

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

Look What Happened in December!

Senior Executive: Russ Peterson!!!!

Executives: David Kuhlman, Ron Nourse, Joyce Hohnstein, Karen McGowan, Greg and Gina Sanders

Managers: Christene O’Toole, Robin Halnan, Gerard Jankowiak

Supervisors: Carl Fischer, Ruth Stewart, Jule Jenkins Jr., Bobby Jenkins, Chris Weaver, Julie Earl, Stacian Beyer

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

New Distributors for December	48
Total Distributors for Group	2641

!!Training Call Announcement!!

The next Nichols-Woods training call is scheduled for Monday, January 27th at 6:00 p. m Pacific Time, 7:00 p.m. Mountain Time, 8:00 p.m. Central Time and 9:00 p.m. Eastern Time!

Dial (620) 584-8200, access # 9649

We will be going over 2003 Convention highlights!

Product Knowledge: Did You Know

Why Shower Gel and Not a Bath Bar?

When Karl first started ordering products from Neways, I wondered among other things “Why does Neways only make this bath and shower gel stuff, where’s the old bath bar I am used to?” I was used to the soap bar and it did take a while to get used to using the gel, as it was different!

Of course now there is no question as to whether I like it or not. The cleanliness of it, the way it washes clean from the tub for less cleaning and scrubbing, the way it makes my skin feel and improve – nothing better! Not only that, when Dee Mower was here in Arizona just this year, we actually found out one reason why Neways does not make a bath bar.

Because . . . most bath bars are made with animal fats and animal by products which attract bacteria so when one showers using a bath bar, bacteria from the body attaches itself to the bars which is good for cleansing a body. But the problem is that the bacteria sticks to the bath bar and lives on the bar as it sits there in the shower and

grows more bacteria feeding off the animal fats in the bar of soap. Gross! However, this makes sense as to why almost all anti-bacterial soaps on the market are in either liquid or glycerin form.

So, if someone asks you why the shower gel is a gel, I gave you one reason which may help and we have many customers who after learning this little bit of information, never go back to those conventional bacteria-generating bar soaps!

Are You Willing to Form the Habit of Doing Things That Others May Not Want To Do?

There is a great speech written by a gentleman named E.N. Gray called The Common Denominator of Success. In this speech, which Billie Hatzenbuehler had sent to Karl and I at one time, Mr. Gray makes his case for what he has found to be the formula for success: **Forming the Habit of Doing Things That Failures Don’t Want To Do!** And, I too believe that it is often just that simple.

As an example of this, our 14-year old plays the piano and frankly he hates to practice, which is no surprise - who likes to practice? But in order to master the piano, one does not sit down one day and just start playing like a concert pianist. It takes time and practice and study and practicing is definitely something that most people are not willing to do but *those who are successful at the piano are those who form the habit of doing things that others do not want to do:* practice the piano.

This may be the same for anything. Many times we see successful people and we think how easy it was for them to get there, they make it look so simplistic and they must be talented or special or had all the breaks. We say many things to justify why they have something we don’t and again probably it just comes down to the fact that *they were willing to do things that we were not.*

Bigger examples of people who were willing to do things that most are not willing to do are pop-star Madonna who before she succeeded ate out of garbage bins at McDonald’s as she was so determined to make it in the entertainment world that she was not about to get a regular job. Also, Robert Kiyosaki, author of Rich Dad, Poor Dad, and his wife Kim were willing to be homeless at

one time because they were determined to succeed without working for someone else. These two examples are of successful people who chose to do certain things that most of us would never do in order to succeed at what they really wanted and formed the habits that took them where they wanted to go.

To succeed at your business, are you willing to form the habit of doing things that failures don't like to do? Below is a list of things that we have noticed over the years that some are *not* willing to do to succeed:

Calling Their Downline on a Weekly Basis; Calling Their Upline for Help; Being on \$100 or \$150 Direct Ship; Listening to Conference Calls; Investing Money; Investing Time; Working on Self-Improvement; Calling Prospects; Talking to People They Don't Know; Following Up With Prospects; Doing Three-Way Calls; Communicating; Studying The Advanced Training; Studying Network Marketing; Studying the Products; Learning How To Talk On The Phone Better; Studying Anything that Would Improve Their Business

These don't seem so bad do they? Form some great habits this year so you too can succeed at what you really want!

The Fine Art of Listening

During the holiday break I had a call from my best friend Karen who lives in Missouri and whom I have been a great friend with since we met in college about sixteen years ago. After we had talked for a good hour and a half catching up on our lives and our kids, I hung up the phone completely pleased, as I always am, to have talked with her.

Being the analyzer that I am (something I learned about myself in a recent seminar) I started thinking about what a good friend she was and even though I have not known her as long as some of my friends from elementary school, that she and I have been closer from the beginning than I ever was with them.

I was then thinking about what made some friends closer than others. Of course similarities and things in common always help but I really came to the conclusion that Karen and I were such good friends because Karen really listens to me. She adds comments and asks me questions such as "Tell me more." or "Why do you think that?" or "What else happened?" while I am talking and she is genuinely interested in what I have to say. She is also one of the few friends that I have that asks

about our business - you know, that network marketing "scam" we're doing - as many of my friends just avoid this subject as if I am going to prospect them or make them do something they don't like - please.

Another point on listening is that I have also had the pleasure of watching my Grandmother, who I consider to be somewhat of a social genius, do something somewhat unique with everyone she comes in contact with. She immediately asks them questions about themselves and makes them feel as if they are the most important person in the world. People are still drawn to her like a magnet and want to be around her and I'm sure partly because she listens and partly because when she finally does speak, she has something interesting to say about herself. Peers of mine continually ask about her and wonder how she is doing at 81 now and I have to admit still listening to and charming people wherever she goes.

In relating listening to your businesses where the saying goes "People like to do business with people they Know, Like and Trust" I think you would agree that listening is doubly important. So really listen when you are conversing with someone whether it be a new prospect, a product user, a current distributor or even just a friend who may be a future distributor and try really listening by not just hearing the words but understanding what they are saying underneath and share about yourself personally and bond with that person so they want to be around you. I also believe that people trust people who listen to them without judgment and with interest.

Some other hints are don't try to think about what you're going to say next while they are talking and don't try to talk them into something different and change their opinions but listen to where they are coming from and try repeating tidbits of what they have said to show you are listening. You can address their concerns but don't try to change them, try instead to listen and be their teacher by example.

For more reading on developing your listening skills, try Steve Shapiro's book Listening for Success or visit his website at www.steveshapiro.com.

How To Contact Karl and Signe

24016 N 65th Avenue, Glendale, AZ 85310-3479

Business Phone: (623) 594-9554

Fax Number: (623) 594-9544

Email: karnichols@cox.net, signenichols@cox.net