

*“Do The Thing And You Will Get The Energy To Do The Thing” – Emerson*

### **Look What Happened in August!**

**Senior Executive:** Billie Hatzenbuehler!

**Executives:** Larry Poquette, Sharon Bergeson, Jill Turpin, Caroly Hawkinson, Fujiko Kitamura, Jackie McLain, Evelyn Johnson, Steve Guevara, Nathan Stowell and Patti Hibbeler

**Managers:** James Wheeler/Mary Skelton, James Jennings, S.R. Doudt, Bernard Gatewood, Jacob Hostetler, Mark Morgan, Teruko Hashimoto, John Lowry, John Payne, Shirley Amick and Joseph Meador

**Supervisors:** Audrey Platt, Jan Bartlett, Frank Labrash, John Larkin, Freddie Robert, Brian Parker, Penny Biboux, Kimberley Gudan, Kenneth Gibson, Jean Ash, Cynthia Lewis, Brady Weldon, Stanley Bentz, Charles Shoemate, Edward Kratz, Stanley Hanzel, Robert Cooper, Michael Ousterhout, Harold Colwell, Pauline Walker, Kimberly Aaenson, Raymond Tran, Karen Crawford, Leon Whritenour and Jerry Neuman

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

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New Distributors for August	70
Total Distributors for Group	2416

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### **Words for Thought**

“Every person who becomes rich by competition, kicks down the ladder by which he rises and keeps others down. But, every person who gets rich by creation opens a way for thousands to follow him and inspires them to do so.”

- Wallace D. Wattles, The Science of Getting Rich, written in 1903

### **Another One Freed!**

Congratulations to Karl Nichols as he has “retired” from the rat race and is now at home working our Neways business full-time! This is a huge step for Karl and a big accomplishment, which can now be crossed off his 20 Reasons List!

I personally am excited, as I know that his commitment, ideas and dedication will be bringing some great things to our group in the upcoming months and years. Congratulations Karl. You did it babe!

### **New Senior Executive On The Move!**

Congratulations to Billie Hatzenbuehler who became a Senior Executive in the month of August and is well on her way to Diamond Ambassador! The following submission is some words of encouragement from Billie.

Hello Everyone;

When Signe asked me to write a "short" article for the Newsletter, I had a very LARGE problem. How do I explain my Neways story without writing a book?

Should I talk about my great mentors, Karl and Signe, who are always there for me or the excellent products and mailing program? Or how about my downline? Without their hard work, I wouldn't be a Senior Executive. Thank you all.

With a background in Corporate Management, I acquired the ability to listen to a person's emotions, along with their words and learned the importance of giving your people the proper training and tools to get a job done. Both are valuable assets.

So if I can take any credit at all for my success, it would have to be for paying attention to details. It's not hard to be successful as a Neways Distributor. Here's the "Magic" formula.

Sign up for Direct ship, at least Silver.

Study your training manuals.

Sign in to SoundWays. Check it often.

Stay in contact with your mentor and your distributors.

Train your distributors fully.

Your goal is not to see how many distributors you can sign up, but how many distributors you can train to be leaders.

Remember... 20 distributors doing nothing equals a "nothing" paycheck. So what is my secret to success? It's following the lead of other successful Neways Distributors.

**ILL RACE YOU TO DIAMOND!**

Thanks Billie for the really great article – you did wonderfully. Karl and I both know that Billie does do everything in her “magic” formula and trains her downline to do the same and because of it, she does very well! Billie is definitely a dedicated leader who really works very closely with her distributors constantly finding what works best for them.

## **How Can I Help This Person?**

Feeling reluctant about making some of those follow up calls this fall or calling prospective product users or even working with discouraged downline? Try saying the following to yourself over and over again before getting on the phone:

How Can I Help This Person? How Can I Help This Person? How Can I Help This Person?

You may be amazed how much energy this gives you before making a phone call as it takes the focus off of making a person do something to putting the focus on really helping them. Try it out!

## **How Can We Help YOU Page**

Attached is a document called "How Can We Help You". This page is for you to give to new distributors so you can find out what their strengths and weaknesses are. With this information you can then anticipate and help them where they need the help the most. After they fill out the information it is then your job to find out how you can best direct them. We will have ideas for you too.

For all of you current distributors who fill out this sheet for yourselves and mail or email it back to Karl and me, we will be putting your name in to a drawing for a business-related gift.

We suggest sending this new page to your new distributors with a nice welcome letter either via email or mail whichever is most appropriate.

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

Why is Fiber So Important?

You may have heard that fiber can be helpful for things like preventing colon and breast cancer, lowering cholesterol, reducing the risk of heart disease and preventing constipation but how exactly does it work and why is Neways' Feelin' Good better than other brands on the market?

First, let's start with a couple of facts. There are two basic types of fiber: soluble (easily dissolved) and insoluble (incapable of being dissolved). And, fiber is not broken down during digestion. Rather, it travels more or less intact from the stomach to the intestines and eventually passes and *because* fiber isn't absorbed, it makes it a great healer. Let's take a look at soluble and insoluble fiber and how they work.

### ***Soluble Fiber: An Essential Barrier***

Apples for example are a source of soluble fiber.

When soluble fiber dissolves in the intestinal tract, it forms a sticky gel that acts like a protective coating and in this state, traps things from foods such as cholesterol from going into the blood stream. Let's say you eat a steak for dinner and a

bowl of beans (soluble fiber). The soluble fiber in the beans traps the cholesterol from the steak from entering the blood stream; therefore, fiber helps reduce cholesterol and in turn lower cholesterol means lower risk of heart disease.

### ***Insoluble Fiber: An Intestinal Sponge***

Grains for example are a source of insoluble fiber.

Insoluble fiber can soak up many times its weight in water as it passes through the intestines and this is why it is recommended for people with constipation and other digestive complaints. For breast cancer prevention, insoluble fiber binds to estrogen in the digestive tract, leaving less estrogen in circulation in the body. For colon cancer prevention, insoluble fiber acts like a scrub brush for cleansing the colon of harmful compounds.

And, fiber is also considered by some researchers to protect against appendicitis as fiber keeps the digestive tract flowing and discourages bacteria growth.

### ***Why Neways' Feelin' Good?***

Feelin' Good is easy to take (two tablets three times daily) and no unpleasant tasting drink mixtures which are questionable as colon-cleansing aids.

Feelin' Good has 60 – 70% soluble fiber for absorbing toxins and other undesirable contaminants and 30-40% insoluble fiber that acts like a scrub brush for cleansing.

Feelin' Good tablets are cold-pressed, freeze-dried tablets that includes the finest organic fibers.

*Hint:* To prevent gas associated with fiber, add it slowly to your diet and drink plenty of water.

A majority of the above information on fiber is from The Doctors Book of Food Remedies by Selene Yeager. The specific information on Feelin' Good is from the newaysonline website.

## **Leadership Activities**

As a leader, before the fall mailing season begins, you may want to re-read over the Wealth Building System book and the Advanced Training.

Also, be sure that you have listened to the prerecorded call (1-800-326-3051) on page 9 in the Wealth Building System book so you know what your new prospects have listened to when you speak to them for the first time.

## **How To Contact Karl and Signe**

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