

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

Look What Happened in September!

Presidential: Don Lake

Executives: James Banaszak; Marcelyn Todd; Donnie Norman; Cheryl Howell; David Neville; Roy Bower; Lee Childers; Vicki Dmitruk; Michael Sandowski; William Mercer; Robert Dennis; Segundo Gamolo; Scott Poulter; Agnes Merriam; Donald Bradley II; Terry Henninger; David Wright; John Greene; Peter Mousolff; John Tafoya; Lori Ludwig; Lawrence Lanzilli; Inge Kriz; Jim Purvis; Georgette Hugho; Jim Finley

Managers: Hiroko Okawachi; Gene Burch; Jason Emerick; Elva Wheelwright

Supervisors: Cynthia Moore; David Pilar; Joe Sallee; Eugene Ewing; Kelly Richard; Joel Siler; Michael Schraepfer; Dean McElhinney; Toni Silvas; Richard Ford Jr.; Joseph Shoplack; Mark Stiffler; Brian Waise; Vicki Allen; Al Patrick Jr.; Barbara Creaghe; Freda Zeller; Wallace Yaw

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

New Distributors for September	99
Total for Group	1436

Training Review from Kurt's Advanced Training

Understanding the Life of A Distributor

There will be many ups and downs in this business. There will also be a time when things aren't going well and you may want to quit. This is completely predictable and normal. So what are we going to do to get past this? The first thing is to realize it is going to happen, to expect it to happen, to identify when it happens, then work through it. Here is an example of what to expect:

A – You sign-up and just know you're going to be a millionaire.

B – You have a beginning spurt that lasts about 90days where you have a few ups and downs but mostly ups. You are excited, motivated, you're working the business, mailing, etc . . .

C – After 90 days you've got a few people signed up, gotten a small commission check, but it doesn't seem like much has happened. The excitement starts to fade. You realize that this isn't

going to happen overnight. It's going to take time and quite a bit of effort. Is it worth it you ask yourself? You start to feel like giving up. This is where you're going to find out what you're really made of. If you can identify when you fall, and get back up and get going, you've got it made.

D – You really understand and see the potential of this business. “If I hang in there long enough, I see how it will build and provide me with financial security and time freedom”. You are starting to believe.

E – Congratulations! This is where you are totally committed for the long term. Nothing can stop you now. You are creating an unbelievable lifestyle!

The Greater Importance of Weekly Conference Calls

As most of you know, there are two conference calls available to listen to on Tuesday evenings. The first is the Neways Product Call at 7 p.m. MST (512) 305-4620 x83511. The second being Margie Aliprandi's GO DIAMOND call at 8 p.m. MST (512) 305-4646 (press *6 to mute your phone line for both of these calls).

If for some reason you cannot listen on Tuesdays, the Neways Product calls are rebroadcast for one week following at (512) 703-8068 and most of Margie's calls can be listened to off her website www.crowndiamond.net.

As I was listening to both of these calls last week, it occurred to me that some of the benefits of listening to these calls may be a more valuable training than the obvious reasons of learning about the products and the company.

Conference calls give us a chance to be around like-minded people who are working towards similar goals. We all know that being out there in the world with people who are not like-minded can be a real challenge! Surrounding yourself with positive individuals such as your self is a must for success in this type of business. The more you are around this type of positive thinking, the less likely you are to listen to all those negative comments from others.

Listening to these calls can also be an opportunity to open your mind to ideas and

possibilities. Even if you find that you do not particularly like the topic or the speaker, training calls almost always have an affect of generating ideas that are either product or business related. Ideas are a side benefit that you can never recreate, count on or even predict.

Lastly, these calls are an opportunity for participation! Ask questions and share ideas and let yourself be known. At the beginning of Margie's call she usually asks who is on the line. This can be your opportunity to let your downline and upline know you are participating. If you are nervous about speaking up and sounding stupid, this is a perfect place to practice on conquering those fears and getting yourself out there!

Tuesday Nights – You, the Phone and an Endless Amount of Possibility!

It May Be the Journey that Counts

Last week I had a very interesting conversation with a wonderful woman who has accomplished a great deal this year. She has not only become a Diamond Ambassador but she has also enjoyed a trip she won to Mower Mountain, has gone on the Diamond Retreat in Hawaii and has just won the Mower Family Lake Powell Trip. Wow! These are amazing accomplishments for any Distributor.

Even more amazing is that she has done all of this in a little over nine months!

I personally am impressed and in awe of her commitment and drive. Last week, I called her to congratulate her on all her undertakings and to my surprise her reaction was not exactly as I had thought it would be.

While she was excited and thrilled with all that had happened, her first response was honestly very surprising. I realized quickly that she was genuinely "disappointed" that this had all happened "too fast"!

What? I was thinking in my mind as my eyebrows scrunched together in disbelief. Isn't that what we all want? Don't we all want things to happen quickly and efficiently so that we do not have to think about it or work on it anymore? Don't we all want the earth to move beneath our feet and the sky to split wide open and we are there and we can relax and revel in our accomplishments?

Well, maybe not. As she elaborated, I found out that she was very serious about her regret and as she continued I learned more.

She acknowledged that although she had gained the rank of Diamond, she was not making the money she wanted or even needed. Most of her

Executives had bought in and bought in quickly which propelled her to Diamond and qualified her to win the two contests. Now she was going to have to go back and build up her entire downline so it doesn't slip away.

In addition, all the traveling for the awarded trips, hadn't given her any time to work on the business and she was even slightly worried about the outcome.

This conversation really made me think. My initial thoughts were still that she must have been downplaying her success. Karl and I have been working towards becoming a Diamond Ambassador for over two years now and frankly some days we have wondered what is taking so long? We just want to get there already!

I do think that it is only natural for us as humans in some sort of lottery winning mentality to want immediate financial and professional success. We all read and hear about such things and think wouldn't that be great! Maybe it would but maybe we would just be cheated of the real prize like mistakenly choosing the booby prize behind the beautiful red velvet curtain.

For the first time in my life I actually had a clear understanding of such phrases as "Don't put the cart before the horse" and "Success is a journey, not a destination".

Upon further insight I have to admit that Karl and I would have been cheated of all the things we have learned the last two and a half years if we would have had overnight success ourselves. Our lessons and experiences thus far are truly irreplaceable and cannot be recreated or relived ever again.

I know my friend will figure it out and overcome her temporary situation and probably even be the stronger for it and some day I will let her know that I have learned a very valuable lesson from her.

I also anticipate there will still be those days that Karl and I want it yesterday but once we get there and having worked for it, I know it will be all the more beautiful. I also realize that it's easier to say to your self to be patient than it is to do.

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