



**WE ARE
WINNERS**

A Newsletter for our Life Force International Community

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Building Your Business

Three Habits of the Most Successful Networkers in the World

Wouldn't it be nice if making money in network marketing was as easy as cooking a hard-boiled egg? I mean, cooking an egg is probably one of the easiest things you can do, right? You just follow the directions: Bring water to a boil. Drop in an egg. Wait 5 minutes and you're done. Easy, right? Of course! If you have the instructions right in front of you and you follow them precisely, you can't miss. Unfortunately, very few people realize that there is a simple recipe for success in network marketing too. So here it is, the "Three Habits of the Most Successful Networkers in the World."

Habit #1: The Most Successful Networkers in the World **USE THE PRODUCTS!**

Build your 30-60-90 day story. Using the products will give you your own personal story. "I lost 10 pounds in only one week using this." You must develop and experience one story in your whole network marketing career. Your personal story is everything. It adds believability and conviction to your presentation. The trick is to tell those stories 30-50 times every month. After that, the money will follow automatically! You must become a living, breathing testimonial for your products. The only way you can do that is to use the products.

Habit #2: The Most Successful Networkers in the World **EXPOSE THE OPPORTUNITY!**

The easiest way to expose the opportunity is by asking your prospects questions. What kind of work do they do? How much EXTRA money are they looking to generate? Find out what they are looking for. Maybe they only want to buy products; maybe they've got money to invest in advertising if someone else would follow up with the leads for them. Look for Win-Win relationships. Show them you care about them! And always remember, the three best things you can say to a prospect are, "I will help you, I will help you, and I will help you." You have two ears, but only one mouth, so be sure to listen more and talk less. Your prospects will feel more comfortable talking to you, and you'll like what your commission check looks like after six months of applying this tip.

We are in the sorting, sifting and selecting business. You only want to work with the willing. If someone is not interested in your business, that's great. When you're speaking with prospects you'll sign up twice as many people if you're not trying to get them to give you a "yes." All you're trying to do is get them excited. Have the attitude that you're already making \$5,000 a month and that your business will succeed with or without them.

One more thing: remember to relax and just have fun. Remember, "You can't say the wrong thing to the right person...and you can't say the right thing to the wrong person." Success is only a numbers game. To win the game, talk to more people.

Habit #3: The Most Successful Networkers in the World **COMMIT TO THE BUSINESS!**

Do 10% more. One of our good friends from Colorado currently earns over \$10,000 a month with our company. Now, does she do 40 times more work than the person who makes \$100 a month? No. She just does 10% more. All the pros do! She makes two or three more three-way calls with her downline than she'd really like to. She gets to one extra meeting a month when she'd rather stay home and watch TV. She spends one extra hour a week on a Leadership Training Call when she'd rather be doing other things.

You see, these "little things" are easy to do, but they're also easy not to do. Do you know why most people don't do those little things? Because they know not doing them won't destroy them today. Think about it—people will literally dig their graves with their teeth by eating fat-ridden junk food. You have a choice between eating a Big Beef w/cheese and mayo or a broiled chicken breast sandwich. If you eat the "Big Beef" it won't kill you today, but 10, 15 or 20 years' worth of this meal may.

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**Well, there you have it. Repeat all of these simple steps and teach your new people how to do the same. Your downline is not going to listen to what you say; your downline is going to do what you do! If you're making 10 new exposures a day, so will they. If you take your business seriously, so will they. The reverse is also true. If you treat your business like a hobby and get a hobby check, so will your downline.

Product Of the Month — Osteoprocare—Glucosamine and Chondroitin

Glucosamine and chondroitin are key components for building healthy cartilage. They contribute to the creation of substances called proteoglycans, which act as a sponge within cartilage to hold in the water necessary for springy, resilient joints. Glucosamine, as the name suggests, is a combination of glucose (a sugar) and an amino acid. Chondroitin is a complex chain of linked molecules called mucopolysaccharides.

The body naturally makes its own glucosamine and chondroitin, but this process declines with age and is also disrupted by insufficient nutrient uptake, stress or injury. Without enough glucosamine and chondroitin, joint integrity seriously declines. These nutrients are also needed to keep destructive enzymes in check so they don't prematurely break down healthy cartilage. The glucosamine in Osteoprocare is derived from chitin (from shellfish shells). Note that this is very different from eating the shellfish animal, which has an allergic response with a number of people. The chondroitin comes from shark cartilage, which is a known anti-inflammatory and pain reliever; it also aids in the repair of joints and bones.

The gelatinous connective tissue covering the ends of bones is called articular cartilage. It is the slippery lubricant that enables bones meeting at a joint to move smoothly against one another. Cartilage also acts as a shock-absorbing cushion so joints can handle the stress of continual use, plus it endures pressures that for some joints can be up to 10 times one's body weight. Cartilage is composed of more than two-thirds water. Fluidity of movement literally depends on the fluid in the cartilage.

Chondroitin sulphates are the molecules that attract and hold water, thereby giving cartilage its elasticity and fluidity. To some degree, chondroitin is present in all organ systems, including other soft connective tissues - tendons and ligaments - as well as in the skin and blood vessels. When a joint is at rest, the cartilage soaks up synovial fluid from the joint capsule. Cartilage does not have its own blood supply, so it relies on this flow of synovial fluid for nourishment and waste removal, as well as for lubrication. Repeated stress to a joint can weaken or damage its cartilage, leading to discomfort and reduced mobility. Bones may even come into direct contact with each other. Cartilage repairs itself very slowly due to its poor nutrient supply and the fact that joints are seldom given the time to rest.

When you take glucosamine as a supplement, most of it ends up in joint tissues. Glucosamine enters an area in the joints called chondrocytes - cartilage-building factories - where it is used to create new, healthy crops of proteoglycans. Chondroitin has an additional benefit. Its negative electrical charge means that each chondroitin molecule is pushed apart slightly from nearby molecules. This creates small spaces within the cartilage matrix that are then filled with water. The water that fills in the spaces acts as a shock absorber for the compression caused by joint movement. This action makes the pairing of glucosamine and chondroitin particularly beneficial for easing osteoarthritis pain.

Several studies in Europe have shown that supplemental glucosamine and chondroitin are used by the body to maintain and repair cartilage. What's more, these supplements seem to activate one's own natural production of these nutrients as well as the other proteins needed to build healthy new cartilage. Arthritic conditions are the primary reasons people use glucosamine and chondroitin supplements, but they have other benefits as well. They can be used to promote wound healing and to treat the pain, swelling and joint noises of TMJ. Glucosamine is important for the regulation of mucous secretions in the body. In secretions of the respiratory tract, for example, it has been shown to be very helpful in conditions like asthma, bronchitis and emphysema. Because it is an important component in the protective secretions of the digestive tract, it has shown great benefit in such conditions as colitis and other intestinal disorders. Currently researchers are exploring how glucosamine may help reduce the frequency and intensity of migraines, and how chondroitin may help benefit the cardiovascular system. And promising research exists supporting their role in healing kidney stones.

Which brings me to a question sometimes asked about the difference between glucosamine sulphate and glucosamine hydrochloride. One company called Rotta, in Italy, picked the gs form years ago, and they have funded all the studies with this



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form. So it has become the most widely used. During the preparation of gs, sodium and potassium are added and only about 63% of gs is actual glucosamine. About 83% of ghcl is actual glucosamine, so one gets more glucosamine from the form Life Force uses. Chondroitin is available in only the one form, which is chondroitin sulphate.

Upcoming Events—Summer Celebration 2005 — Hosted by the *Global Leadership Team (GLT)*, a service group of LFI leaders committed to *Activating Human Potential*.

Our intention is to provide a low-cost, high value international event where you will receive world-class training, be inspired by dynamic speakers and participate in activities that will help you move your business to the next level. In addition, there will be plenty of opportunity to network with old friends, make new friends, and to meet all the people who make LFI such a great community, including LFI's founders, Wayne and Gerri Hillman.

The event will be held in beautiful Estes Park, CO, the gateway to Rocky Mountain National Park, on August 26-28, 2005. You are invited to come early or stay late to enjoy the magnificent recreational and sightseeing opportunities and to catch the "Rocky Mountain High" that summer in this area offers. The cost is very reasonable with complete food and accommodation packages starting at under \$60 per day per person. And the facility, the YMCA of the Rockies, is very child friendly with reduced rates and supervised activities for children. The possibilities for a family vacation are plentiful with easy access to Denver and the National Park.

Comprehensive training sessions are being offered at all levels focusing on "how-to" information and "hands-on" tips by people who have actually done it successfully. And leadership training, including exclusive Platinum/Diamond sessions, will be offered for all those leaders who are ready to catapult their businesses into even greater levels of success.

No program would be complete without a large dollop of fun, and fun we will have in abundance. There will be prizes, contests, events, till-you-drop dancing, and much, much more. Who knows, Elvis has been spotted at many past LFI events, and we have recently received a confidential communiqué from the organizers that his limo has been spotted in the area.

This is an event that you and your team will *not* want to miss. Top LFI Leaders are already purchasing large blocks of tickets to ensure that they can get all their people in, as we are limiting attendance to the first 400 people who commit. Don't hesitate; make your reservation NOW as this event WILL SELL OUT.

Please visit the website www.gltunite.com for event registration, more information on the event, accommodations, recreational opportunities, and logistics. We, the LFI Leaders, are looking forward to spending a fun filled, educational and exciting week together with you in partnership toward *Empowering Human Potential*.

Register NOW
to reserve your
spot!

