

## GETTING STARTED WITH YOUR VENDING MACHINE BUSINESS

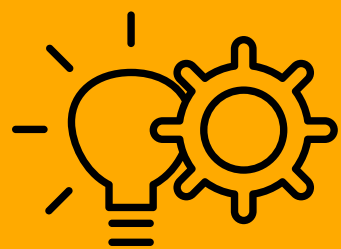
### 1. DEFINE YOUR WHY

Start by asking yourself a few questions. Are you looking for a side hustle or do you want to replace your job full-time? Understanding your why will shape your business strategy.



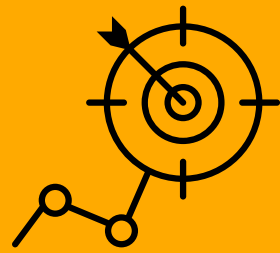
### 2. TAKE TIME...RESEARCH

Research your target market and potential locations thoroughly. Identify high-traffic areas with a demand for vending machine services. Consider factors such as foot traffic, demographics, and competition. Pro Tip: Do your best to identify locations of 100+ people.



### 3. CHOOSE YOUR NICHE

Decide on the type of vending machine business you want. Will you focus on snacks, beverages, healthy options, or specialized products? Are gyms, warehouses or offices buildings your sweet spot?



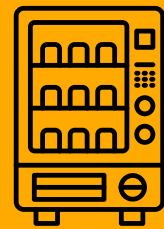
### 4. SECURE LOCATIONS

Location...location...location. It is key to success in the vending machine business. Places with high foot traffic and a lack of food options will breed success. Approach businesses, schools, hospitals, and other establishments to negotiate placement agreements.



### 5. FIND YOUR MACHINES

Invest in reliable vending machines that meet your business needs. Consider factors such as size, capacity, and technology features. Decide whether to buy new or used machines based on your budget and requirements. Pro tip: better machines tends to equate to higher sales.



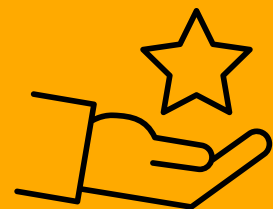
### 6. STOCK YOUR MACHINES

Choose a variety of popular products to attract customers. Keep track of inventory levels using management systems and rotate products regularly to maintain freshness. Pro Tip: Experiment with prices but be sure to mark up at least 2x from your purchase price.



### 7. MAINTAIN & SERVICE

Schedule regular maintenance checks to ensure your machines are in optimal condition. Address any technical issues promptly to avoid downtime. Providing excellent customer service is crucial for building loyalty and repeat business. Pro Tip: Have your number on all machines for easy access.



### 8. MONITOR PERFORMANCE

Track sales and analyze data to identify trends and opportunities for improvement. Adjust your product selection, pricing, and locations based on performance metrics. Continuously innovate to stay competitive in the market.

