

# The Nichols Newsletter

December 2003

Edition No. 44

**“Do the Thing and You Will Get the Energy to Do the Thing” – Emerson**

## **November Rank Advancements!**

**Executives:** Hanna Dembinska-Nowak

**Supervisors:** Eunice Rasmussen

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

## **Top Ten Volumes – November**

1. Stephen and Helen Chodroff
2. Gary Whetstone & Melody Brining
3. George Recto
4. Richard Frato
5. Billie Hatzenbuehler
6. Barry and Iva Poole
7. Victor Angeli
8. Sylvia Chamlee
9. Ron Patee
10. Joseph Swofford

## **We Love Participation!**

Congratulations to Dolly Turpin for her testimonial in the new November/December Prime Time. Be on the lookout for Maverick Gaudreau's testimonial with picture in the March/April or May/June issue of Prime Time.

## **!!Training Call Announcement!!**

Tune In Live To Hear Trainer, Speaker and Personal Coach – David Neagle speak about goal setting and focusing on what you want!

**Monday, December 29<sup>th</sup> at 6 p.m. Pacific, 7 p.m. Mountain, 8 p.m. Central and 9 p.m. Eastern!**

Dial (620) 584-8200, access #9649

## **The Benefits of \$100 or \$150 Direct Ship**

1. You're using safe, effective products for you and your family and you're investing in your health!
2. You're buying from your own store!
3. You cannot rank advance unless you are purchasing at least \$100 in the qualifying month.
4. Your volumes accumulate faster on a direct ship program (example: To become Supervisor on \$100 DS = 10 months, on \$150 GDS = 6.6 months).
5. Neways is a product driven company and you cannot build your belief in the products unless you are using them!
6. Set the example for your organization – people will follow!

## **Compensation Plan - Piece by Piece**

### **Definitions**

**Multiplex (rhymes with basic-checks)** = volumes up to \$100

**Affinity (rhymes with Infinity)** = volumes greater than \$100

**Point Value (PV)** = the value assigned to each product

**Note:** On the Distributor Product Price List, there is a column indicating PV or point value. Most times the point value is the same as the Wholesale price although not always and there is no point value on Sales Aids such as brochures, etc . . .

**Personal Volume (also PV)** = the volume of product that you order based on point value.

**Personal Group Volume (PGV)** = the volume from the products ordered by you and the distributors in your personal group, excluding executives and their downline. Multiplex + Affinity = PGV

**Note:** To check your monthly personal group volume, check online or order a downline report from Neways (cost is \$5).

**Cumulative Volume** = the Personal Group Volume accumulated by you and your personal distributors (does not include PV from your Executives and their groups) from the beginning of your distributorship.

### **Becoming an Executive**

You can either . . .

**a)** Accumulate Group Volume in two consecutive calendar months or less exceeding \$4000. Or accumulate a Group Volume equal to or greater than \$6000 of which \$1000 is earned in the qualifying month.

**b)** Purchase in to what is referred to as the Executive buy-in or lateral transfer. This is a one-time purchase of \$850 worth of products (point value only) and a monthly Gold Direct Ship amount of \$150 in products. The \$1000 total purchase is done only once however you must stay on \$150 GDS to qualify for both checks.

### **Being an Executive**

Once you are an Executive, always an Executive!

### Qualifying As An Executive

After you become an Executive, it will be your goal to qualify as an Executive each month and that means that you have to have \$1000 in Personal Group Volume and \$500 in Affinity volume and be on \$150 Gold Direct Ship. Not qualifying does mean that you are not entitled to full percentages.

### The Motif and the Archetype

Every morning, the first thing I do without fail is ask myself “What can I do today to best provide service to everyone involved in our Neways business?” and each morning I ask myself this question, I have an answer – an answer that helps guide my day. The answer may be an email to the group or an individual or a phone call to a distributor or to an upline member. Every day it is something specific and I rely on this practice as it **always** takes me in the direction I need to go.

This morning, my answer was to complete and finish this newsletter and more specifically the answer was to communicate to each of you the one thing that has made the most difference in our Neways business - the one thing that has steered us in the right direction, the one thing that Karl and I believe has made the difference and continues to make the difference between succeeding and failing with Neways!

As I thought about this subject further, I also started to think about not just our success but the success of Kurt and Gail, Dwight Benson and Norman and Mary Woods because it is one thing to say that we (Karl and Signe) have been successful but one out of many being successful can be an anomaly in any sort of business or venture but the fact that four of us in a row have been extremely successful, that really says something.

Pondering further, I was thinking about two words in written literature: motif (a dominant theme or central idea) and archetype (an original model or type after which other similar things are patterned; a prototype). I began to think about what the motif and the archetype may be for Karl and I and this is what I came up with:

The first Neways convention Karl and I attended was in Long Beach, California in 2000 and attending Neways conventions as many of you know are exciting and motivating and fun but I believe that many, just as ourselves, go quite often to find out how others “did it”, how others “got there”. I have to admit, this was on our minds and what we noticed over and over again was each and every single Diamond who gave a speech on stage

that weekend, attributed their success to Bob Proctor’s seminar **You Were Born Rich**. It was the motif of the convention and it was the archetype that Karl and I wanted to follow. I can also tell you that any of Bob Proctor’s information is definitely the motif which runs through the success stories of this group and the archetype to follow if you want to be successful – and not just successful in your Neways business alone but in your life.

A week prior to writing this newsletter, my answer to my morning question was to have a conversation about how to help our group with a wonderful man named David Neagle - in my opinion, David and his wife Jayne are about as close to a great source (Bob Proctor) as one can get! Further, David does a tremendous job of explaining this effective type of self-development as anyone I have come across.

The first thing you will most likely notice about David is his commitment to getting things done – and done today. Not tomorrow, or next week, or next month but now and not by coincidence the name of David and Jayne’s company is Life Is Now which pretty much sums up David’s way (why put off until tomorrow what you can get done today). The second thing you would probably notice about David is his very strong commitment to helping others succeed and get what they want out of their lives. This commitment is very apparent each time I speak with him – he always seems to be asking “how can I help **you**?”

So, to start or continue with this effective motif and archetype which works for so many in this business (especially in this group) please join us and David on our December 29<sup>th</sup> conference call. Together with David’s help, we will set goals for ourselves based on what we want, where we want to go and what we need to get there! It should be a powerful call and I would highly suggest being “live” on this call.

Further, please encourage everyone in your groups to be on the call as there is nothing like leveraging your time especially this time of year. And, this could possibly be your answer to your question of “What can I do today to best provide service to everyone involved in my Neways business?”

### How To Contact Karl and Signe

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