



Business Kit

2010

This Business Kit contains confidential information about our business offering. It is provided to you to help you learn more about the opportunity our company offers you as a potential business partner.

**Our Blueprint –
Your Own Business**

You've downloaded our business kit.

Congratulations!

- Not many individuals have what it takes to own their own company. You are obviously interested in owning a business and you are exploring all of the opportunities.

"Invest in a business that offers a proven method of success"

- The business of adhesive tape distribution is the perfect endeavor for someone who enjoys working in a business-to-business relationship. Champion Tape Mobile (CTM) could be your best business partner because our "business model is proven, easily scalable, and has a short ramp up time to positive cash flow."



Why Take on a Partner?

The Small Business Administration has staggering statistics showing that 56% of all businesses fail in the first four years.

Why is it that so many start-ups often fail?

One reason is that good ideas do not translate to successful businesses. Many businesses are premised on something that the owner has a talent for or interest in. The hitch is that most people have never owned or operated a business before.

They buy equipment, set up shop, and then realize their first trouble spot. For example: Where are the customers? How do I effectively market? How do I run a back office? How do I maneuver in a competitive industry? How do I measure the return on my investment? How do I process payments?

These items and many more should have been set in stone before starting. An unproven business model could prove detrimental. Statistically, most business ventures end with a less than hoped for result.

We are offering you an opportunity to Partner with CTM.

The good news is when you have us as a partner; you get our blueprint for success. This package has everything you need to start and operate your business. A Champion Tape Mobile Partnership provides the products, trade name, operating procedures; quality assurance standards, management consulting support, and business design so that you are ready to conduct business from day one.

Why Tape?

Demand for Service

Companies use an enormous amount of tape! Every company needs tape not only specific to their applications, but also general use products for packaging and shipping. In fact, there are so many tape needs at any account on a recurring basis that growing your CTMP location is easy. CTM's "One Stop Shop" tape concept offers multiple lines of tape and related items at great pricing without the usual shipping costs.



Repeat Business

Selling tape is unique because once you close a piece of business customers will continue to reorder on a schedule. This creates recurring revenue that pays dividends daily, weekly and monthly.

Choose the Size of Your Business

We understand that no two owners are completely alike and will have very different goals.

Some of our local business owners will not want any employees and are content to operate a one-man/one-unit business. A single territory can make over \$300,000 a year in profit that way.

Other local owners will want to build a large business with multiple units and many employees who perform the route duties while they concentrate on acquiring new accounts and managing the business. With Champion Tape Mobile, both of those strategies work and can be very profitable. You choose how to grow your business to achieve your goals, and we will support you every step of the way.

**“A Single territory can make over
\$300,000 per year in profit...”**

Why Partner with Champion Tape?

Name and Logo Recognition

Thousands of end user companies across the country recognize the Champion Tape name. The Champion Tape Mobile van will let them know that they can get proven product and great service. That name recognition is a “head start” to your success. Now they will see how our level of service just increased when they see our Champion Tape Mobile van pull into their business. This great service equals great returns.



The importance of this brand and logo can't be overstated. It's instantly recognized by many customers who demand quality and service at a competitive price. We supply a professionally designed vehicle graphics package that provides great visibility and serves as a moving billboard for your services.

Multiple Lines

Champion Tape Mobile provides multiple lines include automotive repair, paint masking, bumper strips and emblems, arts and crafts, sign and awards, packaging, electrical and many applications in industrial manufacturing. The growth potential is extreme and should keep you busy for years to come while you develop territory.

Training and Continued Support

If you are selected as a new Champion Tape Mobile Partner, you will spend one week at our Training Center in Racine, Wisconsin. By the time you leave, our individualized instruction enables you to understand the operational and product basics. You will then spend a second week working with a Mentor, field training you in your market to assure your kickoff success.

Marketing Support

We know that most entrepreneurs have no formal marketing or advertising background. We provide letters, emails, ad slicks, and other tested and proven marketing material that draws clients to you on a regular basis. We will teach you how to use emerging technologies like “Facebook” and “Twitter” to help grow your business in ways that align with what's hot right now!

Management Support

We provide managerial support and problem solving expertise based upon over twenty years experience in this business. If you don't succeed, we don't succeed.

What Can I Expect From Champion Tape Mobile?

It's important to know that each and every partnership and transaction may be different. If you have read this far, then you have decided that this might be for you, but you probably have lots of questions, too. You must also be wondering what kind of investment you have to make to partner with Champion Tape Mobile. We have several programs for you to choose from. Some may be more conducive to generating quicker income for you, and a shorter growth curve.

Investment

Champion Tape Corporate carries the majority of the expenses. Your contribution can be as low as \$12,500. We realize that these are challenging times and therefore have offered one of the most affordable solutions available in the market today. This is all that sits between remaining an employee or earning equity in an organization that provides residual income.

Vehicle

We recommend that the tape be delivered in a newer van or delivery style truck (White or Black). This is your personal field investment. Keeping your expenses low is how you stay focused on growing your business and not worrying about the cash flow.

Consider

A popular fast food franchise requires over \$200,000 in liquid cash, and a net worth of over \$1,000,000! You can earn more income with CTM without the investment, overhead and other risks! A tool delivery truck and territory can require over \$500,000 to start. Our Champion Tape Mobile Partners can far exceed the earnings of these debt holding owners.

Make no mistake; tape is a serious business that provides a generous dividend with hard work. Champion Tape's first hand success has provided the template for your future success.

What's the next step?

Are serious about having ownership in your own business and never having to worry about being laid off, trading hours for dollars or working to enrich someone else? If so, ***the next step is for you to call Matt at 1-888-850-8588, Monday through Friday from 9 AM until 5 PM Central. If you prefer, you can contact us by email with your questions at matt@championtape.com.*** You will be sent an earnings estimate and be invited to discuss your potential partnership in greater detail.



A Quick Note From Matt – VP of Champion Tape Mobile Operations

I took control of my own future some time ago and became my own boss - you should too. At Champion Tape, business is booming and now is the perfect time to own a very recession-resistant, home based if you want, business in the \$16 Billion + adhesive tape industry in the USA. Combine our expertise with your drive and determination and you can take control of your career, be your own boss, and enjoy the lifestyle you've been wanting for yourself and your family. I would like to make a few life changing items very clear:

- **Owning a Champion Tape Mobile location is not about tape – *it's about building an organization***

Although Champion Tape Corporate is a leader in high quality industrial adhesive tapes, you do not need tape experience. As the territory owner/partner, you will work on your business not in it. With multiple industry tape lines and potentially strong profit margins, you can enjoy a steady income while you or your employees deliver your product to repeat clients year round.

- **Say good-bye to stress and worry**

Work from home and follow our proven systems to manage your business, market your services, and rapidly grow your client base. Top-notch training, innovative marketing, industry leading prices, continuous support from your Champion Tape Mobile team, cutting-edge software, and a talented call center staff are at your disposal so you can focus your attention on building a successful business you'll be proud of.

- **Call the shots**

Our comprehensive training teaches you every aspect of starting, running, and building your business. With well-established brand recognition, professionally produced marketing materials, a robust user-friendly website, and state-of-the-art operating systems, this is a business you can grow quickly and profitably.

- **Partner With the Best**

Champion Tape Mobile is backed by an experienced management team bread of over 20 years industry experience. Our committed staff is also comprised of professional business coaches and sales trainers who work with you in lockstep to assure your success. I should know, I'm one of them.

Take the next step now.

Owning a Champion Tape Mobile location provides you with an opportunity to be your own boss and enjoy the security and financial freedom you've been wanting. Please review what's included in our partnerships and then contact us.

To your vision and success,

A handwritten signature in black ink that reads "Matt". The signature is enclosed within a hand-drawn oval shape.

**Matt Chamberlain
VP Champion Tape Mobile**



Champion Tape Mobile Partner (CTMP) Starting Package Includes:

CTMP buy-in:

Initial Cash Investment Required: \$12,500. This investment entitles you to full legal partner status in your own CTM territory LLC., i.e. "Champion Tape Mobile-Southern California, LLC."

Initial Inclusions:

Complete van or truck signage for one vehicle

1 Set of Operations Manual (on loan)

1 Set Paper Forms

1 Set Sales Invoices

1 Set Starter Package of Marketing Materials (See List of Items for Marketing Starter Package)

1 Standard Tape Sample Set

1 Presentation Binder

1 Set of Champion Tape Mobile Shirts (climate appropriate)

1 Champion Tape Mobile CTM and Inventory Software Program Access

2 Weeks Training and Grand Opening Kick-off

Booking Assistance for Flights and Accommodations (for First Week of Training at Champion Site)

Business Registration Assistance (Depending on the area. Legwork may be required from the CTMP for actual filing.)

Continuous Support and Skills Upgrade

Marketing Materials List (Starter Package)

500 pcs Professionally Printed Fliers

250 pcs Line Cards/Catalogues

500 pcs Business Cards

Kinkos Easy Pick-up of Approved Fliers, Business Cards, Posters, Signage, Catalogs and Forms Designs/Layouts or other marketing materials in use.

Basic Terms/Conditions:

- Term of Contract: Until you want to sell your business, if ever. You own your protected local territory in partnership as an officially registered LLC.
- Products/Services Exclusively Allowed:
All tape and tape related products that Champion Tape Corporate has included in their catalogue/mobile line card, or on user friendly website or agreed to acquire.

Note: Other terms and conditions apply, as stipulated in the Champion Tape Mobile Partner contract.

Frequently Asked Questions

Q: What are the general requirements for a potential Champion Tape Mobile partnership?

A: At Champion Tape Mobile, we are looking for Territory Partners (CTMP) interested in building a thriving business. We need well organized, business ownership minded individuals that understand how to network and build relationships with a focus on selling to other businesses, and willing to roll up their sleeves and make the business thrive.

Q: Do I need to be a tape expert to be a successful CTMP?

A: Absolutely NOT! While we do expect CTMPs to have extensive knowledge of sales and management, you do not need to have prior tape experience or advanced operations knowledge.

Q: How do I benefit from Champion Tape Mobile as a CTMP?

A: CTMPs have access to our operating system, training, support, brand and other attributes. Among the support that you will receive are business planning assistance, territory selection and maximization assistance, van or truck set-up assistance, marketing support, and on-going training and implementation of new technology.

Q: Can I open more than one location?

A: Yes. In fact, we designed our business to be scalable for multiple units. Our growth strategy is focused on multi-territory development and, as a result, we expect to see a higher concentration of multi-territory CTMPs as the system matures.

Q: What are the financial requirements for an Champion Tape Mobile CTMP.?

A: One-Time Partnership Investment: \$12,500. Additional Investment: Your partnership share in inventory (We may help finance this). Additional expenses: CTM Approved Vehicle.

Q: What are some of the advantages of becoming a Champion Tape Mobile CTMP?

A: Aside from operating your own CTMP location, you are also able to open other territories as your gross volume makes you eligible for review to expand your partnership. Multiple factors determine eligibility.

Q: How much does it entail to open a Champion Tape Mobile CTMP? How will it work?

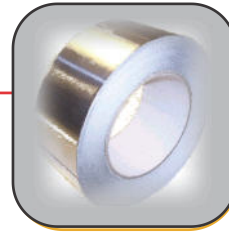
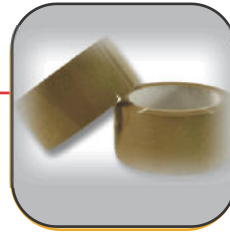
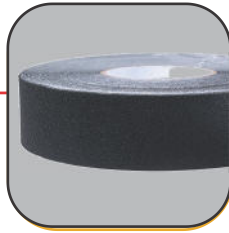
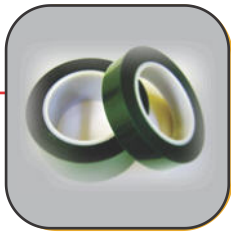
A: Prior to opening any territory, CTMPs shall execute a CTMP contract and pay a Partnership Investment of \$12,500 upon execution of the CTMP contract. CTMP will receive a designated protected territory. Your tape product will usually be shipped to CTMPs main office or home for mobile delivery.

Turn-Key Business Opportunity

Territories Available Nationwide

Own and Operate a Champion Tape Mobile Location

Manufacturing the Highest Quality Tapes



Industries Served

Aerospace
Aviation
Appliance
Automotive
Electrical
Electronic
Framing
General Industrial
Masking
Packaging
PCB Plating
Powder Coating
Sign and Awards
Specialized
Splicing

**Customers Re-Order
Every Month!**



**America's ONLY
MOBILE Adhesive Tape Supplier**



View or download our offering detail at
www.championtapemobile.com