

## CHRISTMAS IS COMING!

Hi team

Yes, it might only be September but the Christmas catalogues are out and available to order on code **05770** in packs of 50, or in retail kits on code **02623**. This year's book looks set to be a real winner and over the next 14 weeks or so your sales will go crazy, so long as you put the books out. Remember, catalogues don't earn you anything while they are in your house! According to Kleeneze, 40% of the years turnover is done in the Christmas period and sales increase 75% from August to November... so make the most of it!

### Christmas retail 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 our top tips to make the most of the Xmas season!



- Extra drops: There are only about 3 shopping days until Xmas... That's right, if you're on a 6 weekly cycle your customers will only see your catalogue three times before Xmas. Make the most of the season and get your catalogues out 4 or 5 times and you will get extra orders!
- Demonstrate a product: Distributors have had massive success in previous years by demoing products when making deliveries. Why not buy a 'Relaxing Reindeer' and show your customers when you make deliveries... You'll be sure to get some extra orders, and some laughs!
- Customer newsletter: Make sure that your customers know that they can place a big order and spread the cost, order by phone, and order right up to a few days before Xmas by printing a small newsletter or leaflet and putting it in your catalogue bags.
- Christmas cards: It is really worth buying some bulk cards and giving one to each of your customers. Showing that you will go the extra mile to serve your customers, and really do care, will pay dividends with customer loyalty throughout next year!

Got more tips? We want to hear them... We'll print the best ones in next months newsletter and the best will receive a prize!

### Welcome New Distributors

Sarah Taylor  
and  
Matthew Knowles  
Bienvenu Vandermesh

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 – 2,055.55
2. Tracy Deakin – 1,938.06
3. Bill & Cress – 1,594.65
4. Tony & Shelagh – 697.29
5. Sharon Riley – 671.06
6. Eve Martin – 669.52

**Sterling effort – well done!**

### New Levels

**Eve Martin**  
10%

**Sharon Riley**  
13%

**Tracy Deakin**  
18%

Well done guys!

### Group Performance

Sales this period

**£9,764.04**

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

**Kleeneze**  
Independent Distributor

### Questions or comments?

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ITS 512420

**Period 10 – September/October 2006**  
 Check [www.buzzbom.co.uk](http://www.buzzbom.co.uk) for full meetings list...

Friday	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday
8	9	Cannes focus group 10	11	Edinburgh BOM 12	13	14
15	16	Network Training 17	18	19	Redruth BOM 20	21
22	Team Training 23	Southeast Millionaires 24	25	Edinburgh BOM 26	27	28
29	30	1	2	3	Launceston BOM 4	5

**WANT TO LIVE LIFE LIKE THE MOVIES?**



***CANNES CONFERENCE 1-3 JUNE 2007***

This year's Budapest conference was fantastic, but Cannes looks like it will be even better! As I'm sure you all know by now, the European conference 2007 will be in Cannes, home of the famous film festival and playground of the rich and famous!

This year Kleeneze have made it easier to qualify... Hit GOLD status (or above) and maintain it within the qualification period (and meeting certain criteria) and you will be coming with us for a 5 star weekend in Cannes.

We will be staying at the exclusive Hotel Martinez, getting the best training from the top network stars, eating and drinking and generally having a great time.

We know that some of the team WILL be coming with us this year – will YOU? Over the coming week we will be speaking with all of you about the conference and what you need to do in order to qualify. Everyone will need their own personal plan of action but EVERYONE has the same chance of getting there. Even people who are yet to join Kleeneze will be attending the conference so make it your goal, build your business and we'll see you there... You CAN get to Cannes!

## ITS CD - MARCH 2005 – Andy Stephenson's talk

Many thanks to Tracy Deakin who emailed us the following story taken from the above training CD. All previous ITS CDs are available from BIDS [www.bidswebshop.co.uk](http://www.bidswebshop.co.uk) for just £1 each...

### “THE BAMBOO TREE”

A bamboo tree can grow 100 feet straight up in just 6 short weeks. What you need to do to grow a bamboo tree is plant an 18" stick of bamboo into a 3ft deep hole and bury it completely. You need to water this bit of ground every day, 365 days a year, whatever the weather for your tree to be able to grow. If you miss one single day of watering your bamboo tree will not grow. Do this consistently and your bamboo tree can grow to over 90 ft in 6 weeks.

Some people will think that it takes just 6 weeks to grow a bamboo tree, but you know that isn't true as it takes time & dedication...

A neighbour sees you watering the ground every night for seemingly no reason and you explain to him that you are growing a bamboo tree & it takes 5 years to grow and that you need to water the ground every day. You suggest that they also grow themselves a bamboo tree, as they would be the envy of all their neighbours with their matching bamboo trees.

The neighbour says "No thanks, I think I'll see how yours turns out first"

You keep watering the ground each day & still nothing happens...

Your neighbour asks "why do you bother?"

"Well I'm growing a bamboo tree... It takes time, It takes effort, It takes care. Its not too late for you to grow your own bamboo tree as well!"

He laughs & says "I'll just wait to see how yours turns out"

2 years later your neighbours think you are a bit mad and by the 4th year your neighbours are telling their kids to stay away from you. Then suddenly in the 5th year the ground breaks open & the stick that you planted 5 years ago sees the first rays of sunlight & off it goes. 6 weeks later you are sitting at the top of your bamboo tree looking down on your neighbours and admiring the view. Some neighbours are saying "I wish I had listened to him and then I would have my own bamboo tree and of course the most cynical of neighbours says... "It's alright for him, he started 5 years ago!"

## LEADS TO BUILD YOUR TEAM

Last period we mentioned Skouros leads. We have just started using a different source – New Horizons. 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 £26.50 per hundred at the moment. We will likely be placing our next order next Friday (15<sup>th</sup>). If you want to try these we are happy to place a bulk order for the team so you don't have to buy full batches of 100. Send us an email or ITS letting us know how many you want by next Friday.

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...



Tracy Deakin and Gavin Scott, with his new Porsche at the Scottish Millionaires meeting!

# Just The FAQ's About Network Marketing

Don and Nancy Failla

This new, and very thin book was recommended to us at the last Wales and West Millionaires training and is a little gem! Split in to three sections the entire book is typical questions and answers asked by typical prospects, beginner distributors and advanced distributors. As most of you would already have read the Failla's 45 Second Presentation you'll know that their writing style is very easy to digest. It really does just cover the common questions and gives you excellent responses to remember and use.

Available from BIDS, Knowledge Is King, or why not pick up a copy at the next Millionaires!

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

## Accounts

**Note: There will be an accounts training at Kehelland, Cornwall on 23<sup>rd</sup> September. If you want to know exactly what to do regarding accounts and tax do try to come along... If you are not local, or can't make it for any other reason, we will ensure you are given the information and training afterwards!**

**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](http://www.hmrc.gov.uk/sa)

Self assessment help line... 0845 900044

National insurance... [www.hmrc.gov.uk/nic](http://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](mailto:gavin.scott@virgin.net)

**Buzz loop :** Send an email to [buzzinternational-subscribe@yahoogroups.com](mailto:buzzinternational-subscribe@yahoogroups.com)

**Fast Forward Loop :** Send an email to [fastforwardgroup2006-subscribe@yahoogroups.com](mailto:fastforwardgroup2006-subscribe@yahoogroups.com)

**Some great media stories and testimonials:**

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

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

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