

The Nichols Newsletter

December 2005/January 2006

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

Nov/Dec Rank Advancements!

Managers: Audrey Long, Hui Gee, Wendell Andres, Gary Van Leeuwen, Phyllis Milligan, Kevin Larch

Supervisors: Paibul Udomratana, Mary Singletary, Sandra Mironov, Robert Smith, Barry Poole

Top Ten Volumes

November	December
1. Mike & Geri Caldwell	1. Shirle Sherwood
2. Shirle Sherwood	2. James & Mary Long
3. James & Mary Long	3. Silvia Chamlee
4. Billie Hatzenbuehler	4. Scott Wade
5. Karen & David Sandler	5. Mike & Geri Caldwell
6. Scott Wade	6. Karen & David Sandler
7. Katie Booth	7. Tammy Wiggins
8. Danice Cash	8. Helen Chamlee
9. Silvia Chamlee	9. Ron & Bon Keever
10. Helen Chamlee	10. Beverly Long

Happy New Year 2006!

Karl and I hope you had a wonderful holiday season and that your Vision for the upcoming year is as beautiful as ours is!

With so many of us having financial goals set for 2006, this December/January Newsletter is All About Money. We're all in business to make money so we can improve our lives, our family's lives and even the lives of others.

And just like with the Neways products, the better we understand how something works; the better we can talk about it, the better we can explain the benefits and ultimately the better we can help someone else and in turn reap the personal rewards.

So, in your quest for financial freedom, we suggest learning everything you can about earning money. That includes learning how the Neways compensation plan works, what its benefits are and why it is truly one of the best compensation plans in network marketing!

We also suggest learning how to earn money and as T. Harv Eker explains in his book Secrets of the Millionaire Mind: Mastering the Inner Game of Wealth unless you have the right financial mind blueprint, you most likely will always struggle with your finances.

In this newsletter, we've included definitions of different types of compensation plans and a comparison of how we compare to other plans on the market. For your reading or listening, we highly suggest picking up a copy of Secrets of the Millionaire Mind and here's to a prosperous 2006!

Types of Compensation Plans

Note: The descriptions of the plans are a shortened version written by Kurt Meyer. The company plan types are according to www.mlminsider.com.

There are 5 basic types of plans in network marketing. The Stairstep Breakaway, the Unilevel, the Matrix, the Binary and the Hybrid (this is a plan that is a combination of several other plans).

The Stairstep Breakaway was the first type of plan developed. Most Network Marketing millionaires made their money in this type of plan. It definitely favors the full timer. Historically, this has been the best plan for long term residual income; however it's been at the expense of the part timer. In most cases it is difficult to keep the part timers in the program because it takes so long to make money. The Breakaway has fallen out of favor in the last few years because of this problem. Side note: All of the companies that have made it long-term have this type of plan.

Examples: Youngevity, Watkins, Sunrider, Shaklee, Prepaid Legal, Pampered Chef, Pharmanex/Nu Skin, Juice Plus, Nikken, Herbalife, Forever Living, Avon, Amway, Beauty Control, Arbonne

The Unilevel plan is a part timers plan all the way. It allows a person to come in and make several hundred dollars right away. However, its shortcomings are that it doesn't provide the leaders the opportunity to make truly big money (\$100,000 or more per month) so you don't have the leadership. It's every man for him self. Historically, Unilevel plans will grow quickly, earning their participants reasonable money, then start to unravel because of lack of true leadership.

Examples: Young Living, Xango, Tahitian Noni, Sea Silver, Oxyfresh, Master's Miracle, Life Force, Cookie Lee, Creative Memories, 4Life, Eniva (Vibe), Voyager

The Forced Matrix is what I call the "something-for-nothing plan". It attracts people who are told about some heavy hitter above them that is doing all this recruiting, so they sign up and don't do anything. They wait for the spillover to make them rich. You end up with a whole bunch of deadbeat distributors taking up space in your matrix and you don't make a dime. If you are joining a program and counting on spillover to make you money, you are wasting your time. It rarely happens. I don't consider this type of plan worthwhile.

Examples: World Health Power, Nutronix, Debt-free America

The Binary plan can generate big dollars quickly, but there is no long term residual income. Most of these plans require a one time fee to join, so there is no monthly purchase to generate long term checks. The attorney generals have shut down many of these plans, and they could very well be outlawed someday due to their resemblance to a pyramid scheme.

Examples: Usana, Vision for Life, Synergy, Isagenix

The Hybrid plan. There are a few pioneering type companies that have recognized the problems and limitations of the standard compensation plans and have put together a plan that addresses these issues. These are called Hybrid plans. They take the best of the Stairstep Breakaway and the Unilevel and eliminate the weaknesses. This allows the beginner the ability to earn money quickly, plus gives the opportunity for the full timer to make big money. The new person needs to be able to pay for their product purchase with about 5 people and needs to be able to make at least several hundred dollars per month by signing up 3-5 people and having about 12 people in their group. The plan also needs to allow the leader to realistically make \$100,000 per month. This is what will keep the company in business for the long term.

Examples of companies which are Hybrid plans: Neways, Nature's Sunshine, Mannatech, Multipure, Freelif, Forever Green

Aren't you glad you're with Neways!!!!

How Does Neways Compare?

Here's an interesting little chart that was created by another company called 4Life Research. 4Life Research is an MLM known best for their immune system boosting Transfer Factor product (which by the way, Neways **had** one similar at one time). They have a total of 6 products and are a Unilevel plan. Here's what they said,

"The following shows the residual bonus dollars that are generated with 20 people in each program, generating a total of \$2,000 in volume in one month. That's 4 distributors on the first level, and 16 on the second level, who have all ordered \$100 of product."

Amway \$30
Sportron \$80
Morinda (Tahitian Noni) \$80
TPN \$100
Enrich \$100
FreeLifeEnrich \$100
Pangea \$100
Life Plus (Juice Plus) \$132
Melaleuca \$140
HTN \$140
Cell Tech \$148
New Vision \$160
Nutrition for Life \$163
TriVita \$168
Body Systems Tech \$180
Natural EFX \$192
Kaire Int'l \$200
Neways \$212
Voyager \$327
4Life Research \$420

Notice where Neways is in the line up! This information is true for how the Multiplex portion of the Neways compensation plan works (we cannot verify the other information) yet it doesn't even include our Affinity or Leadership bonuses as part of our Hybrid plan. Voyager is a nutritional/personal care products company and just like 4Life it's only a Unilevel plan!

Aren't you glad you're with Neways!!!!

We sure are!

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