

# FREQUENTLY ASKED QUESTIONS

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## What is the ACE Selling Partner Program?

The ACE Selling Partner Program offers independent business owners the opportunity to deliver our ACE Selling Sales workshop.

## What is required in becoming an ACE Selling Partner?

ACE Selling Partners deliver the ACE Selling Workshop. Since the ACE Selling Partner represent ACE Selling, Inc, a level of business professionalism is required.

## Do I need experience as a sales trainer to be an ACE Selling partner?

No formal training is required. Having Sales experience and being familiar with poker strategies would be ideal. You do need to be comfortable standing in front of and talking to people.

## How do I know if this is right for me?

We would suggest reading the book, ACE Selling first since the workshop you will be delivering is based on the book. If you find the book interesting and connect with the topics, then there's a good chance you would enjoy becoming a partner. If not, then this may not be for you.

## How much does it cost to start?

The initial one-time investment to be an ACE Selling partner in the United States is US \$6,995.00 Outside the US, it the equivalent amount based on the exchange rate of the currency. No additional working capital required.

## What additional expenses are there?

There is an annual renewal fee of US \$500.00. Renewal date is on the anniversary date of agreement. There is a \$5.00 charge for course material and the ACE Selling book for each workshop attendee. Partner pays for shipping of course material.

## How much money can I make?

Although we cannot guarantee how much you will make, Our workshop typically last 4 hours, by delivering as little as 3 workshops per week (12 hours) you could generate \$150,000 per/year. Based on a recommended fee of \$100 per attendee with 10 students per class; \$1,000 per class x 3 per week = \$3,000 x 50 weeks = \$150,000. Of course, you can do as many workshops as you want to increase this amount. You can potentially make your investment back in **just a few weeks!**

## Is financing available?

ACE Selling does not offer financing. We do allow you to break up the initial investment into two easy payments 1) \$3,995 due on Signing, 2) \$2,995 due within 60 days. Materials will be delivered after payment is received in full.

## Are there ongoing royalty, fees, expenses?

ACE Selling partners do not pay an ongoing royalty or fees. There's no overhead and no inventory. The only ongoing expense is for addition course material for workshops. The material is \$5.00 and one is required for each person attending the workshop.

## What is the market opportunity?

According to the American Society of Training and Development (ASTD), American companies spend over \$15 billion on training and **\$2 billion** specifically on sales training. . As an ACE Selling partner, you will have the opportunity provide new and refreshing sales training most companies are looking for. Along with a topic most salespeople enjoy... poker.

### **How long does it take to get started?**

Once the initial investment is paid, an ACE Selling partner you can start immediately. No expensive travelling or intensive weeks of training are required. Everything you need to run a successful workshop will be provided. Your sales background is enough to get you started.

### **Can I be an Ace Selling partner outside the US?**

Yes. There are no geographical boundaries. You can start your business anywhere in the world. And that's the great thing, the rules and process for selling and poker are the same in every country.

### **What about taxes?**

The ACE Selling partner is responsible for paying all appropriate taxes.

### **How many hours per week do I need to work?**

You have the ability to work full-time, part-time, anytime (no set hours). Our program offers the opportunity to pursue as much business as you like.

### **Do I need to find my own office space?**

No. This is a home based business.

## **ACE Selling partners receive resources to get started and run your own successful business.**

### **What about a website?**

We provide A template with essential information and Instruction to set up your personal ACE Selling Sales Workshop website.

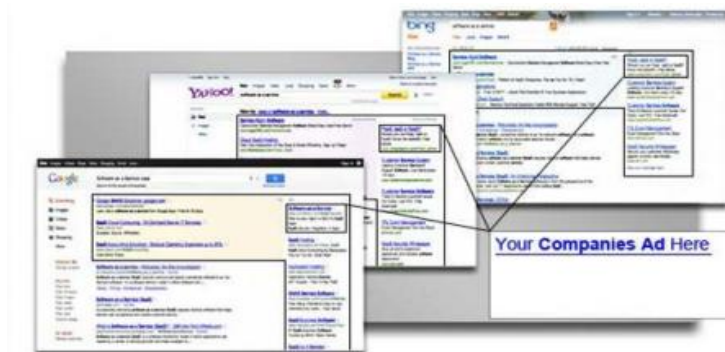
### **How will I get prepared to present the workshop?**

We provide:

- Instructor Manual (PowerPoint slides and notes.)
- Step by step guide on how to deliver the workshop.
  - We will also show you how to position the workshop to interested companies.

### **What about marketing assistance?**

As an ACE Selling partner you receive a world class online marketing campaign to get started as part of your initial investment. You will work with our VP of Online Marketing (experience includes working for Microsoft in the MSN and Bing groups) to learn the process and create your own focused online marketing campaign. You will receive a list of 100 companies in your area (by zip code) from our list of companies so you can start contacting potential customers immediately.



### **How does the ACE Selling compare to other sales training companies?**

Although there's nothing wrong with other sales training, most were founded decades ago and they cost a lot more to get started. Plus up to \$50.00 for course material per attendee.

FRANCHISE	STARTUP COSTS
<b>Crestcom Int'l. LLC</b> Management & sales training	\$84.6K - 101.5K
<b>Sandler Training</b> Sales & sales-management training	\$83.15K - 99.75K

Source: Entrepreneur.com