

WHAT A TEAM...

What can we say – thanks guys! As some of you will know by now we have qualified for the European conference weekend in Budapest. For those of you who are new to the business and don't know about international conferences you can find out more from <http://www.kleeneze.net/opportunity/conferences.asp>

Qualification for Budapest is now over but we're hoping that as many of our team as possible will be joining us to next years destination. Get yourself along to the Christmas conference in Birmingham to learn the destination... Of course we are still in the qualification period for the International conference to Mauritius which runs until July!

Last month we said that we would be available for team activity every Tuesday in Cornwall. That has now been extended to Saturdays as well. Anyone in the team is more than welcome to come along, we will keep you posted with ITS or email messages to let you know the venue each week. For those of you further away we are now doing regular 3 way calls – either call or email us to arrange a time.

New tools

Our new online info pack website www.Earn-eZ.com is approved and online. Use it to direct prospects to who want information quickly about the business. On the 'request info pack' page there is a referral box. Ask your prospect to type your name or account number into that box to ensure they are placed in your team if they join through us.

We have also added a distributor support area to www.hateyourboss.co.uk simply click on the 'login' button and use the username : hatemyboss and password : zero to access the site. From here you can download stationary and tools to help you grow your business. This will be added to over the coming weeks and months.

If any of you don't have an email address and would like a free one – get in contact with us and we can provide you with one!

Welcome New Distributors

Sue Beresford
Michele & Dave Thornley
Nicola Hickmans

Welcome to the team – if you need anything at any time just pick up the phone or send us an email!

Top retailers (Over 1000BP)

1. Su & Clint – 2,427.59
2. Bill & Cress – 2,315.93
3. Tracy Deakin – 1496.12

Sterling effort – well done!

New Levels Achieved

Sharon Riley
10%

Well done Sharon! 10% in your first period...

Remember – success is a journey, not a destination... keep charging!

www.YourOwnWebsite.com

We can now supply multi language websites for lead generation. Sites are priced at £5.99 per month but we are offering them completely free of charge to distributors in our team who have sponsored their first downline and are retailing to a minimum of 650 BP per period.

There is a temporary holdup with the online registration at www.mlm-websites.com but if you want more information about the sites drop us an email or pick up the phone...

Group Performance

Sales this period

£8944.81

Previous best

£11,013.32

Produced by
Bill Deakin & Cressy Chapman
60 Penhallow Close
Mount Hawke
TR4 844

Kleeneze
Independent Distributor

Questions or comments?

bill@hateyourboss.co.uk
cressy@hateyourboss.co.uk
Home 01209 891587
Mobile 07967 665583
ITS 512420

Period 5 – April / May 2006
 Check www.buzzbom.co.uk for full meetings list

Friday	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday
21	Kehelland Sizzle & PhoneTraining 22	23	24	German registration 25	26	27
28	29	30	1	1 st German orders 2	Launceston BOM 3	4
5	German Confernece 6	7	8	9	10	11
12	13	14	15	16	Redruth BOM 17	18

ACHTUNG KLEENEZE

As I'm sure you all know by now we are about to launch Germany. Internet registration of German distributors starts on Tuesday 25th April with the first orders being processed on 2nd May. The launch conference in Bonn takes place on Saturday 6th May and we will both be attending to meet guests and find out what will be happening in Germany over the coming months. We will be in Germany from Thursday 4th to Monday 8th May so if you need anything while we are away please contact your immediate upline or Steve and Karen on ITS 503489

If you know anyone in Germany we can arrange for complimentary tickets for the conference and we are happy to meet them there for you. Let us know in advance so that we can arrange a meeting and we will talk with them about the business. This is an easy way for you to sponsor in Europe as we can meet your guest and sponsor them directly into your team without you having to attend.

Prices have been announced as €65 for business kits (inc 50 catalogues) and retails kits (50 extra catalogues) costing €35

The German catalogues will be in the same style as the Dutch. There will be a single book available at launch with a special to follow after 4 weeks. There is little point in showing UK catalogues to German prospects as they are not the same. We do have a small supply of Dutch catalogues – if you have any prospects on the continent who want to see a sample catalogue let us know and we can provide them.

Further information is available from the German information line on 0870 129 5000. Your German prospects can call this line using 0044 870 129 5000 and talk to native German speakers about the business.

The German expansion is very exciting for all of us but don't forget there is so much still to do closer to home... The weather is warming up and the leads are coming in thick and fast. Lots of people are joining the business every month so make sure some of them are joining YOUR team!

Book review

International Networking - Edward Ludbrook

With the German launch imminent I've re-read this book several times over the past couple of months. At only 40 pages it would be easy to dismiss this book(let) as not worth taking seriously but nothing could be further from the truth. As the title suggests this book deals primarily at building an international business, but it is also a useful resource for local prospecting. Ed's focus on "Think global, Act local" means that anyone at any level in the business will be able to use much of the ideas and advice this book offers. Also of value is Ed's explanation of WHY you would want to build an international team.

Sure it's harder to sponsor overseas. There are language barriers, cultural differences, currency differences and many other small hurdles but the rewards speak for themselves - "By far the biggest incomes come from international networks". With top earners in Kleeneze already enjoying incomes far in excess of £250,000 per annum from the UK market, what will the top incomes be in 10 years time with Ireland, Holland, Germany... and who knows where else? Germany as you all know has a population of 90 million. That's more than The UK, Ireland and Holland together so read International Networking, talk to your friend's, family and customers and find out who THEY know in Germany and build yourself a truly international network.

Incentive : get a prospect to attend a local BOM this period, or to meet us in Bonn at the German launch conference and you'll receive a free copy of International Networking by Ed Ludbrook.

Bob Webb - Leadership CD

According to Bob, money can't buy happiness but "£400,000 per year can make misery very acceptable". When someone gets to Bob's level of success they must be doing something right. In this CD Bob shares some of his thoughts about building a business - learning as a teacher rather than as a student. A mixture of stories, thoughts and tips from the last decade which have enabled Bob to build a Kleeneze business with a turnover in excess of £3 million per month. Anyone can make money in this business but the big cheques can only come from becoming a leader. The good news - anyone can learn to be a leader with the right attitude and the right coaching. Do yourself a big favour - grab a copy of this next time you place an order at BIDS - for £1 you just can't go wrong.

Send your book/tape/CD reviews to bil@hateyourboss.co.uk

If you want to borrow a specific tape or CD let us know... remember leaders are readers!

New Leadership Scoring

Most of you will be aware that we use a leadership scoring system to decide which people in the team we should be working with the most. This has just been refined and we will be letting you all know the new scoring in the next couple of days. From next month the newsletter will include the scoring of everyone in the team so you can all see how the team is doing.

The new scoring should be enclosed with this newsletter – if you did not receive a copy let us know and we will send you one. The new scorings cover areas of the business such as retail, sponsoring and education but only areas which are easily measurable. It should be noted that this is NOT an exhaustive list of what needs to be done to build a successful business, just those things which can be measured to see where new distributors should be best placed in the team structure.

You should be aiming to achieve a minimum of 30 points per period using this scoring system if you want us to sponsor new distributors into your team. We will of course work with anyone in the team who wants help but this new system should ensure that new distributors are placed as fairly as possible and are given the best possible support.

If you have any questions about the leadership scoring speak with your immediate upline or ourselves.

Final note – new distributors will not necessarily be able to achieve 30 points in their first periods and this will be taken into account... An easy way of increasing your scoring is to submit a book or CD review (or both) each month. You should be aiming to read and listen to tapes/CDs about the business on a regular basis so when you do send a few words about it either to us or to Karen and Steve. This helps the whole team by giving them ideas of what to read or listen to next and helps to make sure that everyone is learning.

Noughts and Crosses

Those of you new to the team may be wondering what the 'noughts and crosses' messages are all about! Every day Karen and Steve send a message down the ITS system with a daily activity. The purpose of these is to inspire you all to try different things that will help grow your business. They are not compulsory and how many of them you manage to complete will depend on your personal circumstances but they are designed to grow your business – the more you do the faster your team will grow!

Send an ITS or email to ourselves or Karen and Steve at the end of the period with the number of completed activities and there will be small prizes for the top performers!



LE TOUESSROK HOTEL IN MAURITIUS
WILL YOU BE AT THE NEXT CONFERENCE?

Income Tax

Anyone becoming self employed must fill in a SE1 form its very simple and basic but if you delay this form for a period exceeding 3 months you will incur a £100 fine!!! You can appeal against this fine after it is issued on the grounds of low income. If your income is under £4345 the tax office will reimburse the £100 fine. To appeal you will need a CF10 form for small earnings exceptions. These forms are available from the help line for newly self employed call 0845 154515

This applies to both people who are only self employed and for those also employed alongside there own business.

OTHER USEFUL CONTACT DETAILS

Newly self-employed... www.hmrc.gov.uk/starting-up

Self assessment... www.hmrc.gov.uk/sa

Self assessment help line... 0845 900044

National insurance... www.hmrc.gov.uk/nic

Self-employment contact centre... 0845 9154655