

## **The shareware concept**

*Shareware* is copyrighted software which is distributed by authors through bulletin boards, on-line services, disk vendors, and copies passed among friends. It is commercial software which you are allowed to try before you pay for it. This makes shareware the ultimate in money back guarantees.

Most money back guarantees work like this: you pay for the product and then have some period of time to try it out and see whether or not you like it. If you don't like it or find that it doesn't do that you need, you return it and you get your money back. Some software companies won't even let you try their product because in order to qualify for a refund, the diskette envelope must have an unbroken seal.

With Shareware you get to try it for a reasonable limited time (like 30 days), without spending a penny. You are able to use the software on your own system(s), in your own special work environment, with no sales people looking over your shoulder. If you decide not to continue using it, you throw it away and forget all about it. No paperwork, phone calls, or correspondence to waste your valuable time. If you do continue using it, then - and only then - do you pay for it.

Shareware is a distribution method, **not** a type of software. Shareware is produced by accomplished programmers, just like retail software. There is good and bad shareware, just as there is good and bad retail software. The primary difference between shareware and retail software is that with shareware you know if it's good or bad **before** you pay for it.

As a software user, you benefit because you get to use the software to determine whether it meets your needs before you pay for it, and authors benefit because they are able to get their products into your hands without the hundreds of thousands of dollars in expenses it takes to launch a traditional retail software product. There are many programs on the market today which would never have become available without the shareware marketing method.

The shareware system and the continued availability of quality shareware products depend on your willingness to register and pay for the shareware you use. It's the registration fees you pay which allow us to support and continue to develop our products. Please show your support for shareware by registering those programs you actually use and by passing them on to others. Shareware is kept alive by **your** support!

Please see ORDRFORM.WRI for more information on ordering by mail and to obtain the complete and correct prices.

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