

# Symbiosis Enterprises

Using the following program,  
real estate agents, and brokers, may  
**qualify more buyers**

Or

Help more home owners and investors  
**stay out of foreclosure**

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

This program is NOT for everyone.

This program is most appropriate for those who

“almost”

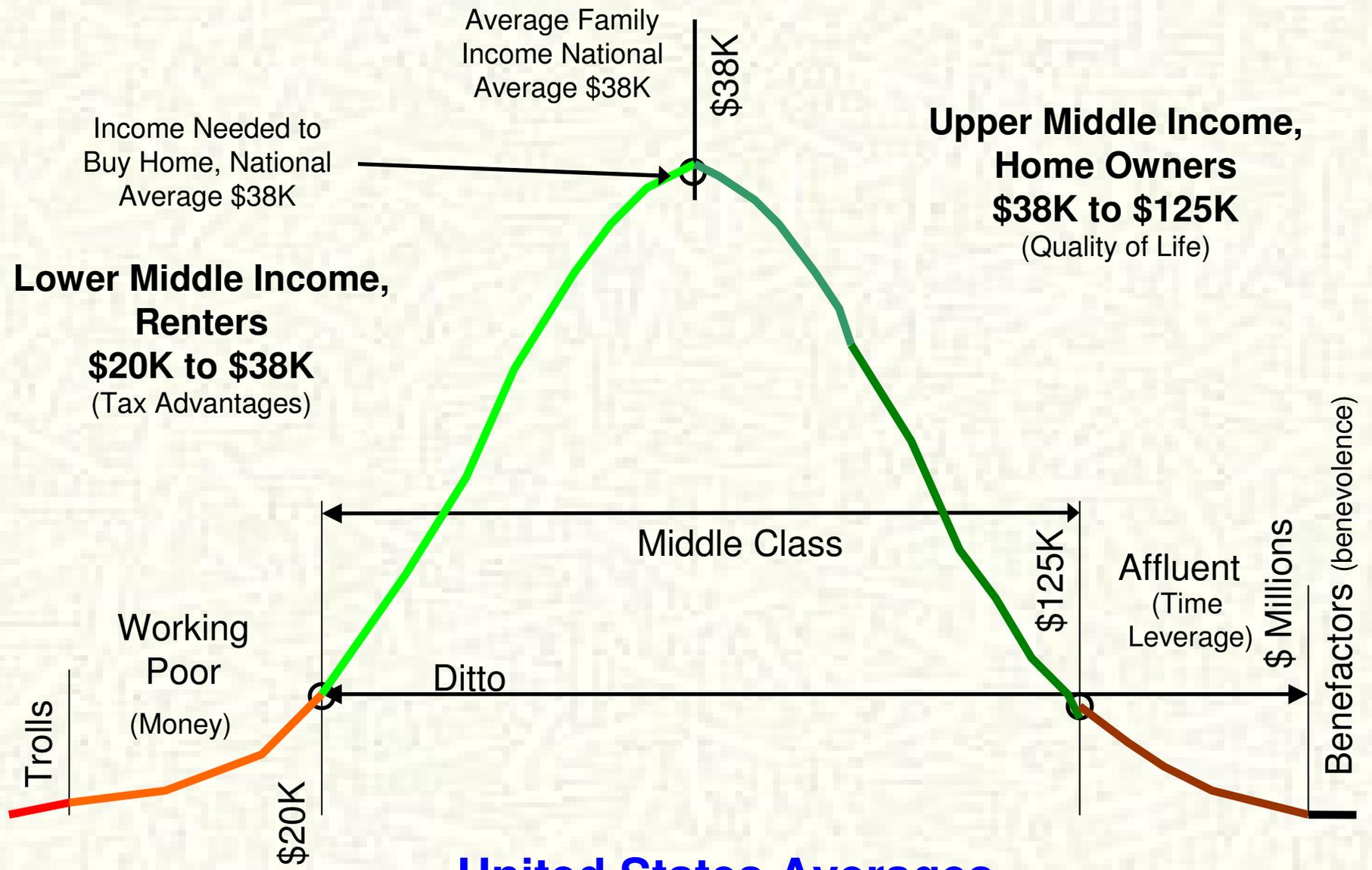
qualify to buy the home of their choice

Or

Have an **Adjustable Rate Mortgage**

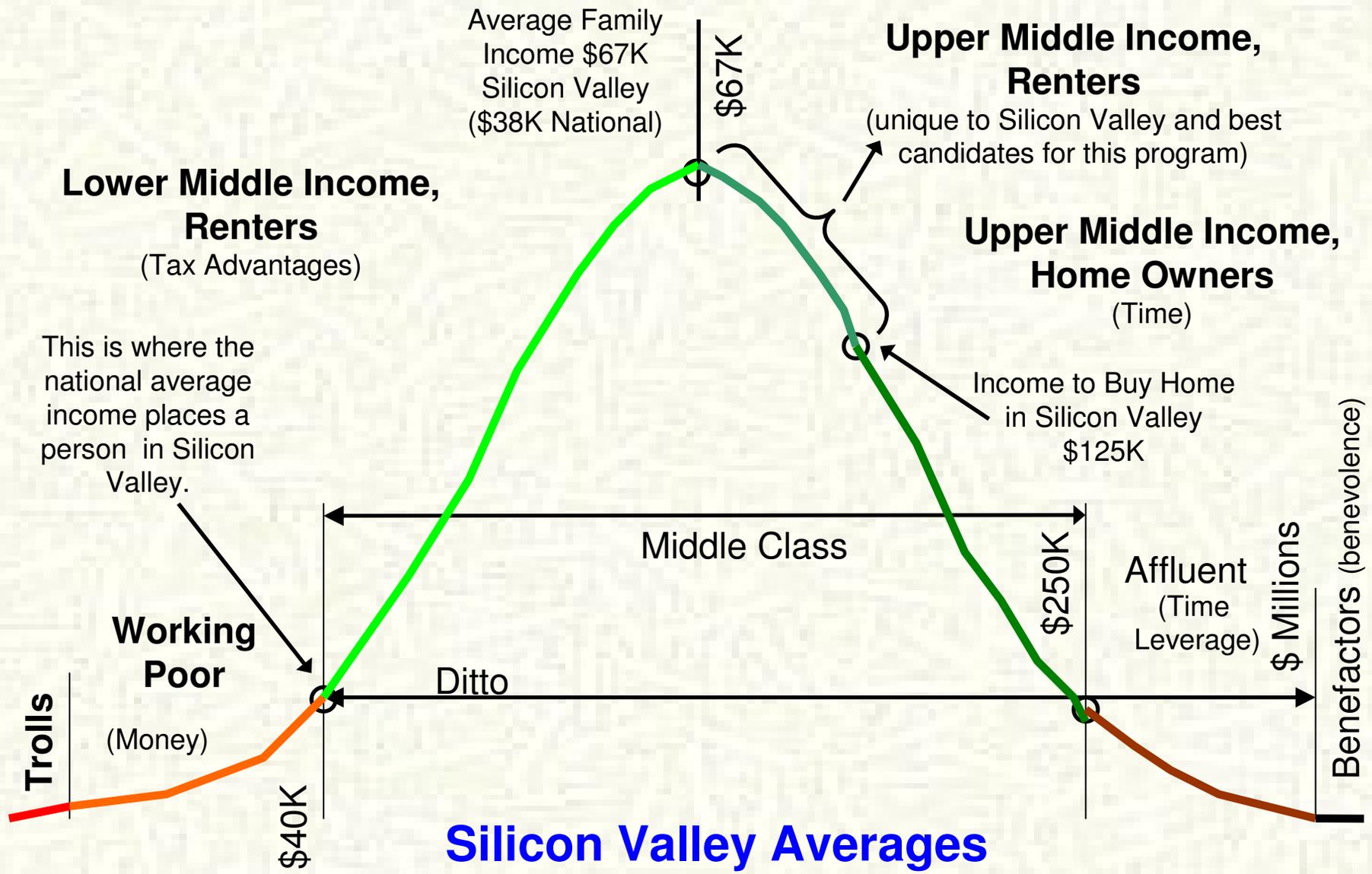
that is going to adjust them into foreclosure.

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



**United States Averages**

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



## Silicon Valley Averages

# ***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).



**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. This group is a prime candidate for this program.

**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).



# *Lower Middle Class Renters*

A full time employee who lives in a rented house (or apartment) 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,

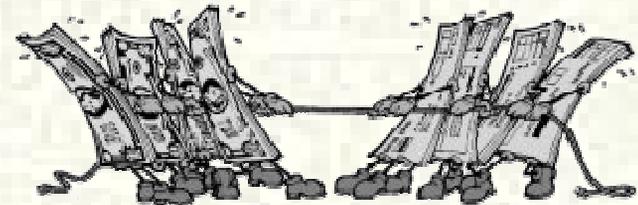
a portion of their dining out costs,

a portion of their recreation costs,

a portion of their vacation trips,

a portion of computer and internet access costs,

and much, much more.



# *Transitioning Lower Middle Class Renters into Home Owners*

Lower Middle Class Income is \$40K to \$65K for Employees in the Silicon Valley

## **Create Tax Advantaged Income**

**Direct Sales** (Party Plan Sales): Demonstrate and sell Artistry, or the Gift Incentive Program, or XS Energy, or E-Spring, or any combination of exclusive products.

The lower middle class usually have the money to buy an business number and a sales kit with samples. Since most have not been in direct sales, nor owned their own businesses, they should be directed to a mentor with direct marketing skills.

By developing marketing teams, a lower middle class person can increase their income to where they can qualify to buy a home.



# *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 a No-Employee Business.**

**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. Register each person in this group as an IBO and teach them how to switch ALL shopping dollars over to their own IBO business. Some may need to “re-cycle” the retail profit every month in order to earn \$600.00 a year. Depending on their debt load, some upper middle class renters may also supplement their current income using sampling or direct sales.

Since people in the upper middle class usually associate with others in the upper middle class then friends, neighbors, and co-workers, will be pre-disposed to wanting what our business has to offer ... have each person make a LARGE list of people for the team Strategic Partners to contact.



# ***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 reducing their income or life style.**

This group will see the value of using an experienced marketing team to build their business when they don't have the time. And the marketing team does not charge them for this service. It is for mutual benefit (the meaning of the word Symbiosis).

# *Upper Middle Class, Home Owners*



In Silicon Valley = \$125K to \$250K

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



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

Typical members of this group spend between \$1,500.00 and \$5,000.00 every month on “stuff” that is available from their own businesses ... that they were going to buy anyway.

This group frequently are real estate investors with a few income producing properties. This program is just one more source of income ... which does not put them at risk, does not take a lot of time, and positions them to acquire even more properties.

# *Upper Middle Class, Home Owners*



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



**Repeat Delivery**

**usually cuts that number in half.**

Because home owners and business owners have many tax advantages  
AND increased buying power WITH limited time, they use the

**Repeat Delivery**

program to save them many hours. Our Repeat Delivery program  
automates their shopping

AND produces enough rebates to qualify for a 1099 form.

We suggest a home owner, or business owners, sit down with one of the  
team members specializing in Repeat Delivery and design a product  
profile that supplies most of their household essentials,  
delivered on a monthly or bi-monthly basis.

***FAQ***

Frequently Asked Questions

## Is this a **REAL BUSINESS**?

1. **70% of the nation's \$14 Trillion Gross Domestic Product** is produced by small business (\$10 Trillion) and half of that amount (\$5 Trillion) is produced by “non-employee small businesses” like this one.
2. **This is a non-employee small business**, just like commission salesmen, contractors, barbers, cab drivers, gardeners, real estate agents, wilderness guides, authors, seamstress, and hundreds of other occupations.
3. **Most businesses do not make a profit in their first few years.** Every business has start up expenses and recurring overhead expenses. Some expenses for this business would be the business kit, product samples, cell phones, cars, computers, internet access, continuing education, etc.
4. A business **MUST** be able to show the **INTENT TO MAKE A PROFIT**. Making money (at least \$600.00) shows the IRS the **INTENT** to make a profit. Just as a W-2 statement tells the IRS that the recipient is an employee, so the 1099 Misc. statement indicates that the recipient is a business.
5. All businesses are **required by law to send a 1099 income statement** identifying all non-incorporated businesses that received over \$600.00 in payments of any kind.

## Is this a ***REAL BUSINESS***? continued

- 6 **Rebates have always been taxable business income** (rebate checks are for the full amount, no income taxes are automatically deducted from business income).
- 7 However, **unless a person earns over \$600.00 a year in rebates** from one single source, the IRS is not informed of the income, so it is not taxed.
- 8 **Our business model** includes over 500 sources that funnel hundreds of small rebates through **ONE SOURCE**.
- 9 The **combined rebates** from personal purchases and samples, plus purchases by affiliates and clients, **typically exceed \$600.00 a year**.

The next page of itemized tax advantages for a home based business owner will be used to illustrate a generic business tax deduction for a variety of situations. Your tax situation will be mostly similar while uniquely different.

## The Power of Business

# Tax Advantages

Both employees and business owners buy gasoline.

An employee must earn \$150 to \$200 in order to buy \$100 worth of gasoline.

A business owner must earn \$100 in order to buy \$100 worth of gasoline.

## Illustration of Employee Expenses translated into Business Expenses

Shift expenses from employee taxable status to business non-taxable status

Part time business (1099) expenses, in excess of business income, can be subtracted from all forms of income: wages, dividends, interest, etc.

**Wages (W-2)** hourly, salary or commission

**Earn wages \$36,000 a year**

Total Reduction = ZERO

Taxes Paid (@33%) = **\$12,000**

After paying taxes an employee buys:

Automobile = \$7,800 (\$650/mo)

Gasoline, etc. = \$2,400 (\$200/mo)

Car insurance = \$1,200 (\$100/mo)

Cell phone = \$600 (\$50/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 = \$36,000 a year**

**Taxable 1099 income = \$600**

**Total annual income = \$36,600**

**Business expenses (loss) = \$12,600**

Subtract expenses from wages  
 $\$36,600 - \$12,600 = \$24,000$

Taxable income is now = \$24,000

Taxes Due now (@33%) = **\$8,000**

**Taxes Paid on wages = \$12,000**

**Overpayment of taxes = \$4,000**

**Tax Refund Check = \$4,000**

(ask to read IRS publication 525).