



AdvoCare Myth Busting: Fact vs. Fiction

MYTH: Is it true that the only way to make money at AdvoCare is by recruiting?

FACT: No. The only way to earn money at AdvoCare is through the sale of AdvoCare products – personal sales or commissions are based on the products purchased from individuals on an AdvoCare Distributor’s team.

MYTH: Is it true that most people begin selling AdvoCare because they believe they will make a lot of money?

FACT: No. People become involved with AdvoCare for a wide variety of reasons – from being able to buy products they like at a discounted price, the opportunity to earn a little supplemental income, or to build an AdvoCare business.

AdvoCare Distributors are taught the right way to offer the AdvoCare opportunity, without making income claims. Each Distributor sets their own goals.

MYTH: Do I need to buy inventory to have a successful AdvoCare business?

FACT: No. Buying inventory is not required to run an AdvoCare business. By offering a direct sale purchase option through our website AdvoCare Distributors have no need to stock inventory and can wait until they have a customer to order products. As independent business people, AdvoCare Distributors make inventory decisions that serve the needs of their own business. In fact, many AdvoCare Distributors ship orders directly to their customers – no inventory needed.

MYTH: I read that direct selling companies are illegal, is that true?

FACT: Absolutely not. AdvoCare is a 26-year old direct selling business that sells amazing nutritional supplements through a network of independent salespeople. Like any other consumer products company, we make money by selling products – except that we sell person to person.



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MYTH: Isn't it true that most people who start an AdvoCare business never make any money?

FACT: Hundreds of thousands of people have met their personal financial goals of supplementing income by selling AdvoCare products. AdvoCare is transparent about Distributor Income and provides an annual Income Disclosure Statement on advocare.com that shows the average annual income for Distributors. This allows everyone to make an informed decision when deciding their level of participation with AdvoCare.

More than 67 percent of Distributors do not make any money, but they do enjoy the 20-40 percent product discount and the ability to sell those products to customers in-person. For those who decide to pursue an AdvoCare business as a Distributor, the only way to make money is to sell the product. And, like any business, an individual's success at sales varies from person to person.

MYTH: Is it true that people lose money when they start an AdvoCare business, go into debt or that expenses are too high to make a profit?

FACT: No. We couldn't stay in business if that were true. One of the many reasons why getting started with AdvoCare is appealing is its low cost of entry and relatively low financial risk. At AdvoCare, the initial cost to start is \$59.00 plus tax and shipping for the Distributor Kit. The annual renewal fee is \$50.00. To become a Preferred Customer, the annual fee is \$19.95. AdvoCare also offers a 100% product satisfaction guarantee on all products within 30 days of purchase for Distributors and customers. Additionally, should a Distributor decide to exit their business, AdvoCare is proud to offer a 100% buy-back on all unopened products and the cost of our Distributor Kit.