

Margie

Hi my name is Margie Aliprandi and I'm joined by Michael D'Avolio. We're independent business owners with Neways International and we want to thank you for giving us a few minutes of your time. Over the next several minutes we're going to share some information with you that could make a huge difference in your life all around living the Neways lifestyle. You know Neways truly is the healthy homes company. It's more than just great products or a business opportunity. Neways can provide you with a comprehensive lifestyle that if you so desire, can bring wellness to every area of your life. You know I want to begin by talking about network marketing and a few reasons why it truly is the perfect business. Let's face it; chances are you're not going to get rich working for somebody else. Yet to own your own business, in a traditional sense, would require such a huge capital outlay that most people just can't do it. One of the most appealing things about network marketing is that without that kind of risk you get to be your own boss. You get to choose your own hours you can create an international business if you'd like. All from the comfort of your own home office. It's a lot of fun, you make friends around the world and you change lives. And as a result, you experience tremendous personal growth. And all of this with an extremely favorable risk vs. return ratio.

You know, as you analyze any business opportunity you'll be weighing the risks vs. the possible return, in other words, if things went as bad as they possibly could and you lost everything, how much would that be? Vs. what is the upside potential? Network marketing has such a favorable risk vs. return ratio because there is little or no investment and the upside potential is huge, all based on your personal effort and desire. Network marketing also provides you with passive, residual income. Don't you love that word passive? Especially when it's associated with the word income! You know, a lot of wealthy people are so physically tied to their businesses that if they aren't there, no money can be made. Conversely, people who seem to have a lot of time on their hands, frequently don't have the money to enjoy it. With network marketing you can have the free time and the money to enjoy it. Bottom line, network marketing can help you achieve any personal or financial dream you may have, whether its travel, kids' college, retiring early, the sky is the limit depending on your individual effort.

Network marketing is big business. A few numbers for you: 100 million dollars in products and services are sold through network marketing channels annually worldwide. In the United States alone, 30 billion plus dollars of products are sold through network marketing channels. Every week 175 thousand people join a network marketing company. Network marketing allows you to redirect your purchases, in other words, you can turn your grocery budget in to income. With a company like Neways that has hundreds of products to choose from, you simply buy from your own store, so to speak. Plus you get incredible tax benefits by having a home based business. Quite possibly, expenses you currently have could be legitimate business deductions as you begin creating a home based business income.

You know much of life is about timing, timing for you and finding the right company with the right idea, the right message and the right products. The current economic challenges serve as a wakeup call and there's no question that people are looking for solutions to their economic challenges more today than ever before. Even those who are not struggling financially always welcome more cash, especially residual income, and security. The home based business boom is enormous. People who had never

considered a home based business a few years ago recognize that that alone gives them the power to control their destiny. And no question that network marketing has credibility that it lacked even a decade ago. Many of the wealthiest people in the world and the greatest business minds ever acknowledge network marketing as an extraordinary business model. **Warren Buffet and Richard Bransen** own network marketing companies for heaven sakes. Major companies like Sprint and City Corp have network marketing divisions. The internet has made the world a very small place. You can create a global community with the right network marketing company. And finally, network marketing lets you personally employ the tool of the wealthy, leverage.

Let's take a look at your lifetime earning potential in a job compared to network marketing. Here is the scenario with you working a job, let's say you work 40 hours a week, 50 weeks per year, pretty typical right? For 40 years. That gives you a total of 80 thousand work hours that you'll be paid on in your lifetime. Now let's compare that to a network marketing scenario where you have the time leverage that network marketing provides. Let's say that over time you create a team of 400 people, now don't panic if that number sounds large, on the next slide I am going to show you how truly achievable that is utilizing the principal of exponential growth. If you have a team of 400 people who work, let's say just one hour a day, and they do that 5 days per week, 50 weeks per year, that gives you 100 thousand man hours annually towards your bottom line vs. 80 thousand hours of your own time in a lifetime. Which sounds better to you?

Now let's look at network marketing income leverage. If you need to be physically present for every dollar you earn you are limited in how much money you can make. You're trapped! There are only so many hours in a day and only so many dollars per hour that your skill set can command. You need leverage and you can do that with a team. So let's say creating a Neways Healthy Home and a home based business makes sense to you. You commit to 150 Direct Ship each month and you introduce this concept to a handful of people with a catalogue, a CD, a DVD, a web site or this presentation. And let's say 3 of those people resonate with the information, they decide they want a Neways Healthy Home too and they also commit to 150 Direct Ship each month and they duplicate your efforts. Now you have 9 likeminded people as a part of your team. When they duplicate your efforts, you have 27 and so on and so on, 81, 243 for a total of 363. You get the idea. Now keep in mind that all you did was find 3 who duplicated your efforts and all each of you did is redirect your purchases from products you are currently buying elsewhere to Neways safety conscious and healthy products. With 363, now that's nearly 400, independent business owners as a part of your team each purchasing \$150 worth of products on the direct ship program, your total group volume would be 54,450. At a median commission level of 10% your take would be, well, 10% of 54,450, hmm. You do the math. Sounds like some people could quit their jobs on that.

Now 2 quick points of clarification, number one, there is no chance that your business will grow exactly like this one, it's simply a demonstration because some people will create no team at all, and others could bring dozens. Point number two, chances are it won't be the first 3 people you talk to. To find likeminded individuals who replicate your passion and desire may require time and effort on your part. Now where it really gets exciting is when exponential growth kicks in. If you add 3 more independent

business owners for a total of 6 who all duplicate your efforts right on down the line, you could potentially double your income.

Now let's talk about a stark reality that many of us would probably rather avoid. Retirement. When do you want to retire? Sooner rather than later? Will you have sufficient funds to retire? Do you want more or less money when you retire? And where is that money going to come from? What's your plan? In order to generate a residual income of \$5,000 per month you would need to save 1 million dollars earning 6% interest. So let me ask you a simple question, which is easier, saving a million dollars or developing a team of 3 independent business owners who duplicate your efforts? The choice is yours. Now let it be said that not all network marketing companies are created equally and while all of them can taut the benefits of residual income, not many can truly deliver. There are so many factors that impact the success or failure of any given network marketing company and impact your success. So now I'd like to introduce to you Michael D'Avolio who will tell you a little bit more about Neways and how this company is positioned to maximize your earning potential. Michael.

Michael

Now Neways also offers you a global opportunity. You can have an international business because you can do business in whatever country we are in around the world. Presently we are operating in 29 countries and we are constantly opening up new countries. With an international opportunity you are able to literally make more money while you sleep because when you go to bed at night your team is waking up to move forward and build their business independently of you. What an exciting opportunity that offers. Now let me give you a glimpse of where Neways is at today. We are doing about 600 million dollars a year in annual sales, we're the 3rd largest network marketing company in Japan, we're the 3rd largest in Australia and we are on our way to be a billion dollars. Now those of you in North America viewing this right now, you will be excited to know that you are in here when the opportunity is the greatest because in North America it is an untapped market, no one even knows who we are and North America is the largest network marketing country in the world and you can imagine once we build to the size we've built in our other foreign markets here in North America, you will make a handsome return.

We have a generous compensation plan. Neways is known for having the fairest and most lucrative compensation plan in the network marketing industry meaning it's fair to the person coming in as an entry level distributor all the way up to the big leader. Neways is paying out more than other network marketing companies in the industry today. This is what I call our recipe for success. This is a timely mission. Neways is here at a time when people are more proactive about their health than any other time in history. Neways products are designed to enhance your health while at the same time minimizing exposure to harmful ingredients. Healthy homes is a buzz word today and we are here at this opportune time. We have a wide range of products, Neways isn't just a one silver bullet product company if fact we don't believe there is a silver bullet for your health. It takes a broad range of nutrients to allow a person's health to be optimal and Neways has taken that into consideration in all of the products they provide. We have something for everyone, meaning, by having that range of products your organization is going to have a lot more volume than you would ever have if you just had one

product. And again there is no silver bullet for health it's a broad range of nutrients. Now these are products that are daily use products, people use them every single day, they run out every month and then they buy them again which is different than if you were selling for example refrigerators or water filters or automobiles. People don't run out of those every month and then buy them again. They are daily use products that's where the largest amount of income is that occurs on a residual basis that you go to your mailbox and get that check every single month. This is a recession proof business and isn't that important in today's economic climate. We have visionary and support of management, we have people that have been in this industry and they know how to build businesses and they are there to help and support you along the way. People today, as I mentioned earlier, they are proactive about their health. You see the word there, Johnny come lately, well these aren't common vat products these are very unique products put together by our own in house bio chemists and scientific advisory board to truly produce results so people notice what the products are doing for them. We have decades of experience, we formulate our own products giving us the benefit of enhancing and increasing the quality of our products with more expensive ingredients.

When you look at our manufacturing and warehouse facilities in Springville, Utah, we have a beautiful corporate office, 85,000 square feet, debt free I may add, we have a 305,000 square foot global distribution center. In Southern California, we also have a 75,000 square foot bottling plant, its um it uses our patented Max Flash technology that retains the nutrients in our liquid products. We are very proud of that process.

Neways is owned by Golden Gate Capital , they are a 9 billion dollar equity firm. They have 16 billion dollars in consolidated assets and the monies that are given to Golden Gate Capital where they get their investment funds is from the endowment funds of these ivy league schools: Harvard, Yale, Princeton, MIT and Stanford, you ever heard of these small schools? These are some of the most prestigious universities in the world and that is who owns Neways. So you talk about credibility, a that is the biggest credibility you can get. Golden Gate Capital owns 50 companies, they have 2 million employees total amongst those companies their overall portfolio return averages about 64% per year and their health and wellness segment averages 69% per year, and again because people are more proactive about their health today so we are here at the right time in that type of an economy and climate where people want to be healthy. Well what Golden Gate has recently said one of the principals is that they believe that the Neways company will provide them the highest return to date of any of their other opportunities or investments. So that says something to me, as a distributor, that if people with these types of credentials have come to the table, they believe enough in Neways to make the purchase, and they believe Neways will create the highest growth and income for them, why don't we just grab their coattails and learn from the people that know a lot more than us? Now we talked a little bit about compensation and again Neways does have the best compensation plan in the industry stated right here by Golden Gate Capital Principal Prescott Ash, "Neways has the single most attractive compensation plan for distributors of any reporting network marketing company" now the reason he can say that is because before they purchased Neways they actually went out and analyzed the compensation plans of the other publicly traded companies because that is public information, and concluded that Neways has

the most lucrative compensation plan. Margie why don't you go ahead now and tell us more about the products.

Margie

You know, the Neways mission is to help you maximize your health and beauty while minimizing your exposure to harmful ingredients. With 14 product lines Neways is truly your total health solution with the best of science and nature. Our product offering includes hair and body products, skin care, cosmetics, sun care, aromatherapy, baby products, an extensive line of nutritional supplements, household, automotive and the list goes on. Like you said Michael, truly something for everyone. And you know, the Neways product difference, the thing that always has and always will separate Neways from any competition is our powerful, unique and diverse product lines. Let's face it, if no one loves and consumes these products regularly, based on their own value, not on a business opportunity, then no one will make a dime. Neways is a very product driven company. This company did not begin with a compensation structure that was looking for a product like, what should we sell to make money? This mission began with a product concept and a commitment to safe ingredients and then we sought the best distribution channel. Neways products are formulated with safety in mind with no known harmful ingredients and because we formulate them, as Michael mentioned, most of our products are singular formulas, you can't get them anywhere else which is a great advantage to you. Also they're daily use products and even in cash crunches they stay in the budget because people use them up week in, week out and re-order them again and again.

You know, Neways has very rigorous testing standards for all products and raw ingredients. They arrive to us with certificates of compliance. We have 3rd party lab testing, in house testing, and then we test every completed formula before it goes out the door. The product line is diverse, something for everyone, the products work, and people like them. We use therapeutic grade ingredients in quantities that can really make a difference. We have ongoing research and constant innovation and we are guided by an internationally recognized scientific advisory board. These products are good for you and for your home. Nature creates it, science refines it, and Neways delivers it.

You know at Neways long before toxins was a buzzword, we were removing them. And now look how regularly these issues are in the news. Take a look at these publications, very credible, National Geographic, Vogue, all now getting on board with the mission that has been ours from the inception of this company in 1987. According to Dr. Samuel Epstein, one of the world's leading toxicologists and **Professor Emeritus** at the University of Illinois school of public health, "Neways" and I quote "has pioneered and succeeded in providing consumers with cosmetics and toiletries free of harmful ingredients, I warmly congratulate them for their accomplishments. Neways is doing what no other company in the world is doing. Soon the tide of public awareness will tilt in the favor of safer alternatives. This is what Neways is about. And recently Dr. Samuel Epstein stated that the Neways personal care products are among the safest in the world. Back to you Michael.

Michael

There is a book written by Raymond Francis titled *Never Be Sick Again* and in his book he talks about the fact that all health issues are really caused by one thing and that's called cellular malfunction. Now cellular malfunction is caused by two things, one, nutritional deficiency and two, environmental toxicity. And what you are going to find out about Neways is that we're strong on the fact that we believe that people need to take proper supplements and get those nutrients at the same time stop exposing their bodies to harmful ingredients. And you will learn more about our products in a moment. When we talk about environmental toxicity it is definitely at an all time high today. The water is polluted, the chemicals that are in food, what's in our farmlands, our soils etc., pollution in the air. We realize that and also, peoples nutritional intake is at an all time low, they are not eating the proper fruits and vegetables and fiber like they should, it's all fast processed food and it is taking a toll on their health. I don't think that is a surprise to anyone. When it comes to nutrient intake where are you supposed to get your nutrients? Of course from the food supply well food isn't food like it was 100 years ago and what I mean by that is the farmland where the food grows in doesn't have the same nutrient content as it did 100 or so years ago. So basically people are eating and eating and eating and eating and they are starving on a full stomach.

Now you look at these pictures here and they draw quite a contrast. There was an article in Time magazine in August of 2004 and they stated in there that your life span is determined 20-30% by genetics and 70-80% by lifestyle. Meaning the choices that we all make, our diet, our exercise or lack of exercise, taking nutrients, not taking nutrients, high toxin exposure, low toxin exposure, we smoke cigarettes, we don't smoke cigarettes, you get the picture. So it is based upon the choices that we make. Have you ever seen someone that is 40 but looks 60? Or someone who is 60 but looks 40? Well it is all based on the choices that we make and again, at Neways we are here to teach you how to enhance your health with proper nutrients and have minimal exposure to toxins through safe and effective personal care products.

We have made it very simple for you to take care of the inside of the body and the outside of the body at the same time with a simple purchase of our Signature Pack. Our Signature Pack has 9 of our most popular personal care products that you are using every day as well as our top 4 nutritional products. Now these products, I want to mention, these are products with a purpose, meaning you will use these products regardless of your interest in a financial opportunity. In most network marketing companies people don't continue to use the products if they are not interested in the money. With the Neways products it is quite the opposite because these products perform and once people understand the benefits they don't want to be without them. So we have made it convenient with our Signature Pack. Our Signature Pack first includes our Convert Your Bathroom Pack which is those 9 popular personal care products so you are getting shampoo, conditioner, toothpaste, mouthwash, body cleansing gel, shave gel, deodorant and a hand lotion. It also includes our Core 4 of nutritionals. Our Maximol Solutions which is a leading liquid nutrient product that contains minerals and amino acids, it also has our Revenol product which is an antioxidant. Antioxidants are so important today because they combat the damaging effects of free radicals that can lead to premature aging. We have our Omega 3 fish oils, which is tested to be mercury free allowing us to experience the benefits of fish oils without having to worry about mercury contamination. Neways Green Qi is a product that contains nearly 50 different

ingredients of vegetables and cereal grasses, marine greens and herbs, pre and pro biotics, providing beneficial nourishment to the body.

Now in addition to our Signature Pack which is the way that most people do begin an entry into the Neways business, we had some recent product releases which are very exciting products as well, one is our liquid Durian Fusion product, we have our color cosmetics for you ladies, our **Hydracial** skin care product, we have a phenomenal product for skin blemishes called Clear Science Complexion Balancing System that the teenagers are loving because of the benefits they are getting with their great looking skin. Margie back to you.

[Margie](#)

Ok, so while Neways will likely inspire you to create a better life for you and your family it also affords you the opportunity to give back and to make a positive difference in the world simply by switching brands through two humanitarian programs. Through Neways humanitarian programs each time you purchase a Signature Pack you help provide food, clothing, shelter, medical assistance and educational supplies to impoverished children around the world and when you drink Durian Fusion you help stop human trafficking in South East Asia. What a simple way to make a difference in the world.

Speaking of Neways author Dr. David Steinman said "I've looked at hundreds of companies, usually I am disappointed but Neways is different. They are producing truly safe and healthy formulas that we rank among the best in the world today. Indeed, they are the only network marketing company doing so. I give 100% of support to Neways. You can't do better than Neways formulas; they're great for your body and home. I believe you really will profit both materially and spiritually from your Neways association and involvement." So what we invite you to do is make the switch and increase the green in your wallet with Neways safety conscious products. Simply switch brands, create a healthy home, and help others do the same. Let Neways become your total health and your total wealth solution. Michael.

[Michael](#)

So you've seen our presentation today, you've heard what we've had to say, what interests you most? Are you interested in just getting great products? Are you interested in creating a small business to cover the cost of your products so you get them for free? Or are you interested in earning \$2,000 per month or more or in qualifying for a car paid for by Neways? Or how about a career income? Or how about complete financial independence like some of the top leaders in Neways? The first step in any one of these is to get you started. So getting started is real simple, you enroll as a wholesale distributor with Neways, an independent business owner, you are going to do that on an 800 number, you can fax in an application, or you can do it online. You are basically going to purchase your Signature Pack which are the products we talked about earlier, for the inside of your body and the outside of your body. You are then going to go home and dive into those products you are going to begin experiencing them, you are going to get an emotional attachment to them, you are going to recognize the benefits, you are going to review the materials in your distributor kit which is a DVD and some literature and our catalogue, you are going to get excited about this opportunity. You are going to order some marketing materials that you are going to be told by your sponsor exactly what you need to do to move forward to build your

business to be the most successful you possibly can be. In fact you are going to meet with the person who enrolls you in this business within a 48 hour time frame either in person or over the phone, and they are going to teach you step by step exactly what is going to be required for you to build your business and how simple it is. We like to say that you are in business for yourself but you are not in business by yourself. This is your business you can build it as big or as small as you want, the bigger the better, and at the same time you are going to have someone that is going to basically hold your hand every step of the way and teach you how to be successful.

When you purchase your initial Signature Pack you are also going to sign up for what we call Direct Ship. Now you have a Neways catalogue, you are going to utilize those products in the Signature Pack, next month is going to come along and you are going to go through that catalogue and you are going to start picking out all of the products that you want to try and experience basically converting your home over to Neways and understanding all of the Neways products. These products are shipped directly to your doorstep each month, it saves you time, it saves you gas, you don't have to shop, they are better more effective products, and you can change the contents of that Direct Ship each and every month and eventually by being on direct ship for a period of time, you are going to save on shipping so eventually it's going to cost nothing to ship those products to you. What I like to say is that \$150 a month breaks down to \$5 a day to improve your health and to improve your income. Basically the cost of a coffee latte each day to enhance your health and the ability to create financial independence.

Have you ever heard the statement that you'd be in business for 3 years to lose money and hopefully turn a profit in the 3rd year? We are going to show you how you can potentially receive money from your customers the first month you are in Neways. First, you enroll on Direct Ship and purchase the Signature Pack. Then, you introduce the Signature Pack to three of your customers who also enroll on Direct Ship and purchase the Pack. Once those three customers have purchased the Signature Pack, you are going to earn \$50 per each new distributor. If three of your customers purchase the Signature Pack off of the Direct Ship program, you are going to receive \$150 bonus check at the end of the month by you doing that within your first 30 days. That is called our Productivity Bonus, in fact this Productivity Bonus is ongoing so every time one of your new customers purchases the Signature Pack off of Direct Ship, you are going to earn \$50 so it's not just the first 30 days, it's ongoing forever.

Our compensation plan is designed so the faster you move up the compensation plan, the higher commissions you earn. We've created some shortcuts to allow you to reach these leadership levels even faster than ever. We have our 300 PV level, by purchasing that you're at a 10% override bonus, normally this is 1000 PV position. Basically you've already bought one Signature Pack, by purchasing just one more, you are now an instant Supervisor. If you purchase 3 more, you become an instant Manager because 3 more is 450 PV, you've already got your first 150 that puts you at 600, this is normally a 3000 PV position but for 600 PV you are able to attain it. PV by the way stands for personal volume, that's the value of the product based upon a personal point. Now the importance of these leadership positions are 1, it allows you to earn higher commissions and 2, you're going to want to have some product on hand so when you are enrolling new distributors you can hand them a Signature Pack and their distributor kit so they can go home that night and begin using the product and having an emotional attachment and keeping that excitement level because they will be excited when they start using the

product just like you have. We also have a fast track to executive game plan by being an instant manager and then enrolling 3 other instant managers within one or two months that pushes you up to the top of one of our portions of the pay plan making you an executive now qualifying you for a 20-25% rebate and override.

Here is a great quote "The greater danger for most of us lies not in setting our aim too high and falling short, but in setting our aim too low and achieving our mark" With Neways you can achieve whatever you want. What I mean by that is set your goals big, if you are going to think anyways you might as well think big and Neways allows an opportunity where you can put in some effort and through leverage and duplication out the other side, will come benefits and financial benefit and rewards and freedom and time freedom that you've never seen the likes of before that is just not possible in a day to day typical type job where in most cases you are never going to make more money than your boss. With Neways you can succeed and create a lifetime of residual income and create financial independence. We've been doing it for over 20 years, we have distributors that are already successful, you could be our next success story. So what do you want more of or how about all of this? Fun, money, free time, travel, more friends, youthful health and energy, contribution to the lives of others, peace of mind. I like to ask the question, what's more important, oxygen, food or water? Of course they are all important and that's how I look at this laundry list right here in front of you. They are all important and you don't have to pick and choose one over the other, you can have them all. You just have to come to the conclusion of when will you decide to create it?

[Margie](#)

So thanks again for giving us some of your time today and now get back to the person who introduced you to this presentation. Welcome aboard!