



REIS Network/WBE.NET

Researched Entrepreneurial Ideas Specialists
World Business Exchange Network

4640 Admiralty Way # 500
Marina Del Rey, CA 90292
1-800-537-7347
Fax: 310-215-9766
Email: info@wbe.net

Hello,

Thank you for requesting more information about trade opportunities from WBE.NET, the World Business Exchange Network.

As you may know, our government loans and gives billions of dollars to foreign countries to help them build and maintain their infrastructure. That money is meant to be spent back with US businesses and entrepreneurs. The problem is, the foreign people don't know whom to contact here to fill their orders. They post their demands for products and services on various government and business bulletin boards and databases that distribute the information online.

Now, you have an opportunity to participate in the global economy as an Export Trade Agent. You don't have to buy any products, and you don't need any special license or experience. We provide the education and training you need to start a business of your own in the field of import/export trade. You'll learn how to search the databases, develop relationships, put the deal together, and put the profit in your pocket.

The cost is an affordable investment in yourself for Membership/Training, and you can conduct this business from anywhere as long as you have Internet access.

Please look over the material attached and feel free to call or email us with any questions. To get started, just fill out the Sign Up Form and fax to 310-215-9766, or go online to www.wbe.net and **JOIN NOW! Let's get started!!!**

Thank you for the opportunity to serve you.

Best regards,

Cathy G. Roby
Chief Operating Officer



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About the Founders of WBE.NET

Roosevelt Roby and his wife Cathy began their life-long business journey in 1969. When he came home one night so frustrated that he couldn't get respect or advancement on his job, she told him he was smart enough to run his own business. That *spark* ignited his soul and opened up the world of possibilities. They sat down at the kitchen table and devised a plan for their first business venture – **Contractors Equipment Service Company**.

Throughout the years, many **local** businesses followed – from heavy equipment repair to used car sales, roller skate rentals, a hand car wash, hot tub spa and rental listing service, just to name a few – some established for their children and grandchildren to operate. In 1985, God inspired them to produce *talking books*. **REIS Network** (Researched Entrepreneurial Ideas Specialists) was formed as the in-house publisher of business start-up manuals on audio cassette to share their experiences and help others. Soon after, **Entrepreneur Magazine** gave them **national** exposure as sales increased for the popular manuals.

In 1987 the Roby's were asked to do a market research project for the **Christian Science Monitor's** short wave radio broadcast. The organization knew they were reaching the far corners of the world with their spiritual message, but they wanted to know if their programs might have a more commercial appeal. They asked Roby to prepare an ad for their outreach. The ad stated: "We can be your eyes and ears in America. If you want to buy or sell American products, we can be your agent."

In the first thirty days, they received over nine thousand responses from people all over the world who wanted to do business with the USA. That took the Roby's on a new journey into **global** export trade. They developed a computerized database of foreign buyers and US suppliers and began distributing the information through a dial-up bulletin board system. The knowledge and experience they gained selling products to foreign countries became the foundation of the **World Business Exchange Network**, an online trade association dedicated to educating entrepreneurs and small businesses how to take advantage of trade opportunities. In 1991, **WBE.NET** became the first commercial website dedicated to distributing information on US Export Trade via the **Internet**.

In 1998, the **Los Angeles Times** wrote a story featuring Roby's son Tony who had built a successful business rebuilding and selling automotive turbochargers. Tony credited his father for teaching him how to tap international markets, which made a great impact on his business success. A teacher in South Los Angeles read the article and asked Roby to visit his class at Alain LeRoy Locke High School. That led a panel of professional educators to co-develop the **Global Internet Trade Course For Students (GITCourse.Net)**, a curriculum based on the highly successful WBE.NET program that was approved by Los Angeles Unified School District.

In 1999, **President Bill Clinton** visited Locke H. S. where students were privileged to demonstrate what they learned from GIT Course. He was so impressed he gave overwhelming approval with, "**I love it!**"

In 2002 WBE.NET received a **Certificate of Review** from the US Department of Commerce in concurrence with the US Attorney General, to promote US Exports and to develop Export Trading Companies. Over the years, the WBE program has trained thousands of people to become US Export Trade Agents to start their own businesses developing relationships with buyers and suppliers across the world, and learning how to put the profit in their pockets.

To learn more, visit: World Business Exchange Network <http://wbe.net> or, email: info@wbe.net.



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Be Your Own Boss – Start Your Own Business

Become A U.S. Export Trade Agent

Did you know...? Our government loans and gives billions of dollars to foreign countries to help them build and maintain their infrastructure. When disaster strikes in foreign places, from civil uprisings to adverse weather conditions, the U.S. provides financial aid. That money must be spent back with U.S. businesses and entrepreneurs. The problem is, the foreign buyers don't know whom to contact here to make a purchase. They post their demands for products and services on various government and business bulletin boards and databases that distribute that information online.

The World Business Exchange Network (**WBE.NET**) was established in 1987 to meet the demands of foreign buyers by identifying and locating U.S. suppliers who could fill those orders. Founder, Mr. Roosevelt Roby saw there was a need to get more people involved in the business of export trade. He saw large manufacturing firms were making billions of dollars selling their products to foreign markets. He believed there were great opportunities for small businesses and entrepreneurs to participate in trade and share in the global profits.

Roby developed an educational program with a *common sense approach* that shows you how to search those databases to find out, "*What do people want to buy?*" "*Who has it for sale?*" and, "*How can I put the deal together to make money?*"

How Can I Get Involved?

You can become an **export trade agent** as an intermediary who acts on behalf of a U.S. company to open up or develop a market in a foreign country. This is **your own business** that you can conduct from anywhere as long as you have access to the Internet.

As an export agent, **you never have to buy or warehouse any merchandise**. You are simply **building relationships** with buyers and suppliers. **You don't need an export license** because professionals who handle the goods being shipped overseas have the licenses required for customs and tariffs.

How Can I Make Money?

- You can be an agent for the buyer and earn a finder's fee for finding suppliers.
- You can be an agent for the supplier and earn a commission for bringing the deal.
- You can handle the details of the transaction yourself and earn a profit.

Export agents are often paid a commission on all sales and, depending on the agreement made with suppliers, agents may have exclusive rights in a particular geographic area. The standard commission can be anywhere from 2-20% or more, depending on what the product is and how much is being shipped in a single transaction. The amount of money you can earn in one deal can be anywhere from a few hundred to several thousand dollars or more. And, while many of the demands from foreign buyers will result in periodically recurring transactions depending on the deal – often they may purchase a container-load monthly – you can remain the agent-of-record and receive residual income from each shipment of goods to the same buyer.

How Do I Become An Export Trade Agent?

There are many ways to get involved in trade; some of them can be costly and time consuming. You can take classes that cost anywhere from \$250.00 per session to several thousands of dollars on formal education that extends over several semesters. You can work for a company that is actively engaged and get on-the-job training. You can do your own research on the Internet to find out what other people are doing and learn by trial and error. Or, you can join WBE.NET and learn a *practical common sense approach*.

What Can WBE.NET Do For Me?

- WBE.NET can help you understand the export process and give you new terminology, step-by-step instructions, techniques and methods of operating your own business as an Export Trade Agent.
- WBE.NET can give you the knowledge you need to engage in export trade; provide you with access to market research information and trade lead databases; and, give you the benefit of our years of experience through learning support as you conduct your own trade transactions.
- WBE.NET gives you access to trade lead databases where you find what products are in demand and who the buyers and suppliers are. We show you how talk to live people on the supply side and how to convey that product information to the buyers. In every transaction, you can choose to: 1) charge your buyer a fee for providing them with qualified suppliers; 2) hand the deal over to a supplier in exchange for a commission; or, 3) determine how to put that transaction together yourself to earn a profit.

Must I Have Good Credit To Get Involved?

Your credit, whether good or bad, is never an issue. As an export agent, you never have to buy any merchandise or pay any of the costs involved in the transaction. **The buyer pays for everything:** the merchandise, shipping, insurance, etc.

Payments are usually through **Letters of Credit** that the buyer initiates with his bank. Typically, the buyer's bank certifies that funds are available to make the purchase and sends a Letter of Credit to your bank. When all the terms of the sale have been met, which buyer and seller have agreed upon, and the shipment is determined to be of the quality and quantity as agreed according to the documents you present to your bank, then your bank releases the funds and pays all the costs involved in the transaction. What is left is your **profit**.

How Long Will It Take Before I Make A Profit?

Of course, there is a learning curve as you work at your own pace. WBE.NET does not participate in your sales, commissions or profits. WBE makes no promise or guarantee that you will receive income or benefit other than as described here. The process of developing relationships with buyers and suppliers and understanding a product or procedure can be extensive; at times it can take up to several months to complete a transaction. Whether over the phone, in person, or through written correspondence, export agents must understand and describe their products, and answer any questions that their customers may have.

You may experience success in a very short time. It's not unusual for some people to move on a fast track and, based on your prior knowledge or experience, you may be one of those movers and shakers who seize the opportunity and run with it. Therefore, we suggest you start with products you know something about, have personal interest in, or have had some experience in purchasing. Think of it as comparative shopping. You are **looking for the right product** with the **right features** at the **right price** and with the **right terms**.

What Types Of Products Do Foreign Buyers Need?

The demands from foreign buyers range anywhere from basic household items, food products and clothing, to building materials, construction equipment, medical supplies and technology. But, regardless of the type of products you choose to research, your primary duties as an export agent are to make customers feel confident that you are capable to supply their demands; able to arrange for the purchase and delivery of that merchandise according to the terms of agreement.

Are you ready to get started? **ENROLL NOW!** Find out how going global just got easier!



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What is the value of WBE.NET Enrollment and Access?

The 1-time Enrollment Fee of \$499.00 is for Membership/Enrollment in WBE.NET for the Educational Study of Entrepreneurship and International Trade.

We know that the education provided by WBE.NET is not only **valuable** but **cost effective**, too. College courses range in the thousands of dollars, with classes offering theory that lacks real world experience. The US Government offers classes at about \$250.00 per session for each aspect of trade. WBE offers training for entrepreneurs who want to learn **the art of dealmaking** that covers **all aspects of trade for one low-cost enrollment fee and a small monthly fee.**

When you enroll in the program, you receive 1) our proprietary Educational Study and Research Information with Step-by-Step Instructions in printed and email form; 2) the 1st month of Access to Online Resources provided in the Members Section of WBE.NET; and, 3) the 1st month of Access to one-on-one Learning Support by phone, fax and email.

The \$25.00 Monthly Subscription Fee allows Active Members* continued Access to WBE resources and learning support. We provide new Members with confidential **pass codes** for the Access feature. Members with active pass codes are entitled to ongoing learning support. We want you to be successful and encourage our Members to contact us with any questions. Often, we can find resources and offer suggestions that can save you time and expand your knowledge.

Members are not required to pay the Monthly Fee, but most Members find the information provided is essential to the learning process. Many Members consider this a **maintenance or retainer fee** for access to professional resources and guidance. It is a tax-deductible cost of doing business. Members can become inactive* at any time by sending written request to stop the Monthly Fee and suspend Monthly Access to services.

Why is there No Refund? We want you to make an informed decision to learn how to start or improve your own business and become involved in import/export trade. **This is a real business that requires your full commitment.** We do not offer our proprietary information for review – these comprise a **practical common sense approach** based on many years of research, application and experience. Once you learn these methods, you can't give them back. Thousands of people have become successful traders using these methods – you can be one of them, once you have the knowledge and a burning desire to succeed.

We understand that any cost may be prohibitive for some people. But, when you consider that we provide **live one-on-one learning support** to help you become an international trade agent and dealmaker with the **potential to earn large sums of money in lucrative transactions**, you may understand that the price is very small indeed. We have the **practical knowledge and experience** that **you will need** once you venture into the global marketplace.

***Definitions:**

Active Member – pays monthly fee to receive Access to Trade Resources and Learning Support.

Inactive Member – suspends Access Fees, Pass Codes and Learning Support with written request.

Inactive Members can be reactivated on request for a small Reactivation Fee.



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Support U.S. Export Trade Today For A Better Tomorrow

Become An Export Trade Agent

International Trade Offers:

- √ *Better Paying Jobs*
- √ *Exciting New Careers*
- √ *Be Your Own Boss*
- √ *Earn Fees•Commissions•Profits*
- √ *Participate in Global Economy*

Join *WBE.NET* Now!

Learn How To:

- √ *Identify Local Suppliers*
- √ *Locate Foreign Buyers*
- √ *Develop Business Relationships*
- √ *Negotiate & Facilitate the Deal*
- √ *Online Training & Learning Support*

Invest In Your Future And Realize Your Dreams

What is the Value of Membership with WBE.NET?

- **\$499.00 Enrollment Fee**
 - ◇ 1-time Investment for Membership/Enrollment
- **Study Guide** packed with **Step-by-Step Instructions**, lessons, terminology, etc.
- **Guide to Business Start-up** with Business Plan & Export Marketing Plan Workbooks
- **DVD presentation** demonstrates steps involved in a typical trade transaction
 - ◇ Learn how the process works , who the major players are, who can help you, etc.
- **Pass Code Access — First Month is FREE**
 - ◇ Proprietary online resources for further Study and Research
 - ◇ Links to Buyers / Suppliers and other trade sources
 - ◇ Learning Support by phone/fax/email; Access to Resources
- **\$25.00 Monthly Access Fee for Continued Access**
 - ◇ Subscription Access is **Optional** but most Agents find it **Essential**
 - ◇ Ongoing Learning Support and Access to Resources
 - ◇ Tax-deductible cost of doing business — can be Deactivated / Reactivated at any time



WBE.NET
1987—2012
Honoring
Our Founder
and
Continuing
His Mission

Are you ready to get started? **Enroll NOW!** Find out how going global just got easier!



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- ◆ Better Paying Jobs / Exciting New Careers
- ◆ Participate in the Global Economy
- ◆ Develop Solid Business Relationships
- ◆ Identify Local Suppliers / Locate Foreign Buyers
- ◆ Negotiate and Facilitate The Deal / Earn Commissions or Profits
- ◆ Online Training and Learning Support

**Never Purchase
Inventory or Stock**

• NO SALES •

1-Time WBE.NET ENROLLMENT FEE \$499.00

TOTAL START-UP includes:

- 1 each/printed - **Study Guide, 12 Steps to Success, 1 Study DVD**
- 1 each/.pdf Workbooks - **Business Plan, Export Marketing Plan**
- 1st Month **WBE.NET Access** to online resources & Learning Support

**Prices subject
to change
without notice**

Optional Subscription — Monthly Access & Support Fee \$25.00

All Sales Are Final • Fees are Not Refundable • Merchandise Returns Are Not Accepted

Access may be cancelled in writing at any time. Additional charge for Reactivation will apply.

TERMS: This Enrollment is for an Educational Course and I am responsible to contact Company for Learning Support. I authorize Company to electronically debit my checking or credit card account as specified here and authorize my bank to post the amount of the Enrollment payment. Company may continue to debit this account for Monthly Subscription Access to Company Resources until I give written instructions to: 1) Charge a different account; 2) Make arrangements to mail in my Monthly Fee; or, 3) Cancel my Subscription.

NO BILLS ARE MAILED for Subscription Access Fees. My authorization remains in effect for all charges until Company receives my **written notice of cancellation.** Payments sent by mail must be received by the Due Date, which is Monthly on the same day as the initial payment is made. **I can voluntarily deactivate** Subscription Access **with written notice sent by FAX or Email at least 15 days before my Due Date.** If my written cancellation is received after the Due Date, my account will be cancelled at the end of the currently billed cycle and I am responsible for that month's fee. In the event that my electronic debit or transfer is denied or returned after redeposit and remains unpaid after 30 days, my access will be cancelled without further notice. I will pay any missed charges including a reactivation fee to get restarted. I understand this is not multi-level marketing, network marketing, business opportunity or seller assisted marketing plan. Company makes no representation, promise or guarantee that I will make, derive or receive any income, money or benefit of any type other than the knowledge and information provided by Company and it's website. I am solely responsible for the outcome of any transactions made between myself and other individuals and/or companies.

I understand that Enrollment, Study Materials, and Subscription Access Fees are not refundable.

Customer
Initials _____

WBE.NET is a division and trademark of REIS Network, a Researched Entrepreneurial Ideas Specialists Group, since 1985.

PAYMENT OPTIONS:

Please bill my fees to:

- Credit/Debit Card:** MC VISA AmEx Novus
- Money Order / Western Union / Cash**

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Confirmation # _____ Date: _____

Optional Subscription Database Auto Debit @ \$25.00 per month Amount \$ _____

Card Number _____ Exp. _____ Security Code _____

Name _____ Signature _____

Address _____

City _____ State _____ Zip Code _____

Phone _____ Fax _____ E-mail _____

How did you hear about us? _____ Sales Rep _____