



Hi team

Well the Christmas season is well under way. Already we're seeing bigger orders coming in and many of you are telling us fantastic retail stories – some pickups have been over £6 per catalogue on customer base! We're really starting to get into the thick of it now, period 11 will be big and period 12 will eclipse anything that has come before it... We are set for a massive record turnover so aim high and smash through those bonus levels!

More Christmas tips:

This really is the best time of year for your retail, both in terms of getting orders, and building a solid customer base that will serve you well for years to come. Here are more top tips to make the most of the Xmas season!

- Re-blanket drop existing customer base areas with the Christmas catalogue; you always pick up new customers at this time of the year.
- Send Christmas cards to your customers, telling them how much you value their custom and that you'll be giving them top quality service next year.
- Leave the Christmas catalogue with them on your last drop before Christmas, or put one in the carrier bags of deliveries, to gain some last minute extra orders.
- Promote Robbie the Relaxin' Reindeer to your customers and wear the Cabouchon products!

And of course Xmas isn't all about retail, lots of people are looking for extra cash at this time of year so take advantage:

- Send info packs along with your Christmas cards to people on your warm list.
- Invite friends and family to the New Year Conference.
- Hold Christmas parties – they provide a great chance to give people information about the Kleeneze Opportunity and to show them the conference DVD!



Welcome New Distributors

- David Parish
- Sandy & Linda Fraser
- Roxane Keiler
- Adrian Keast
- Liz Prowse
- Frances Rumsey

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

Top retailers (Over 500BP)

1.	Su & Clint	2,017.97
2.	Tracy Deakin	2,090.19
3.	Bill & Cress	1,208.02
4.	Eve Martin	769.40
5.	Tony & Shelagh Bryant	765.76
6.	Sandy & Linda Fraser	720.13
7.	Richard & Jess Keast	687.66

Period 11 is going to be the best yet!

New Levels

- Sandy & Linda Fraser
10%
 - Tony & Shelagh Bryant
13%
 - Tracy Deakin
21%
- Well done guys!

Group Performance

Sales this period
£11,755.98

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



Independent Distributor

Team Eclipse

Questions or comments?

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ITS 512420

Period 11 – October/November 2006
 Check www.buzzbom.co.uk for full meetings list...

Friday	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday
6	Phone Training Kehelland	8	9	Edinburgh BOM	11	12
13	14	Wales & West Millionaires	16	17	Redruth BOM	19
20	21	22	23	Edinburgh BOM	25	26
27	28	29	30	31	Launceston BOM	2

CANNES CONFERENCE 1-3 JUNE 2007

We're well into the qualification period now – we want as many of you guys with us on this trip so do whatever it takes. We're here to help if you need anything at all just pick up the phone. With 7 periods left until the end of qualification there is plenty of time for anyone to get to Gold, but don't leave it too late. If you want to live the movie star lifestyle in Cannes you need to act NOW!

Top tip for getting to Cannes:

If you haven't already, try using a wanted leaflet like the example below in all of your catalogue packs. You will get responses from customers and since they already know the company and buy the products they are likely to do well! Grab a template from the team website and change the details to your own!

Wanted – New Distributors

We are looking for Kleeneze distributors and team leaders. If you would like a FREE information pack please fill out the form below and leave it in your catalogue bag. **Earn £50 - £500 per week part time, or serious money full time!**

Name	
Address	
Phone	

Please tick if you would prefer the information on
 DVD [] Video [] CD-ROM []

Fill in this form and leave it in your catalogue bag and we will send you one of our free information packs. Alternatively you can call **0845 838 1196** or fill out the form online at www.HateYourBoss.co.uk

LEADERS ARE READERS

These are some of the books that everyone should read in their first few months in the business. They are all easily available from [BIDS](#) or [Knowledge Is King](#), most good bookshops or your local library. Very often they can be found on eBay at bargain prices and we have copies you are welcome to borrow!

The 45 Second Presentation – Don Failla

This is included in the BIDS starter pack and is the book which Gavin Scott, Bob Webb et al have built their fortunes on. You do need to read this book again and again, it's is a gold mine of information.

The Big Picture – Edward Ludbrook

The new version '**Shakeout!**' is even better but either of these will give you the 'big picture' of the industry, where it's going and why it is growing so fast. Lots of facts to use when you're speaking with prospects.

The Fundamentals of Network Marketing – Edward Ludbrook

Another of Ed's great books (in fact off his books are great!) this one is back to basics and superb for anyone new to the business. If you've been in a while there are still nuggets of info in here you may not find elsewhere – should be on everyone's shelf.

Eat That Frog – Brian Tracy

Not about Kleeneze, Home shopping or Network Marketing but an essential for the business. This little gem deals with time management. If you ever feel like there aren't enough hours in the day this is the one for you!

All of these books are very cheap, small paperbacks which you can read in a couple of evenings. Don't be mistaken though, they may be small but they are very powerful. I've not met a single person high up the Kleeneze pay plan yet who doesn't read on a regular basis. As Jim Rohn says "Rarely will your income exceed your personal development". Leaders ARE readers, there is not getting around that. If you want to build a team worthy of commanding a big cheque then start reading a few pages every day. Set aside a specific time when you know you will have piece and quite, start building your knowledge, and watch as your business grows!

Attitude is Everything – Jeff Keller

Now this is a book I wish they made us all read at school. It is certainly a book I will be re-reading again and again and I would recommend it to anyone, whether they are in Kleeneze or not. It won't stop bad things happening but it will help you deal with the ups and downs. In my opinion one of the best books ever written and an absolute essential read.

LEADS TO BUILD YOUR TEAM

The New Horizons leads are doing well. These are names, addresses and phone numbers of people who have replied to national advertising for business opportunities. Although they are old leads (roughly 3-6 months) we have found that many of them are still looking for a business opportunity.

The leads are competitively priced and the more we buy the cheaper they are. Basic price is £40 per hundred but we have got them down to around £27 per hundred at the moment. We will likely be placing our next order after payday next thursday. If you want to take advantage of bulk purchasing then let us know and we will order extra leads for you. You can pay via card, cheque or cash but we do need payment when we place the order.

We are simply phoning each person on the list, asking if they are still looking for a business and if so would they like a free info pack. If you want to try these leads but are unsure about making the calls we can do 3 way calls while you listen to us making the calls before you try...

HOW TO FAIL IN 10 EASY STEPS!!!

1. Quit

That's right. Why even try? Quitting is easy! I didn't want to build a business anyway...

2. Be a secret agent

I heard a lot of the top earners never talked to a single soul. If I don't tell anyone I do Kleeneze I'm sure random people will just join my business anyway, right?

3. Never do appointments, send out info packs or DVDs

Don't we have that magic website that signs them up? Hard work is for wimps. Why bother giving people information about the business, surely if they were interested they would ask YOU for info!

4. Never follow up

Follow-up is for suckers. If they aren't smart enough to sign up from the info pack, who needs them, right?

5. Don't use the company products

I sell oven cleaner, I don't actually USE oven cleaner!

6. Have a lousy attitude

My customers are idiots, some of them forgot to put their catalogues out. Why should I bother going back for stragglers if they can't be bothered to help me out!

7. Complain to anyone that will listen

Listen, it's not fair. I got in late and all the good prospects were already taken. It's nearly an hours drive to the meeting and I have a headache, the catalogues are heavy and it rained last tuesday...

8. Try to fix the company mistakes

Hello, William? Listen, I can help. Your website sucks, you have too many mops in the catalogue, and frankly, your hair style is way out of date. Grab a pen, I'm just getting started...

9. Reinvent the wheel

Yes, of course I could just follow the system put in place by my successful upline, but I'm sure I can do way better on my own... Who needs meetings, ITS and training CDs anyway I'm sure I can figure it all out by myself.

10. Love them and leave them

Here's your kit, good luck. Law of the jungle you know? Survival of the fittest. Why would I help you if I can go get a new sucker, er, I mean prospect...

WARNING! Adherence to any of these 10 points can cause Disappearing Downline Disease. Side effects include small or non-existent bonus checks, staring at the wall for long periods of time, and hours and hours of surfing the Internet without achieving

anything!

Accounts

Accounts with Kleeneze are very simple... You don't need to be a wizard with a spreadsheet, just keep good records.

Print off your certificate of income at the end of each period.

Keep your receipts in an envelope for each period.

At the end of each tax year you will receive a self assessment form by the Inland Revenue which you need to fill in and return. You will be charged tax based on your profits which is your earnings, minus your expenses. That means that postage, stationary, fuel, telephone bills, printer cartridges etc. are tax deductible so make sure you keep receipts for them. If anyone is unsure about tax give us a call, trust me it's a lot simpler than you may think as all the paperwork is provided by Kleeneze!

Income Tax

"Tax doesn't need to be taxing!"

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](http://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

Email loops and links

Subscribe to these email loops to ensure you are up to date with news and events:

Gavin Scott's Loop : Send an email to gavin.scott@virgin.net

Buzz loop : Send an email to buzzinternational-subscribe@yahoogroups.com

Fast Forward Loop : Send an email to fastforwardgroup2006-subscribe@yahoogroups.com

Some great media stories and testimonials:

<http://www.earn-ez.com/media.html>

<http://www.terriergroup.biz/priv/testimonials/>

<http://www.kleeneze03.com/kleeneze-media-coverage.htm>

**"I'd rather be a could-be, if I cannot be an are,
For a could-be is a maybe who is reaching for a star.
I'd rather be a has-been, than a might-have-been by far,
For a might-have-been has never been, but a has was once an are."**

- Milton Berle