



DOWNEAST WINNING TEAM® NEWSLETTER



ISSUE #66

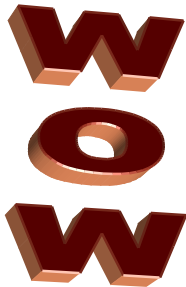
November-December 2005

ROLAND RHOADES, DIVISION DIRECTOR E-mail: FBDWT@maine.rr.com

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Newsletter & the latest web-only updates: www.FullerBrushDWT.com/news.htm

FULLER'S 100 YEAR ANNIVERSARY CELEBRATION BEGINS MAJOR ADVANCEMENTS on Our Team



◆ CONGRATULATIONS NEW DWT FULLER BRUSH DIRECTORS:

PAUL LEHMAN of California, September 2005, sponsored by Director Albert Preston of NV in July 2003. Paul also broke off a new Director of his own. Paul and his team have been leading retailers on the internet.

PATTY LYNCH of Ohio, September 2005, sponsored by Director Champion Supplies of NY in October 2004. She qualified as Director in her first year! She has consistently sold, and recruited new distributors and helped her downline to recruit.

JANET & TOM HILL of Washington, September 2005, sponsored by Director Paul Lehman of CA in Feb 2004. They were the first people on our Team to reach \$10,000 in personal fullerdirect monthly sales, and began recruiting only this past February.

◆ CONGRATULATIONS NEW DWT FULLER BRUSH SUPERVISING DIRECTORS:

Directors can earn 50-52%. Qualifications for Supervising Director are to have at least one successfully qualified downline Director for 3 months in a row, and maintain \$9000+ group volume, at least \$4000 of it outside that Director leg and at least 15 distributors active (\$35+) outside your Director legs. Earn 50-52% on sales and 5½% on that Director's entire personal group volume. The following 3 promotions are also on the Nov 9 Sales Hotline.

ALBERT PRESTON of Nevada advanced to Supervising Director in October 2005, sponsored by Tom Peper of CA January 2003. Albert really turned up the steam the past few months recruiting new productive distributors and encouraging his other distributors, to ensure he maintained his position after breaking off TWO downline Directors, Paul Lehman and Janet Hill.

CHAMPION SUPPLIES of New York advanced to Supervising Director in October 2005, sponsored by Roland Rhoades April 2002. They consistently retail and recruit and are full-time. Vince & Catrine's new Director who helped them reach their new title is Patty Lynch.

Thank you to the members of all the above new Director groups. Our success is dependent upon your success. The next promotion to Executive Director is a big step. It requires at least 3 downline qualified Directors in two different legs, \$21,000 group volume, and at least \$8000 outside your Director groups. 53% commission. After that is Division Director.

◆ CONGRATULATIONS NEW DWT FULLER BRUSH DIVISION DIRECTOR:

ROLAND RHOADES of Maine, October 2005. My sponsor and his upline quit; wasn't he stupid! 54% commission. Requirements are to have at least 7 downline Directors in at least 3 separate legs, qualified with their 5/15/\$3000+ for at least 3 months in a row, and a total group volume of \$42,000 or more, and at least \$8000 outside all my Director groups. I'd cry if my group volume dropped back that far. I've been running over National Director volume all year. That's my next target, with 11 downline Directors qualified on a consistent basis. In October I had 9 qualified.

October also set a record with an \$11,000 final day (actually included the weekend) pushing our total group volume \$10,000 over last month's all-time high!

I know I didn't do it all myself. I only make money if you do. **I want to thank all of you** who are building your businesses and making money. Thank you for your support.

◆ **CONGRATULATIONS NEW DWT FULLER BRUSH MANAGERS:**

Sept:	SUSANNE SIEFERT (WI) - sponsor Roland Rhoades (ME)
	PATRICK FALLON (NY) - sponsor Roland Rhoades (ME)
	SHIRLEY LUM (HI) - sponsor Roland Rhoades (ME)
	c MARIA BRITTIS (SC) - sponsor Champion Supplies Inc (NY)
	c DARLEEN LEONARD (IN) - sponsor Champion Supplies Inc (NY)
	h CLAUDETTE HASKIN (NY) - sponsor Terri Routh (AR)
	h JOSE SOTO (TX) - sponsor Mark Haynes (NV)
	p SOCORRO ALVAREZ (CA) - sponsor Janet Peper (CA)
	palh JAYNE BURROS (OR) - sponsor Carol Webb (OR)
	palh THOMAS HARPER (IL) - sponsor Janet & Tom Hill (WA)
October:	LINETTE SALAZAR (TX) - sponsor Roland Rhoades (ME)
	GLORIA FREER (MI) - sponsor Roland Rhoades (ME)
	MARILYN MOSER (CT) - sponsor Roland Rhoades (ME)
	ROBERT FORD (IL) - sponsor Roland Rhoades (ME)
	KAY SIU (HI) - sponsor Shirley Lum (HI)
	JIM PRINCIOTTA SR (MA) - sponsor Joe Boroskey (FL)
	c ROBIN TAYLOR (NC) - sponsor Champion Supplies Inc (NY)
	cl ARDEE-ANN EICHELMANN (AR) - sponsor William Yoder (OH)
	h ROSARIO BALTAZAR (CA) - sponsor Maritza Nevarez (CA)
	h NATHANIEL WHITE (NY) - sponsor Claudette Haskin (NY)
	h BRIAN SMITH (NV) - sponsor Mark Haynes (NV)
	p CARL WENDT (CA) - sponsor Lisa Munguia (IN)
	p LISA ARELLANES (CA) - sponsor Janet Peper (CA)
	a STANLEY KENNEY (NV) - sponsor Albert Preston (NV)
	pal FRED TATE (TN) - sponsor Paul Lehman (CA)
	pal BRUCE KEEVER (OH) - sponsor Paul Lehman (CA)
	pal EDGARD CINTRON (FL) - sponsor Paul Lehman (CA)

Too many Directors! Too any P's and L's. I had to create new codes to identify groups, via the upline pathway.
 f = Supv Director Pat Fitchett's group h = Supv Director Mark Haynes' group (also part of Pat's group)
 w = Director Wynn Distributing's group (also part of Mark's group) p = Supv Director Tom Peper's group
 pg = Director Emilio Garza's group pa = Supv Director Al Preston's group (both also part of Tom's group)
 pal = Director Paul Lehman's group (part of Al's group) palh = Director Janet Hill's group (part of Paul's group)
 c = Supv Director Champion Supplies Inc.'s group cl = Director Patty Lynch's group (part of Champion's group)

Free Advertising: When you get promoted, send a notice to your local paper; they usually print it for free.
Need Help? I call as many people as I can to see how it's going, but I can't reach everyone, so call or email your sponsor or me. Does Fuller Brush work? It certainly does for all these people here who work it.

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

Sept-Oct:	palh JANET & TOM HILL (WA) - 13	cl SUSANNA BUTRIM (MD) - 10
	ROLAND RHOADES (ME) - 9	h MARK HAYNES (NV) - 7
	h PATTY ZASLOFF (FL) - 7	pa AL PRESTON (NV) - 7
	cl PATTY LYNCH (OH) - 4	w WYNN DISTRIBUTING (AR) - 3
	w CHARLES JOHNSON (DE) - 3	c KASANDRA MULLINS (TX) - 3
	p TOM PEPER (CA) - 2	cl MICHELLE MIKOLAJCZ (NY) - 2
	f ALICE FLANDERS (ME) - 2	AL HERMAN (WA) - 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!

SEPT: Dennis Montey, Tina Orr, Merry Guinn, William Yoder, Sharon Bray-McPherson, Terri Routh, Lorian Rivers, Patty Zasloff, Ron Carpenter, Janet Peper, Karen Robinson, and Allen Scott.

OCTOBER: Dennis Montey, Count Copy-Fuller, Tina Orr, Maria Brittis, William Yoder, Sharon Bray-McPherson, Lorian Rivers, Patty Zasloff, Ron Carpenter, Janet Peper, Stanley Kenney, and Allen Scott.

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

Sept:	palh JANET & TOM HILL (WA) - \$6702	pal PAUL LEHMAN (CA) - \$5098
	pg RON CARPENTER (CA) - \$4009	h MARK HAYNES (NV) - \$2352
	pa ALBERT PRESTON (NV) - \$1621	w WYNN DISTRIBUTING (AR) - \$1236
	cl WILLIAM YODER (OH) - \$1221	pal ALLEN SCOTT (VT) - \$1174
	c MERRY GUINN (FL) - \$1162	palh KAREN ROBINSON (WA) - \$1098
	p THOMAS PEPPER (CA) - \$1092	TINA ORR (PA) - \$1004
	COUNT COPY-FULLER (WI) - \$867	cl PATTY LYNCH (OH) - \$824
	a DOROTHY ELLICOTT (CO) - \$810	cl AUDREY KERR (NV) - \$810
	h PATTY ZASLOFF (FL) - \$741	c MARIA BRITTIS (SC) - \$693
	c KEVIN THOMAS (CA) - \$605	f DEWAIN CLAUSEN (IA) - \$557
	c ALISON HENRY (CA) - \$500	palh THOMAS HARPER (IL) - \$445
	palh CAROL ANN WEBB (OR) - \$427	p MARIA RODRIGUEZ (TX) - \$427
	cl SUSANNA BUTRIM (MD) - \$426	h LOUIS RENDEIRO (NY) - \$416
	ELEN TRAVERS (ME) - \$410	h MARTHA JANE LAWSON (TN) - \$408
	h MICHAEL CLARK (WA) - \$402	BILL CALDEIRA (MA) - \$395
	c DARLEEN LEONARD (IN) - \$390	p LISA MUNGUIA (IN) - \$379
	h JEFFREY TROWBRIDGE (CA) - \$359	c JULIE WISHARD (MD) - \$358
	MARK BEHMLANDER (MI) - \$353	STEVEN WRIGHT (OH) - \$345
	f PATRICIA FITCHETT (VA) - \$328	KAY SIU (HI) - \$323
	pa STANLEY KENNEY (NV) - \$322	pa RUSTY OLSEN (AZ) - \$314
Oct:	palh JANET & TOM HILL (WA) - \$7205	pg RON CARPENTER (CA) - \$3654
	pal PAUL C LEHMAN (CA) - \$3610	h MARK HAYNES (NV) - \$3101
	COUNT COPY-FULLER (WI) - \$2420	pa STANLEY KENNEY (NV) - \$2000
	c MARIA BRITTIS (SC) - \$1911	pa ALBERT PRESTON (NV) - \$1410
	pal ALLEN SCOTT (VT) - \$1172	cl PATTY LYNCH (OH) - \$1123
	w WYNN DISTRIBUTING (AR) - \$1113	TINA ORR (PA) - \$1083
	h PATTY ZASLOFF (FL) - \$921	c MERRY GUINN (FL) - \$911
	palh KAREN ROBINSON (WA) - \$865	palh THOMAS HARPER (IL) - \$757
	h ROSARIO BALTAZAR (CA) - \$674	c KEVIN THOMAS (CA) - \$614
	p LISA ARELLANES (CA) - \$592	w EARL YEOMAN (OR) - \$566
	h MARTHA JANE LAWSON (TN) - \$552	w H C STROUD (AR) - \$544
	pal YVONNE HAWTHORNE (MD) - \$541	p CARL WENDT (CA) - \$530
	cl WILLIAM YODER (OH) - \$504	f BERTHA SMITH (VA) - \$499
	h CAROLYN MACEDA (NY) - \$489	KAY SIU (HI) - \$452
	c AMY CHOUINARD (WI) - \$450	p SONIA DIETRICH (WI) - \$430
	cl SUSANNA BUTRIM (MD) - \$413	h LORIAN RIVERS (FL) - \$413
	DONNA REED (ME) - \$408	BILL CALDEIRA (MA) - \$380
	h KEITH HORTON (AL) - \$379	w MARK SINSEL (OR) - \$377
	cl AUDREY KERR (NV) - \$362	PATRICK FALLON (NY) - \$352
	f GARY GREENE (NC) - \$347	f DEWAIN CLAUSEN (IA) - \$339
	f SPENCER PARSONS (CA) - \$336	h MICHAEL CLARK (WA) - \$329
	pal EDGARD CINTRON (FL) - \$317	c ALISON/MICHAEL HENRY (CA) - \$314
	cl JOYCE WEST (OH) - \$313	h NATHANIEL WHITE (NY) - \$308
	TOMMY ROSE (ME) - \$304	DOLORES PORTIS (NJ) - \$302

A Special recognition goes to Stanley Kenney who sold \$2000 in his second month, and new dealer Karen Robinson who's been averaging \$1000 the past 3 months. Rosario Baltazar advanced to Manager her very

first month. Congratulations for taking advantage of this opportunity. What is the easiest and simplest KEY to SUCCESS? Personal contact (or at least personal email or phone contact) with your customers will give you the product education and confidence to be successful. Your customers will tell you how great the products work and the problems they fixed, which is not merely motivational to pump up your confidence and expertise, but great to tell other customers to sell more products.

A CENTURY OF SUPERIOR HOME CLEANING SOLUTIONS

USE our 100th Birthday as an excuse to start a conversation. "Did you know that Fuller Brush is 100 now?"

Fuller Brush has created a **2006 100th Anniversary color calendar** complete with 12 reproductions of antique photos/ads/posters and is giving it away FREE. Just buy 2 gallons of Fulsol for \$30.99 (that's a great deal by itself) or 3 boxes of Stainless Steel Sponges for \$19.99 and you or your customer can get the calendar for FREE. No limit (at least until they run out of the 5000 "hand-numbered" limited collectors edition calendars). The Nov 9 Sales Hotline gives the details of the special stock #s to order.

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.

HOME PARTIES are fantastic volume boosters this time of year. 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. See our DWT training manuals and postcard invitation.

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.

MONTHLY SPECIALS Catalogs. See your monthly purchase order. Get 40 December catalogs LP121 and a #103 \$7.69 Fullsan Disinfecting Wipes and a #12 \$5.79 Mint Mist Breath Spray all for \$8.49. Get 40 January catalogs LP011 with TWO \$4.99 Hand Sanitizer Wipes for only \$8.29, available Nov 23 or 26.

2006 Master Catalog is still on special til Nov 30. MC0630 30 for \$15.

New Product Demos. Strictly ONE per distributor at this price. Most product demos are net items.

#DSC1105 is a net demo of 4 Shoe Care products for \$5 net, until Nov 30.

These 2 demos are **RETAIL demos**, which means that they count as product volume towards any sales goals, and your discount comes off that price! That also means that they count for new distributors trying to reach \$150 or \$200 in retail volume for the extra bonuses.

#D146808 is the **NEW Reach-It Duster**, reg \$23.49, get your demo for \$11.99 less your discount til Dec 30!

HOLIDAY GIFT SHOPPE DEMO. Be sure to take advantage of the Demo D2005HGS. \$94 RETAIL (\$118 if you buy the items separately at the sale prices) Aug 31-Nov 30. Plus you get a blue canvass Tote Bag to carry the products around in to show people and get sales. These products have been selling very well. Give away what you don't sell, as holiday gifts. The **Lava-Light Pen** is also fantastic, just like the lavalight from decades ago, with globules going up and down and different color lights. Fuller Brush has been mailing you special announcements about new products IF you are ACTIVE (\$35+/month).

Don't miss out on the "Rally Your Sales & Win" contest for Nov. Increase the average of your Sept & Oct sales by \$250 and win free products. If you are brand new or didn't sell any or much, just sell a minimum of \$400 to win. See the flyer in your lit packs.

IMPORTANT DATES: **Nov 15:** December Specials begin; **Nov 30 4PM CST:** Nov Order Deadline; **Dec 15:** January Specials begin; **Dec 30 4PM CST:** December & Holiday Items Order Deadline; **Jan 13:** February Specials begin. See your Fuller Brush Calendar.

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 11/12, and a notice emailed to all the emails I have, as well as news updates.

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. Your mailing label tells me when you ordered.