



DOWNEAST WINNING TEAM® NEWSLETTER



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

◆ CONGRATULATIONS NEW DWT FULLER BRUSH MANAGERS:

MARCH:	c LARRY PHILLIPS (NC) - sponsor Debbie Huse (TX)
	c LUCY SINACORE (NY) - sponsor Champion Supplies Inc (NY)
	c LYNN WESTFALL (IL) - sponsor Champion Supplies Inc (NY)
	cl SHERYL SIMINOFF (CA) - sponsor Kimberly Skaggs (CO)
	cl JOYCE LENT (NC) - sponsor Monna Sue West (OH)
	p BRAD SMITH (CA) - sponsor Carl Wendt (CA)
	p PATSY WIDMAN (CA) - sponsor Mark Chamberlain (CA)
	p FRAN FRIEDMAN (CA) - sponsor Thomas Peper (CA)
	p URSULA WENZKE (CA) - sponsor Thomas Peper (CA)
	pa STEVEN DAVEY (AZ) - sponsor Albert Preston (NV)
	pa KAREN WIGGINS (ID) - sponsor Albert Preston (NV)
	pal JOSEPH ELY (VT) - sponsor Paul Lehman (CA)
	pal MARGIE BRADSHAW (MS) - sponsor Paul Lehman (CA)
	pal ANGELA DALEO LASCALA (NY) - sponsor Paul Lehman (CA)
APRIL:	ERNA SANDIDGE (VA) – sponsor Roland Rhoades (ME)
	CHAD HEBERT (ME) – sponsor Roland Rhoades (ME)
	cl JOHN GRUTSKY (FL) - sponsor Audrey Kerr (NV)
	cl LINDA CHRISTIAN (AR) - sponsor Patty Lynch (OH)
	p DEBRA SCOTT (AL) - sponsor Janet Peper (CA)
	p JONI VALENTINO-KAPLAN (CA) - sponsor Janet Peper (CA)
	p JOHN VIENUP (MO) - sponsor Fran Friedman (CA)
	p JOSEPH NEWTON (CA) - sponsor Ursula Wenzke (CA)
	pa WALTER REID (DE) - sponsor Albert Preston (NV)
	pal TONY AMBROSE (SC) - sponsor Paul Lehman (CA)
	palh PATRICIA BARNES (IL) - sponsor Janet & Tom Hill (WA)

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 z = Director Patty Zasloff's group (both 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 = Supv Director Paul Lehman's group
 (part of Al's group) palh = Director Janet/Tom 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)

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.

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

◆ \$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!

MARCH: Dennis Montey, Count Copy-Fuller, Merry Guinn, Audrey Kerr, Lisa Dorsey, William Yoder, Ardee-Ann Eichelmann, Gary Greene, Sharon Bray-McPherson, Lorian Rivers, Jennifer Moscoso, Ron Carpenter, Janet Peper, Lisa Munguia, Carl Wendt, Lisa Arellanes, Mark Chamberlain, Ursula Wenzke.

APRIL: Dennis Montey, Count Copy-Fuller, Merry Guinn, Audrey Kerr, Lisa Dorsey, Louis Anzalone, Lorian Rivers, Jennifer Moscoso, Ron Carpenter, Janet Peper, Lisa Munguia, Carl Wendt, Lisa Arellanes, Mark Chamberlain, Yvonne Hawthorne.

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

Mar-Apr:	cl PATTY LYNCH (OH) - 16	ROLAND RHOADES (ME) - 15
	w WYNN DISTRIBUTING (AR) - 8	z PATTY ZASLOFF (FL) - 8
	h MARK HAYNES (NV) - 7	cl AUDREY KERR (NV) - 4
	p URSULA WENZKE (CA) - 4	h JEFF TROWBRIDGE (CA) - 4
	pa ALBERT PRESTON (NV) - 3	p TOM PEPPER (CA) - 3
	f GARY GREENE (NC) - 3	cl HOLLY PETRIE (IL) - 3
	cl LOU ANZALONE (NY) - 3	h FRANTZ PIERRE (NY) - 3
	cl SHERYL SIMINOFF (CA) - 3	c JAN HANSEN (CA) - 2
	cl KIM SKAGGS (CO) - 2	cl JOANNE APICE (PA) - 2
	cl LINDA CHRISTIAN (AR) - 2	

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

MAR:	palh JANET & TOM HILL (WA) - \$7388	pg RON CARPENTER (CA) - \$4726
	h MARK HAYNES (NV) - \$3175	z JENNIFER MOSCOSO (FL) - \$3122
	z PATTY ZASLOFF (FL) - \$2474	pal PAUL LEHMAN (CA) - \$2405
	COUNT COPY FULLER (WI) - \$2357	cl ARDEE-ANN EICHELMANN (AR) - \$1316
	c MERRY GUINN (FL) - \$971	p URSULA WENZKE (CA) - \$916
	w WYNN DISTRIBUTING (AR) - \$892	p CARL WENDT (CA) - \$844
	TINA ORR (PA) - \$791	p MARK CHAMBERLAIN (CA) - \$717
	pal YVONNE HAWTHORNE (MD) - \$713	cl LISA DORSEY (CA) - \$711
	f GARY GREENE (NC) - \$670	cl LOUIS ANZALONE (NY) - \$667
	p PATSY WIDMAN (CA) - \$663	h JEFFREY TROWBRIDGE (CA) - \$621
	pa ALBERT PRESTON (NV) - \$608	p THOMAS PEPPER (CA) - \$592
	h JOSE SOTO (TX) - \$561	p FRAN FRIEDMAN (CA) - \$556
	w KATHLEEN FOYE (MA) - \$535	c MARIA BRITTIS (SC) - \$524
	cl JOYCE WEST (OH) - \$499	cl PATTY LYNCH (OH) - \$497
	h WILLIAM ENGLE (PA) - \$479	c HILDA CHAPPOTIN (NJ) - \$464
	h LORIAN RIVERS (FL) - \$420	a DOROTHY ELLICOTT (CO) - \$407
	TERRENCE PORTIS (NJ) - \$393	pa KAREN WIGGINS (ID) - \$362
	c LARRY PHILLIPS (NC) - \$350	h MARITZA NEVAREZ (CA) - \$336
	palh BEVERLY GAUTHIER (MI) - \$331	p LISA MUNGUIA (IN) - \$330
	c KEVIN THOMAS (CA) - \$324	c VILMA MOLINA (NY) - \$321
	pal JOSEPH ELY (VT) - \$318	c JAN HANSEN (CA) - \$309
APR:	palh JANET & TOM HILL (WA) - \$6068	h MARK HAYNES (NV) - \$3484
	pal PAUL C LEHMAN (CA) - \$3195	pg RON CARPENTER (CA) - \$3046
	z JENNIFER MOSCOSO (FL) - \$2466	COUNT COPY FULLER (WI) - \$2461
	z PATTY ZASLOFF (FL) - \$1497	c MERRY GUINN (FL) - \$1352
	p CARL WENDT (CA) - \$911	cl LOUIS ANZALONE (NY) - \$831
	TINA ORR (PA) - \$799	p THOMAS PEPPER (CA) - \$778
	pal YVONNE HAWTHORNE (MD) - \$741	pa KAREN WIGGINS (ID) - \$736
	h LORETTA MATTO (PA) - \$676	w WYNN DISTRIBUTING (AR) - \$664
	f BERTHA SMITH (VA) - \$638	c KEVIN THOMAS (CA) - \$566
	FRED HARDWICK (IL) - \$502	pal ALLEN SCOTT (VT) - \$488
	cl ARDEE-ANN EICHELMANN (AR) - \$477	cl LISA DORSEY (CA) - \$463
	p MARK CHAMBERLAIN (CA) - \$460	p PATSY WIDMAN (CA) - \$452
	EVA LAWMASTER (IN) - \$443	palh PENNY BOLYARD (TX) - \$440
	h JEFFREY TROWBRIDGE (CA) - \$422	p FRAN FRIEDMAN (CA) - \$419
	p JOSEPH NEWTON (CA) - \$412	cl JOYCE WEST (OH) - \$386
	pa ALBERT PRESTON (NV) - \$381	w LEE WILLIAMSON (TX) - \$364
	pal TONY AMBROSE (SC) - \$351	w JENNIFER TELFORD (NY) - \$326
	pa DOROTHY ELLICOTT (CO) - \$316	c JAN HANSEN (CA) - \$310

About this FREE NEWSLETTER. This paper newsletter is published every other month and is free to everyone in the Downeast Winning Team. I mail it to everyone whose address I receive from their sponsor. With well over 1000 distributors for a few years now, I cannot waste time chasing down addresses when I can use that time helping everyone to build their business. I can't help people with my newsletter, referrals, or other help, if you won't let me. I also post this newsletter on my website and email everybody with email that it is there. In between, I email updates with insider info which are not usually posted to my newsletter webpage. If you recruit someone, part of recruiting is to tell me and your other upline via email or phone so we can add them to our team list. If you have found this on your own and haven't received my newsletter, or email news, please tell me your contact info yourself and what you are interested in. Thanks.

THE ELITE OF 2005. Fuller Brush has announced the TOP Distributors of 2005 with prizes. See your lit packs or your www.MyFullerBiz.com website. Congratulations to TWO members of our team who made it into the Top Ten Recruiters of 2005: Champion Supplies and Roland Rhoades. This contest measures the number of your new dealers who activate their accounts with a \$35+ order in their first or second months. Congratulations also to the Top Retailers in the Company. Members of our team who made the Top Ten are Champion Supplies and Janet & Tom Hill. Others on our team in the Top 100, alphabetically, are Ron Carpenter, Mark Haynes, and Paul Lehman. The other contest on the Sales Hotline has seen both Albert Preston and Patty Zasloff earn the Top Recruiter \$300 prize, based on sales volume produced, already this year.

KEY to SUCCESS. BELIEF in the Fuller Brush program motivates you to ACTION which creates REWARD\$ which gives you BELIEF in the Fuller Brush program which motivates you to ACTION which creates REWARD\$ which gives you BELIEF in the Fuller Brush program. Get past learning it and just do it. If you wait until you learn everything, you'll never get started. You learn by doing it. Poor People say "Life happens to me". Rich people say "I create my life".

Poor people say "I will give it a TRY", simply an excuse to give up. Rich people say "I will DO it".

If you want to become successful, you really NEED a Success Mindset. Educate yourself with books like "The Magic of Thinking Big", Napoleon Hill books, a newer book "Secrets of the Millionaire Mind" by Eker, and the Rich Dad Poor Dad books. One I just bought is "Rich Dad's Retire Young Retire Rich" by Kiyosaki. Search for the best prices at www.campusi.com ; I got the \$20 Eker book, 2005 hardcover edition, for \$7 including postage.

Q. You say "Just Do It". But just what do we do?

A. Those of us who have become the most successful have concentrated on both retailing products, which helps you to learn about your product line, AND recruiting other distributors, which duplicates your efforts for long term profits and security. Of course not everyone you recruit will be productive. Pay attention to those who show initiative and assist them to duplicate. Doing it for them if they do nothing makes no sense. I sponsor under many distributors, but I try to make sure that they are recruiting or at least attempting to recruit on their own, and providing some upline support, thus lessening my workload. Make contacts by visiting offices and businesses offering a catalog, which can make the rounds of the office creating lots of customers. USE our 100th Birthday as an excuse to start a conversation. "Did you know that Fuller Brush is 100 now?" Some customers will decide to sell. Broach the subject in third person rather than putting them on the spot, which will garner a No until they can think about it, and No's are hard to change. Tell people that you are looking for people who want to make extra money nationwide with the 100 year old Fuller Brush Company who even offers free distributor kits and websites, and to let you know if they think of someone. By not being put on the spot, they may just say, "Hey, what about me? I might." Look for people already selling something. They may want to also sell Fuller Brush. Place our sample ads in your local shopper news (mine are \$3-\$5/week). Home parties are an excellent volume booster. If you are proficient on the web, do that. But do what you can that doesn't cost money first. Then funnel profits to other avenues to expand nationwide. We have written down our experiences in our training manuals, which are on our training website and updated regularly with new material. Successful people have a successful demeanor; they look UP, not down at the ground, and have learned confidence. If that is your first step (it was mine when I joined Amway in 1986), the books and tapes I suggest here and in the Manuals can help you with that.

Fuller provides the Sales Hotline to tell us all the latest, 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, extra specials, T-shirts and Caps. Transcripts of the past Hotlines are on your MyFullerBiz back-office website.

IMPORTANT DATES: **May 12:** June & Summer Specials begin; **May 31 4PM CST:** May & Mothers Day Order Deadline; **June 15:** July Specials begin; **June 30 4PM CST:** June & Fathers Day Order Deadline; **July 15:** August Specials begin. See your 2006 yellow Fuller Brush Calendar.

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 30 June catalogs LP062, 30 each of the Outdoors and Car Care flyers, and a #671 \$5.99 Tire Sidewall Cleaner all for \$6.99. Get 30 July catalogs LP072, 30 each of the Outdoors and Car Care flyers, and a #796 \$7.99 Quick Shine Car Polish for only \$6.99, available May 24. August catalogs available about June 26.

NEW Products & Demos. Strictly ONE per distributor at the demo price. Product demos are net or retail items. A **RETAIL demo** counts 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. Check the Sales Hotline and your monthly purchase order for new products. The latest ones include the 100th Anniversary collectors edition Rosewood hairbrushes, the Premium Handi Brush, the Micro Mini Duster which I sold before it was even available, Oxy Canvass Fabric & Awning Cleaner which will be a great seller, Stainless Steel Grill Cleaner, and upcoming new technology Microencapsulated cleaning products.

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 5/15, and a notice emailed to all the emails I have, as well as news updates.

If you have a working email address that you've given me, you've already heard this. Besides a tried and proven Fuller Gold 2006 Recruiting letter, we have more in depth product informational flyers to photocopy, currently covering the Carpet Sweeper, Fulsol, environment-friendly aerosols, Fullsan Disinfectant concentrate, Sticky Stuff Remover, Perfumed Deodorant Blocks, The Fuller Difference in Bathroom Cleaning, and the Super Shammy. Testimonials needed. Also flyers to include with sales of the Wetmop or our Beechwood hairbrushes for proper care. Go to our training website Discussion Board for the latest updates under "Forms & Flyers". And check out our NEW Training website – a whole new page with an organized listing of materials to download to help your business, all in one place. We also include Fuller Centennial press release materials there.

PAY ATTENTION TO THE BONUSES. YOUR NEW Distributors Receive: A breakdown guide to all the bonuses so you can keep track of them, my newsletter, and a welcome letter with all your upline and important contact information, as soon as I receive their mailing address from YOU. You should tell your new distributors about all the new distributor bonuses too. They are plastered on promotional flyers in your kit and in our recruiting literature. I always notice first orders like \$45; a \$50+ first order would have given them a free 4XFulsol. Of course tax and shipping doesn't count; this figure is strictly commissionable retail product volume before your discount. That Fulsol is also merely a consolation prize. If that very first product order is \$150+, you receive a \$59.99 Electrostatic Carpet Sweeper; \$200+ you also get the Fast Start bonus. You can get Fast Start bonuses for 3 consecutive months – see my chart or the flyers for deadlines.

“ACTIVE” Requirement. Fuller Brush has no requirements. BUT, IF you are going to order anyway, WHY order \$30 instead of \$35+??? Shipping costs you the same. If you order \$30, you are not considered active on the Fuller computer. ACTIVE dealers are paid more attention to, by both your upline and the Company. Active dealers receive occasional first class mailings from Fuller about extra specials. IF you are going to order, make it the minimum \$35 to be considered active. ONLY if you have \$35 yourself, do you earn anything on your downline or get increased commissions on your sales. Your upline Director also needs at least 15 ACTIVE dealers each month to receive Director pay. Support and help is a two-way street. Active dealers get my newsletter first. Others get it after I get time to go through my mailing list a second time, wondering, should I send them a newsletter or not. My database tells me when you last ordered. If someone in your town wants to buy, or even join, I look to see if anyone there is ACTIVE.