

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

Congratulations - You go Group!

Congratulations to this month's new *Executive*, Bennie Ellis!

We would also like to congratulate all of our new *Supervisors*: G. Lyn Bogle, Arron McGill, and Charles T. Brosnan!

Keep up the great work, keep your eyes on your goals and remember some months are just going to be slower than others.

We look forward seeing all the advancements in next month's newsletter!

KKeep it in Perspective. There are literally billions of people in the world. It is estimated that in the U.S. alone there will be 97 million people with a home-based by the year 2005. That means 3 out of 4 of us!

So, if you are discouraged that a certain person is not receptive to joining our team, just remember there are millions of other people who probably are. Try saying to yourself “next”, give it no more thought and continue on to find that person who really wants to work with you. They may just turn out to be your “big fish”!

Product Knowledge - Did You Know?

Eliminator Mouthwash is good for your mouth in more ways than one. Eliminator also works great as a spray to kill bacteria and toxins on your fruits and vegetables. Simply get a spray nozzle adapter from your local drugstore, keep a bottle at your kitchen sink and apply to all those fruits and veggies for clean eating!



Training Review - Developing Belief

Whenever we embark on something new, it invariably takes time to develop our belief in it completely. Often we begin with just hope. With Neways, we begin by hoping the products will work, hoping the company is a good one, hoping

the marketing system is the best, hoping that Network Marketing works and hoping that we have what it takes to succeed.

The process of moving from hope to belief does take some time and yet it can be one of the most important elements to succeed in any venture. Favorably, with the Neways products, company, and marketing system, that move from hope to belief is easily attainable.

The following is taken from Kurt Meyer's Advanced Training Course and is a great review of how exactly we can build that belief.

1. How to develop belief in the products: Use them! Convert Your Home to Neways Products. You must use, experience and believe in the products so you can tell prospects about them. You must become a product of the product. The only way you can talk to people about the products is if you use them. Educate yourself about the harmful ingredients. Read the Harmful Ingredients Tech Pack. Read the Home Brewed Cancer booklet. Listen to the Cancer in Your Home audio tape. Get the idea?
2. Belief in the company: Educate yourself about the history of Network Marketing by listening to the WIN tape. Watch the company video – Mission Possible. Read the Neways Corporate Profile. Read the manuals in the Neways Career Success Kit. Attend local training and national conferences. Don't forget to listen to our 5 minute quick overview at: 1-800-326-3051 and toxin alert message at: 1-888-316-1214.
3. Belief in the marketing system: Talk to other people in our group to hear success stories. Study this material over and over.
4. Belief in Network Marketing: If you don't understand how network marketing works, read the book, “Who Stole the American Dream” by Burke Hedges.



Neways University

Karl and I attended our first Neways University Training in Provo, Utah. The experience

was extraordinary and we highly recommend it to anyone interested in attending. The training included a tour of the Neways facility, very valuable information about Neways' products and marketing plans and great ideas and encouragement from some very successful Neways' distributors.

In addition, we met some really incredible people including Sonya Fowler, who works with us in Donna and Ken West's group. Sonja is a terrific woman with lots of energy, excellent business ideas and savvy! She is definitely a diamond personality and we know she's gonna do great!

We were also very pleasantly surprised by Norman and Mary Woods' appearance! We had no idea what-so-ever that they would be there. In fact, we had been working closely with them for over a year, knew their voices well but had never met them in person. You can imagine the surprise of hearing Norman's voice saying, "Hey, I recognize that voice." and turning around to actually see them in person! Thank you Mary and Norman for the wonderful gift.

4096 Club and Why?

At the Neways 2000 Convention in Longbeach, we were introduced briefly to the 4096 Club. At that time, we didn't have enough information for us to fully understand the power of this program or to see where it would fit in for us or for this group.

The 4096 Club can be a very effective marketing tool and at Neways U, we finally saw the possibility of it working for this group. We envision it in a similar system format, like Kurt's mail order system, but with the focus on the 4096 Club.

So, we are creating, with Kurt's blessing, a system similar to Kurt's Advanced Training System - 4096 Club style. This system will be a great turnkey system to offer to new or current individuals in your group who may want to work their warm market, local market or a different-type system in addition to the mailing system. It can be less expensive than mailing, but not necessarily easier.

There are many exciting marketing tools emerging from Neways to include with this new system. We are currently testing ways to market the system that will be included, with results, in the

4096 Advanced Training. We will keep you updated on the status of its completion.

Until then, if you are interested in learning more about the 4096 Club, order the 4096 Club Business System Kit from Neways (#0066). The price of the kit is currently \$24.95 and the enclosed video "Brilliant Compensation" is excellent!

How is it Going? \$9.97 vs. \$19.97

At Kurt's suggestion, we have been mailing letters with the Special Offer of \$9.97 (written on the letter) instead of \$19.97. After six weeks, we have found that the response rate has gone from 1 percent to 2 percent or better. Furthermore, the attraction of quality prospects has been consistently equal to the \$19.97 value. This rate change can give all of us more contacts per mailing. Expect the numbers to still hold at one out of ten sign up.

You may want to try this, if you are not already, until Kurt has his new letter available. He anticipates that we will get greater than 2 percent plus response rate with the new letter at the original rate of \$19.97.

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Contact Us

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:

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Email - Signe: siggers@worldaxs.net

www.4096club.com/member/moneyhoney

www.newaysonline.com/user/karl

To get on Michael D'Avolio's email blast, send an email to him with your email address and Neways I.D. number to m@indneways.com

Margie Aliprandi's Go Diamond Call every
Tuesday at 8:00pm MST 512-305-4646