

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

### **Look What Happened in April!**

**Executives:** Beth Lewis-MacDonald, Roy Fife, Claudia Bonfante, Randy Upton, James Toczynski, Robert Tambourne, Diana Granado, Richard Miller, Robert Monte

**Managers:** Michael Scott Volak, Jack Ray, Alberto Elia, John Taylor, David Krueger, Greg and Gina Sanders

**Supervisors:** John Duffy, Robin Halnan, Julie Burkle, Glen Conner, Kenneth Catlin Jr., James Lomont, Teruko Hashimoto, Dave Weesner, Mark Morgan, Leif Ove, Jacob Hostetler, James Jennings

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

New Distributors for April	105
Total Distributors for Group	2000

### **Words For Thought**

**teamwork** *n.* Cooperative effort by members of a group or team to achieve a common goal

### **Important, Important Announcement!**

On Monday, May 13 at 6 p.m. Pacific Time, the first group training conference call will occur. At this time, these new training calls are available **only** to the Woods and Nichols downline as there are limited lines available. These calls will be conducted on a regular basis in upcoming months.

**Dial (620) 584-8200, access # 9649**

Hope to hear you there!

### **Building A Business On A Budget**

*Featured Distributor:* Jim Purvis

*Time with Neways:* 2 Years

*Concurrent Occupation:* Sales Associate at Lowe's

*Rank:* Qualified Executive

We are featuring Jim Purvis this month as a distributor who exemplifies persistence, patience and commitment. He is also a great example of someone who has had to build a business on a very tight budget but just ask Jim if this business still works and his answer will be an unequivocal "Yes!"

Jim became a Neways Distributor in March of 2000; he is 52 years old, lives in Columbia, South Carolina, currently works for Lowe's and is the primary caretaker for his Uncle Hench. Jim also has very definite plans for his future and his retirement using Neways as his instrument.

What is most impressive about Jim's story is that in the two years Jim has been a distributor, he has only been able to mail a total of six times and those only being 500 piece mailings a time - that's only 3,000 letters with the response rate ranging from 1/2 to 4%.

Has he had bad mailings? Yes. Has he had obstacles to over come? Yes. Has he had promising people drop out? Yes. Does he have a plan and has he accomplished some of his goals? Yes. Unquestionably.

In November of 2001, Jim Purvis accomplished one of his goals and became a Neways Executive. For the six months since then, Jim has qualified easily each and every month and is on his way to being a Crystal Executive for 2002.

What does Jim suggest? "Follow Your Dream. Don't ever, ever let the dream slip away." Also, "Have pictures of what you want around you and focus on those things." Jim has a picture of a Cadillac Catera, which is the car of choice when he becomes car qualified. He knows what he wants and he knows it will happen.

What else does he advise? "Be persistent!" Jim has had bad mailings. In fact, his last mailing resulted in no sign-ups but what always impresses us about Jim is that he just speaks of the future. His comment about the mailing was, "Well, I guess I just have to save up for the next one." Karl and I have yet to hear Jim say a negative comment in the two years we have worked with him and each time he sends a mailing he prays for good returns.

By following Bob Proctor's You Were Born Rich program, Jim will be able to pay for additional mailings by sticking to a daily pre-planned budget and saving the "extras" for his investment into his business. By using this method, Jim predicts that he should be able to mail five more times between now and December 15. Very impressive!

Jim also uses the "Maximizing the Neways Plan" on Page 41 of Kurt's Advanced Training as a

guide to success. He looks at the chart and figures often. He suggests filling in your distributors in those slots (in pencil) and focusing on filling up the openings with new distributors.

When Jim began his Neways business, he started with two basic goals. One, to have his Neways checks pay for his \$150 GDS in products and two, have his Neways checks pay for his mailings.

When Jim started, he was only on \$100 Silver Direct Ship and as his business grew, he bumped up his direct ship to his now paid for Gold Direct Ship.

Having three distributors above him drop out, Jim is now one of our strong front level Executive legs (lucky us!) and we are so grateful and happy to have Jim working with us. He is an inspiration every single time we speak with him and we are so glad that he has stuck with it and did not give up when others had!

For the future Jim looks forward to leaving his job at Lowe's and working his Neways business full time, giving him time to travel and making his retirement very, very comfortable. In fact, he already has a picture in his mind of a motor home with a car carrier on the back to pull his Neways-paid-for Cadillac. We know you'll make it Jim!

### **Anyone Can Learn Persistence**

From Think and Grow Rich by Napoleon Hill  
Persistence is a state of mind; therefore, it can be cultivated. Like all states of mind, persistence is based upon definite causes, among them:

1. *Definiteness of purpose*: Knowing what one wants is the first and, perhaps, the most important step toward the development of persistence.
2. *Desire*: It is comparatively easy to acquire and to maintain persistence in pursuing the object of intense desire.
3. *Self-reliance*: Belief in one's ability to carry out a plan encourages one to follow the plan through with persistence.
4. *Definiteness of plans*: Organized plans, even though they may be weak and entirely impractical, encourage persistence.
5. *Accurate knowledge*: Knowing that one's plans are sound, based upon experience or observation, encourages persistence; guessing instead of knowing destroys persistence.
6. *Cooperation*: Sympathy, understanding, and harmonious cooperation with others tend to develop persistence.

7. *Will power*: The habit of concentrating one's thoughts upon the building of plans for the attainment of a definite purpose leads to persistence.

8. *Habit*: Persistence is the direct result of habit. The mind absorbs and becomes a part of the daily experiences upon which it feeds. Fear, the worst of all enemies, can be effectively cured by *forced repetition of acts of courage*.

### **Crystal Executive Things to Know**

A Crystal Executive is an Executive recognized by Neways that has qualified as an Executive for a total of 12 months beginning January and ending December of any given year. One way to ensure being a Crystal Executive, which should be every Executives goal, is to fill out the form in the Wise Manual called #9071 – Error Allowance for Executive Distributors.

When this form is on file at Neways, it authorizes Neways to place an order to complete qualification for distributorship. This way you are ensured the maximum bonus payout. This comes in handy if, let's say; one of your distributors has an issue with their order such as a payment snafu, returns products without your knowledge or if you are traveling or unable to manage your accounts for some reason. Please see form for further details.

### **My Favorite Product**

*Submitted by James Kochan, California*

My hands lead a very hard life. My thumbs and fingertips would dry out and develop painful cracks making it hard to work. I had tried several hand lotions including Tender Care, which worked pretty well. Then I used Skin Enhancer and wow what a difference! I've not had the problem since.  
Sincerely, James Kochan

*Submitted by David Krueger, Michigan*

My favorite product is Ultrashine Radiance toothpaste. I have had a history of staining on my teeth. There did not seem to be much of anything that I could do to control it. Ultrashine Radiance keeps my teeth pearly white. It's a very light toothpaste - other toothpaste's seem thick and chalky by comparison. My wife is hooked on Ultrashine Radiance as well. David Krueger

**Thank you James and David!**

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