



# Live Your Dreams

**TOP 10 REASONS WHY YOU NEED TO START  
A VENDING BUSINESS.**

It wasn't too long ago that I was a frustrated sales professional working for a major corporation. As an employee, I had very little control over my time or finances and it always seemed that the rules were being changed-and rarely in my favor. I'll never forget a simple conversation I had with a good friend of mine, who mentioned that he and his daughters had purchased a couple of gumball machines and had started a business together. Out of necessity, I chose to borrow my friend's idea and over several years time turn a supplemental income into a business that gave me options and more security than I ever imagined possible. Here's 10 reason why you should consider vending for yourself.



- 1. Make money while not being there.** If you haven't read Robert Kiyosaki's book, *Rich Dad Poor Dad: What The Rich Teach Their Kids About Money That The Poor And Middle Class Do Not!* you need to drop what you're doing and immediately purchase a copy of that book. In *Rich Dad*, Kiyosaki discusses the power of passive income and the importance of making money and not being there.
- 2. All those quarters add up.** The vending industry is a multi-billion dollar industry and whether you regularly use vending machines, millions of people do. My first used candy/gumball machine paid for itself in quarters in just 2 months and within 3 ½ years of starting my company, I was making significantly more part-time in vending than I was working in my full-time job.
- 3. Low startup cost.** While there are lots of appealing business ideas out there today, most were unreachable for me because of the high costs of startup. I began my vending company for under \$100 and leveraged that initial investment and the cash flow it provided into a six figure business in just a few short years.
- 4. Your entire family can be involved.** Just like my friend, Damon, started a gumball business so he could spend time with his daughters, your kids will cherish the time you spend together building a vending business. It wasn't too many years ago when our whole family were spending entire evenings assembling vending machines or servicing our routes together.



5. **Most others around you don't "get it."** As vending isn't really "sexy" or "glamorous", most around you won't understand. I don't know about you, but I've always chosen to not follow the herd, but look at the direction everyone else is going and go the opposite way.
6. **Profitability.** Vending is highly profitable. A gumball at Sam's Club costs less than 3.5 cents and is sold for a quarter! It takes lots of gumball machines to make a dent in a full-time income due to their machine averages, but lots of other types of vending make up for lower profitability with sheer volume.
7. **Security.** Multiple streams of income are more important than ever in today's society. Vending allowed me greater security for me and my family through diversification. There's no better simpler way to diversify out there today, in my opinion.
8. **Equipment from reputable manufacturers is build to last.** I have machines on the street today that are approaching 10 years old and the sticker machines our franchisees use will last for 20 or 30 years with minimal maintenance. Your initial investment in equipment has the ability to pay for itself over and over again over the years.
9. **You own it.** Every time I added another vending location, I was building something for me and my family that no one else could take away. While I was at risk of losing my career and full-time income on several occasions, my vending business was completely independent of my corporate career and was an asset that was solely mine.
10. **Fits into the cracks of your life.** I started my vending business working nights, vacation days, and weekends as I was extremely busy as a sales professional during the work day. While there were times when I had to "burn the candle at both ends," since I was willing to do what no one else was willing to do, I now can live like no one else lives.

