

The Nichols Newsletter

October 2003, Edition No. 42

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

September Rank Advancements!

Executives: Jim Cole, Lynette Rutledge

Managers: Dana Boulay, Lou Randers, Ronnie Patee, Kimberly Gudan

Supervisors: Fran Mackin, Stacey Sanford, Kent Sitte, Jeffrey Lash, Judy Tucker, Gary Whetstone and Melody Brining, Richard Wolfrom Jr., James Mininger

Please Note: All rank advancements and name spellings are for the month of September as defined on our Neways Downline Report.

Top Ten Volumes – September

1. Sylvia Chamlee
2. Bob and Cindi Johnston
3. Helen Chamlee
4. Gary Whetstone and Melody Brining
5. Victor Angeli
6. Steve and Helen Chodroff
7. Jeff Sernett
8. Geri and Mike Caldwell
9. Karl and Signe Nichols
10. Barry and Iva Poole

Top Recruiter(s) - September

■ ■ Gary Whetstone & Melody Brining! ■ ■

Gary and Melody signed up three new purchasing distributors on their front level in September! They are currently in the lead for the Personal Data Assistant contest for “*The Most New Front Level Purchasing Distributors*”.

!!Training Call Announcement!!

The next Woods-Nichols training call is scheduled for **Monday, October 27th** at 6 p.m. Pacific, 7 p.m. Mountain, 8 p.m. Central and 9 p.m. Eastern!

Dial (620) 584-8200, access #9649

All calls are rebroadcast for 30 days

Do You Have a Testimonial you'd like to Submit for Neways' Prime Time?

You can Email Carol Hamlet at Neways at carolh@neways.com or fax it to her at 801.418.2180. All testimonials are subject to review/change by Neways' legal department.

Lessons from the Geese

In the fall when you see Geese heading south for the winter flying along in the “V” formation you might be interested in knowing what science has discovered about why they fly that way.

It has been learned that as each bird flaps its wings it creates uplift for the bird immediately following. By flying in a “V” formation, the whole flock adds at least 71% greater flying range than if each bird flew on its own.

Quite similar to people who are part of a team and share a common direction get where they are going quicker and easier because they are traveling on the trust of one another and lift each other up along the way.

Whenever a Goose falls out of formation, it suddenly feels the draw and resistance of trying to go through it alone and quickly gets back into formation to take advantage of the power of the flock. If we have as much sense as a Goose, we will stay in formation and share information with those headed in the same way that we are going.

When the lead Goose gets tired, he rotates back in the wings and another Goose takes over. *It pays to share leadership and take turns doing hard jobs.*

The Geese honk from behind to encourage those up front to keep their speed. *Words of support and inspiration help energize those on the front line. Helping them to keep pace in spite of the day-to-day pressures and fatigue.*

It is important that our honking be encouraging. Otherwise it's just, well . . . honking.

Finally, when a Goose gets sick or is wounded and falls out, two Geese fall out of the formation and follow the injured on down to help and protect him. They stay with him until he is either able to fly or until he is dead.

Then they launch out with another formation to catch up with their group. When one of us is down, it's up to the others to stand by us in our time of trouble. If we have the sense of a Goose, we will stand by each other when things get rough. We will stay in formation with those headed where we want to go.

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So, the next time you see a formation of Geese, remember their message:

**“IT IS INDEED A REWARD, A CHALLENGE
AND A PRIVILEGE TO BE A
CONTRIBUTING MEMBER OF A TEAM.”
Thank you Team! We Love You!**

Doing Without the Neways Nutritional Products?!?

About three months ago, Karl and I decided to try a little test with the Neways nutritional products – we decided for experimental purposes to stop taking the nutritional products for an entire month! Why would we try something so crazy? Well, to experience what the effects may be so we could be re-enthused about what we were taking. And, to see frankly if anything would happen!

For a little personal history, Karl and I have been on many of the basic nutritional products since we started with Neways (Maximol, Noni Juice, Revenol and Orachel) and we take some of the expanded specific products such as Life Enhancer, Cetylmobility, Feelin’ Good and Cal-Q-Lat to name a few. We have been with Neways for almost five years now and on the basics uninterrupted since we started.

Before we began our business with Neways we were not really nutritional product users except for the occasional multi-vitamin or vitamin C and E so we did not know what to expect when we first started taking Neways’ nutritional products. All we knew is we certainly felt the positive yet subtle effects which we were now taking for granted.

After the first week and a half of being off the Neways products, we honestly didn’t feel all that different and even quietly thought maybe they hadn’t made that much difference. However, as the weeks progressed we were reminded how much they definitely did matter.

After the second week both of us started to notice extreme differences in our digestion. Side effects including gas, constipation, stomach aches and pretty much that our foods just didn’t digest the same although we had not changed any of our eating habits. This part alone was so noticeable that we both were about to “throw the towel in” and start taking the nutritional products again but we didn’t.

After the third week, we really started feeling “draggy” or slowed down energy wise and the memory of that very old desire to take a nap at 3

p.m. became very obvious. Once again, we wanted to quit our little experiment but we continued on!

After the fourth week, we were really dragging and feeling miserable. Signe was ready to go to bed each night by 8:00 p.m. like she always did before Neways. Karl was having a really hard time getting started in the mornings and feeling sluggish and tired as he did before Neways. We also both noticed that our responses to stress were harder to manage and more pronounced and that we were both fatigued much easier.

We also both noticed a strange thing we really didn’t expect; that our fingernails hurt and did not grow, our cuticles were painful and our nails were soft – what was that all about? (We then remembered Dee Mower telling us at one time that the Maximol alone was very effective for nail growth and bone support).

After our month experiment we were very ready to begin our beloved nutritional products again and were very re-sold on the value of effective, high-quality nutritional supplements. We likened our experiment to the times when we have put, deliberately or mistakenly, a tank full of bad fuel into our vehicles. Our bodies, just like our cars, just don’t work or run as effectively or as efficiently without proper intake. Karl and I are now also very confident because of our short term results that the long term effects (those things we cannot feel or see immediately) will be just as, if not more, beneficial to our overall future health.

“Green” Water Colors

Portland-based Rodda Paint has introduced a new line of paints called Horizon. There are 1320 shades in all, but it’s not just the colors that make the paint attractive – it’s also “green”. Among its environmental attributes: it’s odorless (good-bye “new paint” smell); it’s free of any chemicals shown to be cancer-causing (one of the reasons Green Seal, an environmental watchdog, gave it a stamp of approval); and it contains a mold and mildew inhibitor.

Price: from \$22 for 1-gallon can. For retailers and mail-order sources, visit www.roddapaint.com or call 800 452-2315

- Found in Sunset Magazine, August 2003 pg. 110

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