more “gate keepers” to screen people (like IBOs) who want to “sell” something.

The affluent person could use their influence to encourage employee and friends to evaluate our business options.





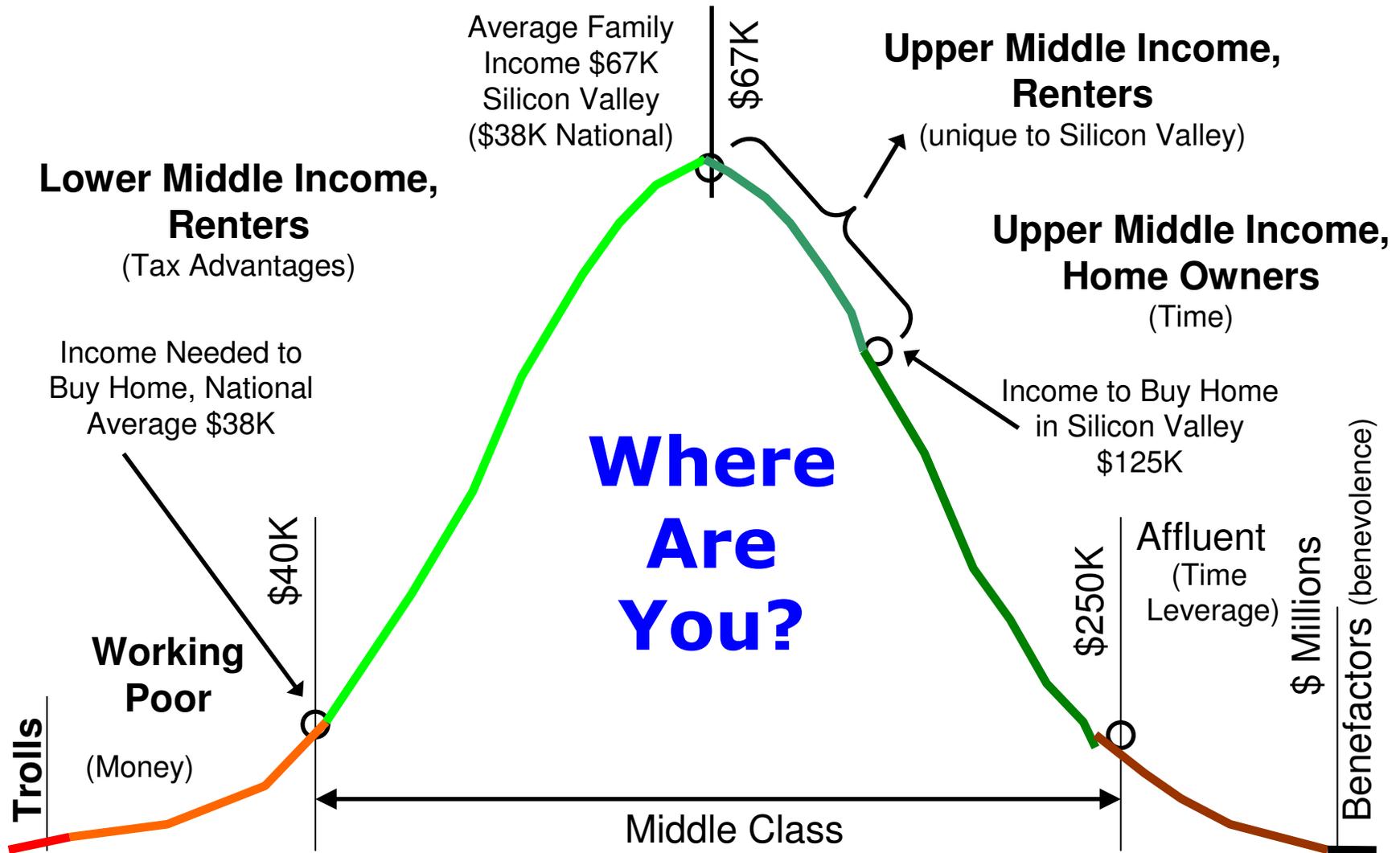
Benefactors



Warren Buffet, Donald Trump, and Bill Gates have nothing to gain from becoming an IBO ... EXCEPT ...

They can implement our team sponsoring business model as an optional employee benefit that costs the benefactors nothing.

A Strategic Partner could promote this program to a benefactor as a means by which all their employees could get started in business without creating competition or conflict between the employees or the Benefactor's corporation.



Can you even imagine how what you learned will make life easier for you?



Symbiosis Enterprises

Thomas Van Drielen
GlobalNet Certified Instructor
Box 18907 San Jose, Ca. 95118-1897
408-228-6991
877-370-0053
Registered IBO # 1571193
Tomv@gns2000.com



To get "the rest of the story," call Tom and set up a 30 minute interview.

**For more information contact Tom,
or attend a local workshop**

THE END