

# The Nichols Newsletter

March 2005

Edition No. 59

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

## **February Rank Advancements!**

**Managers!** Diego Zelayandia, Benita Holman, Douglas Beacon, Brenda Schwarz, Ronald Neal, Hisako Carty, Jeanie Shipley, Jesus Nunag, Raylene York, Sydney Dinsmore

**Supervisors!** Arlene Sitka, Altamont Dyer, Frances Grogran, Phyllis Woodbridge

## **Top Ten Volumes – February**

1. James Long
2. Danice Cash
3. Karen and David Sandler
4. Eddie French
5. Victor Angeli
6. Tonya Woodham
7. Robin Cash
8. Billie Hatzenbuehler
9. Scott Wade
10. Diana D’Amelio

## **Congratulations Top Ten and Rank Advancements!!!**

## **Upcoming Product Talk Calls**

You’re all welcome to join us every-other Saturday (2<sup>nd</sup> and 4<sup>th</sup> Saturday of the month) at 9:00 a.m.

Pacific Time for Product Talk.

**Dial (620)584-8200, pin #9649**

### **Upcoming Calls:**

**April 9<sup>th</sup>** Megatonin and Products for Sleep

**April 23<sup>rd</sup>** Endau and Women’s Products

## **North American Convention In Orlando**

Did you know that the first ever North American Convention will be in Orlando Florida? And did you also know that there will be no International Convention in Las Vegas – Newways wants us all to focus on one convention! So, plan on attending convention in Orlando, October 14, 15, 16<sup>th</sup>.

Be sure to read the Awards criteria on [newwaysonline.com](http://newwaysonline.com) so you can work towards your goals. For example, Crystal Executives only need qualify March through October to receive an award!

## **Where Leadership Begins**

From Think and Grow Rich

By Napoleon Hill

Step 6 Toward Riches: Organized Planning

### ***Where leadership begins***

Broadly speaking, there are two types of people in the world. One type is known as leaders, and the other as followers. Decide at the outset whether you intend to become a leader in your chosen calling, or remain a follower. **The difference in compensation is vast.** The follower cannot reasonably expect the compensation to which a leader is entitled, although many followers make the mistake of expecting such pay.

It is no disgrace to be a follower. On the other hand, it is not credit to remain a follower. Most great leaders began in the capacity of followers. They became great leaders because they were intelligent followers. With few exceptions, the man who cannot follow a leader intelligently cannot become an efficient leader. The man [or woman], who can follow a leader most efficiently, is usually the man who develops into leadership most rapidly. An intelligent follower has many advantages, among them the opportunity to acquire knowledge from his leader.

### ***Eleven Secrets of Leadership***

1. Unwavering courage
2. Self-control
3. A keen sense of justice
4. Definiteness of decision
5. Definiteness of plans
6. The habit of doing more than paid for
7. A pleasing personality
8. Sympathy and understanding
9. Mastery of detail
10. Willingness to assume full responsibility
11. Cooperation

The new brand of leadership will embrace the eleven factors of leadership as well as some other factors. The man [or woman] who makes these the basis of his leadership will find abundant opportunity to lead in any walk of life.

**Think and Grow Rich should be on everyone’s must read (and must read again) list.**

## Great New Marketing Materials

### *Margie's Core 4 CD*

Do our choices of what we eat, drink, and think really matter that much to our health? Yes! This cd addresses why our choices really do matter, as well as how supplementation helps us prevent many diseases and ailments. A great CD for prospects or customers to learn about the Newways nutritionals Maximol, Green Qi, Omega 3 and Revenol.

**Cost: \$1.25 each, minimum order 25**

### *Toxin Awareness Brochures*

Is there motor oil in your toothpaste? Sounds crazy doesn't it? Cosmetics, shampoo, body lotion, laundry detergents, softeners, toothpaste, plastic storage containers, and many other "safe" household supplies contain deadly ingredients. This brochure will help you to identify potentially dangerous petrochemicals, and the common supplies they are found in. Great for meetings – gives wonderful third party endorsements.

**Cost: 25 pack \$6.25**

### *Dr. Epstein on Childhood Cancers CD*

Listen as Dr. Epstein discusses the issues of childhood cancer in this popular conference call. This CD is an effective companion to Dr. Epstein's recently released press release on childhood cancer and personal care products. The press release can be found on [www.preventcancer.com](http://www.preventcancer.com). **Cost: \$1.50 each**

**You can order the above materials at  
[www.helpmegodiamond.com](http://www.helpmegodiamond.com)**

### **From CD on Childhood Cancers**

Statistically, many common cancers that attack children have increased 50% since 1975. Based on information recently shared by Dr. Epstein, it is essential to do the following to help prevent cancer amongst small children:

1. Avoid food contaminated with carcinogenic pesticides (just about any non-organic food from both grocery stores and restaurants). Buy organic - always shop in the organic food section of your local markets.
2. Avoid doctored natural products (i.e. orange juice plus some additive).
3. Avoid hormonal meat, dairy and cosmetic products.
4. Avoid passive smoke exposure (i.e second hand smoke).

5. Parents should opt for jobs with limited or no occupational carcinogens.
6. Be aware that people living within 50 miles of petrochemical, nuclear, and combustible plants, diesel exhaust, hazardous waste sites and soil contamination are more likely to suffer from cancer.
7. Ban pesticides in schools.
8. Become active in PTA and/or school boards to require schools to serve organic food.
9. Do not limit organic purchases to just food. Try to use organic household products and personal hygiene products such as shampoo, lotion and deodorant.
10. Make sure products you purchase say "certified organic" not just organic to protect yourself from green washing – the art of making something appear environmentally safe.

**Note:** Some products will state that they are organic as long as 1 organic substance is 1 of its constituents.

Visit [www.preventcancer.com](http://www.preventcancer.com) for more

**Thank you to Katrina Rivers for summarizing  
the above information from the CD.**

### **Margarine vs. Butter**

Both margarine and butter have the same amount of calories but butter is slightly higher in saturated fats at 8 grams compared to 5 grams.

Eating margarine can increase heart disease in women by 53% compared to eating the same amount of butter, according to a recent Harvard Medical Study.

Eating butter increases the absorption of many other nutrients in other foods. Butter has many nutritional benefits where margarine has a few only because they are added!

Butter tastes much better than margarine and it can enhance the flavors of other foods and butter has been around for centuries where margarine has been around for less than 100 years.

Margarine is very high in trans-fatty acids. It may triple risk of coronary heart disease by increasing total cholesterol and LDL (bad cholesterol), lowering HDL cholesterol (good cholesterol) and may increase the risk of cancers by up to five fold. It also lowers quality of breast milk, decreases immune response, and decreases insulin response. ***And here is the most disturbing fact ...*** Margarine is but ONE MOLECULE away from being PLASTIC.

**How To Contact Karl and Signe**

**623-594-9554**

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