



DOWNEAST WINNING TEAM® NEWSLETTER



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FAST START NEW DIRECTOR DRIVE – see p3

◆ CONGRATULATIONS NEW DWT FULLER BRUSH MANAGERS:

May:	c PATTY CLARK (TX) - sponsor Champion Supplies Inc (NY)
	a KEITH EDWARDS (FL) - sponsor Paul Lehman (CA)
	a MARILYN SHONDA (NJ) - sponsor Janet & Tom Hill (WA)
June:	BRENDA INGOLDSTAD (MN) - sponsor Stephen DeMarce (MN)
	MARY PETERS (MN) - sponsor Brenda Ingvoidstad (MN)
	DONALD MOORE (FL) - sponsor Roland Rhoades (ME)
	DEBBIE JACKSON (NC) - sponsor Roland Rhoades (ME)
	c ANNA MARIE BALDWIN (MO) - sponsor Audley Hanscom (NH)
	c JAMES MALONE (TX) - sponsor Paula Salter (GA)
	c HILDA CHAPPOTIN (NJ) - sponsor Champion Supplies Inc (NY)
	f JAN NOLAN (MI) - sponsor Gary Greene (NC)
	f JIMMY RAINWATER (AR) - sponsor Jim Hamm (AR)
	h MARTHA JANE LAWSON (TN) - sponsor Patty Zasloff (FL)
	h CARRIE HAMMONDS (FL) - sponsor Mark Haynes (NV)
	a DOROTHY ELLICOTT (CO) - sponsor Al Preston (NV)

f = Supv Director Bev Fitchett's group h = Supv Director Mark Haynes' group (also part of Bev's group)
 w = Director Wynn Distributing's group (also part of Mark's group) p = Supv Director Tom Peper's group
 g = Director Emilio Garza's group a = Director Al Preston's group (both also part of Tom's group)
 c = Director Champion Supplies Inc.'s group

Free Advertising: When you get promoted, send a notice to your local paper; they usually print it for free.

◆ TOP SPONSORING LEADERS (Sponsor at least 2 in one month, front-line or in depth, to be listed)

May-June:	c PATTY LYNCH (OH) - 20	ROLAND RHOADES (ME) - 14
	a JANET & TOM HILL (WA) - 12	h PATTY ZASLOFF (FL) - 11
	c AUDREY KERR (NV) - 10	h MARK HAYNES (NV) - 8
	a AL PRESTON (NV) - 3	p TOM PEPER (CA) - 3
	p JANET PEPER (CA) - 3	g EVELYN SCHMITTEN (TX) - 3
	c CARTER ALLGOOD (GA) - 2	c WILLIAM YODER (OH) - 2
	f ALICE FLANDERS (ME) - 2	h DIANE CARMAN (MO) - 2
	h ROBERT REZA (CA) - 2	

◆ \$1000 PRODUCERS: Recognition Category for you to aim for

The following distributors have reached the \$1000 – 45-46% category for the month, based on personal and downline volume. Directors are not listed here because they of course are well beyond \$1000. Here is your chance to motivate your downline distributors to ensure that you are in this list every month. Congrats all!

MAY: Dennis Montey, Patty Lynch, Audrey Kerr, Lorian Rivers, Patty Zasloff, Ron Carpenter, Paul Lehman, Yvonne Hawthorne, Janet & Tom Hill, and Carol Ann Webb.

JUNE: Tina Orr, Merry Guinn, Patty Lynch, Audrey Kerr, Lorian Rivers, Patty Zasloff, Garry Calman, Joan Watson, Ron Carpenter, Paul Lehman, Yvonne Hawthorne, Janet & Tom Hill, and Carol Ann Webb.

HOW'S BUSINESS? Terrific! Many serious business builders are on these lists in their very first month, including Hilda Chappotin, Christopher Wood, and Dorothy Ellicott. Others in their first FULL month include Debbie Jackson and Carol Webb. Many others are regulars on this list who make a goal of selling a minimum of \$300 or \$1000 every month. \$1000 and up are listed in bold, and in color on my website newsletter. Congratulations for taking advantage of this opportunity. All the precursors are in place to poise our team for some really dynamic growth in the coming months.

◆ **TOP DWT SALES LEADERS:** Over \$300 monthly personal purchases/sales.

May:	a JANET & TOM HILL (WA) - \$7613	a PAUL LEHMAN (CA) - \$3970
	h MARK HAYNES (NV) - \$2774	g RON CARPENTER (CA) - \$2690
	a CAROL ANN WEBB (OR) - \$2246	c PATTY LYNCH (OH) - \$2095
	a YVONNE HAWTHORNE (MD) - \$1132	w WYNN DISTRIBUTING (AR) - \$1117
	c AUDREY KERR (NV) - \$955	h CAROLYN MACEDA (NY) - \$906
	COUNT COPY-FULLER (WI) - \$810	JOHNNIE MARTIN (MI) - \$775
	p THOMAS PEPPER (CA) - \$768	f BEV & PAT FITCHETT (VA) - \$759
	a MARILYN SHONDA (NJ) - \$683	c WILLIAM YODER (OH) - \$637
	c VILMA MOLINA (NY) - \$630	a ALBERT PRESTON (NV) - \$625
	p T J JERNIGAN (AL) - \$565	h PATTY ZASLOFF (FL) - \$541
	c HILDA CHAPPOTIN (NJ) - \$540	w EARL YEOMAN (OR) - \$525
	f BERTHA SMITH (VA) - \$525	DENNIS MONTEY (WI) - \$510
	p BOB SCHEUFELE (MD) - \$440	c PAULA SALTER (GA) - \$432
	h MARITZA NEVAREZ (CA) - \$405	a ALLEN SCOTT (VT) - \$403
	f SHARON LOMBARDO (IL) - \$402	h KEITH HORTON (AL) - \$387
	DEBBIE JACKSON (NC) - \$358	h MARTHA JANE LAWSON (TN) - \$354
	p JANET PEPPER (CA) - \$349	h THOMAS EISENHUTH (FL) - \$316
	p BRENDA NICHOLS (OK) - \$314	c JAMES SULLIVAN (AR) - \$302
	f GARY GREENE (NC) - \$300	PAUL & FLORINE DIXON (NC) - \$300
June:	a JANET & TOM HILL (WA) - \$8972	a PAUL C LEHMAN (CA) - \$4315
	h MARK HAYNES (NV) - \$3880	g RON CARPENTER (CA) - \$3055
	a CAROL ANN WEBB (OR) - \$1798	h PATTY ZASLOFF (FL) - \$1289
	c PATTY LYNCH (OH) - \$1224	TINA ORR (PA) - \$1201
	c MERRY GUINN (FL) - \$1198	c AUDREY KERR (NV) - \$1073
	a YVONNE HAWTHORNE (MD) - \$909	JOHNNIE MARTIN (MI) - \$831
	w WYNN DISTRIBUTING (AR) - \$805	p CHAMP BUSINESS GROUP (MA) - \$804
	c KEVIN THOMAS (CA) - \$775	a DOROTHY ELLICOTT (CO) - \$731
	a ALBERT PRESTON (NV) - \$651	COUNT COPY-FULLER (WI) - \$624
	h MARTHA JANE LAWSON (TN) - \$580	p THOMAS PEPPER (CA) - \$514
	f BEV & PAT FITCHETT (VA) - \$508	w JEANNE CHARRIER (LA) - \$442
	MARK BEHMLANDER (MI) - \$410	f BERTHA SMITH (VA) - \$405
	g MARY MARTIN (TX) - \$400	c HILDA CHAPPOTIN (NJ) - \$397
	c VILMA MOLINA (NY) - \$383	a RANDY FRITZMEIER (ID) - \$377
	g RAY SCHADLER (KY) - \$346	h CHRISTOPHER WOOD (AZ) - \$344
	f SHARON LOMBARDO (IL) - \$321	a MARILYN SHONDA (NJ) - \$302
	w EARL YEOMAN (OR) - \$300	

◆ **TOP DWT LEADERS COMPANY-WIDE for 2004: Congratulations**

Fuller Brush announced the top leaders in the entire company for 2004 and our team made a great showing. The Top Ten Recruiters and Retailers received a very nice award plaque, name tag and Fuller embroidered polo shirt. The Top Ten Sponsoring Performers, of new distributors ordering at least \$35 in their first or second month, on our team were Champion Supplies, Albert Preston, and Roland Rhoades. The Top Ten Retailing Performers included Mark Haynes and Janet & Tom Hill. Other DWT members in the Top 100 Retailers list included Ron Carpenter, Wynn Distributing, Paul Lehman, Lorian Rivers, Champion Supplies.

Fuller also published the [Quarter 1 2005 Leaders](#) since our last newsletter. Top Recruiters company-wide listed include Roland Rhoades, Champion Supplies, Janet Hill, Mark Haynes, Sharon Bray-McPherson, Patty Zasloff, Paul Stephens, Albert Preston, and Gary Greene. That places 40% of the Company's top recruiters on our team! Come on, let's take it over 50%! Sponsor 3 or more in one month. Top Retailers company-wide include Janet Hill, Champion Supplies, Ron Carpenter, and Paul Lehman. It wasn't all that long ago that we first broke into that category; just build your personal sales to \$3000+ per month. Other team members mentioned include Carlos Aguilar and Sandra Perkins for making Manager their first month, and ten year pins to Nell Hood, Joe Eimicke, Rosemary Bonovito, Harley Bromley, Randy Fritzmeier, and Anne Flax.

FAST START NEW DIRECTOR PROGRAM: Gearing up for our 100th Birthday

Just announced for July-October, new lower qualifications to reach the Director title! This is already doing what the Company had in mind - Gearing people up for an active summer. Our team has many people with plenty of volume for Director, they just hadn't recruited enough active people yet. "Active" is \$35+ in product volume every month. For these 4 months only, you can reach Director with 4 frontline personals active instead of 5, and 8 total active downline instead of 15, and total group volume of \$1500 instead of \$3000. More info is on the flyer in your lit packs and a more detailed explanation is on our Discussion Board. You must qualify 3 months in a row, with your first month coming in those 4 months. You will still need \$3000 PGV to earn 50%. We have 9 people seriously thinking about it already, two are definites for July. Please, everyone, give your upline the support that you would like when you decide to go for Director, by making sure your order(s) total **at least \$35 each month**, to be considered active. Besides, only if you have \$35 yourself, do you earn anything on your downline or get increased commissions on your sales.

Fuller provides the Sales Hotline to tell us all the latest on websites, catalogs, extra specials, so CALL the [FULLER BRUSH SALES HOTLINE](#) (Audio Newsletter) EVERY WEEK at **1-800-732-1132** (24hr Recording) so you don't miss the latest news, new product announcements and demos, contests, & specials. Transcripts of the past Hotlines are on your MyFullerBiz back-office website.

Also announced on the Sales Hotline is the **Top Ten Recruiters Performance Bonus**, which measures how much volume your new distributors produce in their first six months. **For May and June our team had five of the top ten spots in the entire company!** Congratulations and Thanks to those making it happen.

MONTHLY SPECIALS Catalogs. See your monthly purchase order. August catalogs are LP0886 – 40 catalogs and a #86 \$7.99 Feet Treatmint Foot Soak – all for \$7.49. September catalogs are in packages of 20, 60, or 100 including an equal amount of Home For The Holidays brochures, available July 25.

MASTER CATALOG SALE extended; 30 catalogs for \$15 with free products; see June offer in lit packs.

New Product Demos. Strictly ONE per distributor at this price. Most product demos are net items. These 3 demos are all RETAIL demos, which means that they count as product volume towards any sales goals, and your discount comes off that price!

Beginning June 22nd through Aug 1, order the [Kitchen Helpers II Demo](#) (#DKH0705) for only \$72.99 retail, less your discount. These 10 unique **Kitchen Helpers** range in special price from \$4.99 to \$16.99 and have a total special price of \$86.42 separately. Some of these future best sellers include an Onion Chopper that also dices radishes, carrots, cucumbers, zucchini, and more in one swift motion without splattering them all over your counter. Also a unique ratchet design can opener great for hand arthritis sufferers. And also some unique fruit scoops for making fruit salad and scooping out your cantaloupes, watermelon, kiwi, and more. The brochure is in your lit packs and also on your back-office MyFullerBiz website to copy. Don't forget the [Sales Contest](#) on these Kitchen Helpers. Simply \$300 in sales from this flyer and the Kitchen Helpers #1 flyer (extended to Aug 31) will get you free gifts; see the Contest flyer in your lit packs.

#D123808 is the [Microfiber Mop Demo](#), reg \$24.99, for only \$11.99 retail until Aug 31. For wet or dry applications. New microfiber technology lifts dirt from surfaces and traps it in the mophead, see Aug catalog.

#DX174 is the [Handi Dispenser Demo](#) which includes the #629 4X Fulsol, Stainless Steel Sponges, and the new decorative all-purpose dispenser, reg \$37.47, for only \$15.99 retail until Aug 31.

Don't forget last month's [Handle Holder Organizers Duo](#) #D413415, reg \$32.98, for \$10 NET until Aug 1.

FREE Monthly catalogs, promos, and order forms: Call ☎ 1-800-732-1118 for a Literature Pack Free on request, IF you didn't order last month and don't have the current catalogs.

IN MEMORIAM. I am sad to have to report that our first Director, Mr Beverly Fitchett, passed away in June. I have a memorial page with details on my website, and those in his personal group will receive a write-up in the mail with this newsletter. His wife Pat will continue the business.

WHAT IS THIS BUSINESS ALL ABOUT?

Don't make this business more complicated than it is or more simple than it is. If you sit at home and don't tell anyone you have Fuller Brush products available, but just wait hoping somebody will find you anyway and order products on your website, you shouldn't have joined. But as any active dealer can testify, if you actually tell people that you sell FB products and have catalogs, people will be asking you for catalogs and products, and telling their friends about you. Buy your own Fuller products. You don't have to sell people on Fuller, but you do have to speak up and tell them that you are here. I see many applications come through each month from someone in the same town as a current dealer, but they were sponsored by someone across the country. You NEED to get your name out there if you want the business! Use the flyers in your kit and place ads in your local weekly shopper newspaper. My ads just got me a \$100+ order of Deodorant Blocks and Insecticide from a hotel calling me out of the blue, with the promise of more. I also get phone calls asking for 2 or 3 Carpet Sweepers at a time. Actually, they buy more than one because I sell one at \$49.99 and offer a discount on 2 or more. If they are calling me for a Sweeper, they generally already know how good it is from the QVC demonstrations, or a friend has one. Many people do mention the Fuller show on TV, but they looked for a local dealer before buying on there. Those TV demonstrations have really boosted my business, because people CAN find me if they try. You can be price-flexible to increase the order, but don't give discounts for nothing and don't give away all your commission. One NC dealer has a potential order of 24-36 Carpet Sweepers to a restaurant; he'll start at \$49.99 and lower the price IF necessary; after all, that order would give him 45-46% commission to play with. I also just sold over \$50 to my car insurance agent, a regular customer. I also get many questions that we have already answered in our training manuals. Everybody should be sure to read our DWT Manuals. They are FREE on our training website. Manual 1 gives getting started info and sample ads. Manual 2 and 3 are on recruiting. Manual 4 is on retailing.

HOME PARTIES are also on the Manuals webpage. People are tired of giving each other the same old parties and find a Fuller Party a refreshing change of pace. Invite enough people to get 10-15 and end up with \$300+ in sales in one evening. All the manuals are updated regularly with new information.

IMPORTANT DATES: **July 15:** August Specials begin; **August 1 4PM CST:** July Order Deadline; the 2 summer brochures also expire UNLESS they get extended for August; **Aug 15:** September & Holiday Specials begin; **Aug 31 4PM CST:** August, Kitchen Helpers #1 & #2 Order Deadline; **Sept 15:** October & Gift Shoppe Specials begin. See your Fuller Brush Calendar.

The discounted kits, free sweepers, and Manager/Sponsoring drive **promos are all extended** through the end of the year, and the Fast Start promo is extended to Sept 30. So, keep on keeping on.

Take advantage of Fuller's sign-up specials NOW to build your group! I mail my distributor info packages for 83¢ with the concise DWT Manual 3 (the Fuller Gold 2005 recruiting letter) that explains all the details, and a monthly catalog. Too much reading just confuses people, but it must also tell enough to answer their questions. **Sponsor new distributors** with the **FULLER BRUSH 24-hour RECRUITING LINE 1-800-477-3855** and ask them to call you back for the details. If you want help, call me.

I send new distributors my newsletter and welcome letter (and referrals if I get them) as soon as I get their address FROM YOU who recruited them. So, IF you want them to make money, please pass their contact information upline. If there is any reason why they should not get my newsletter (ie, it would confuse a fundraising organization or a wholesale commercial customer), tell me that too. Thanks. Inactives with the free kit get dropped from my list first.

FREE EMAIL UPDATES OF THE LATEST NEWS:

If you have email, and IF I have your email address, then: You get this Newsletter earlier than US mail, this issue posted on our website 7/14, and a notice emailed to all the emails I have, as well as updates. You hear about the training manual updates and get free access to read or download them. Everything is announced first on our Discussion Board, along with many Q&A that YOU may be wondering about. I don't publish the web address in my public newsletter, because that is a private DWT benefit AFTER you join us.

Please add your product testimonials to the many more posted on our Discussion Board. Sharing our product experiences helps us all when we work as a Team. Thanks.