

This Month is the Two-year Anniversary of The Nichols Newsletter

Look What Happened in March!

Executives: Joy Edenfield, P&A Associates, Christina Conti, Robert Steed Jr., Gokhan Esentan, Thomas Phelan, Thomas Whiteman, Lynne & Bill Fleck, Mark Stiffler, Jeff Green, Callie Jo Hann and Maryanne Zamborsky

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Supervisors: Patti Hibbeler, David Kubaska, Joan Schomp, Shelia Marie Charles, Shirley Conley, Beth Lewis-MacDonald, James Toczynski, James Madison, Jeff Green and Sharon Bergeson

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

New Distributors for March	138
Total Distributors for Group	1930

**Wow! You guys are doing so great!
138 are the most new distributors ever and it is truly a group effort based on everyone's efforts.**

Words For Thought

"If you plan on being anything less than you are capable of being you will probably be unhappy all the days of your life." -Abraham Maslow

Having a Clear Goal in Mind

Karl and I realized something about these last four months - we have been unclear and totally misguided about where we are going for 2002. Last year was such a major, major year for us that we were kind of left this year with "What do we do now?"

Sure, we've had little goals and ideas but nothing really big or substantial or clear and so far this year we have been doing all the things we need to do and we have had our little thoughts about what we want but honestly we have not been really clear about what are goals are. Consequently, we have not really been going anywhere; we're just performing the motions of running a business.

The ridiculous thing is that we understand and know and realize the power of having very definite and clearly thought out goals and are always suggesting to whomever will listen to do this.

Well, it's time we paid attention to ourselves. We know how it works and when it

works well is when we are living into what we want as opposed to doing things to get somewhere that is undefined.

So this week, before we go any further, we are taking the time to decide very, very specifically what we want for 2002 and beyond.

And for you - You've got to decide what you want and be very specific about what you want if you expect to get anywhere. It's not as simple as "I would like to be car qualified in a year" but specific like "I will be car qualified driving a new dark red BMW with tan leather seats, two doors, a convertible top, automatic transmission by December 15th of 2002 and do this by having \$2000 in Neways income per month and 350 people in my downline on Gold Direct Ship! Thank you very much!"

This specific is how it works! If you are vague you will get nothing but vague. You must also focus on this intently and every time you think that this business is not working or going like you would like you need to think more specifically again about what you do want! Not what you don't want! Really. I am not kidding here.

And, if you set a goal and do not make it by the time you want. So what? You choose another date and go for it again and again and again until it happens because it will happen. It has to.

Over the last three years we have had the privilege of seeing first hand when this type of goal activity clicks in for people. It is always amazing to see how when a person becomes clear and starts thinking differently how their businesses really begin to take off. They're signing people up, their volumes are up and it seems all of a sudden easy.

So, if like us you have not done so already, take some time this month and decide what you want and where you want to go. Write it down on a goal card and read it at least 3 times a day. Focus on the results and not just actions - you'll notice a big difference and you'll be o-so-glad you did.

BioGevity Fact Sheets Are No Longer

Please be aware that the BioGevity Fact Sheets that have been included as part of the Wealth Building Kits are no longer available. BioGevity is being replaced with a new product called BioUthinate, which is not available just yet.

Effective Business Building

The leaders that have been most successful the last three months . . .

- 1) Have clear goals in mind
- 2) Are on SDS or GDS
- 3) Are mailing or prospecting steadily
- 4) Are following up diligently
- 5) Are doing three way calls!

Neways Career Success Kit - Required!

If you have not received the new Career Success Kit from Neways – get one! All new distributors are now required to purchase this kit when they submit their Distributor Application and you as a leader **must** know what is in this kit so you can speak with them about it.

You can tell your new distributors that the Career Success Kit is well worth \$25 dollars, that the kit explains Neways where as the Advanced Training explains the mailing system. The new kit is a tremendous amount of information and training for only \$25.00! Remember to change your distributor applications to “required” instead of “optional”. To save paper, Karl’s printed small labels to stick over the “optional but recommended” verbiage on the applications.

Suggestions from Karl

Karl suggests always giving your business the attention it deserves and regarding it as you would any other business. “Treat it as a valuable business and it will pay you that way, treat it as a hobby and you’ll get paid like it’s a hobby.”

You may even have to give up some things in order to focus on your business but the long-term pay offs will be worth it completely. Consider temporarily giving up hobbies or other activities that are taking you away from your business for a while – it won’t be forever! Besides, think of how much time you’ll have after you’ve worked yourself out of that nine to five job!

Go For The Gold!

Were you aware that if you are on Gold Direct Ship (\$150 per month) or Silver Direct Ship (\$100 per month) and you sign up a new distributor on **ANY DS** that that you will receive 40% of the first month’s \$100 and your immediate upline will receive 10% of the first month’s Multiplex as well.

Some other benefits of being on Silver or Gold Direct Ship are:

1) On Silver, you earn 10% of the first \$100 ordered by every distributor in your organization down through the 5th level and on Gold, you earn 10% through the 4th level and 5% of your 5th and 6th levels.

2) Your point group volume accumulates quicker taking you up the ranks to supervisor, manager and executive. For example, if you are ordering \$150 per month you will reach supervisor in approximately 7 months as opposed to ordering \$50 per month and becoming supervisor in 20 months and this is not even counting the additional volumes that any of your distributors or preferred customers are contributing with their orders.

3) You are using and becoming familiar with the products so you can explain and inform your new prospects and distributors how they have worked for you.

4) On a direct ship program be it \$50 \$100 or \$150 you may be able to write your products off as a tax deduction as it is a requirement of your business to receive a paycheck from Neways - only if you purchase products on a direct ship program. See your tax advisor for more information.

My Favorite Product

We’ve had a tremendous response to My Favorite Product. We will be printing a few at a time in the order they were received and keep sending your submissions - we love hearing from you.

Submitted by Connie Pesina, Texas:

One of my favorite products is the Indulge Bubble Bath for my 2-1/2 year old daughter, Marisa. It makes lots of bubbles, and I don’t have to worry about her getting a urinary tract infection from staying in the tub too long!

My other favorite product (for me) is Eliminator. I still marvel at all of the different uses for this product, especially as a skin toner and mouth cleanser. Thank you! Connie Pesina

Submitted by Ron Wozniak, Wisconsin:

To this point my favorite product is the Close shaving cream. Over the last 25 years I’ve used many shaving creams and I’ve never had a closer shave then when I started using Neways Close shaving cream. And razor burn on my neck is a thing of the past! Thanks to Neways. Ron Wozniak

Thank you Connie and Ron!

***Everyone remember to listen to
SoundWays!***

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