

41 Questions



A special supplement to The Vending Jackpot

Ronnie Talent

TGI Publishing Copyright ©2003

www.vendingjackpot.com



Everybody has questions about vending. **The Vending Jackpot** is going to answer most of them for you.

But you haven't received it yet. This supplement can help you with some of the most common questions.

1. Why should I look at vending?

Vending is an excellent home business. It's easy to start, easy to run, and gives you the opportunity to make an excellent profit while you enjoy doing the things that you love.

2. Can I do it?

Can you hop in a car, drive to a workplace, insert a key and count money? If the answer is yes, well, there you go. Remember, you will have to spend a little time locating the machines, but we'll show you the technique we've used to acquire as many as 28 locations in one day-using nothing but the yellow pages.

3. How much time can it take?

That all depends on how many machines you have and how fast you are. I could run into a business, collect the money, refill the machine, give a few freebies to the employees, and be back in my car in about 5 minutes. From time to time, you'll have to buy more candy, but many people have it shipped directly to their homes.

4. Is vending easy?

It was easy for me, it's easy for thousands of operators who get started in vending every year. Follow our advice- it could be easy for you as well.

5. Are there benefits to being in a “cash” business?



What do you think? Of course there is. It is “cash” after all.

6. How easy is it to get locations?

Using the location methods listed in The Vending Jackpot, I was easily able to get as many as 28 locations in one day using nothing but the yellow pages, a phone, and the script on page 86. My students have gotten similar results, and there’s no reason you can’t share these results!

7. Which locations are the best?

This is one of the mistakes that many rookies make. They think that the only place that they can put a vending machine is a grocery store, or restaurant, or a department store. I’ve had a tremendous amount of success targeting **employee break rooms**! They are easier to get into, they can make you high profits, and can give you a better chance to succeed! The Vending Jackpot shows you step by step how to get into these money making placements.

8. What are your favorite products to vend?

There are many products out there that can make you money. Some more than others. My personal favorite is Gumballs. Why? A few reasons, but the main is profitability. Gumballs are cheap (many times 2-3 cents apiece) and sell for a quarter. And they are popular! People love them, and buy them daily.

9. How fast can I grow?



My business grew from one machine to over 420 in a year and a half. Many people who have purchased the Vending Jackpot have started to

really take off! How about you? How big do you want to grow? How fast do you want to achieve your goals?

10. Are machines expensive?

Simple gumball machines can be purchased new for as little as 40-50 bucks apiece. The Vending Jackpot can show you secret strategies on how we would buy machines for far less- sometimes even pennies on the dollar!

11. What kind of machines are the best machines to use?

I'm a big fan of simplicity. I like machines that go together quickly, are solid, and don't break down to easily. Sometimes a cheap, single gumball machine can be a soldier in a very profitable army.

12. Why?

Look at the numbers. You could spend \$400-\$500 for a fancy 8 compartment machine right off the bat, and spend another 60-75 bucks loading it up with all kinds of different candies. You could put it out on location, and find out after two months that the location's a dud! Or- doing things my way... You buy a simple gumball machine, you locate it the way I did..(By the way- a box of gumballs can fill up 3 machines) that \$40 machine stands a decent chance of making at least 15-20 bucks a month! Now this machine could be paid for in a few months-allowing you to grow quickly at your own pace! How much faster could you grow with this approach?

13. Do I need special training?

Yes. The Vending Jackpot gives you the basics, and the 60 days of unlimited e-mail support answers any other questions you may have.

14. Do I need special licensing?

It's a business. Get a business license. Find out from your city the local requirements for a new vending operator.

15. Do I get special tax breaks?

Starting your own business offers all kinds of new deductions. From inventory to depreciation of your equipment, to car and home business deductions, you have the ability to sit with your accountant with some meaningful deductions.

16. Can I do this from my apartment?

Yes you can. But you have to locate them quickly. It's not a bad idea, as your business grows.. to look into a storage facility, but if you are just starting out- many people start out from apartments.

17. I have a small car. Can I still do it?



Yes! I can fit 8 machines into a 96 Monte Carlo. If you have a smaller car- make 2 trips.
If you have 20 machines or more to get out in one day, rent a truck!
It's cheap, and you can get them all out quickly.

18. I'm a student...can I do it?

Vending's great for students. Even middle school and high school students can get involved. My kids did!

19. I'm over 65.. Can I do it?

Absolutely Vending income is an excellent supplement to your retirement plan. And it's readily available cash!

20. I'm a housewife. Can I do it?

One of the biggest surprises that we've come across since we've started offering The Vending Jackpot is the high percentage of women who have gotten started in vending! Of course, the answer is yes. Many machines are easy to manage, and we show you how to focus on locations that you would feel comfortable dealing with.

21. Do I need special tools?

A screwdriver is always nice to have around. Sometimes a pair of pliers... you can keep them in the trunk.

22. Where do I get candy?

You can get candy at your local discount warehouse store, or shipped to your door!

23. Where do I get machines?

You can get them online, from a catalog, from a discount warehouse, or buy them used. And many times you can have them delivered to your door!

24. Is a dog's mouth cleaner than a humans?

Hey! That's a trick question!

25. Are they easy to put together?

It takes me about 3 minutes. And I have ADD. Most of that is fighting to get the plastic wrap off of the machine.

26. Should I buy from a business opportunity seminar?

I love business opportunity seminars. You'll see some of the best sales presentations in your lifetime at these shows. But that doesn't mean that these are the best places to buy machines. Many times they sell huge packages of inferior machines. The Vending Jackpot breaks down one of these presentations in detail..

27. Do I have to share my profits with anyone?

You can- but don't necessarily need to. **The Vending Jackpot** shows you a couple of different approaches, from a commission split, to a Charity approach-(which actually nets you more money).

28. What is the most important thing I should know about vending?

It's not the machine you buy- it's the location that makes you money. Learn our way of getting locations- you stand an excellent chance of succeeding.

29. Is vending linked to organized crime?

Fuggetaboutit.

30. How much money do I need to get started?

Go to www.vendingjackpot.com and order the course. It's less than 50 bucks. Keep everything else in the bank till you go through the materials. Then, start slow, learn what you're doing, and gradually build your business until you've reached the income level you want to achieve.

31. Do I need selling experience?

No. It may help a little in locating, but it isn't necessary. You need to follow directions.

32. Is the market saturated?

No. There are a ton of locations available all over the place that most vending operators wouldn't even think of. Do this. Open up your local yellow pages. Open to any page. I'll bet there are at least 3-4 classifications on that page that you never would have called. But think – those companies have 7-10 employees? They have an office staff? They have a break room? If so- a small gumball machine may be what that break room needs. Let's say two people in the office buy 2 gumballs a day. That's \$20 bucks a month! The machine only cost you \$40!

33. I'm not a mechanical person..do I need to be?

No.

34. Is it safe to be in a business where I deal with cash?

If you focus on business break rooms like I did, you should have nothing to worry about. It's not like every machine is loaded with thousands of dollars. But those \$20 locations do add up- I would hit 20-25 locations a day, and my last stop was the bank where I would make my deposit.

35. Can I succeed?

If you follow the course-you should succeed. (That's why we guarantee it.)

36. Can I do this in a foreign country?

We have orders and happy customers from all over the world. Just this week I sent an order to the U.K, New Zealand, and Guatemala.

37. I have some money saved up... should I buy a lot of machines immediately?

No. Like I said before, keep your money in the bank (or buried in the backyard) until you go through the course.

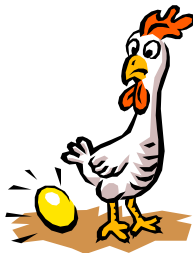
38. Can I really quit my job?

I did. Many have. It all depends on how fast you want to grow.

39. New or used?

Both.

40. This company in the paper says they'll sell me machines and locate...?



Don't be a chicken.

If you want to succeed in vending, you have to learn how to get proficient at locating machines yourself. Companies that offer "package" deals like this are charging you premium pricing for locations that could be gone in a month or two. You have no control over how successful the location is, and if the location doesn't work out, your garage could get pretty full in a matter of weeks.

41. How should I get started?

If you've already ordered the course, and you're receiving this as a special supplement, do nothing. Wait for a couple of days, and go through the course when it arrives. If somebody has passed this on to you, go to www.vendingjackpot.com right away and order the course.

If you have any questions for me, send them to vendingjackpot@aol.com. Customers receive 60 days of unlimited email support, which starts the day you order. I check the account periodically day and night, so you may get a reply at 2 AM.

Good Luck!

RT
vendingjackpot@aol.com