

“Do the thing and you will get the energy to do the thing” - Emerson

Look What Happened in October!

Executives: Marsha Wiest; Tammy Hedrick; Keith Ayers; Leonardo Parla; Kathi Grace; James Freudenberg; Jeff Sernett; Michelle Averill; Art Doss; Shirlee Livingood; Tina Mooring; Diane Ahern; David Fann

Managers: Frank & Marcia Vitale; Myron Bost; Caroline Siler; Terry Miller; Mark Stiffler; Daryl and Sharon Larned

Supervisors: Joseph Meador; Dottie Butice; Charles Wellborn; Gerald Holt; James Gaides; Samuel Bolds; Paula Tolbert; Jimmy Majors; Carolyn Phillips; Herbert Singletary Sr.; Joseph Cotero

Corrections to October's Newsletter: Toni Silvas, who is an Executive, was mistakenly listed as a Supervisor. Bain Waise was misspelled as Brian Waise. Sorry Toni and Bain and congratulations on your advancements.

Please Note: All rank advancements and name spellings are for the month of October as defined on our Neways Downline Report – except when one goes Diamond!

New Distributors for October	113
Total for Group	1549

“Every day! Resell yourself on the value you have to offer!”

-Margie Aliprandi, Neways Crown Diamond

Reminder from Mary Woods

Please ensure that all new distributors send/fax in their application with their first order to Neways at the same time! This reaffirms their commitment and entitles them to free shipping on their first order.

Building Your Immune System

The cold and flu season is upon us and Neways has many products available to keep our bodies well. Products such as Maximol, Noni Juice, Orachel and Revenol help keep our bodies continuously nutrified and detoxified helping to ward off infections and viruses.

One of the best for colds and upper respiratory health is VMM (#1180). VMM can be taken daily as a preventative measure or taken on the onset of a cold to curtail further symptoms from occurring.

This season in our household, our 12-year old son (who had not been taking Neways supplements) came down with the flu and a terrible cough for about a week and a half. Three years ago before Karl and I started using the Neways products, it would have been a guarantee that all three of us would have taken turns being sick. Not this year! Just our 12-year old became ill and he is strongly reconsidering about not taking those vitamins.

It's All In How You Look At It

While shopping at the grocery store a couple of days ago, I happened across a friend that I worked with at my former place of employment – STMicroelectronics (STM). She asked me how I was doing and I replied very sincerely and with a big smile “Just great!” and I returned the pleasantries asking her how things were going at STM.

Her stern reply was, “Things are going well there and I am not in any way interested in leaving. I really love it there and love what I am doing and I am NOT interested in doing anything else at this time.”

Okay? Do I look like a telemarketer? Do I have a phone attached to my ear? I thought. I stood there for a few minutes just staring and blinking with thoughts running through my head like had I ever propositioned her about the business or tried to sell her on anything or even told her what we were doing? No! Not once ever! But she obviously found out from someone and needed to make it very clear to me that she was not interested.

After I emerged out of my daze I said in a dejected voice, “Well that’s great. I’m glad things are going well for you there.” The conversation continued with very uncomfortable small talk about the store we were in and eating right and a bunch of nothingness that I do not clearly remember as I was so thrown by her strange response.

We said our goodbyes and our good lucks and I walked off still feeling stunned. At first, I was feeling quite stupid like what I was doing was wrong in some way and I worried that that was how people were going to react to me when they saw me around town – weird and uncomfortable.

I continued shopping with these thoughts running through my head and then I suddenly snapped out of it. What was I thinking! In the last three years Karl and I have changed our lives drastically. We are healthier physically than we have ever been. We are building our own business and have gotten ourselves out of debt. We have moved into a house that is nicer than either of us have ever lived in. We are driving a vehicle that is nicer than we could ever have afforded on our own. I have quit my job and by early next year Karl will be out of his job too and we will never work for anyone else again and our time will be our own!

Then I started to think about her life in comparison and I am truly happy for her that she loves her career and what she is doing and I respect her completely for that.

But, I can also speculate that she will probably continue to work for a company that will only pay her a limited amount that most likely will never exceed six figures (especially since she is a female in a male dominated business). That she will have to ask every time she wants to go on vacation or take time off and that will be limited and not at her discretion (forced vacations are common in her industry) and that she will work in buildings that are laden with toxic chemicals that are supposedly "safe". And that she could possibly work for that company for 10, 15, 20 years and be laid off in one day with no concern from that company about what her future is and probably be laid off for making too much money!

Hmm? By the time I made it through the check out lane I didn't feel stupid any more. I was just grateful that Dwight Benson sent us that letter.

Compensation Plan - Piece by Piece

Definitions

Multiplex (rhymes with basic-checks) = volumes up to \$100

Affinity (rhymes with Infinity) = volumes greater than \$100

Point Value (PV) = the value assigned to each product

Note: On the Distributor Product Price List, there is a column indicating PV or point value. Most times the point value is the same as the Wholesale price although not always and there is no point value on Sales Aids such as brochures, etc . . .

Personal Volume (also PV) = the volume of product that you personally order based on point value

Personal Group Volume (PGV) = the volume from the products ordered by you and the distributors in

your personal group, excluding executives and their downline. Multiplex + Affinity = PGV

Note: To check your monthly personal group volume, you can call SoundWays and find out or order a monthly downline report from Neways (\$5).

Cumulative Volume = the Personal Group Volume accumulated by you and your personal distributors (does not include PV from your Executives and their groups) from the beginning of your distributorship

Becoming An Executive

You can either . . .

a) Accumulate Group Volume in two consecutive calendar months or less exceeding \$4000. Or accumulate a Group Volume equal to or greater than \$6000 of which \$1000 is earned in the qualifying month.

b) Purchase in to what is referred to as the Executive buy-in or lateral transfer. This is a one-time purchase of \$850 worth of products (point value only) and a monthly Gold Direct Ship amount of \$150 in products. The \$1000 total purchase is done only once however you must stay on \$150 GDS to qualify for both checks.

Being an Executive

Once you are an Executive, you are always an Executive unless you stop purchasing products for a six-month period.

Qualifying As An Executive

After you become an Executive, it will be your goal to qualify as an Executive each month and that means that you have to have \$1000 in Personal Group Volume and \$500 in Affinity volume and be on \$150 Gold Direct Ship. Not qualifying does mean that you are not entitled to full percentages.

Hope this helps and more on the compensation plan in next month's Newsletter.

Karl and Signe Have Moved!!!

We are so happy and grateful to be here as it is the nicest home that either of us has ever lived in and the newest home for myself. We purchased this home with the intentions of being able to build our business and be able to meet with other Neways distributors both local and traveling. If ever in Arizona, come on by for a visit! New emails will be set up soon—we hope! For now use the old ones.

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