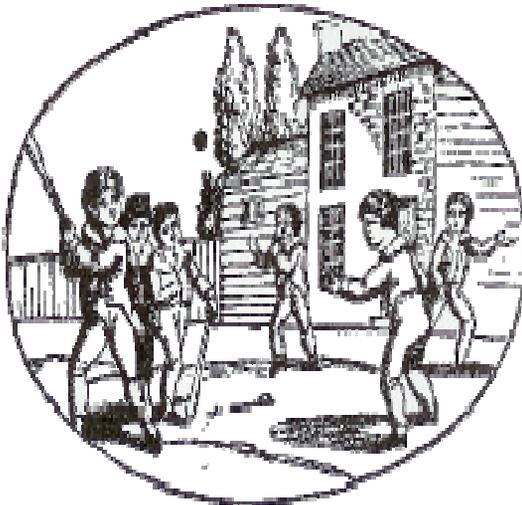


Compounding Cash For Kids

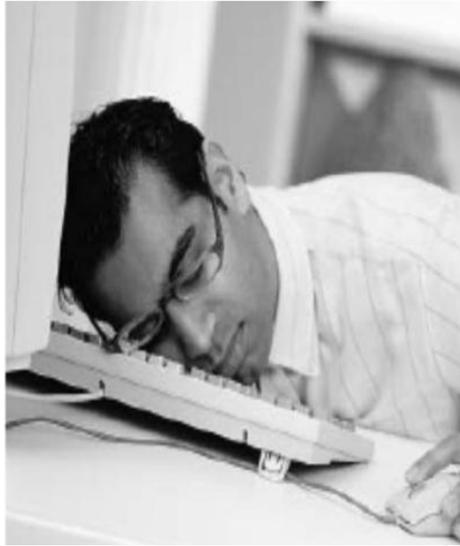
How can a \$13.26 donation produce \$72.00 for a non-profit youth team?

Understanding How To Leverage Donations to the Youth Sport or Snack Shack



Old Fashioned No Leverage Buy And Sell: In a typical snack shack, the team receives the difference between the purchase price of the food and the sales price of the food. If the snack shack purchases 1 case (24 bottles of electrolyte replenishment drink like Gatorade) at a local store for \$36.00 (\$1.50 per bottle), and sells the drinks for \$3.00 each (\$72.00 total), then the snack shack would make \$36.00 profit.

**Results:
the team receives \$36.00.**



Boring Statistics

According to the US Census, the average metropolitan California family earns \$67,000.00 a year (two jobs). Approximately one half (50%) of their income is automatically subtracted from their paychecks in the form of cumulative taxes (Federal Income Tax, Social Security, Medicare, State Income Tax, etc).

Charitable donations increase tax refunds for employees. Since taxes have already been paid on the donation (automatically deducted from the paycheck), then the donation reduces taxable income which produces an **OVERPAYMENT** of taxes. For average big city California families, 50% of the tax deductible donation to a non-profit team is returned to the team family as either a greater tax refund, or fewer taxes due.

If a team family, at the 50% cumulative tax level, were to donate \$100.00 to a team, the team family could deduct the full \$100.00 as a charitable contribution and therefore reduce their annual income taxes by \$50.00 (50% of \$100.00).

Donating \$100.00 would only cost \$50.00.



Single Leverage verses Compound Leverage Donation:

If a team member purchases 1 case of 24 bottles of electrolyte replenishment drink (like Gatorade) at a local grocery store, and **donates** the drinks to the snack bar, then the team would receive the full \$72.00 in sales price.

Because the donation is tax deductible, the team member could deduct \$36.00 from their taxable income on their Schedule A Itemized Deductions form IF THEY ARE A HOME OWNER. All home owners fill out this form in order to deduct their home mortgage interest and property taxes. (Non-home owners MUST use Compound Leverage to deduct donations.)

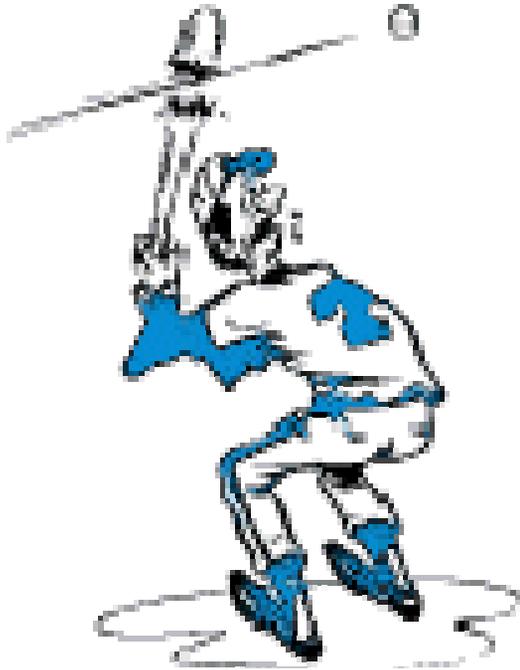
Results:

the team member pays \$18.00, the IRS indirectly pays \$18.00, and the team receives \$72.00.



Caveat: Single level donations are designed for home owners in the 50% cumulative tax bracket. Unless the donor is a home owner, they probably will not itemize their deductions for their annual income taxes. (Without the high deduction of interest and taxes on their family home, most people take the standard deduction.) If the donor does not itemize deductions, they cannot deduct this donation, or any other donation, to any charity or non-profit organization.

There is an alternative program for non-home owners and lower income families. While VERY FEW non-home owners itemize deductions, **ALL businesses itemize charitable contributions** as business deductions (in fact, they are required to do so).



Compound Leverage: While only home owners can typically deduct donations using single leverage, compound leverage is available to anyone who wants to participate in our automatic rebate program. <http://www.symbiosis4u.us/Info/Benefits.htm>

To qualify for compound leverage, a team family must be registered as a rebate business in our program. As a rebate business, if they were to purchase 24 bottles of our private label electrolyte drinks (like Gatorade but without sugar, artificial flavoring, and food coloring) for \$36.00 (includes shipping) and **donate** the drinks to the snack bar, the team would receive the full \$72.00 in sales price. <http://www.symbiosis4u.us/Info/StartUpCost.htm>

Because the donation was tax deductible, the donor could deduct \$36.00 as a material contribution, just like in single leverage donations. However, even non-home owners can take this deduction because it is a donation from a business (a rebate business) on Schedule C, Sole Proprietor Business.



Compound leverage kicks in the following month when the donating member receives a rebate check for up to \$9.48 per case of electrolyte drinks (100% of the retail profit plus from 3% to 25% of the wholesale profit).

The check would then be donated to the team as a charitable cash donation ... and deducted as a business expense.

The total tax deductible contribution would total \$45.48 (\$36.00 for the drinks + \$9.48 cash).

At the 50% cumulative tax bracket the donor would reduce their income taxes by \$22.74 (50% of \$45.48) reducing the final cost of the electrolyte drinks to \$13.26 (\$36.00 - \$22.74).

Results:

the donating member pays \$13.26, the IRS indirectly pays \$22.74, and the team receives \$72.00

As you sit there reading this letter on your computer screen, you are probably thinking,

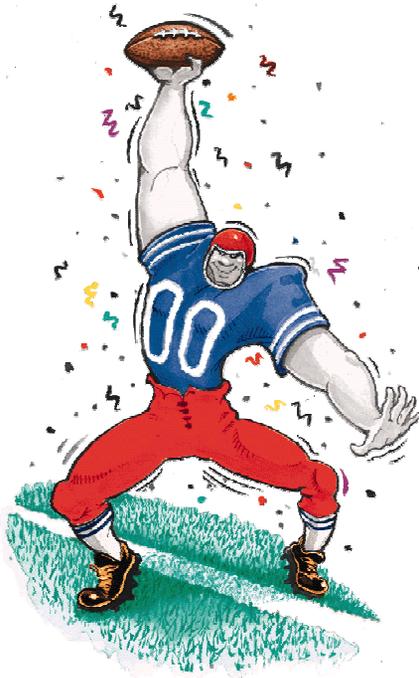


**“Good idea but
\$72.00
is just a drop in the
bucket.”**

Obviously, any youth sports team needs more than just \$72.00 for the season.

Here’s three other illustrations
using just TEN participating families.

Example #1



One team member could register as a rebate business in our program and set up a mini-store (included with business registration). The other team members would shop at the “team” mini-store. See <http://www.tvandrielen.qhealthbeauty.com> for example.

The team member with the website would take no orders, ship no products, and send no invoices. All he would do is donate the monthly profits to the team, and write off the amount as a business expense.

If all ten families were to buy and donate just one case of electrolyte drinks every month, the team would earn \$720.00 a month from the sales of the electrolyte drinks, PLUS receive another \$94.80 in cash for a total of \$814.20 each month.

In three months, the team would receive \$2,442.60 ... from just ONE PRODUCT.

Note: In this example, only the mini-store owner makes the donations and gets the tax deductions. Alternatively, the mini-store profits could be returned to each purchasing family as a cash gift, which the purchasing family would then donate to the team and receive the tax advantages.



Sounds pretty good.

But what I have seen
so far only works
during games when we
can sell the drinks to
the people who come
to watch the games.

Example #2



How much could ten “Team Moms” donate if they bought ALL of their cosmetics from the mini-store?

In this example, ten “Team Moms” would buy their basic skin care products (i.e. cleanser, toner, moisturizer) from the team mini-store.

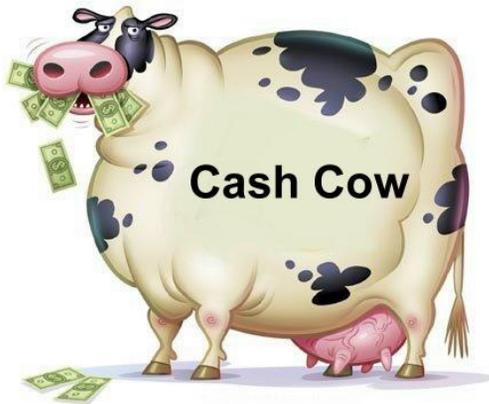
Note: all products from the mini-store have a “satisfaction guarantee” AND a pre-paid return shipping tag is included with each shipment. If a “Team Mom” doesn’t like the products, they can be returned for a full credit.

The store owner would donate \$332.80 a month in cash donations just from basic skin care products.

If the “Team Moms” continued to buy their basic skin care products all year, the team receive \$3,993.60 in tax deductible donations ... from just basic skin care products.

Click here <http://www.tvandrielen.ghealthbeauty.com> to see an example of one of these websites. Once at the mini-store, click on “Skin Care” to see that portion of the product line.

Example #3



Can you even
imagine having
your team receive
\$13,800.00
a year ... just for
changing HOW ten
of your team
families shop?

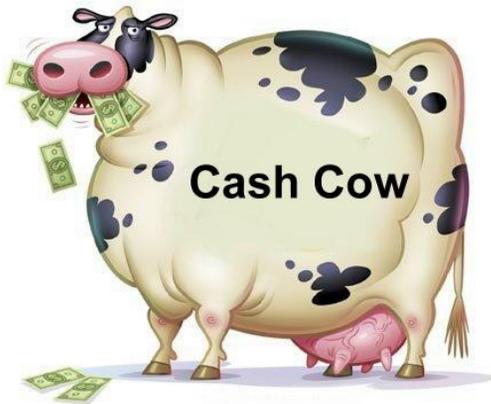
Why not earn rebates and give tax deductible donations to the team ... on thousands of products ... all year long?

Suppose just ten families are rebate businesses and purchase things like electrolyte drinks, panty hose, energy drinks, sport shoes, books, protein bars, car batteries, creatine, water filters, chromium picolinate, tires for cars and trucks, vitamins, volley balls, detergents, men's business suits, protein shakes, scuba gear, dog food, and THOUSANDS OF OTHER HIGH QUALITY products ... at competitive pricing ... all delivered to their front door by the men in brown (UPS) or blue (US mail)?

See some of the stores at <http://www.symbiosis4u.us/Info/logos.htm>

If all ten rebate business families were to earn the national average monthly rebate check of \$115.00 every month (easy to do using our "computerized shopping system"), then the team could receive \$1,150.00 every month or \$13,800.00 a year. See some of the stores at <http://www.symbiosis4u.us/Info/ditto.htm>

Example #3
continued



If a team of ten families can produce over \$1,000.00 a month, how much could a whole league produce?

Since these types of purchases go on all year, each of ten families could produce \$1,380.00 in a year simply for buying what they were going to buy anyway and donating the rebates (profits) to the team as a tax deductible donation. See some

samples <http://www.symbiosis4u.us/Examples/BuyWhat.htm>

There's more.

By reducing their taxable income \$1,380.00, each family would receive from \$414.00 (30% tax rate) to \$690.00 (50% tax rate) in the form of an income tax refund or tax reduction ... for each family.



Thinking BIGGER? How about LEAGUES?

If a league has 50 families, the league could earn about \$50,000.00 a year, just by redirecting their buying power, not counting any sales from their snack shacks.

If a league has 500 families (10 groups of 50 families each) using the program all year long, I would expect income in the range of \$1 MILLION a year.

These have been just a few examples of potential benefits, selected from hundreds of thousands of products and over 500 stores.

For more information, go to <http://www.symbiosis4u.us>

Or, send an email to tomv@symbiosis4u.us

Or call the office 877-370-0053 or 408-228-6991

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