

# AH DISTRIBUTORS

## ABSORBENT HYGIENE SPECIALISTS

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## Become an Agent

To capture a tremendous Baby Diaper market as well as need for Adult hygienic products that solve problems of incontinence, you can start a lucrative and prosperous business that gives you the opportunity to:

- Own your own home based business
- Earn an extra income
- Be independent and create wealth in your own time at your own rate
- Do direct product selling that is within everyone's reach.

The diaper part-time or full time home business is not a get-rich-quick scheme, but low-profit-high-turnover principles apply. Success takes time, effort and perseverance, and is guaranteed only by your own effort and perseverance.

You will reap financial reward through direct product selling by purchasing at Agent prices and selling them at suggested retail prices. This gives you a potential 15 – 25% retail profit on products with minimal operating costs.

**Be successful, become a AH Distributors agent and create wealth!**

### 1. Why the Diaper Business ?

#### Baby Diapers

All babies use diapers (whether linen or disposable) for the first 2 ½ – 3 years.

Modern trends and research have indicated that the cost of linen diapers is more or less the same as disposable diapers. Although it seems that one has only an initial outlay on the purchase of linen diapers, the continuous costs absorbed by the electricity bill, grocery costs (detergents etc) and maintenance wages (time consumed to take care of the product etc), are not always taken into account.

Disposable diapers are more hygienic (less skin irritation) and much more convenient to use and could even be more economical when the correct product is chosen.

#### Adult Diapers & Pads

Adult Incontinence's occurrence is estimated to be 5% of the population, targeting 28% of all elderly people.

In Continence care, the medical term "Incontinence" is defined as the loss of the ability to exercise voluntary control over the excretion of urine or faeces and to determine the time when excretion shall occur. The involuntary emptying of the bladder, referred to as urinary incontinence, is by far the more prevalent condition.

Modern disposable incontinence briefs or pads enable the patient to lead an almost normal life despite his incontinence problem. Absorbent incontinence products can be worn discreetly inside the underwear and absorb the urine quickly and reliable, whilst at the same time protecting sensitive skin and preventing unpleasant odours. Incontinence products are also essential in the care of bedridden patients where they

improve the basic hygiene conditions and help to prevent the occurrence of complications such as skin lesions.

Taking into account the number of Old Aged Homes, Retirement villages and Caring Institutions, this market is huge. It requires specialized knowledge and attention with regards to :

- advice on the correct product usage and
- reaching the patient who is not very mobile.

### **What makes your AH Distributors Agent business unique?**

- Our manufacturer's **Baby Diapers** and **Adult Care** range combine the latest innovations with the selection, quality and value you as retailer will need to meet consumer demand.
- The MoliCare and Lille product prices compete well with other national brands but exceed other in quality.
- Product diversity is extensive and the selection thereof professionally backed by comprehensive product information.
- Stock is delivered at no cost to your doorstep any place in South Africa.

Choose diapers as business medium and you will learn more as you earn more.

## **2. What do I invest?**

For your business as a nappy agent, you do not need a large capital amount and you do not even need to open an office or shop to start doing business. You can do it right from your home.

A summary of your investment in this nappy business.

1. Visit the website: [www.babystar.co.za](http://www.babystar.co.za) or contact AH Distributors to obtain:
  - Your **free Agent Pricelists** (*to determine your retail prices*).
  - **Product Information** (*to learn the basics of the products to back you professionally when you assist your clients in their product needs*)
    - Internet Free / CD R50.00 / Hardcopy R50.00  
(refer to : [How do I start](#) )
2. Invest in an **Agent Starter Kit** so that you can visually experience the product yourself – it is essential for you to truly believe in the product for this will make you successful as you share the product with others.
3. Leverage your own time and start with 1 to 2 hours daily for product research and marketing the products in your area to improve your financial status.
4. Spend a minimum of R2000.00 to obtain your first basic consignment of stock to enable you to supply the product once a client shows interest in a specific brand.

By registering as an agent, buying your sample kit and ordering your first basic consignment, you are now ready to ascent in your own small business.

## **3. How do I start?**

Being an agent of AH Distributors leads to unlimited potential. It all begins when you dare to dream about financial freedom and owning a business of your own. By experiencing the products yourself or by family relations, your belief in the outstanding product quality and value, will make you successful as you share this information with others.

**To commit to begin your journey as a MoliCare and Lille Agent, follow the few easy steps to a quick start up:**

1. Register (*for Free*) with AH Distributors by e-mail, telephone, fax or sms and obtain the latest Agent pricelists, to determine your Agent basic prices and your potential retail prices.
2. Tel: (041) 933 1758/27, Fax: 0866 858 438, SMS: 083 344 9567 and 24hr e-mail: **admin@babystar.co.za**
3. Purchase an Agent business and demonstration kit to visually experience the product's features and quality.

4. Invest in product information:
  - Visit the website [www.babystar.co.za](http://www.babystar.co.za) and download (free of charge) all relevant data to assist you in your product research. **OR**
  - Order a CD copy of the latest website update @ R50.00 (inclusive of VAT & Postage) to conveniently assist you in your own product investigation. **OR**
  - Order a hardcopy (black & white) of the latest website update @ R50.00 (inclusive of Vat & Postage) to study the relevant product features at your own pace.
  
5. Investigate your own market's:
  - Product needs
  - Price structures
  - Marketing mediums available.
  
6. Plan and order your initial basic first consignment to professionally have the products available once potential customers show an interest in your product range, quality and price value. (**R2000.00** minimum per order **and initially a variety in product selection**). Stock is delivered at your doorstep no matter where you are in South Africa and at no extra cost.

Follow this few simple yet dynamic steps that will get you off to a great start.

#### 4. What do I earn?

- **Profit Margin** : If you become an agent, you could earn an above average minimum retailer profit margin of 15% to 20% of the retail price.
- **Sub–Agents' Income** : By leveraging your own time and starting with only 5 to 10 hours per week, you could improve your financial security and status. Aside from being rewarded for your own efforts, you could also earn income from the time spent by others (sub-agents) you recruit and train to retail nappy products to their own customers.
- **More Quality Time** : By owning your own Baby and Adult diaper business, you also indirectly improve your lifestyle by choosing your own working hours to earn extra income and you will have more quality time to spend with your family or friends.
- **Self Esteem Boost** : Achieve a self-esteem boost because by being independent and using your time as you please, you will be rewarded according to your worth and this will make you feel good about what you do.

This wonderful opportunity has no restrictions on how much you can earn. Make a dream come true and become a nappy agent!

#### 5. What does the Distributor (AH Distributors) offer?

AH Distributors provide you with:

- **Superior Products** : Backed by manufacturers whose researches and developments focuses on product optimisation and new proprietary technology developments, and who is continually expanding and improving the product lines to maintain the high levels of your customer's satisfaction; AH Distributors , together with you as Agent, will expand the global network of innovative absorbent disposable products.
- **24 Hours Ordering Facilities** : AH Distributors provides accurate information processing on orders- (placed via sms, fax, phone (office hours), e-mail or direct on-line ordering opportunity (website)). Quotations are faxed / e-mailed within 1 to 2 working days together with the relevant banking details for your quick review and payment. Once proof of payment has been received, orders are placed at the warehouse for despatchment to you (Free of charge in RSA) within a few working days.
- **Delivery to your doorstep** : AH Distributors is the only distributor in RSA who delivers Baby Nappies and Adult Incontinence Products to agents to their doorstep, *free of charge*.

AH Distributors will professionally assist you to capitalise on all your responses and follow-ups in your market place for super sales generation!

## **6. When can I start?**

You can start immediately! Just follow the steps in [How do I start?](#)

AH Distributors provides a fair and equal opportunity to become an agent to anyone, regardless of your gender, race, age, religion, cultural background or nationality.

Dare to dream about financial freedom by owning a business of your own and contact us right now to commit to begin your journey as a successful AH Distributors agent!

Contact us for any further information at:

Physical address : 37 Main Rd, Despatch, 6220  
Postal address : PO Box 321, Despatch, 6219  
Tel / Fax : (041) 933 1758/27 / 0866 885 438  
Email : [admin@babystar.co.za](mailto:admin@babystar.co.za)  
Website : [www.babystar.co.za](http://www.babystar.co.za)

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