

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

## **Look What Happened in March!**

**Executives:** Michael Barber, Denise Kourtis, Richard Hettinger, Marion Luna, Raymond Shawstad, Richard Bushart, John Lubich

**Managers:** Jerry Neuman, Dwight Crenshaw, Kimberly Aaenson, Julie Burkle, Jennifer Ban, Gary Wagner

**Supervisors:** Dana Boulay, James Emerine, Brandy Aaenson, Russell Beck, Nathan Marks, Candi Buchholz, Ed Loppnow III, Violet Smith, Jean Jean-Baptiste, Patricia Smith, Mary Jo Bushart, Janice Smith, Keith Beckwith, Christele Arnes

*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	69
Total Distributors for Group	2811

## **Words For Thought**

"Kind words can be short and easy to speak,  
but their echoes are truly endless."

-Mother Teresa

## **Be A Leader!**

By Rod Nichols, author of

*Successful Network Marketing for the 21<sup>st</sup> Century*

The world has very few natural leaders; so don't worry if you are not one of them. Many of the top achievers in this industry weren't leaders when they started. They developed their leadership skills while building their business. You learn to be a leader by duplicating what your upline leaders have done to get where they are.

People are attracted to successful people. Become successful in your company and people will follow by duplicating your example. Get excited about your business, even if you don't know much about it yet. Go out and talk with people. Let them see your excitement for the products and business. Working with people and promoting your products will help you learn and build on leadership skills.

## **My Favorite Product**

This month "My Favorite Product" comes from Zanna Ove, a Neways distributor in Sagle, ID.

"My husband, Leif, has been a logger all his life and has a hearing loss of the high frequency tones and some of the middle tones from being around noisy equipment so many years.

Our Naturopath friend, Janice Ford, told him to put three (3) drops of pure, undiluted oil of Helichrysum (Neways Item #2824) in each ear once a day and it would help his hearing.

He tried it and noticed an immediate difference. It didn't bring back the high frequency tones yet, but he can definitely hear voices and music better. We are so excited and pleased with the wonderful results! Try it! You'll like it!"

Thanks Zanna for your wonderful testimonial!

## **Change Your Life CD – Just Updated!**

Looking for a great, inexpensive yet effective media for getting information to your warm or cold market about Neways and the Neways product mission?

Try the *new and improved* Change Your Life CD by Mark and Lisa Naberschnig – you may have or have heard their previously released CD. The CD's are an audio CD recorded by Lisa Naberschnig and explains the harmful ingredients issue, the Neways mission and the business opportunity. The updated version has information about the Humanitarian Aid Program.

Ways to use them: Put them in the Wealth Building Kits. Include a CD with product orders from Preferred Customers\Home Party attendees or pass them out with a business card to those who ask, "What is it you do?"

**Here is what other Neways distributors have said about them:** "We purchase leads and send out the CD right away with a bathroom brochure and call the people to let them know that a CD is on the way!" and "The CD is a good pre-qualifier and saves time so when we follow up they have a brief overview and we can see where to continue."

The CD's cost \$1.00 plus shipping and handling and they do offer a custom label with your phone number and website on the CD for \$1.30 per CD. To order call (770) 416-1758 or email the Naberschnigs at sales@techxpect.com.

## **Preferred Customers vs. Distributor**

If you have someone who wants to use the products but is not sure if they want to do the business *yet*, they could A.) Sign up as a Distributor. Explain to them that their volumes will be accumulating while they are thinking about the business opportunity or B.) Sign up as a Preferred Customer – initially their purchases will be of more value to you because their volumes go towards your Affinity volumes.

To stay active, a Distributor must place an order at least every six months and a Preferred Customer must place an order every 12 months.

### ***Some things you need to know about a Preferred Customer are:***

Preferred Customers pay wholesale prices and pay wholesale tax whereas Distributors pay wholesale prices and retail tax. Neways assumes we will retail some product and this way, Neways handles paying the sales tax for Distributors so we don't have to get a business license.

The point value on products will not accumulate for Preferred Customers.

Volumes from Preferred Customer purchases go directly towards your volumes just as if you would have personally ordered the products yourself. Preferred Customers are a great way to build your Affinity volumes and help you stay qualified as an Executive.

Preferred Customers are assigned a Preferred Customer ID which is three zeros followed by the last six digits of their phone number. For example 000 94 9554 would be ours.

Preferred Customers can fax, call in or order products online ([newaysonline.com](http://newaysonline.com)) with their ID number.

There is a preferred customer application available online at [www.newaysonline.com](http://www.newaysonline.com), Resources, Forms, U.S.A. Preferred Customer Application and Agreement. The form is in Adobe Acrobat format. Or you can call Neways directly with your new Preferred Customer on the phone and get them registered immediately.

### **April Neways Prime Time Now Available**

If you are a recently new distributor to Neways and you have not received the April Prime Time (Neways' newsletter publication), contact Distributor Relations to request one and to request to be on the Prime Time Distribution List. Sometimes new Distributors are not automatically put on this distribution list.

## **Friendships That Can Last A Lifetime**

When Karl and I started this business, we would never have guessed that one of the wonderful side benefits of this business was going to be all the wonderful friends we have made.

March and April have been great months to see many of you! We enjoyed attending a Spring Training baseball game with Peter Kourtis from Illinois. We had a very nice lunch in Scottsdale, Arizona with Joe and Mary Ann Swofford from Texas. We also had a great time with Helen Chamlee and her daughter-in-law Sylvia when they came from El Paso, Texas to our home event with John Smart.

And Norman and Mary Woods were very pleased to have spent some time with Bob and Cindi Johnston in Pebble Beach, California.

There is nothing better than hanging out with like-minded Neways Distributors and we all look forward to getting to know all of you better and forming those friendships that could truly last a lifetime.

### **Send Us Your Testimonials!**

If you have a favorite product or testimonial about any of the products, please email it or send it snail mail to Signe for the next Nichols Newsletter. I am also gathering uses for the Radicate and how it is being used around your homes for an article for the May newsletter.

### **Success Can Be Yours!**

Karl and I are dedicated to your success and we feel as the late Golden Rule Jones once said, "What I want for myself, I want for everybody."

We truly are grateful for the lifestyle and time freedom we enjoy and we want more than anything else for all of you to have the things that you want and desire! You can have whatever you want in your life and you can be very successful with this business if you choose. Let us help you!

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

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