

“The only thing that will grow is the thing you give energy to.”
-Emerson

Congratulations - You go Group!

We have our very first *Senior Executives* - Mary and Norman Woods of Westwood, California! The Woods are very product and business savvy and are a great inspiration to us all. They continuously work together calling their downline, doing three-way calls and supporting their distributors within all levels of their group. Congratulations and great job!

We would also like to congratulate all of our new and existing *Executives*: Barry and Iva Poole, Geri Caldwell, Diane Young, Robert McDaniel Sr., Robert McDaniel, Jr., Connie Swanick, Jack White, Denis Muras, Wayne Fredin, Jerry Lester, Michael Anderson, Ken West, Mike Williams, Robert Naylor and Paula Hughes.

Recognition also goes out to our *Managers*: Brian Cameron and Jim Williamson as well as our *Supervisors*: Gerald Leboda, Mary Sorenson, Dennis Michener, Beverley Utley, Tracey Flynn, Don and Gloria Ford and James Spicer.

We look forward seeing all the advancements in next month's newsletter!

K Don't Forget Convention is January 18th through 21st in Salt Lake City, Utah. Make your plans now - tickets will be going on sale in May!

Product Knowledge - Did You Know?

Did you know that calcium hydroxyapatite (one of the main ingredients in Osteo Solutions) is used by surgeons to replace bone mass in the body during surgery. The hydroxyapatite originating in a powder form, is combined with a small amount of water and is kneaded into dough similar to clay. The compound is then applied to the area that the bone was removed such as a section taken from the skull for facial reconstruction. The hydroxyapatite moulds with the original bone mass to fill the area and become just like the original bone. With Osteo Solutions it's just like having "Bone in a Bottle". - *Source Discovery Health Channel*

Business Knowledge - What Do You Think?

The Million Dollar Close. The gentleman who developed this sophisticated technique is one of the best recruiters in network marketing. During his first three years in network marketing, he averaged over 60 new distributors per year. He now has a network of more than 15,000 people worldwide and earns more than \$200,000 per month.

The million-dollar close is probably the simplest technique you can use, yet it rarely occurs to network marketers that closing can be this simple. After a complete presentation, simply ask "What do you think?" It is simple and duplicatable. You and your downline distributors do not have to be veteran salespeople to use this close. In fact, you don't even have to have a good memory. Just remember four simple words that have generated millions of dollars of income for distributors all across the country, "What do you think?" - *Successful Network Marketing for the 21st Century* by Rod Nichols



Nichols Corner - Suggested Readings

“The Greatest Networker in the World”
by John Milton Fogg.

This best-selling classic on network marketing has inspired millions to succeed in America's fastest growing industry. Here is the story of a young man on the verge of quitting the business, who discovers that the secrets of MLM success lie within him. It's a story that has changed many lives. Will it change yours?



Karl and Signe give this book “two thumbs up”. The book is inspirational and motivating as well as easy and fun to read. Gives you a good idea of just how good it can really be

with lessons you can use in your everyday networking business.

Keep your eyes open for a copy of Network Marketing Lifestyles. As we understand, their June/July issue will have Neways' Convention highlights.



Training Review

Assembling Wealth Building Kits

1. Have copies made of:
 - a. "Important Notice" page onto Ivory colored paper for emphasis.
 - b. "Advanced Business Training Course Description".
 - c. "Order Form for Advanced Training Course".
 - d. "Order Form for Mailing Lists and Wealth Building Kits".
 - e. Optional "Order Form For Mailing Lists" from Dwight Benson.
 - f. USA or Trinity Printing Order Form for Sales Letters
 - g. Blank "Order Form for Neways Products" (with Sponsor's name and I.D.# filled in).
 - h. Suggested 1st Order #1 Form (with Sponsor's name and I.D.# filled in)
 - i. Suggested 1st Order #2 (with Sponsor's name and I.D. # filled in)
 - j. "Independent Distributor Application & Agreement" (with Sponsor information filled in)
2. Staple together items **b. through j** in order.
3. Take one Neways product Catalog #0710 including price list; one Compensation Plan Brochure #0142; one Longevity Brochure #0079 (that you order from Neways) and the stapled information. Place the Important Notice page on top of all information and seal in a 9x12 white catalog envelope.
4. Open Wealth Building Book ordered from Kurt Meyer, write name and phone number in space provided. Also write a personal note on a sticky yellow note, or equal, thanking prospect for ordering and that you are looking forward to talking with them. Place note on page one of blue book.
5. Place Wealth Building Book and 9x12 white envelope in Priority Mail Envelope (#EP14F) and seal.
6. Put the Priority Mail Envelope and videotape ordered from Kurt Meyer in Priority Mail Box

(#0-1097). Add packing if necessary -great way to recycle your newspaper!

7. Seal, address and stamp and get it on its way (preferably same day if possible).
8. Make confirmation call that package is on its way.
9. After seven days make follow-up call to sign up new distributor!



Personal Notes:

I have found it advantageous to have a few envelopes assembled and sealed on hand for orders and the Blue Books personal information already filled out. This way when I get a kit order it only takes about ten minutes to get it ready to mail.

When ordering U.S. Mail supplies, don't forget to order your personalized Overprinted Labels (#228C) and have a few small Priority Mail Boxes (#0-1096) on hand just in case you need to box an unwrapped video tape.

For Priority Mail Services call 1-800-222-1811.



Contact Us

We're always available for questions or three-way calls (except Fridays – date night!). Send us your email address if you have one and be the first to receive our newsletter via email!

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To get on Michael D'Avolio's email blast send an email to him with your email address and Neways I.D. number.



Suggestions

Contact us with any ideas, information or book reviews you would like to see on upcoming Newsletters!