

“Do the thing and you will get the energy to do the thing” - Emerson

Congratulations' for April!

We would like to say “excellent job and welcome” to April’s new:

Executives: Gene Stiving, David East, Terry Smith, Victor Angeli, Charles Tubbs, Tim McManigal, Jacqueline Vasquez, Frank Benavidez Jr., James Kimberl Jr., Mark Isaacson, Dena Matthews, Dona Leamer, Henry Wujcik Jr., Jimmie Peterson, Kimberly Kay Schneider, and David Turpin.

Managers: Raymond Curtin, Ernest St Romain, Jodi Pierce, and Jim Purvis.

Supervisors: Terry Sallee, Frederick & Stepha Ward, Jena Lerner, and Leslie Edgell.

Karl and Signe would like to say “Thank you to our downline!” We qualified at the Master Executive level the month March and we absolutely could not have done it without you!

Words for Thought

“I never mastered time management. No one manages time; time cannot be managed. I merely manage activities.”

-Earl Nightingale

This Just Isn't Happening Fast Enough!

Let’s talk straight here about a few things. There are going to be days with this business that are frustrating and discouraging and just plain aggravating. There may be times when you wonder if you are doing the right thing or if you chose the right business or even the right company. During these periods it is hard to be patient and you may just feel that it isn’t happening fast enough! “By the way, where are my immediate success and wealth and happiness?”

Well, we hate to tell you but you are going to have mailings that aren’t that great, you are going to have people drop out, you are going to have obstacles to overcome, you are going to have to take a look at what’s missing. Sometimes you are going to have to look at what you’re going to have to change in order to reach your goals. Sorry, we’d like to tell you it is going to always be perfect - but it’s not.

On the other hand, there are also going to be mailings that are amazing and make up for that bad one in one week. There are going to be days when everything moves smoothly, people are calling you to sign up, your profits are increasing and your groups and your ranks are growing faster than you could have imagined. This is true too.

We may sometimes think: “Wouldn’t it be great if we could all just become Diamonds our first year? If that happened, then I would know that this thing is working. I would have proof!”

However, going Diamond, as with any other goal, is more about the process. There is more to it than just getting the money or getting the rank. It is about our selves personally and sometimes it is not about our selves at all but about how we’re helping others.

Going Diamond is about growing into the clear, sparkling, perfect, beautiful human beings that we truly are. It is about overcoming what ever it is that we need to overcome. Maybe we need to be a better listener? Maybe we need to become more comfortable with money and the fact that we can earn large amounts of money and not feel guilty about it.

Maybe we need to develop our skills on the phone and being able to be more comfortable talking with people and helping them succeed. Maybe we need to learn patience with others or concentration and commitment towards a goal. Maybe persistence is what we need to work on. Or maybe we need to look at becoming a better team player and learn to work together towards a goal with our spouse.

It is a personal process that develops our level of consciousness and helps us grow and learn and in turn succeed.

Back to some other truths: This business **IS** working for you and for people in your upline. It’s really just that simple but you may need to look around.

So, on those not so great days, don’t be afraid to call someone in your upline or group and tell them you are frustrated or concerned or whatever. And, if you have to keep calling until

you find someone to talk to – others may be having a bad day too – keep calling upline!

If you just can't find anyone, pick up a motivating book or find a motivating website about others who have succeeded. And if none of this works, you may just have to wait a day or two until whatever it is gets worked out in your head.

Success is yours and yours to have and luckily with this one you are not alone.

Product Knowledge – Did You Know?

The following article was posted in the Arizona Republic -November 1999.

Sleep deeply, avoid spread

CHICAGO – Here's some news that could keep middle-aged men awake at nights: A lack of quality sleep may contribute to love handles and double chins.

Researchers at the University of Chicago found what appears to be a link between middle-aged spread and men's sleep patterns as they get older.

They found that the quality of men's sleep decreases with age along with the body's production of growth hormone. The drop in growth hormone, in turn, is thought to lead to flab.

Now the researchers are working to see if new types of sleeping pills or hormone injections can slow signs of aging.

"We actually know that if we increase deep sleep, we can increase growth hormone," said Eve Van Cauter, a professor of medicine who lead the study, published in today's *Journal of the American Medical Association*.

The study of beauty sleep was limited to healthy men, and it is not clear whether the findings apply to women.

Van Cauter and her team looked at sleep studies conducted on 149 men from 1985 to 1999. They found that by the time men reach age 45, they have nearly lost the ability to fall into deep sleep.

Men produce growth hormone primarily during that kind of sleep. In studies of the elderly, growth hormone deficiency has been connected to obesity and the loss of muscle mass.

The men involved in the sleep studies were of normal weight and ranged in age from 16 to 83. Researchers found that as the men moved into mid-life, from ages 35 to 50, their total amount of sleep remained fairly constant.

The amount of deep, or slow-wave, sleep, however, decreased from nearly 20 percent of a normal night's sleep for men 25 or younger to less than 5 percent for those over 35. Growth hormone secretion declined by nearly 75 percent.

The study also found that after age 50, men's total amount of sleep declined by 27 minutes a decade. They awoke more frequently during the night and stayed awake longer.

REM sleep, associated with dreaming, also declined after age 50 to about 50 percent of a young man's level.

In an accompanying editorial, Dr. Marc R. Blackman of the Johns Hopkins University School of Medicine in Baltimore said researchers do not know for certain whether sleep quality influences the production of hormones or if the change in hormone levels itself is responsible for changes in sleep.

But Van Cauter said it is clear that more deep sleep produces more growth hormone.

The research could be used to examine whether growth hormone injections could slow signs of aging in men during early mid-life, she said." – Associated Press

Neways may already have this one figured out. For growth nutrient supplements, consider Professional Strength Formula BioGeivity - a growth nutrient supplement straight from nature's laboratory (#0213) and High Force 1 for Men or Women – reintroduces youthful levels of growth nutrients to your body (#1055 and #1056).

For a better nights sleep, try Megatonin 500 – supplements your body's decreasing melatonin levels to help provide sound, deep sleep without drowsy aftereffects (#1005).

H. C. P. G. – Update!

There is new information available on how to acquire your copy of the Health Care Practitioners' Guide (HCPG). As it is now, Neways would like you to contact the company selling the guide directly at: Health Information Products (HIP); 2874 North 700 East; North Ogden, UT 84414; Phone 801-737-4440. Contact them directly for price information and to order the Health Care Practitioners' Guide, Dr. Slaga's video on D-Glucarate, Toxic Bodies audiocassette and the Cell Purification tech pack.

Replacing Everyday Products w\ Neways'

Phytomax: For heartburn and/or indigestion

Migraleve: For headaches and fever

Megaprin: For minor pain and inflammation

How To Contact Us

Toll-free Phone: 1-888-787-0461

Local: 1-602-787-0461

Email - Karl: knic4@qwest.net

Email – Signe: signes@qwest.net

www.ineways.com/nichols