

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

Look What Happened in February!

Executives: Tammy Gjerde, Joe Swofford, Linda Whinton, Traci Kozak, John Williams, Ruth Malanowski, Cynthia Tilque, Judith Allen, Connie Pesina and William Brinkman

Managers: Elizabeth Turpin, Teddy Gingrich, Robert Brumm Jr., Michael Schraepfer and Paula Tolbert

Supervisors: James Wheeler and Mary Skelton, Eugene Zaggia, Jerome Bischel, Jill Turpin, Clinton Buck, Chris and Stephanie Seifert, Karen Needles, Travis Shepherd, Richard Miller, Mark Eno, Ruth Harper, Alice Wehner, David Edgell, John Cahill, Clarence Dunlap, Wanda Samms, Elaine Archambeault and Dorothy Taravella

Please Note: We had some trouble with the downline report this month, so if your name is missing, please be aware that we apologize and you will be announced in April!

New Distributors for February	90
Total Distributors for Group	1789

Words For Thought

Are you aware of where the phrase *In A Nutshell* came from? For the answer, read the following . . .

“There are examples of sharpness of vision that are quite incredible. Cicero reports that there was a copy of Homer’s *Iliad* (24 books) inscribed on a piece of parchment enclosed in a nutshell.”

- Borrowed from *Nota Bene: A Guide to Familiar Latin Quotes and Phrases*

This phrase is good advice for your business too. Keep your speaking about your business, the products and the system in sharpness of the vision or in a nutshell and try to avoid over speaking which Tom Mower Sr. sometimes affectionately refers to as “diarrhea of the mouth”.

The Responsibilities of Sponsoring

Wise Distributor Manual, Section III:
Responsibilities to Your Downline

“There is no magic involved in creating a Newways business. Those who sponsor widely but who do not help their new distributors develop their business achieve limited success. Therefore, a responsibility of sponsorship is to work with the new distributors to help them learn the business,

while providing support and encouragement during the critical early months.”

For more, refer to the Advanced Training Step 5 – Getting Your New Distributor Started.

My Favorite Product

We had an overwhelming response to *My Favorite Product* via email this month. Thank you all for your outstanding participation! We will be printing a few at a time in the order they were received starting this month and please continue sending your submissions.

Submitted by Roger Doudt, Indiana:

I would have to say that my favorite product is the Noni Juice. It covers the spectrum of all one needs in a daily supplement. The flavor is good and it is easy to take. You have energy to spare with Noni.

Submitted by Billie Hatzenbuehler, Washington:

My favorite product is VMM. Why? I have always caught any and every cold or Flu germ I came in contact with. Every year I would have to tell my family and friends, if you have a cold... stay away.

I started taking VMM, in August of 2001, and since then I have not had even a sniffle, no matter what anyone came down with. I didn't get a Flu shot last fall, so when everyone in my family came down with the flu during the holidays I thought I was really in trouble. But I didn't have a single day of sickness... I LOVE VMM.

Billie

Submitted by Jerry Laboda, Arizona

My favorite product is the Arthrin (if you make me pick one). Before Arthrin my joints hurt so badly I was taking prescription strength painkillers (800 Milligrams) twice a day to get relief from the pain I was always in. Now with Arthrin I have quit taking those awful pills with all their side effects and my joints no longer ache and don't keep me up half the night.

Anyone who has arthritis or any other joint pain should get on this wonderful natural relief product. You'll be thanking your stars that you did.

Jerry Leboda

Thank you again Roger, Billie and Jerry for your submissions!

2002 Convention Awards

Get out your highlighters for this next section because the mailing system users from Greg Weigel down received 90% of the awards this year!

ROOKIE OF THE YEAR

Afsaneh Deyhim

MOST IMPROVED DISTRIBUTORS

Dwight Benson; Norman & Mary Woods
and Karl & Signe Nichols

HUMANITARIAN AWARDS

Joel Singer/Cathy Lok; Dr Riko Ricketts

HIGHEST GROUP VOLUME

Brian Boric; Norman & Mary Woods

HIGHEST PERSONAL VOLUME

Gerald & Faye Long; Chris Webb

TEAM NEWAYS

Margie Aliprandi; Joe Hornsey

NEW DIAMONDS

Bill & Ann Goodrich; Chuck & JoAnn
Williamson; Shirle Sherwood; Dwight Benson;
Carl & Barbara Jo Fretwell; Norman & Mary
Woods; Karl & Signe Nichols; Lee & Ruth
Lipscomb

DIAMOND INITIATOR AWARD

Kurt & Gail Meyer

TOP RECRUITER

Dwight Benson

BULL OF THE WOODS

Kurt & Gail Meyer

ATTITUDE OF GRATITUDE

Billie Jo Fiege; Norman & Mary Woods; Dwight
Benson; Ivy & Gayle Johnson; Karl & Signe
Nichols; Lee & Ruth Lipscomb; Judith & Rollie
Stanchfield; Mona Rae & Don Larson; Steve
Weigel; Cynthia Hawley

CRYSTAL DIAMONDS

Margie Aliprandi; Ray Spotts; Ivy & Norma
Johnson; Rick Bazzill; Michael D'Avolio; Greg
Weigel; Belva & Dick Flegle; Joe Hornsey; Kurt
& Gail Meyer; Debbie & Harry Wicker; Bill &
Donna Ice; Libby & Marty Johnson; Nancy &
John Werner; Cathy Lok; Joel Singer

PRESIDENTS CUP

Michael D'Avolio

DISTRIBUTOR OF THE YEAR

Belva & Dick Flegle

We believe your experience at a Neways Convention will be that Neways is a product-driven company without hype, the Mower family has very high integrity and considers all of us part of their family. Convention is where Diamonds are built and the Neways mission is exemplified so make it a commitment to be there.

Avoiding the Management Trap

In Mark and Rene Yarnell's book, Your First Year In Network Marketing, they discuss the importance of not trying to "manage" your downline. Rather they suggest finding ways to support them in succeeding. Following are a three of their pointers:

1. Network marketing is a business of distributors building their own front lines and teaching their people to duplicate that process.

2. If you become frustrated because your associates are not successful, teach them to visualize the end result and direct most of your energy toward those who do.

3. Don't make the mistake that results in nearly 50 percent of the failures in our industry: building your front line for the first few months, and then stopping to manage your people.

Using 2nd Chance Shampoo for Men

Submitted by Norman Woods September 2000

Men can use 2nd Chance Shampoo and 2nd Chance Conditioner with not just thinning hair but with thinner hair as well. Use the two products in conjunction with Super Booster to give hair strength and body to make it fuller. Emperor's Formula, Maximol Solutions and Noni Juice also work to nutrify hair, skin and nails.

The inside secret to get hair to grow (as Norman has found out) is to go down to your local Health and Beauty Store and pick up one of those heat caps (approx. \$22.00 and preferably in blue if you're a guy). Apply the conditioner and the cap, plug it in and leave on for ten minutes. Don't rinse and follow with Super Booster and Replenishing Mist (helps strengthen hair by 200 percent and prevent hair breakage when towel drying).

Michael D'Avolio In California

Michael D'Avolio will be in Sacramento, California on Saturday, March 23 presenting "Fast Track To Wealth". 10:00 a.m. to 2:00 p.m. at the Hilton Sacramento Arden West hotel. Norman and Mary Woods will be hosting this event. If you have any potential new prospects in the Sacramento area that would like to attend, please let them know about it soon! Pre-registration through Neways is taken by calling (801) 423-7260.

How To Contact Karl and Signe

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