

“The only thing that will grow is the thing you give energy to.”  
-Emerson

### **Congratulations - You go Group!**

First of all, we would like to congratulate our upline Sponsor - Dwight Benson. Dwight made Presidential level this month! Great job Dwight, keep up the good work and we can't wait to see you go Diamond!

We would also like to congratulate all the new *Executives*: Linda Hall, Ron Castillo and Roger Paquette; the new *Managers*: Gerald Leboda and Daniel Brown and the new *Supervisors*: Libby Keeling, George Dunagan, Sonya Fowler.

**Keep up the Persistence and Perseverance -  
you're on your way to the top!**

### **KWords For Thought**

“Successful networkers build their businesses on their ability to shut out every negative influence around them whether internal or external, and stay the course with clear vision, focusing intently on their goal and plan of action.”

- Your First Year In Network Marketing,  
Mark and Rene Yarnell.

### **Product Knowledge - Did You Know?**

This month for “Product Knowledge – Did You Know?” we are pleased to feature an article and testimony regarding Neways’ Essential Oils. The piece is written by a distributor in our group from New Mexico: Donna West. Donna and her husband Ken have been distributors for approximately 13 months and have been using essential oils in their home for the past six months.

Please enjoy Donna’s words as follows:  
“Dear Reader,

Essential oils bring comfort into our home and a conscious awareness of the spiritual and physical needs in the family. We are often reminded of the biblical laying on of hands as we massage oil on tired feet, sore muscles, a congested sinus or chest; as well as the scrapes, bruises and insect bites that follow active children.

Recently our children and grandchildren came from the humid south for a Summer visit here in the high desert of New Mexico. It is a given that not far from every door there is cactus. Our six year old Jessalyn slipped and fell on a fallen fragment of one. Her screams and crying brought us all running. Her mother immediately pulled numerous needles from Jess’s leg, cleansed her skin and applied Tea Tree Oil. Only then did Jess stop crying; a smile followed with, “It doesn’t hurt anymore.” How precious such a moment is.

Other than God, love and a well-cooked meal there is very little more comforting, healing and preventive than Neways’ Essential Oils. Will we always have essential oils in our house? You will lose your Yankee dollar if you bet no.

Are you interested? Learn all about oils in Cathy Gileadi’s book Simple & Essential \$17.95, item #0007. You will read about age-old uses of essential oils down to the present. Many of the basic oils are featured with a list of the conditions each one treats and the effects of it’s use. Included also are important safety precautions and dilution guides for mixing. This book stays on our coffee table for daily reference. If there are more than two readers in your household, you may want to chain it down!

Other excellent resources to begin your journey: Gentle Touch of Aromatherapy, video \$3.00, #9151; Aromatherapy with Darick Mower, Video, \$3.00, #9153.

Respectfully, Donna West”

Thank you Donna for your wonderful words!

**Scenting Products with Oils.** Since most Neways’ products come unscented you may choose to add essential oils to create a subtle scent. Oils work combined with such base items as Refresh Bath and Shower Gel, Tender Care Hand & Body Lotion, Endau and Tangible Massage Lotion. Possible oils could be Sandlewood, Peppermint, Lavender, Lemon, Patcholi or Cedarwood.

Donna reminds us to never mix oils in plastic bottles and to understand the properties of

the oils as some may aggravate certain conditions (i.e. Rosemary may aggravate Asthma). She also suggests using approximately 10 drops of oil to every 1 oz. of base product. Happy Scenting!

## Training Review – SoundWays and Benefits of Direct Ship

*SoundWays* is a great way to keep in touch and to hear up-to-date group information. We suggest checking messages 2-3 times a week to keep up with current events. Get with your Sponsor if you need assistance getting set up in SoundWays. Use the toll-free number to save on long distance charges (800-233-3451).

**Benefits of Direct Ship:** 1.) Distributors who enroll in the Gold Leadership Club and receive monthly 150 point Direct Shipments (Gold DS) qualify for Multiplex and Affinity Bonuses each month they participate.

2.) The more Distributors in your downline on GDS, the quicker you can accumulate point value and reach Executive qualification. 3.) Maintaining Distributors on GDS helps maintain Executive qualification.

Don't be ashamed to encourage new sign ups and your downline to participate in GDS - it benefits them tremendously in their growing businesses. You may even consider selling products to your family and friends to meet that \$150 requirement. With all the great products, the greater challenge can be just staying at the \$150 per month!

## Nichols Corner - Suggested Readings

### *Rich Dad, Poor Dad*

What The Rich Teach Their Kids About Money –  
That The Poor and Middle Class Do Not  
By Robert Kiyosaki

There are so many things we are not taught in school about money, if anything at all. In *Rich Dad, Poor Dad*, Robert Kiyosaki illustrates the differences between what he learned from his Rich Dad (his friend's father) and his Poor Dad (his paternal father).

His Poor Dad believed in the traditional way of earning a living: get a good education, work a traditional job and move up the company ladder by being loyal and working hard. Unfortunately, this

belief leaves many of us just getting by and living in the "rat race".

In contrast, his Rich Dad believed that you should work hard at having your money work for you. Robert shares many things he learned from his Rich Dad including: the importance of strengthening your financial literacy, the history of taxes and the power of corporations, how the rich invent money, and how to work to learn and not work for money.



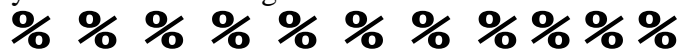
Karl and Signe give this book "two thumbs up". Robert's book tells a practical, gentle story that compares and contrasts the two different beliefs of his fathers. You'll learn just what to do with all your money in an understandable, easy way and you'll probably end up wondering "Why didn't anyone tell me that sooner?" Great suggestions for teaching your kids about money and how we can all get out of the financial "rat race".

Further your financial I.Q. with Robert's sequel *The Cashflow Quadrant*.



## Price List Changes

As some of you have already noticed, Neways no longer sends Distributor Price Lists with their catalogs. To receive price lists, you'll need to order them separately (#000120 Distributor Price Lists). They cost \$1.00 for 20. Also, remember to change your first and second suggested orders for your wealth building kits.



## Contact Us

### **Note: Karl and Signe have new email addresses!**

We're always available for questions or three-way calls (except Fridays – date night!). Send us your email address if you have one and be the first to receive our newsletter via email!

#### **Snail Mail us at:**

2209 East Janice Way  
Phoenix, AZ 85022

**Toll-free Phone:** 1-888-787-0461

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[www.neways.com/user/karl](http://www.neways.com/user/karl)