

Company Name:

Due Diligence Score Card

Date:

Company		
Due diligence item	Due diligence response	Rating
Who are the founders?		
What is the background of the Founders in MLM?		
How long as the Company been Trading?		
Is the company Debt Free?		
In how many countries does the company operate?		
Does the company provide Training that is easy to access?		
Is it a public or Private Company?		
What is the current annual turnover?		

Product		
Due diligence item	Due diligence response	Rating
What is the Product?		
Is the product a new innovation?		
Is the Product Tredning up or down?		
Can you see potential in the product?		
Is the product competitively priced?		
Is there any Free product incentives?		
Is the Product subject to Government Approval (FDA - TGA etc.)		
Can the brand be marketed globally?		

Additional Notes

Pay Plan

Due diligence item	Due diligence response	Rating
What is the basic structure of the Pay Plan (binary, Matrix, unilevel etc.)		
How much product do I need to buy each month		
What do I have to do to earn my first check?		
What do I need to do to earn the (Dollar amount) I want each month?		
Am I rewarded for helping others earn an income? How?		
Is the plan easy to explain?		
Are there any special bonuses?		
Is there any additional incentives offered by the company?		

Timing

Due diligence item	Due diligence response	Rating
What is the annual turnover of the company compared to the previous year? Is it up or down?		
Has the company hit a Critical Mass of \$50 million in annual turnover?		
If the company has hit critical mass of \$50million do they have an expansion program in place?		

Additional Notes:

Training and Support

Due diligence item	Due diligence response	Rating
What training does the person offer who is sponsoring me?		
Who is going to teach me what to do?		
Who will help me train my New People?		
Are there tools for me to use that do a Business Presentation?		
Are there local Business Opportunity meetings?		
Who is going to provide feedback on my progress and what I need to do next?		
What upline support is available to me other than my sponsor?		
What processes and systems are in place to create leads for my business?		
Is there a cost involved in training?		

Personal Requirements		
Due diligence item	Due diligence response	Rating
What is the total start up cost?		
What is my monthly product purchase and cost?		
What other tools and or training do I need to purchase each month?		
Minimum Number of hours a week I need to put into building my business?		
How many hours a week do I need to put into webinars and training?		
Am I prepared to do what it takes?		
Do I believe I can do it		

Additional Notes:

Things I need to learn		
Due diligence item	Due diligence response	Rating

Other risks		
Due diligence item	Due diligence response	Rating

Rating summary	TOTAL
Company	
Product	
Pay Plan	
Timing	
Training & Support	
Personal Requirements	
Things I need to Learn	
Other	
Total	