

# The Nichols Newsletter

July 2004  
Edition No. 51

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

## **June Rank Advancements!**

**Executives:** Richard Wolfrom Jr. and Audrey Platt!

**Managers:** William Feemster, Kent Sitte, Bruce Milburn, Jo Anne Fisher, Henry King, Josephine Dudley, Trish & Fred Knoke and Terry Johnson!

**Supervisors:** Kevin Harvey, Bonnie Satterfield, Laszlo Gorog, Clifford Clayton, Christina Mejias, Walter Varnhagen, Ian Balfour, Sandra Mathias, Bonnie Kriser, Rit Dorrington, Avril Paul and Michael Warner!

## **Top Ten Volumes – June**

1. Helen Chamlee
2. Renny Censhaw
3. Richard Frato
4. Sheila Myotte
5. Billie Hatzenbuehler
6. Patrice Walters
7. Sylvia Stewart-Chamlee
8. Gary Whetstone and Melody Brining
9. Laurent Gaudreau
10. Patricia Garrett

## **Congratulations June Top Ten Volume Winners!**

You all are awesome! Volumes are up, up, up! There were two times as many of you in the running for the top ten than there ever has been since we started this segment of the newsletter. Things are on their way and you are part of the action!

## **Announcing Convention 2005!**

Get ready distributors! Convention 2005 is for you! The dates are January 12 through 15 2005! The cost is \$285 per person. The place is Salt Lake City, Utah!

Our group has a vision of having ten tables of distributors. If you would like a seat at a table with Karl & Signe or Norman & Mary, please contact us soon. Diamonds are able to reserve a table early which means better seating closer to the stage.

Neways conventions are like nothing you have ever seen before. Don't wait to go to convention until your business pays for it, go to convention so the things you learn at convention pay for convention!

## **Phillip Day's Recent Endorsement of Neways**

Neways is endorsed by Phillip Day, international speaker and author of many health books such as Cancer: Why We're Still Dying to Know the Truth and ABC's of Disease. As you know, to receive the endorsement of a reputable expert in such fields as science and journalism is a huge accomplishment. When on tour, Phillip Day is often asked, "Why do you endorse and work with Neways and not other companies?" This is his reply:

"Great question. Firstly, we do of course work with other companies who are actively engaged in spreading the toxin free, natural health and disease prevention ethic, but **Neways is the only organization Credence Publications will endorse** – for one simple and straightforward reason. This American Company, now with roots in over 40 countries, is by far the market leader when it comes to addressing the environmental toxins issues and providing stunning and highly effective product alternatives.

Besides, I like the way Neways is run by biochemists and not altruistic Mother-Earthers. I have nothing against the latter, but there is a danger with such missions to throw the baby out and discount those genuine advances our modern technologies have bestowed for the benefit of all. I like the way Neways High Command is grounded in commercial science, for it knows from both sides of the fence where the abuses in industrial consumerism lie and what can be done effectively to put them right.

I like the way Neways is a people-driven organization. I like the fact that they do not live in corporate "Logoland". I enjoy the fun they have, the compassion with which they inspire ordinary citizens to accomplish extraordinary things. I like the way Neways distributors fail utterly to be cynical, strive to get the job done at all costs, go the extra mile, make the extra telephone call, and make midgets out of ordinary mortals with the giantism of their expectations. **Such people when united change the world.**" – Phillip Day

## **Leslie Dee Ann Make Up Tips**

To help lipstick last longer: Outline lips with a pencil (the dark sable eye pencil works for this too); apply lipstick with a lip brush; if using foundation, apply first and cover lips with foundation, then apply lip pencil and lipstick.

When applying foundation, use a damp sea sponge for best results [sea sponges carry fewer bacteria because they are easier to clean and can be found at local health food stores]. Sea sponges are also more flexible.

Blot on foundation with sponge as opposed to spreading on. Let dry and apply a second coat if needed or go back over problem areas. This foundation goes on fairly wet but will give you beautiful coverage and lets your skin breathe.

Add a drop or two of Eliminator mouthwash to the mascara to moisten and to fight bacteria

Feel comfortable that you are using very safe and very effective cosmetics!

## **Traveling with Neways Products**

This summer our family has been all over the place! We've been in San Diego, Santa Fe, Denver, Las Vegas, and Utah. I also believe we have been traveling for about three and a half weeks all together – we've loved it and we love the freedom this business provides us!

We also love having and using the Neways products as we travel as they keep us comfortable and healthy.

Some of our favorites this year have been the Rebound after-sun lotion designed for sun over exposure and sun burns. This lotion was wonderful for our over exposed skin and helped our sun burnt skin heal quickly.

Another favorite was the Peppermint Essential Oil and the Digestamin for our upset stomachs from some of those over-indulgences in food. Externally, we used a couple drops or Peppermint mixed with lotion and rubbed it clockwise on our stomachs. Internally, we used the Digestamin.

Close Shaving Gel worked wonders on stains in clothing when we couldn't do our laundry.

Megatonin and Lavender helped us sleep on those "not our own" and "hard to sleep in" beds.

And, not to mention the "can't live without" nutritional products that helped us keep our energy up, and helped us from acquiring any illnesses from those well populated airports, hotels, & restaurants.

**We love traveling with Neways products!**

## **My Favorite Product**

"Last year I had a terrible acne breakout on my face; my forehead, my chin, everywhere – it was so frustrating and I felt so embarrassed. I just could not figure out what was going on as I had used the same Neways products for over three years and nothing else had changed.

It was a terrible breakout and it would not go away no matter what I did. I got so desperate that I even tried some facial cleansers and a foundation other than Neways – they just made it worse! I finally called Product Specialists at Neways and they suggested trying Purge for acne.

I immediately ordered Purge, started taking it as it suggested on the bottle and by the time the regimen was complete, my acne breakout was gone, and I have yet to have it come back! I am so thankful that if my skin ever breaks out again, I know exactly what to do – that's why my favorite product [at least this month] is Purge!" – K.L., Colorado

## **Words for Thought on Leadership**

"Leaders and distributors face the same problems every day. Leaders don't become leaders because of lack of problems. They become leaders because of how they think and handle problems."

- **Tom "Big Al" Schreiter**, *www.fortunenow.com*

"The biggest challenge we have is to control our ego. Anybody who is at all involved in leadership need to understand this principle: it is amazing what can be accomplished when nobody cares who gets the credit."

- **Rita Davenport**, *speaker, network marketer, CEO*

"The difference between the person which charisma and the one with out is not personality, it's focus. "Charisma" is simply an intentional process of paying attention to others and placing them at the top of your agenda."

- **Dr. John C. Maxwell**, *author of The 21 Irrefutable Laws of Leadership*

## **How To Contact Karl and Signe**

**Address:** 24016 N 65th Ave, Glendale, AZ 85310

**Email:** [karlnichols@cox.net](mailto:karlnichols@cox.net), [signenichols@cox.net](mailto:signenichols@cox.net)

**Phone:** (623) 594-9554, Fax: (623) 594-9544

Success can be yours at

[www.wealthbuildingkit.com](http://www.wealthbuildingkit.com)