



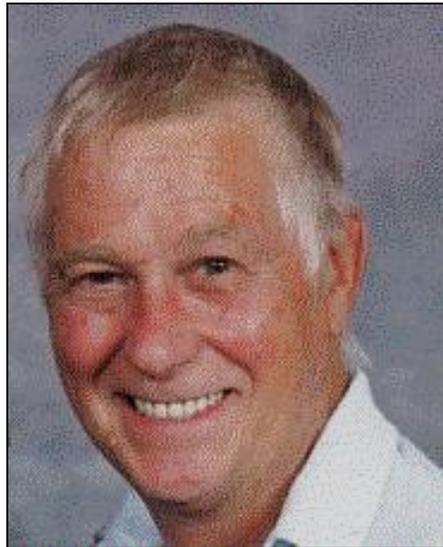
Symbiosis Enterprises

Personal Franchises

Box 18907, San Jose, Ca. 95158

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Home office 408-723-4777



Introducing a Unique Employee Benefit Program

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Because Costco and Symbiosis are membership shopping services...

By comparing basic programs,
we can **show** ...

Our program has more
products and services
With more **financial benefits**
for your **employees**
while remaining
similar in cost

That was THEN ... This is NOW.

Basic Membership

Costco:

Basic Membership

costs about **\$40.00** a year which allows the consumer to shop for about 50,000 stock numbers ... with no exclusive brands ... and self delivery (not free).

Symbiosis:

Basic Membership,

called a "client", is **FREE** with access to over 300 stores and at least 100,000 stock numbers, with dozens of world class exclusive brands which include free shipping for purchases over \$75.

Basic membership does not offer rebates in either system.

Rebate Membership

Costco:

Rebate Membership **costs about \$100.00 every year** and offers a **2% rebate** on all purchases.

Total rebates are **limited to \$500.00** a year.

A rebate member would spend at least \$25,000.00 a year in order to receive \$500.00 in rebates.

Symbiosis:

Rebate Membership, called an "Independent Business Owner" or IBO, **costs about \$120.00 the first year** and \$60.00 for subsequent years.

An IBO receives **100% of the retail profit** on purchases by themselves and their clients.

PLUS from 3% to 25% of additional wholesale profit.

Without upper limit.

The average family last year spent about \$300.00 a month and received \$115.00 a month in rebates (30%).

That was THEN ... This is NOW.

Do you spend \$25,000.00 a year?

Costco:

A consumer would have to spend \$25,000.00 a year, or \$500.00 every week, to make \$500.00.

There is a maximum rebate **limit of \$500.00.**

Amount spent = \$25,000.00

Amount received =

\$500.00 fixed limit

Symbiosis:

Most families only spend between \$60.00 and \$120.00 a week in our shopping system.

If a consumer were to actually spend \$25,000.00 a year, or \$500.00 every week, as Costco expects, they would earn 100% of the retail profit and from 3% to 25% of the wholesale profit.

Low estimate = \$2,000.00

High estimate = \$10,000.00

There is **NO LIMIT** on how much rebates a person could receive, other than reasonable and logical limits.

That was THEN ... This is NOW.

Product Selection

Costco:

Costco is limited to stocking about **50,000 items** because of the availability of floor space.

They currently stack products as much as twelve feet high in order to keep more stock immediately available without adding more floor space.

To increase sales volume, **Costco builds more stores and sell more memberships.**

Symbiosis:

The 300 plus stores in our co-op stock over **100,000 items** (even some perishables) ready to ship from hundreds of locations to all fifty states.

Many stores have an extended product line that exceeds the items on display at their conventional stores.

To increase sales volume, we **co-op more stores and register more shoppers.**

That was THEN ... This is NOW.

Review of Basic Idea

Membership = \$40.00

Every Year Rebate
Membership = \$100.00

Save some money

One store

Profit limited to \$500.00

NO tax advantages

Can't exceed 2% rebates



Membership = FREE

First Year Rebate
Registration = \$120

Save some money

Hundreds of stores

Profit averages \$1380.00

Some tax advantages

Rebates include **100%**
of retail profit
plus 3% to 25% of the
wholesale profit

Which makes more cents?

How Costco Grew So Fast in the early 1980's

Nobody knew about Costco.

To build a membership base, Costco would contact a business owner and ask permission to meet

with their employees,

on their premises,

at the end of a workday,

so Costco could explain

The membership shopping club ...

In exchange, Costco would offer the employees a first year free membership

Many business owners said, "Yes".

The rest is history.

Symbiosis's Question

**Will you permit us
to show our system to your employees
at your employee's convenience
evenings or week ends
online or in their home
because they can benefit
from our shopping co-op**

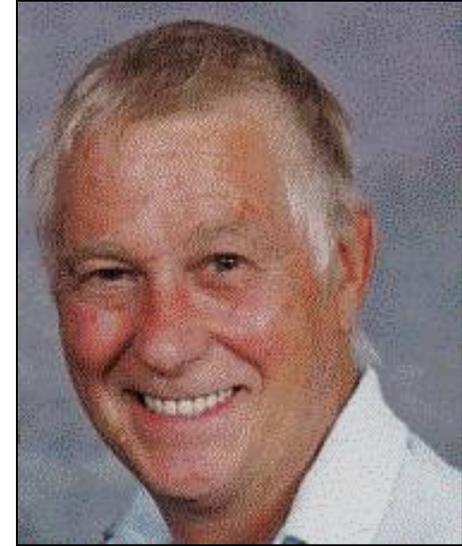
Because you care enough to say, "Yes".
The rest will be history.

Symbiosis Enterprises

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THE END