

*“Do The Thing And You Will Get The Energy To Do The Thing” – Emerson*

### Look What Happened in July!

**Executives:** Dave Best, Billy Hubbs, Thomas Stepanek, Carter and Jan Reese, Barbara Tunks, Charles Hubbs, Gloria Botrell and Donna Hinkle

**Managers:** Leif Ove, Heather McTigue, Eric Turpin, Sharon Ann Bergeson, Jerome Bischel, Jon Carter, James Madison, DF Enterprises and Stan Crum

**Supervisors:** Monique Gagnon, Earl Damron, Mary Seward, Gary Chambers, Ernest Van Beek, Larry Poquette, Ronald Clevenger, Brian Fuller, Richard Frato, Alva Belshan, Susan McDonald, Richard Hettinger, Peggy Walker, Katie Lund, Tim Maguire, Ginko Yoneda and Larry Horn

*Please Note: All rank advancements and name spellings are for the month of July as defined on our Neways Downline Report*

New Distributors for July	101
Total Distributors for Group	2330

*Great month for July group! Anyone who has ever been through a Summer with us, knows things move just a little bit slower but you all are doing just great!*

### Words for Thought

A little tip for by your phone...when you're talking to a prospect or someone in your organization.

Get a fat magic marker, or use your computer if you're artsy, and put these three questions in plain view for you to see whenever you are speaking with a prospect or someone in your organization about the business or product/service. OK? These are the questions to ask yourself while on the phone:

- A. DO YOU REALLY WANT TO MAKE IT BIG IN THIS BUSINESS?**
- B. DO YOU WANT IT IN YOUR LIFETIME?**
- C. WILL THIS PERSON HELP YOU GET THERE NOW?**

Then decide how much more time to spend with the person. Remember, do you want to do therapy or find people who are already inclined your way?

By Kim Klaver, AKA Ms. Sud For people who want to build a giant heap with or without their friends, family or neighbors.

<http://www.mlm911.com> 816.333.6619

### Training Call Announcement

The next Woods-Nichols training call is scheduled for Monday, August (not July) 26 at 6:00 p. m Pacific Time!

**Dial (620) 584-8200, access # 9649**

### Why Maximol Solutions

Submitted by Norman Woods

Today everyone on the planet is deficient in trace minerals. Neways' Maximol is the answer, with 66 Trace Minerals with Heavy Metals removed, 16 Vitamins and 19 Amino Acids with Fulvates for better absorption. Trace Minerals and Amino Acids are the spark plugs of the body!

The difference between Maximol Solutions and Mineral Solutions is that Mineral Solutions only contains the 66 Minerals and does not contain Vitamins and Amino Acids with Fulvates like the Maximol Solutions does.

Using the Raspberry-flavored Maximol has its benefits too as Raspberry contains antioxidants that help protect the body and assimilate the minerals. Use Maximol Solutions and get Super Charged!

### Changing Direct Ship Orders Online

Rick Nolting, a distributor in Illinois, suggests that everyone please be aware that if you change your direct shipment order online, that it needs to be done at least one day earlier than if you fax or call your order in as it takes Neways at least an extra day to retrieve the information off the online site.

### Convention Hotel Information

For Convention 2003, we (Karl, Signe, Norman and Mary) will be staying at the Salt Lake City Hilton, which is located directly across the street from the convention center.

The room rates with the Neways discount are \$109 per night. If you make reservations at this hotel, please inform either Mary Woods or Signe Nichols with your confirmation number so we can coordinate the rooms in the same location in the hotel. Do not ask the hotel to do this; we will be organizing the room locations ourselves and thank you Mary Woods for coordinating this information and getting the convention ball rolling!

## Ten Basic Uses for the Basic Ten

So you got the Basic Ten Essential Oils and you do not know quite what to do with them? We have had several questions about the Basic Ten this week so following is a list of general uses for the Basic Ten Oils:

**AgilityBlend:** Mix into Tangible Massage Lotion, Tender Care or the Mixing oil for a sore-muscle rub or problem area while sleeping such as a stiff neck or problem neck or chronic back or foot pain, etc . .

**Cedarwood:** Add to Silken or Ultimate Shampoo for oily dandruff control. Add to Refresh to help with acne or oily skin. Place a few drops on a cotton ball and keep in your closet to deter moths.

**Cypress:** Banishes fleas from dogs. Apply only to their bedding and not on them directly or make a mixture of 1 cup Baking Soda and 30 drops of Cypress, let set covered for 48 hours and dust pet bedding.

**Eucalyptus:** Add 25 drops in your washing machine when washing sheets and towels as it has been proven to kill dust mites. Add to air humidifier water to help with colds, stuffiness or sinusitis.

**Geranium:** Add 25-30 drops to the Endau to enhance the hormonal balance effects. Inhale to improve depression. Apply directly to heal cold sores.

**Lavender:** Apply directly to temples and the back of the neck for headaches or migraines. Apply directly to skin to sooth burns, bug bites and small cuts and abrasions. For sunburn relief, mix with Aloe Vera gel or apple-cider vinegar. Inhale or diffuse to help with emotional distress.

**Orange:** Mix with water or Radicate for a non-toxic ant repellent. Add to the Tangible Massage Oil or Skin Enhancer or Tender Care lotion to help with dry skin.

**Peppermint:** Put one drop on finger or back of hand and lick for an upset stomach, motion sickness, halitosis, and flatulence. Mix with the Tender Care for a cooling summer lotion.

**Tea Tree:** Apply directly to acne, planter's warts, and nail fungus. Mix with Eliminator and apply as a spray to control athlete's foot.

**Wild Rosemary:** Add Wild Rosemary to Shampoo or Conditioner to help control drying dandruff or mix with the Tangible Mixing Oil and massage scalp with it for more effective dandruff control. Inhale or diffuse for concentration, add to Refresh for an awakening shower!

## Personal Development References

*Financial Mindset:*

Robert Kiyosaki [www.richdad.com](http://www.richdad.com) 800.308.3585

*Network Marketing:*

Kim Klaver [www.mlm911.com](http://www.mlm911.com) 816.333.6619

*Phone Skills:*

Traci Bild [www.tracibild.com](http://www.tracibild.com) 800.640.0688

Michael Oliver [www.naturalselling.com](http://www.naturalselling.com)  
800.758.6989

*Personal Development:*

Bob Proctor [www.bobproctor.com](http://www.bobproctor.com) 800.871.9715

**Please send us your favorite references and  
"why" for the Nichols Newsletter.**

## The Wise, The Foolish & The Destructive

By Steve Shapiro, author of *Listening For Success*

**Wise Distributors:** Wise people respond to the light of truth. When you tell them your truth, they listen.

They think about it. They evaluate it reasonably and objectively. If it fits, they make changes. They have a desire to grow and learn. They know that seeing is better than being blind, even if it hurts. In essence, they are coach able. Wise people receive feedback with this attitude: "I will listen, take it all in. I can never be worse off by knowing more, even if I don't agree." Wise people chew the fruit and spit out the seeds.

**Foolish Distributors:** Foolish people reject the light. They don't want feedback. They don't accept coaching. They don't want to change and grow. They would rather experience the pain of staying the way they are than face the pain of changing. They trade short-term gain for long-term pain. Seeing hurts too much, so they would rather remain blind. Foolish people rarely even taste the fruit (maybe they'll take a bite or two). How many network marketers have wasted thousands of hours trying to turn a foolish person into a wise person? People can change, and they do change, but you can't change people.

**Wicked Distributors:** Wicked people destroy the light. They are the grumblers and the faultfinders. When they don't succeed they want to make sure that no one else does either. They're negative, they don't keep agreements, and they always have an excuse. Wicked people stomp on the fruit, hoping no one else will taste it either.

## How To Contact Karl and Signe

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