

# The Nichols Newsletter

February 2005

Edition No. 58

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

## **January Rank Advancements!**

**Managers!** Mike Workman, Charles Dolinger, Beverly Long, Ernest Cheeka, Glenn Weybright, Larry & Grace Huling

**Supervisors!** Gary Van Leeuwen, Rebecca Redger, Deirdre Anderson, Melcina Dudley, Chessy Latendresse, Janine Snyder, Jerry Lankford, Mary Klinke

## **Congratulations Rank Advancements and Top Ten Volume Winners!**

### **Top Ten Volumes – January**

1. Danice Cash!!
2. James Long
3. Billie Hatzenbuehler
4. Laurent Gaudreau
5. Victor Angeli
6. Iva and Barry Poole
7. Richard Frato
8. Karen and David Sandler
9. Eddie French
10. Jim Purvis

### **Words For Thought**

“The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood, who strives valiantly; who errs and comes short again and again; because there is not effort without error and shortcomings. He who does actually strive to do the deed; who knows the great enthusiasm, the great devotion, who spends himself in a worthy cause, who – at the best – knows triumph in the end and who – at the worst, fails while daring greatly – he knows his place shall never be with those cold and timid souls who know neither victory nor defeat”

- Theodore Roosevelt -

**Read at Convention 2005 by Eric Marchant,  
International Directing Manager**

## **Working with Presentations**

With the Just Imagine presentation now available to make all of our presenting jobs easier, here are a few pointers about presentations and meetings from Mark and Rene Yarnell in their book Your 1<sup>st</sup> Year in Network Marketing.

1. Large hotel meetings don't work unless used periodically as a supplement to regularly scheduled in-home presentations.
2. Weekly hotel meetings are ineffective and not easily duplicated because they are expensive, create codependency, can be embarrassing because of no-shows, are not private, do not exemplify freedom, often create the illusion of saturation, and do not encourage personal development.
3. Most of your time should be invested in face-to-face prospecting, telephone calls, and in-home presentations.
4. It's proper to create curiosity about network marketing when inviting people to your home for a business presentation, but it's never proper to deceive them about your intentions.
5. Successful meetings revolve around the fundamental MLM principle of duplication.
6. When doing a recruiting meeting, the quality of your environment is a fraction as significant as your enthusiasm.
7. Expect about 50 percent of the people you invite to meetings will not attend, even after promising to do so.
8. Any meeting that cannot be replicated by the least articulate and successful person in your downline is ultimately doomed to failure.

### **Upcoming Product Talk Calls**

You're all welcome to join us every Saturday at 9:00 a.m. Pacific Time for Product Talk.

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

### **Upcoming Calls:**

Margie's Core 4 – 2/26

(Green Qi, Maximol, Omega 3, Revenol)

## **Acne and The Neways Facial Products**

1. Wash face with 1st Impressions Cleanser or Extra Gentle Cleanser, rinse thoroughly. Add two to three drops of Tea Tree oil if desired to cleanser.
2. Either spray Eliminator or apply Eliminator with a cotton pad all over face, neck, chest to help fight bacteria. Allow to dry completely.
3. Apply Imperfection Lotion only to blemishes, scars and acne areas. Allow to dry.
4. Spray Resurrection Bio-Mist on face, neck and chest (problem areas). Allow to dry, massage into non-acne areas (around eyes, etc . . .)
5. For additionally dry skin, apply Skin Enhancer minimally to dry areas of skin before or after applying resurrection bio-mist.

**Other Tips:** Drink plenty of clean, fresh water daily; launder bedding (especially pillow case) frequently.

For more challenging blemished skin, try internal cleansing such as using Feelin' Good and Purge as defined below.

### **Product Knowledge – Using Feelin' Good and Purge**

According to Cathy Giliadi in her book Simple and Essential, A step-by-step Guide to Natural Healing with Essential Oils, “Most of us have parasites. If you have ever lived with animals, on the farm or at home, you have them. If you eat meat, especially pork (pepperoni pizza?), you have them. Even just being around people at school or in the workplace can infect you.” Yuck! She goes on to say:

“Parasites love congested bowels, and most of us have them because we eat improperly. Animal foods and sugar are favorite parasite foods; they eat before you do! Worms can cause underweight, irritability, itching, headaches, lack of concentration, flatulence, teeth grinding, large abdomen, and much more.”

To help get rid of worms, Cathy suggests using an herbal combination and Neways' Purge is just that kind of product.

Purge has been formulated to provide the ingredients the body may need in its fight to eliminate potentially dangerous parasites. Parasites also steal your bodies needed nutrients, leave all kinds of unwanted bacteria, disperse toxic by products, and throw your homeostasis (balancing of systems) off and the symptoms may not always be obvious. Purge can potentially help your body create an environment these parasites find

undesirable, providing a naturally occurring flora and biosystem that help your body function properly according to the out-of-print Neways Health Care Practitioner's Guide.

#### ***Why Feelin' Good with Purge?***

Distributor June Milich (who has had several years of experience with anti-parasite products), highly suggests preparing the intestines by using Feelin' Good before taking Purge. “Depending on a person's health, taking Feelin' Good, [Neways' fiber product], anywhere from a week to a month prior will help clean and prepare the intestines and also help the body eliminate more effectively.”

June further mentioned that because the Western diet is so low on high fiber foods, Feelin' Good helps remove the mucus plaque where parasites like to live.

Other products she suggested to use on a regular basis to help with anti-parasitic activity are the Green Qi which helps the body neutralize - as an acidic environment welcomes parasites!

Also, she said to be sure to take Maximol Solutions which helps to put nutrition in the small intestines where it is absorbed best.

What did June say she likes best about Neways' Purge and Feelin' Good? “They are food based products, containing nothing harsh and are gentle to the body unlike so many other products on the market.”

For best results, take two Feelin' Good tablets three times a day with breakfast, lunch and dinner.

For Purge, take 3 tablets in morning, 2 tablets at night for 25 days, interrupt for five days, then take five daily for an additional 25 days. A maintenance program of 1 to 2 tablets of Purge in the morning is also suggested.

Cathy Giliadi, as mentioned earlier also says that, “you can support parasite removal by rubbing the person's stomach and abdomen with a standard dilution of eucalyptus, lemon, chamomile and thyme.”

In addition, worms hate garlic, so make it a habit to use plenty of garlic when you cook. Not so fond of cooking with garlic? Not to worry, garlic is one of the main ingredients in Purge.

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