

Fall 2004 Newsletter

Hi Everyone,

We are happy and excited to say Business is Booming! This means everyone is back from vacation and the lazy hazy crazy days of summer. They are recommitting to build their Neways business so they can take vacations whenever they want to in the future.

If you took the summer off from building your business, you may have missed out on some really good distributors. I know we got some great business builders signed up during this summer. I have heard the same from distributors who continued to build all summer long.

We had many distributors achieve rank advancements over the summer so they definitely continued to build. We recognize and appreciate all your efforts. You are the rising stars and award winners of the future. **Keep up the great work!**

Speaking of winners, let's all take the challenge!! Neways has launched another Executive Challenge. They are challenging distributors to earn 30 pts. to win an all expense paid week long vacation in beautiful Utah. Also they're offering a paid trip to Japan for the Japanese convention. Sign up online or call Neways direct. If you don't receive the e-newsletter call your upline leader for information on how to qualify. We've added the Challenge to our goal card how about you?

What are the successful business builders doing? We've been taking note of our most successful business builders and thought we'd share some of the secrets of their success with you.

1. They're focused and committed. They set a certain amount of time to work on their Neways business and do not become distracted by things like the Internet, TV (electronic income reducer), or other opportunities. They're committed to the Neways mission of using and telling others about the safe toxin free products. It becomes their passion!

2. They keep track of their new people coming into their downline way past 6 levels and give them a welcome call and make sure they have a leader who's working with them. They also remind all their new people to get on our Monday night conference call to get their training and find out more about the business. They find out their reasons why. They realize that at one time they were a prospect waiting for someone to call and help them get started.

3. They help their new distributors.

They always follow up with their shares and help them fill out the forms to get started. They congratulate their prospects for choosing Neways and eliminating the toxins in their environment. They lead with the assumption that this person is joining and is ready to get started buying shares and product.

They do 3 way calls with their new people. They help them make their first \$100 DS order and answer questions on what products they're interested in. They also explain the benefits of being on \$100 DS. They offer to match shares with those who do get on \$100 DS or they use the fast track form.

4. They are consistently building their business. They regularly purchase shares for themselves and others. They believe in and follow the system and teach others to do the same. They are excited that the system works and love the good health benefits Neways products have given them. They enthusiastically, share the Neways mission with as many people as they can.

That's it, four basic steps to building a successful Neways business.

The extra mile.

We have a few diligent distributors who go the extra mile. They are the one in a thousand type distributor that everyone hopes to have in their downline. They are the Diamonds of tomorrow. They have their own training calls with their people; they compose newsletters and encourage personal development for their people. They learn as much as possible about the products. They are positive and upbeat, and take ownership of their Neways business.

We have also noticed a definite pattern for these leaders. They never cease to learn. They take personal development very seriously! Most of them have done Bob Proctor's You Were Born Rich program and are now doing the Design Your Destiny course with David and Jane Neagle. Those who have finished these courses go on to The Science of Getting Rich. Keep in mind the word Rich defined means, full, abundant and prosperous. This can be with relationships, health, money, and spiritual as well.

Kurt and I are strong advocates of personal development. We feel it is actually the very first step to success. It was for us, and we continue to read books, attend seminars and listen to tape and CDs on a daily basis. The money you invest in yourself comes back to you 10 fold. "The more you learn the more you'll earn."

David Neagle is now doing a DYD course specifically geared to Neways distributors. We highly recommend this course. Also, once you've completed this one he is offering the Science of Getting Rich. This is another phenomenal mind expanding course.

Once you understand what a difference this makes in your lives and business. You will hunger for more. Here are some of our recommendations:

Think and Grow Rich, by Napoleon Hill

You Were Born Rich, by Bob Proctor

Design Your Destiny, Mylifeisnow.com David and Jane Neagle

The Science of Getting Rich Seminar, or CD course

Access Abundance workshops, tapes and CDs AccessAbundance.com, Theresa Romain

Some of these books will soon be on the wealthbuildingkit.com website for free as e-books.

Love Those Neways Products!! Remember, one of the keys to success is to use the products. **NO ONE WILL ENROLL UNDER YOU IF YOU AREN'T ENTHUSIASTIC AND CAN'T TELL YOUR PROSPECTS ABOUT WHAT THE PRODUCTS HAVE DONE FOR YOU.**

Everyday I get calls and e-mail from people telling me how the Neways products have improved their lives. Here are just a few of those testimonials: First, let's hear from the guys

I signed up as a distributor in March 2004 and my group is growing the way you said it would. Each month I'm getting more and more excited, because I see my dreams are going to come true in about a year from now. I'm a brick mason working for my brother for 25 years now. I didn't have a retirement plan, but now I do with Neways. Thank-you!

My miracle with the Neways products is the bath and shower gel (Refresh). Before March 1, 2004, I had severe itching on my elbows and arms. It was so bad I was thinking I'd have to see a dermatologist. I used the refresh in the sample pack and the itching started to go away. Since I've continued to use Refresh, my itching has completely disappeared. You have changed my life forever!
Sincerely, Mark Hollingsead

I use the Roil products in our vehicles. I have used Roil Gold on my small pickup truck for three years. I mix Roil Gold in my motor oil (40:1 ratio) every oil change. I have put 264,000 miles on the truck and it is still going strong without any major repairs the entire time - I love the stuff. I also use the Roil fuel treatment on long trips, I average about 3 MPG more than without using the fuel additive (about 48 miles extra per tank full). I just started using the Roil products in my wife's Toyota. We will see how well they work there as well.

Thanks for everything!!

Pete Kolas

Now the Women,

Neways Essential Oils have made such a difference in my life and the lives of our customers. Lavender has made bedtime much easier for several parents I know. They use a few drops of lavender in Tangible massage lotion to give their sleepless child a massage, and their child goes right to sleep. Another essential oil I love is Roman Chamomile sometimes my hands ache from doing too much gardening, writing, etc. I rub a little Tangible with a few drops of chamomile onto my hands and the pain was gone in minutes. As an added bonus, if I rest my hands close to my face, I get to inhale the aroma of the chamomile and it helps me to unwind after a busy day and get to sleep more easily.

Jennifer Kolas

My favorite product is...Endau! It is the natural way to combat PMS, Menopause and all the symptoms that go with both. We are bombarded with chemicals everyday that mimic estrogen. This is over load for our bodies called Estrogen Dominance. With the use of Endau, natural progesterone, it balances out your hormones. It is a lifesaver for me personally. I am symptom free with the use of Endau. It also aided in sustaining a healthy pregnancy for me! If you are suffering from mood swings, hot flashes, headaches, etc., you will be amazed how balanced you feel in just one to three months!

Laura Wolkens

"Skin Enhancer has just about completely eliminated my sons fever blisters, Cetyl Mobility has improved my mother's knees and back and I simply cannot live without my Mass Advantage! Between that and Pro Mass, I have lost 10 lbs.!!!!"

Jennifer Kruger

I absolutely love hearing about the great benefits our people are receiving from the Neways products. Please send your testimonials to gailmeyer@ameritech.net and they'll appear in our newsletter. Remember, sharing is caring.