

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

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

We have our very first *Master Executives* - Mary and Norman Woods of Westwood, California have done it again! Congratulations and great job!

We would also like to congratulate all of our new *Executives*: Donald Babski, Brian Cameron, James Covert, Kay DuPont, David Williams, Allen Baker, Donetta Butler, and Jim Williamson.

**Corrections to last months Executives: sorry ☹**  
Ken and Donna West, Francis McDaniel, Mike and Jolynn Williams

Recognition also goes out to our new *Supervisors*: Rev. Cornelious Johnson, Sharon Ferris, Patricia Goodwin, Daniel Brown, Dennis Michener, and Hillary McLaughlin.

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

**K** With this business, as with any business, there are going to be slow times and it may seem as if nothing is happening! Argh! We know this is frustrating but don't worry, this is all the normal ebb and flow of any business. It only feels more lonely and aggravating when it is our own business. Just keep your eyes on your goals and fill your time studying, reading, or any other activity to educate and inspire yourselves. Things, as they naturally do, will start moving again soon!

**“Go as far as you can see. When you get there. . . you will see how to go farther.” – Carlyle**

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

Sometimes using products that are of higher quality can take some getting used to at first but in the end the results can make a big difference. Take for instance the Neways' Shampoos (Ultimate and Silken) and the Conditioner (Exuberance).

As you now know, most shampoos and conditioners on the market contain ingredients that Neways avoids. Often these undesirable ingredients work by stripping hair of their natural

components and/or coating the hair so it *seems* to be clean and conditioned.

The Neways products, on the other hand, work at replacing and adding to the natural nutrition your hair needs.

So, if you, or anyone you know, finds that the shampoos seem to be “weighing down their hair”, try using a little less than usual as the shampoos are highly concentrated and are actually adding many needed nutrients to the hair and scalp. And, if you, or anyone you know, find that the Exuberance conditioner isn't working very well at first - keep using it! It is repairing your hair as opposed to just coating it like your old conditioner probably did. Continued use of this product will produce healthy results. For added penetration and conditioning, try using Exuberance with a hot towel wrap for 3-5 minutes.

Pretty soon, your hair will thrive on the nutrients given by the Neways products. Haircuts will be a necessity because of length, not because of split ends and hair damage. – *Source Neways 1999 Convention Product Knowledge Session*

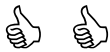


### **Nichols Corner - Suggested Readings**

“Wave 4 Network Marketing in the 21<sup>st</sup> Century”  
by Richard Poe

In Richard Poe's book, *Wave 3*, Poe demonstrated how the technology age enhanced the world of MLM with things like recruiting videos, fax-on-demand services, satellite conferencing, voice mail broadcasts, online prospecting, dropshipping programs, and other technological innovations. In his new book, *Wave 4*, Poe shows how the Internet and people-to-people sales will accelerate the growth of network marketing to an all time high.

Poe predicts that this new technology-driven wave will appeal to millions of people who have never before considered network marketing. He gives some good business suggestions and includes many true-life MLM success stories that show how anybody can succeed in MLM if they choose to.



Karl and Signe give this book “two thumbs up”. The book is very informational, exciting to read and hard to put down. We found it easy to envision Poe’s future of not only how Network Marketing has grown but how the future of “big-business” and network marketing are intertwining.



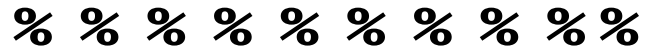
**Training Review**  
**Overcoming Call Reluctance**

Every one of us experiences “call reluctance” from time to time. Whether we are seasoned networking professionals or just starting out. When you’ve got those calls to make but happen to be stuck in one of those ruts, try rereading the section on Overcoming Call Reluctance in Kurt’s “Advanced Training Course”. It may just be the motivator you need. Below we have summarized a few of his pointers for review.

1. “Be honest with yourself and recognize and admit that you have it [call reluctance]. Identify what you are afraid of. Ask yourself “What’s the worst thing that could happen when I call this person?” and “How would I feel if someone called me to follow-up on something I was interested in?” Remember, your prospect bought the kit from you, so you know they are interested in a home business and in most cases will be receptive to your call.”
2. “Focus on your reasons. Fill out the page on “The FIVE Main Reasons I’m Making These Phone Calls Are:” [in Kurt’s Advanced Training Course] and keep them by the phone. Read them, give yourself a pep talk and fight through it.”
3. “Keep in mind this is a numbers game. It doesn’t matter if they say yes or no. What matters is that you sorted through them. The quicker you go through the numbers, the quicker you will find the people who will sign up.”
4. “You will find that the phone call was never as bad as you thought it would be. Every time you do them they will get easier. Remember - Successful people do what unsuccessful people aren’t willing to do.

Work with your upline on this until you feel comfortable.”

5. “Now go out and “goof” some of those calls up – go get nervous and really “blow one”. Don’t feel bad – everyone has a learning curve. Get those terrible calls out of the way. And soon these calls will be easy for you. I guarantee it!”



Karl and Signe would like to thank you for treating this industry with the respect it deserves and for building your businesses with the integrity and perseverance it takes to succeed. See you on the beaches!

**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!

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[www.4096club.com/member/moneyhoney](http://www.4096club.com/member/moneyhoney)

[www.newaysonline.com/user/karl](http://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



**Suggestions**

We will be sending this monthly newsletter to everyone on our first level as well as to those whom we have email for. Everyone, please make copies and pass along to your first levels. Newsletters can be great motivators and keep everyone informed of what’s going on.