

Mailbox Money

THE PROMISE OF NETWORK MARKETING



By Richard Bliss Brooke

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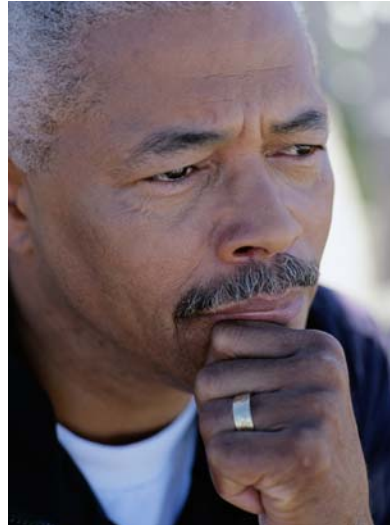
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Look for this insight, it can help you make money!

Mailbox Money?

Can anyone step to their mailbox and get a check every month for the rest of their lives? Because of Network Marketing and some hard work, they can. This book, full of facts and true-life experiences, will help you answer the mailbox money question for yourself. These pages explain Network Marketing: one of the most innovative, yet misunderstood, business concepts in the world.



In *Mailbox Money*, you will learn:

- Who makes Network Marketing work, and how and why.
- How others have used Network Marketing to change their lives from ordinary to extraordinary — possibly even from rags to riches.
- And most important, under what circumstances Network Marketing might provide a way for you to turn your dreams into reality.

If You're Skeptical...

That's okay. You may find that by the end of this book, you will have a new perspective. Maybe your doubts and skepticism will disappear. Or, maybe you'll be even more convinced that Network Marketing is not for you. Either way, you'll be none the worse for having taken a closer look.



Indisputable Facts

Let's start with a couple of simple facts.

FACT #1:
It's legal.

In the United States, Network Marketing — also called Multi-Level Marketing or MLM — has been legally used for product distribution and compensating distributors for more than 50 years.

During this time, Network Marketing has repeatedly been upheld by the federal and state courts as a legal distribution and compensation method, when the following legal guidelines are followed:

1. The main objective of the business is selling viable products or services at a reasonable price.
2. Each independent distributor maintains a retail customer base, usually of ten or more.
3. Potential incomes for recruiting others are not promised; or in some states, even mentioned.
4. Distributors are not paid (head hunting fees) for the mere act of recruiting others.

5. Distributors are not encouraged to buy more product than they can reasonably resell within 30 days.
6. The company must refund unsold product and sales materials, including enrollment fees, if the distributor chooses to resign.

Because Network Marketing is legal, there is a large upside potential for Network Marketing corporations and distributors. The concept attracts very dynamic promoters — some ethical, some not. Many Network Marketing companies have crossed the line legally and have been the subject of negative media, as well as civil and criminal penalties.

Listen to how a Network Marketing company's distributors present the opportunity, and review the company's business materials to discern if the company is engaged in legal product distribution. Any business opportunity promoted in a fashion similar to a lottery, chain letter or investment opportunity will not pass established legal guidelines. If you have questions about a company, the Direct Selling Association (DSA), in Washington, D.C., is the profes-

sional association that represents and sets high standards for the Network Marketing industry. The DSA has been in existence for over 100 years. You may visit their website at DSA.org.



FACT #2:
There are successful Network Marketing companies...and there are others that fail.

There are more than 1,000 Network Marketing firms distributing over \$50 billion a year in goods and services. Many of these firms are publicly traded companies, listed on the NASDAQ, as well as the New York and American Stock Exchanges. Quixtar, Herbalife, Mary Kay Cosmetics, NuSkin, Primerica and Nikken each boast over \$1 billion annually in sales and have been in business, growing steadily, for 20 to 30 years.

As is true for every kind of business, however, many Network Marketing companies go out of business within a few years.

FACT #3:
There are successful Network Marketing distributors...and there are others who give up.

Some individual distributors have earned and enjoyed long-standing residual income fortunes of \$1 million or more per year, for many years. Many more earn from \$1,000 to \$10,000 a month.

Most individuals who pursue building a Network Marketing business, however, give up before they see the level of success they hoped for. The *average* Network Marketer never creates enough success to warrant doing anything beyond buying products at wholesale.

The fact is, people with average ambition, commitment and effort usually don't do well in a business like Network Marketing. The following myths will be debunked — hopefully forever — if you will help by spreading the word...and networking the truth.

Network Marketing Myths



MYTH #1:

Getting in on the ground floor is the best way to succeed in a Network Marketing company.

The truth is, it is the *worst* time to join. Eighty-five percent of all companies, including Network Marketing companies, go out of business during their first three to five years. Of course, no company is going to tell you that in their promotional material. Everyone involved at the start of any company hopes for it to succeed.

Another risk with a new company is that no company has its best foot forward early on. It takes years to develop competent, experienced staff, reliable procedures and efficient services. What is the best time to join a Network Marketing company? Usually when the company is at least five years old. By then, it has demonstrated a commitment and ability to:

- Stay in business;
- Grow ethically;
- Honor distributors and customers.

And yet, you still have a chance to get involved before they are so well known that everyone has

either already given them a try, or decided they aren't interested.

MYTH #2:

Network Marketing is an opportunity for someone who is *not* doing well financially to make some money — maybe even a lot of money.

Unfortunately, many of the success stories have perpetuated this myth with a rags-to-riches theme. Although there are enough people to substantiate the myth, it is still a myth.

The same skills it takes to succeed in any marketing business are required in Network Marketing:

- You must have confidence;
- You must be assertive;
- You must be dynamic in your ability to express yourself;
- You must have enough resources to propel yourself through the challenges.

Those resources should include working capital, contacts, credibility with your contacts, time, discipline, and a positive, crystal-clear vision of where you intend to go with your business — **whether it is easy or not.**

The truth is that people who are struggling financially are doing so for a number of reasons, including low self-esteem and/or a lack of the basic skills and preparation that allow one to succeed in **anything**. Network Marketing is a powerful and dynamic economic model, but not so powerful that it can overcome most people's lack of readiness or persistence.

The fact is that the people who are already successful in whatever they do, tend to **also** succeed in Network Marketing. The great part is they are apt to do better **financially** in Network Marketing because the economic dynamics are so powerful.

MYTH #3: 

Network Marketers succeed by being in the right place at the right time. Luck and hype are big factors.

Network Marketing is a **business**: it is not a hobby, a game, a scheme, a deal, or something in which to dabble. People who treat it lightly do not succeed. People who treat it as a new career, a profession, and a business have a reasonable opportunity to make it pay off very well.



As with any new career, profession or business, you need to:

- Learn what you are doing;
- Practice;
- Invest in your education and tools;
- Apply yourself diligently to succeed.

All of this takes time, effort and money. It is not unusual for a successful Network Marketer to have invested hundreds of hours and thousands of dollars before profits and residual income start to flow. This is actually “the norm.”



MYTH #4: 

The way Network Marketing works is the “Big Guys” make all their money off the “Little Guys”.

The “big guys, little guys” myth is usually perpetuated by people who define “fairness” as “everyone gets the same benefits regardless of their contributions.” That is not how Network Marketing works.

In Network Marketing, the people who attract, train and motivate the most salespeople earn the most money.

If you personally sell \$500 worth of product each month, and you have built an organization of 500 people who sell \$500 worth of product each month, you will earn a great deal more (like 500 times more) than the person who just sells \$500 per month. That's basic capitalism, which most North Americans consider quite fair. Network Marketing **does** work and it can work for **anyone**.

When Network Marketing **does not work** it is usually because a particular company, product or distributor is **not working**. If it is not working for **you**, take a look at whether your chosen company is **not working**, the products are **not working**, or most importantly, whether or not it is you that is **not working**.

MYTH #5:

You have to use your friends and family to make any money in Network Marketing.

The truth is, you do not and should not. Your friends and family should only become part of your business if it serves them to do so. If it serves them — if they see an opportunity for themselves just

like you did — then they are not **being used**; they are **being served**. If you **do not** believe your opportunity can serve them, **do not** offer it to them...and question whether or not it even serves you.

An opportunity that truly inspires **you** will most likely inspire them as well. Offer it to them. If they say **no**, respect and honor their viewpoint and do not make a nuisance of yourself.

MYTH #6:

If Network Marketing really worked, everyone would get involved and the market would soon be saturated.

The truth is, although this is mathematically possible, history has proven that saturation is not an issue. The largest Network Marketing company in the world — Quixtar (formerly Amway) — has been drawing circles and recruiting sales reps for more than 50 years. You are probably not a distributor, nor am I, nor are 239 million other Americans. Yet three million people worldwide, and more than one million Americans are, which makes for some very, very wealthy Quixtar distributors.

How Does It Really Work?

Most of us grew up with the direct selling paradigm.

In direct sales, if you are offered a product and the opportunity to earn money by selling that product, the amount of money you make will be based on the amount of product you **personally** sell.

In the direct selling paradigm, if you had a goal of selling \$1 million worth of product a month, you might hire 100 full-time, professional salespeople to work for you, giving them each a territory and a quota of \$10,000 in sales per month. If they couldn't meet that quota, of course, you would fire them and find other salespeople who could.

While Network Marketing is a form of direct selling, there are some important distinctions. As a Network Marketer, you would use a very **different** paradigm to achieve the same \$1 million in sales.

Instead of full-time, professional salespeople with terrifying quotas, Network Marketing is based on satisfied customers, most of whom do not like to sell, but are happy

to tell others about products they, themselves, use. These customers are not full-time or part-time employees. They are some-time, independent volunteers with no quotas and no protected territories. They “work” when they feel like it.



Network Marketing is not necessarily about personally selling a lot of product, although some distributors do. It is about using, recommending and selling the product and finding a lot of others to do the same.



The differences between Direct Salespeople and Network Marketing People are:

Direct Salespeople	VS	Network Marketing People
Full Time Salespeople Employees		Some Time Customers
Quotas		Volunteers
Protected Territories		Incentives
		No Territories

Network Marketing is simply a lot of people each doing a little bit.

 **Direct Selling** 100 Salespeople each sell \$10,000

 **Network Marketing** 10,000 Volunteers each sell \$100

As you can see, in the Network Marketing paradigm, individual distributors do not sell very much product. One million dollars in sales is achieved by getting a lot of distributors — in this case 10,000 — to each sell a little.

The Compounding Effect

This is how the rich get richer and the poor get poorer.

If you had \$1 million today to invest at 10 percent:

- In seven years, you would have \$2 million;
- In fourteen years, you would have \$4 million;
- In twenty-one years, you would have \$8 million.

In many “old money” families, this investment compounding has been going on for so many generations, they can’t possibly spend all the interest income produced. They are on autopilot to just keep getting richer.

Conversely, if you had \$5,000 borrowed on credit cards at twenty percent interest and you made the minimum payment, in thirty years:

- You would have that debt paid off;
- You probably would have accumulated other debts;
- You probably would not have had an extra dime to invest.

In many “limited money” families, this debt compounding has been

going on for so long they can’t even afford the minimum payment, let alone continue to buy what they need and **want**. They are on autopilot to just keep getting poorer.



Most Americans are in an endless cycle of debt. They borrow more, which raises their payments, which eats into their other money, which leads to borrowing more...and so on.

Compounding Bankruptcies

The number of people filing for bankruptcy has increased 63 percent in the last decade. What the heck — you can do it every seven years!

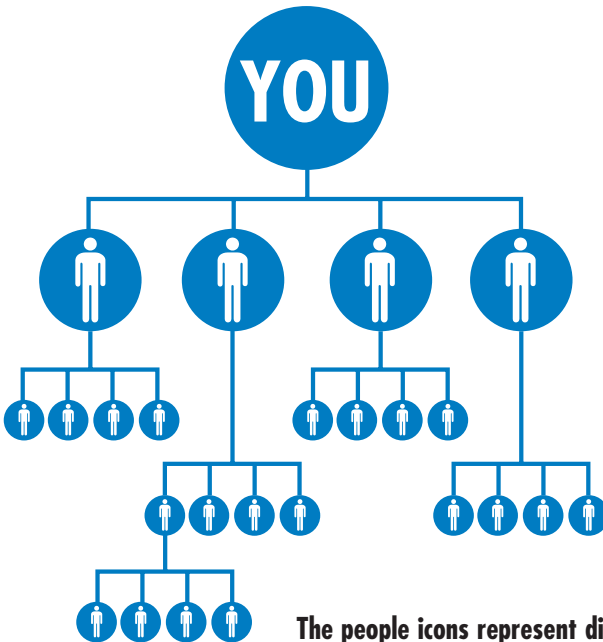
Geometric Progression

The secret that drives this wealth-building and debt-building dynamic is Geometric Progression; the same thing that makes the wealth-building potential of Network Marketing so huge. The great thing about Network Marketing, however, is you don't need to have a lot of **money** to put Geometric Progression to work. You just need to talk to a lot of people, who talk to a lot of people, who talk to a lot of people...etc.

Each circle represents one person. This is a “four-who-sponsor-four-who-sponsor-four” scenario that can continue on indefinitely.

Note: No Network Marketer's organization looks exactly like this one. This is merely an illustration of a mathematical formula that shows the dynamic and potential available. There is no way to control how many, or how few, people any one distributor will sponsor.

The geometric progression of Network Marketing is typically illustrated in this way:



The people icons represent different generations.

The Secret of Inertia

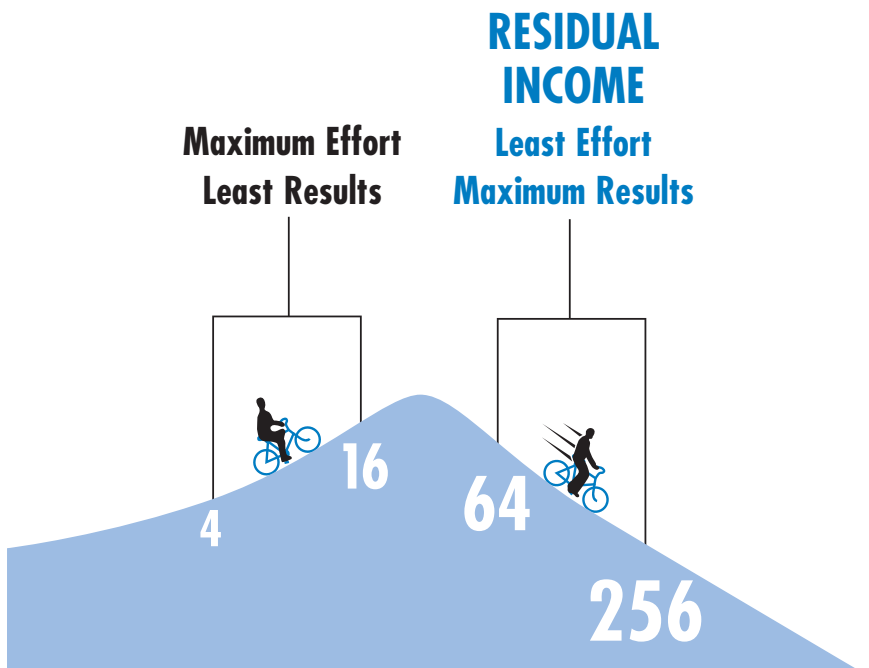
A little-known fact about making the compounding effect work for you is that first you have to break through **inertia**.

When you start to build your Network Marketing group, you will experience a lot of inertia. Only if, and when, you move through that inertia will you experience the true value and rewards of your Network Marketing organization.

Getting started is like riding a bicycle up a steep hill. It takes a

lot of sustained effort to get up the hill. Once you reach the top of the hill however, little energy is required to keep it moving.

The inertia you experience when starting a Network Marketing organization is actually like getting up and over the crest of a hill. The uphill push takes even more sustained effort to get started, but once you're over the crest, the natural momentum makes it difficult or impossible to stop.



It is possible to push your group's size and activity through its inertia and into momentum in a way that is so powerful your sales organization's sustained growth continues **regardless of what you do.**

This is accomplished through massive action. **Massive action** is you hitting the ground running as soon as you choose your opportunity.

Massive action requires that you:

- **Give your all to your Network Marketing business in the beginning;**
- **Give your all to your Network Marketing business until you crest the hill...until your group starts to have growth and a momentum of its own.**

Breaking through inertia can take a month, a year or more. No matter how long it takes, you must continue to apply maximum effort until your group starts rolling without you. What that means is personally selling enough product and sponsoring enough people until you find those few — three, four or five — willing to exert enough energy to get their organizations over the crest. Those few are the **leaders** upon which your empire will be built. Nothing great and long-lasting is ever built in



Network Marketing without finding and developing those leaders.

It takes time and substantial effort, but once you find your leaders, you can just fan the fire and watch your empire grow to greatness.

The Other Secret: Sustained, Explosive Growth

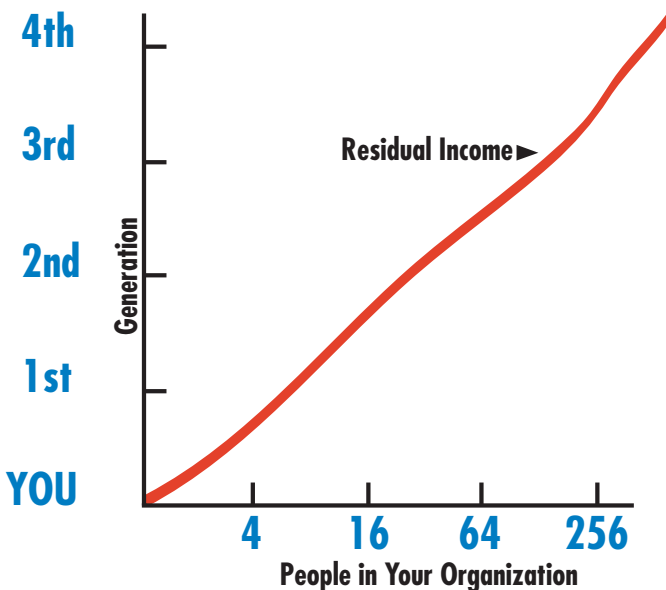
WARNING: When you really “get” this concept, you will most likely spend the greater part of the rest of your business life in Network Marketing.

If we continue to use the theoretical model on page 12 of four who sponsor four, etc., then 256 people would fill the fourth level (or generation) of distributors. This would result in a total of 340 people in your Network Marketing organization, plus you.

If each of these distributors sells \$100 of product per month, there would be 340 people selling a total of \$34,000 worth of product monthly.

If you were paid an average royalty of 10 percent on that \$34,000, your monthly check would total \$3,400.

You may think, “Wow! It looks great, but how do I know this will last? How do I know this will continue to grow?”





The answer...is in the numbers.

Look closely at the generation diagram above. Which generation earns you the most income? Obviously, it is the fourth generation which has four times as many people in it as the third generation above it. In fact, more than 75 percent of your group's sales volume, and therefore over 75 percent of your earnings, are from your fourth generation distributors.

In this scenario, however, we are assuming your fourth generation people are just getting started in the business. Hopefully, they are inviting everyone they know to take a look, but they have not yet sponsored anyone themselves, so we do not show a fifth generation.

Sooner or later this may change, and when each fourth generation distributor gets their four, you would have added 1,024 new distributors to your fifth generation. At \$100 per distributor in sales, and with a 10 percent royalty, that translates into an additional \$102,400 in sales and an addition-

al \$10,204 in monthly earnings for you.

Quadruple Wow! Are you starting to "get" the power of Geometric Progression and the potential your Network Marketing business has — to not only last — but to grow exponentially? Picture what happens on the sixth level, on the seventh, and on the twenty-seventh.

This, my friend, is how
"...the rich (networkers) get richer!"

Residual Income

In previous pages, you've seen that Network Marketing works, how it works and the potential for exponential growth. What you haven't seen is the hidden, and what I believe is the most significant, value of a Network Marketing business — the opportunity to create **residual income**.

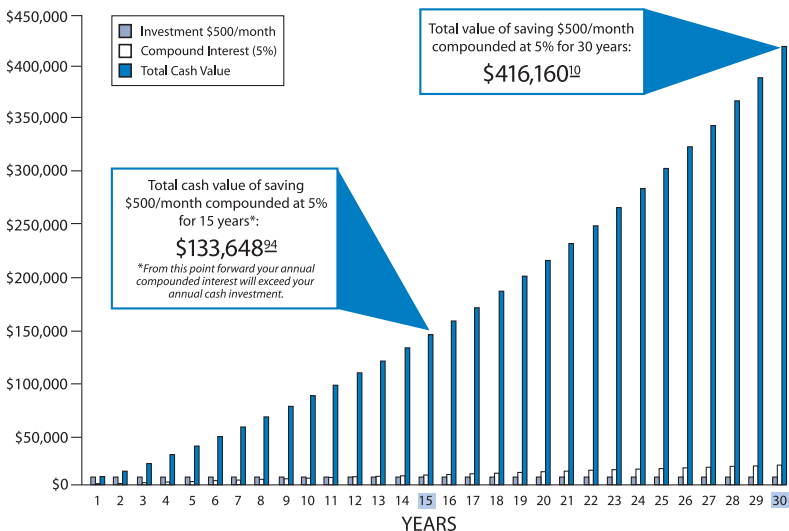
Residual income is cash flow that survives your efforts.

Examples of residual income include the income provided by rental real estate, stock portfolios or any interest bearing asset. For each of these, however, it takes money to make money. For example, how much rental real estate is required to earn \$5,000 per month

in net rental income? About \$1 million in real estate equity. How large an income would you need to buy or leverage that much real estate, and how long would it take? The answers are: “a lot” and “a long time!”

The same is true for any type of conventional asset appreciation program:

- First, you have to earn the extra money to invest.
- Then, you have to invest it wisely.
- Finally, you must wait several decades for your investment to amount to something substantial.



Supplementing your retirement with residual income from Network Marketing is more like writing a book, composing a hit song, or inventing something worthwhile:

- **You don't need a lot of money to start.**
- **You do the work for a relatively short period of time.**
- **You get paid for a relatively long period of time.**

An effective Network Marketing distributorship built in an established long-term Network Marketing company can, and should, pay you a steady residual income — indefinitely.

What that means is, if you ever have to — or **choose** to — stop building your Network Marketing business, the cash should keep on coming!

A reasonably capable person in the right Network Marketing company can create a monthly residual income of \$5,000 within a couple years of part-time effort. **THAT'S RIGHT** — a million-dollar distributorship within three to four years! And, benefits can be doubled by using the extra income that a Network Marketing business generates to fuel an investment portfolio. How would it feel to be able to invest \$5,000 in your

future every month for the next ten years?

Historically, our best options for creating financial freedom have been pensions and investments. Today, however, both of these systems fall short for most people. In fact:

- **The U.S. Department of the Treasury reports that the average household gets less than 45 percent of its retirement income from pensions and social security.**
- **One economic study indicates that half of North American families have less than \$1,000 in net financial assets.**

A residual income from a reliable Network Marketing company is perhaps the only truly viable option available to anyone with the ambition to pursue it. I personally believe that in the next ten years, most people will have added Network Marketing to their wealth-building strategies.

How is your retirement fund shaping up?

It might surprise you to learn just how much you must save and invest, *starting now*, to ensure that you can retire *when* and *how* you choose. Take a few minutes to fill out the worksheet that follows. It may reveal a shocking truth.

Financial Security Worksheet

- _____ 1. To what age do you expect you and your spouse will live?
- _____ 2. At what age do you want to retire?
- _____ 3. How many years of retirement do you need to finance? (Subtract line two from line one.)
- _____ 4. What is the annual income you will need?
- _____ 5. Adjust for inflation by multiplying this income (line four) by the appropriate factor from the chart below.

Years Until Retirement	5	10	15	20	25	30	35
Inflation Factor	1.19	1.41	1.68	1.99	2.36	2.81	3.33

- _____ 6. Find the total amount of assets you will need to fund your income. Multiply line five (adjusted income needed) by the factor corresponding to the number of years you will need to finance your retirement (line three).

Years in Retirement	15	20	25	30	35	40	45
Factor	11	13	15	16.5	17.5	18.5	19.5

- _____ 7. How much money do you have now (real estate equity, savings, stocks, etc.)? Do not use your home equity unless you are sure that whatever you replace it with will be free.
- _____ 8. Estimate what these assets will be worth when you retire by using the chart below. Multiply the factor that corresponds to the number of years to retirement by your current assets.

Years to Retirement	5	10	15	20	25	30	35
Inflation Factor	1.55	2.5	4	6	10	15	20

- _____ 9. Find the amount of money you need to save between now and your retirement. (Subtract line eight from line six.)
- _____ 10. Find the amount of money you must save each year between now and retirement. Multiply line nine by the factor in the chart below that corresponds to the number of years to retirement. Choose between aggressive and conservative investing.

Years to Retirement	5	10	15	20	25	30	35
Conservative	0.170	0.069	0.037	0.022	0.014	0.009	0.006
Aggressive	0.161	0.060	0.029	0.016	0.009	0.005	0.003

- _____ 11. Find the amount you must save every month. (Divide line ten by line twelve.)

Are you doing this? Can you afford to do this? Wouldn't it be a relief if a check from your Network Marketing business were providing for your retirement income needs?

What to Look For

There are three basic things to look for when choosing a Network Marketing company:

1. PRODUCT

You must find a product or service you absolutely love:

- **Something you would buy forever, regardless of whether or not you were a distributor.**
- **Something you can recommend to others, without reservation.**

If you have to try to feel this way about the product, let it go. It will not work for you long term. Less important, but still vital, is that the product or service is consumable, which means the customer is required to regularly buy more.

2. YOUR UPLINE

These are the people above you in your line of sponsorship. They will be partnering with you, training you and supporting you. You will be spending countless hours with them. They will be in your home, and you in theirs. You may be earning them a lot of money. You must at least like them. Preferably, you will love, honor and respect

them. Look for people who are dedicated, loyal, focused, positive, committed, generous and successful. Hook your wagon onto a rising Network Marketing star and you will increase your probability of success immensely. And most importantly, once you choose your sponsor and upline — listen to them. Follow their lead. Get trained by them. Be coachable. They can only be successful if you are successful.



3. THE COMPANY

You must be proud of and trust the company; your mothership, and its leaders. They are your partners in product development, legal and financial issues, human resources, customer service, product fulfillment, data processing, international expansion, public relations, ethics and culture. They are critical to your long-term success. Imagine working hard for two to three years to build a solid Network Marketing group, then having the company go out of

business or embarrass you and your group so badly that everyone wants to quit.

Choose your mothership wisely.



AVOID choosing a Network Marketing company that:

- 1.** Has distributors who promise quick income for very little effort.
- 2.** Has distributors who promise to do the selling and recruiting for you.
- 3.** Is a brand-new, ground-floor, revolutionary company — unless you absolutely love the products, people and company and are willing to take the risk.

4. Has a compensation plan that encourages you to “buy in”, “buy slots”, or order what seems like a “garage load” of product.

5. Says you do not have to sell (recommend or share) product.

6. Has frequent product backorders. Backorders do happen, but if they are anything more than a rarity, look out.

7. Is late with commission checks.

8. Has training, policies or promotions that consistently violate your personal values. You will not be able to sell this opportunity with any personal conviction or power.

9. Sells photocopied literature at full color prices.

Look for people who are dedicated, loyal, focused, positive, committed, generous and successful.

Fast Forward ▶▶

The "Hundredth Monkey" is coming to Network Marketing.

Yes, it is true that building a sales organization of on-fire volunteers is still a challenge. However, it is being done, and in a powerful way. The biggest challenge is in erasing people's beliefs and biases about the Network Marketing concept and replacing them with what those of us who have done it **know to be true**. And, it's coming...one day soon, world consciousness will shift and *most people* — yes, most everyone — will in some way be part of this dynamic, wealth-building industry.

Internationally, especially in the Asian markets, offering a Network Marketing opportunity is like throwing gasoline on an already burning fire. For years, **billions** of people around the world have, at best, been shut off from economic opportunity, and at worst, been locked into total poverty. Today, with increasing access to the Internet and satellite news, hundreds of millions of people have the opportunity to pursue capitalism and the good life, and they want it badly — very badly.

The idea that, for a few hundred U.S. dollars, people can be in business with a global corporation and all they have to do is sell and recruit is mind-blowing for most people around the world. That they can build a network of sales representatives **worldwide**, spins their heads right off! I expect the international markets led by Asia, India and Eastern Europe will catapult this \$50 billion industry to \$500 billion by the year 2010. That's growth of 100 percent a year!

The Renaissance of the Family and Community

Opportunity **appreciation** is not the only factor fueling the future of Network Marketing. It is also fueled by people's basic need to connect with others, to be part of something bigger than themselves, and to have a sense of community. Most of us know all too well that the family has disintegrated in many segments of our country. Since family is the foundation of neighborhoods and communities, they too have been compromised. Most of the industrialized world is deeply entrenched in the rat race — parents with two full-time careers, day care, career advance-

ment, soccer, music lessons, phones, faxes, e-mail, Internet, pagers, cell-phone mania — payments, payments and more payments. Some of us are winning the race, but, as it's been said, "We are still rats!"

A bumper sticker you may have seen reads:

**I Don't Have a Life,
My Kid Plays Soccer.** 

Today, people are longing for a return to a real, safe, relaxed time of freedom and soulful connection with others. People want to play together, pray together, get to really know each other, and most importantly, to be known by others.

We want to improve ourselves, to have more pride in ourselves, to



love and respect ourselves. We are hungry for guidance and support that will help us grow to be more powerful, more generous, more self-assured. Anyone who has come full circle can tell you that these are the things that bring true happiness. Happiness is "being" home.

Achieving financial success and status are wonderful, especially if the alternative is being financially strapped to a life of despair. I think we'd all be better off rich, but money is relative — the more you have, the more you think you need.

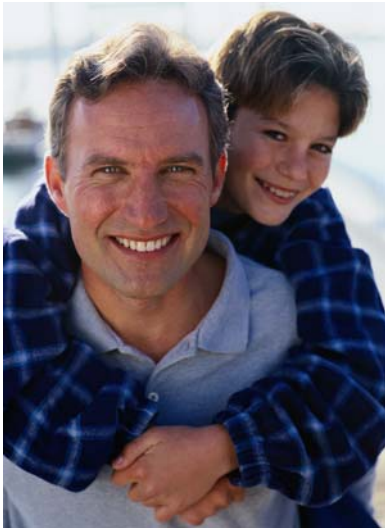
Or, as it has been said, "Money is relative. The more you have, the more relatives you have." There is a point, however, where we must have the wisdom to know when enough is enough.

This return to basic human values in business is a subtle, yet powerful force driving the Network Marketing industry. By its very nature, Network Marketing is a people-intensive business. If you pursue it, you will have people — thousands of them — super-charged into your life. You will have your group, your upline, your local area group, and your entire company as extended family and community groups.

In order for you to get along and be appreciated, you will need to pay attention to your values:

Patience
Generosity
Open-mindedness
Cooperation
Honesty
Integrity
Authenticity
Courage
Forthrightness
Leadership
Love
Listening

These are the qualities that will endear you to your family and to the community you create.



Network Marketing may offer the most dynamic environment

within which we can develop our spirituality and manage our humanity at the same time. It's a journey most people find exhilarating.

Network Marketing is thriving because people, in spite of their fears, want desperately to commune with other people. Network Marketing provides an exceptional environment for that to happen.

You are encouraged to use this book as the beginning of your Network Marketing education. Do your homework. Start by talking frankly with whomever had the vision and courage to give you this book.

If you can, find the right product, company and people for you. If you can't, keep looking. Don't cop out by looking for the reasons why it won't work. Instead, look with the intention of finding the right match — no matter how long it takes or what it requires of you.

When you find a company to call home, build your empire. Your life and the lives of thousands may be enriched. The world is waiting....

Everyone you're about to meet Has A Mailbox.

Every one of them explored the opportunity you are considering — and found it worthy of their time and effort. They built large organizations and personal fortunes. Many of them now travel the world helping others achieve their dreams. If you look closely enough, you will see the potential of your own story in these pages.

Step in to what's Possible



Hailed for his colorful style and compelling stage presence, Oxyfresh's Field Vice President has captivated audiences across the country since he joined the company in 1985.

Randell Kent Anderson grew up in Salem, Indiana, where his father was a postmaster and his mother, an English teacher. In his early years, he felt intense pressure to do well. Many within his family had been quite successful and Randy felt that expectancy in his own life. He had a childhood vision that he would live an extraordinary life and would never settle for conventional employment. He just didn't know how it was going to happen.

When he was discharged from the military and subsequently entered Network Marketing, his family was anything but excited about his decision. He recalls taking his mother to a motivational sales meeting in 1972, and getting

“all fired-up!” Mrs. Anderson, however, came away with the impression that “there was a group of people who don't have anything and who probably never will.” Randy was committed to proving her wrong. He was not immediately successful.

Over the next five years, he borrowed money from skeptical family members, had a car repossessed, was thrown out of his apartment, and accrued substantial credit card debt. But, the personal growth he was experiencing kept him hanging on and, in 1978, he began to achieve financially rewarding success.

Randy set a goal to retire at 35. He failed. Resetting his goal to

retire at 40, he failed again. Undaunted, Randy set a goal to retire at 45 and succeeded in 1993, by building an organization of tens of thousands in Oxyfresh Worldwide, Inc. During the next six years, he went back to school, studied German and travelled to Europe five times. In 1999, he came out of retirement to serve as Field Vice President for Oxyfresh, in order to continue contributing to the field and the company that had given him so much. "I came to the realization that my gift as a human being is my ability to impact and inspire others to accomplish their goals," he explains.

Oxyfresh is the company in which Randy first experienced the systematic growth of success. He was sponsored by Roland Fox in 1984, and has served as a consultant, Vice President of Sales, Chairman of the Board, and Chairman Emeritis. "Oxyfresh's culture of

commitment to each distributor's individual success is what makes the difference," Randy says. "Network Marketing is all about stepping out of your comfort zone, through imagined fears, and into your own realm of possibilities."

He has been influenced the most by Glenn W. Turner, who opened the door to the possibilities of the industry; David Dodart, who gave him a taste of the "champagne" the industry can offer; and the field leaders of Oxyfresh, who provide the long-term relationship of integrity in which Randy's vision of independence manifested.

“Step out
of your
comfort
zone,
through
imagined
fears, and
into your
own realm
of
possibilities.”

Randy currently resides in Marysville, Kansas.

Taking Back Your Dreams



Earning a six-figure income in his first year was just the beginning for the man who says, “I help people help themselves.”

Roger Allen Boger was not raised in wealth as he grew up in Easton, Pennsylvania. His blue-collar parents never dreamed of the extraordinary success their son would one day achieve. Roger became a university professor in cellular physiology, but it was in his successful dental practice that he first made the connection between the distribution of products through a Network Marketing company and his patients’ well-being.

A skiing buddy of Roger’s gave him a videotape that described the scientific merits of Nikken products. Roger thought only of his patients when he decided to make these pain-relieving products available to them.

Working a Network Marketing business was the furthest thing from his mind. Yet in 1992, he and his wife, Judy, earned a six-figure income in their first year, without having a clue as to how to build a business.

Because of their enthusiasm, and support from their patients, they soon realized that a much larger chance to help people through the Nikken opportunity existed. They maintain that the business has always had its own momentum because of the excellent product line. Within three and a half years, Roger achieved a Diamond status, and three years later, he was a Royal Diamond — a success he achieved on a part-time basis, while still main-

taining his dental practice. Royal Diamonds average \$170,000 in net income per month. The Bogers now have the freedom to do whatever they want, whenever they want.

Roger believes Nikken is a vehicle that can strip away cultural differences. He sees the process of people helping other people, along with succeeding financially, as a way to change the dynamics of the human condition.

“It truly is a way for people to take back and own the American

“It truly is a way for people to take back and own the American Dream.”

Dream,” Roger says. Indeed, many of his own downline distributors are currently earning over \$1 million per year with Nikken.

He attributes his success to mentors like Reid Nelson, John Kalench and Bob Proctor. What he likes best about the Network Marketing opportunity is that, “I can truly help people help themselves.”

Roger retired from his dental practice in 1998. He and Judy currently reside in Hilton Head, South Carolina.

Always Get the Best People



Frank discovered that prospects sought him out because, as he puts it, “People will stand in line to win at something.”

Frank Keefer’s life was influenced by a working-class stepfather with a powerful work ethic. Born in Baltimore, Maryland, Frank had lost his father to World War II. When his mother remarried, Frank learned the value of hard work and the success that comes with it. On his own by age 15, he joined the military, then stepped into teaching.

Once Frank joined corporate America, he moved rapidly into a six-figure income, working primarily in marketing and sales positions. His professional life kept him going seven days a week, and on the road most of the time. One day, Frank woke up and said, “No more!” The value of the

dollar was undermined by the value of time spent with his wife, Gingie, in their home.

Then, a corporate friend introduced him to Network Marketing. When Frank saw the numbers generated by geometric progression, they made sense to him. He joined NuSkin, experienced success, and sold that business when his stepfather became ill.

In his second Network Marketing company, he experienced the pain of being “dropped” from his stellar position in the company. It was imperative to join a company with integrity and unlimited opportunity. He discovered that in Market America, while “putting around” for several

months, he still earned \$8,000 per month. Then, he got serious! Within that first year, he was earning \$300,000 annually, and doubled it the second year to \$600,000. Within three years, Frank accomplished what every network marketer wants to do: He created more than two dozen leaders who have earned over a million dollars. Frank is truly a millionaire-maker.

He credits his success to his work ethic and to his business strategy of seeking only those people who are deeply committed to the Network Marketing opportunity. As he says, “Get the best people, and they will, in turn, get their best people.” He soon discovered that people sought him out

because, “People will stand in line to win at something.”

He credits several mentors who were instrumental in his early business training: Nathan Ricks, of NuSkin; and Jim Ridinger, President and C.E.O. of Market America, whom Frank describes as a “great visionary”.

One of the greatest benefits of Network Marketing is the security it provides for his wife and family.

Frank and his wife, Gingie, live on the Wye River in Maryland.

“Get the best people, and they will, in turn, get their best people.”

Doing the Right Things



This balanced leader works every day to be the best leader he can be. He makes over \$2 million a year and sees a great future on the Internet.

Todd Smith has mastered the art and science of leadership in his life and business. Born in Chicago of middle-class parents, he began to pursue his destiny after graduating from high school. When he entered the real estate industry, he earned respect and notoriety in only four years by being ranked second-highest residential real estate producer in Illinois. The high stress of selling real estate gave Todd the opportunity to ask himself some essential questions: “How can I control my future, spend more time with my family, and experience personal freedom?” He examined the Network Marketing opportunity, and decided it would give him and his family the

freedom and flexibility they wanted and needed.

In 1991, Todd joined Rexall Showcase International, his second Network Marketing company. His first month’s check was \$8,000; the second month \$15,000; and the third was \$19,000. For the next six years, Todd’s annual income exceeded an average of \$1 million, and for the last three years, his income has exceeded \$2 million per year. He credits this financial success to the six other leaders he has supported in achieving huge incomes. Todd’s organizational leaders manage volumes of between \$2 million and \$50 million per leg.

Todd's organization and phenomenal income are the direct results of his beliefs about how to work Network Marketing as a business. Todd has the discipline to do the things that most unsuccessful people hesitate to undertake. He perseveres where others may be unwilling to. Stepping out of his "comfort zone" was part of the daily game as he built his business empire. Todd believes that doing the right things, and doing them consistently, are keys to success.

Todd focuses on recruiting new people, selling products, teaching others how to recruit and sell, and finally, providing leadership and support. "Being a balanced leader is essential," Todd says. This means being a person of integrity, continuing to master communication skills, remaining loyal and consistent with the company's vision, and following through on

“Using the Internet to build an organization is essential for long-term success.”

commitments. "After being full time in this business for ten years, I will say without hesitation, that one of the greatest keys to my success has been my focus on being the best leader I can be, and in duplicating that in my people," Todd says.

As for the future of Network Marketing, Todd maintains that it will thrive through a marriage of traditional Network Marketing with cyberotechnology.

"The future is online," Todd says. "Using the Internet to build a Network Marketing organiza-

tion is essential for long-term success and will create a new model for residual income." Thousands of consumers are necessary for residual income, and this can be accomplished via the Internet.

Todd, his wife, Joy, and their four children live in southern Florida.

Overcoming Challenges



Ray simply refused to give up — and turned a \$1,900 loan from his parents into a million-dollar business.

Life was not always so easy for Ray Gebauer. As a child, he was teased and taunted by schoolmates, as well as his stepfather. His boyhood left scars — a stutter and painful shyness.

In high school, he retreated to books, chess, wrestling and swimming. Though he planned on studying nuclear physics in college, he put it off for a year to attend Bible college. That year turned into five, and a degree in Theology.

A few months after graduating from college in 1975, Ray had his first encounter with Network Marketing, via Amway. He enrolled on three different occasions, but never managed to recruit anyone or make many sales.

Through the years, he held odd jobs, including selling insurance and working as a janitor. Numerous times, the companies either wouldn't pay him or would go out of business.

At the same time, Ray was in and out of nearly 50 Network Marketing companies. The most he made was \$1,000 a month in a company that quickly went bankrupt.

Ray attributed his “inadequate people skills” to his failed attempts at building successful downlines. His professional life continued to flounder throughout the '80s and into the '90s.

By 1994, Ray was living in his friends' basements. He owed \$25,000 on his credit cards and

\$25,000 in personal loans, and his car had been repossessed. Through it all, Ray says that he remained hopeful and optimistic. That attitude paid off.

In February 1994, Ray was introduced to Mannatech through a friend of a former colleague. Although he'd sworn he'd never get involved with another start-up company, something felt different this time.

Ray convinced his mother to give him a \$1,900 cash advance on her credit card so he could get started. From the beginning, he spoke of Mannatech as a multi-billion-dollar company in the making.

He was inspired to be “annoyingly persistent, in a quiet, neighborly

way.” A number of distributors he enrolled in his first few months admit to turning him down four or five times before signing up. Now, some of those same distributors have downlines of 20,000 to 50,000 people.

Ray's persistence paid off as his downline grew. He has become one of Mannatech's top earners, with a downline of more than 250,000. He is constantly develop-

ing his leadership skills and learning how to better inspire the masses that look to him for strength and motivation.

Ray lives in Seattle, Washington, with his wife, Diana.

“He is
constantly
developing
his
leadership
skills.”

Listen to those who have Proven Themselves



By listening to success stories, this author, teacher and business builder refueled her fire and built an organization of 5,000 people.

In 1979, Jan Ruhe was a housewife in Dallas, Texas, with a burning desire to provide her children with more than just the basic necessities of life. She wanted them to have the opportunity to play soccer, take ballet, and take advantage of their youth.

Although she had a B.A. in sociology, she didn't want to work full-time and miss the formative years of her children's lives. She chose to be a stay-at-home mom.

Less than a year later, Jan joined a friend at a sales party for Discovery Toys. Her obvious passion for children made her a perfect fit. The only obstacle was coming up with \$250 in order to buy the beginner's kit of toy samples. Knowing she couldn't approach her husband, whose

paycheck was earmarked for house payments and bills, she asked her grandmother, who gladly gave her the money and the opportunity to change her life.

Jan approached teachers, nurses, homemakers — anyone who shared her passion for children. She hosted one to two home parties a week and within a few months of joining, she became the company's number one distributor in the South.

In 1985, Jan fell on hard times when she filed for divorce and sought full custody of her three children. She won, but the ordeal left her with a hefty debt. Drawing on her motivation to succeed, Jan devised a business plan to pay back all of her debt and keep her four-bedroom home.

By late 1986, Jan was drained. She refueled her fire by reading sales, marketing and self-help books. She attended sales seminars and training meetings and began studying the business techniques of people she admired. Jan says that she learned to listen only to the people who had proven themselves and were living the life to which she aspired. It worked and she was on fire once again.

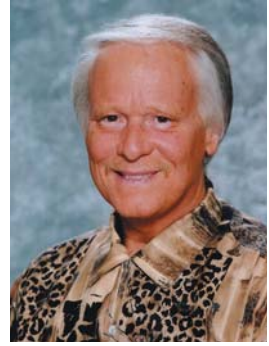
Jan is the number one Top Diamond Distributor with

“Learn to
listen only to
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Discovery Toys. Her organization numbers more than 5,000 and has a sales volume of more than \$10 million. She has also written two books, *Fire Up!* and *MLM Nuts and Bolts*, detailing her struggles, triumphs and philosophy of success.

Jan continues to build her business. She empowers networkers worldwide by teaching them how to sponsor distributors and sell product. Today, Jan lives in Aspen, Colorado, with her husband of thirteen years, Bill.

Making a difference in The World



Stick with a single business venture, become an expert and excel in it if you wish to achieve self-wealth.

Best-selling author, business leader and Network Marketing guru Mark Yarnell is recognized internationally for his powerful stage presence. He has delivered countless motivational keynote speeches for major corporations including Exxon, New York Life, General Motors and NuSkin International.

Mark wrote the book on professional speaking: *Power Speaking*. During the past three decades, he has built an empire of business networks in 21 countries and has returned to professional full-time speaking. As one C.E.O. recently wrote in a letter of appreciation following Mark's keynote address: "It would be an extreme understatement to say that your presence and fantastic presentation was a major factor in the positive outcome of our annual convention

of more than 2,000 entrepreneurs. Thank you for gracing us with your talent, energy and enthusiasm."

Mark's latest bestseller, *Self Wealth: Achieving Prosperity, Balance and Serenity in Your Life*, provides the subject matter for keynote speeches and a two-day intensive seminar sponsored by the International Institute for Self-Wealth. Prior to applying the principles of Self-Wealth, Mark was an impoverished minister with no degree or special skills. Utilizing the tools in his latest bestseller, his income rose to over \$1 million a year. Tenacity is the key to success, he says. "If you want a competitive, strategic advantage, stick with one company and one profession until you become a veteran. In the new millennium, resilience will replace opportunism as one of the central

elements of success. The old way of jumping around from deal to deal is out — resilience is in.”

Mark’s list of professional achievements is long. The best-selling author has also written numerous magazine articles and is recipient of the coveted American Dream Award from the Howard Ruff Company. Mark has founded numerous charitable organizations and continues to be a much sought-after professional speaker and entrepreneurial coach. He is also the author of *Your Best Year in Network Marketing*. He helped create a Network Marketing curriculum at the University of Illinois at Chicago where he co-founded the UIC Certificate Seminar in Network Marketing.

Mark has been named The Greatest Networker In the World by *Upline Magazine* and Phil-

anthropist of the Year by the *Washington Times*.

“Eventually we all have to stick with one thing if we’re going to achieve self-wealth,” Mark says.

“In most ventures there are self-

“In the new millennium, resilience will replace opportunism as one of the central elements of success.”

proclaimed experts who would lead you to believe that you are better off getting involved in several ventures at a time.

Pay no attention to such opportunists, for I have yet to meet one who has ever earned the kind of prosperity which allows us to make a difference in the world.”

An adrenalin junkie, Mark spends his ample leisure time paragliding off mountains in South America, Europe, the United States and Canada. He lives in British Columbia, Canada.

Working in the Industry That Delivers



Battling the odds, Sandy Elsberg left poverty behind and became a leader in Network Marketing through a solid work ethic, passion and drive.

Sandy Elsberg is driven by desire. Success didn't happen overnight, but perseverance and a belief in Network Marketing eventually paid off for Sandy.

Fifteen years ago, Sandy was driving a beat-up VW camper van without heat, air conditioning or a radio. She put gas in \$2 at a time. When she stood in line at the grocery store, she had to put back large bags of diapers more times than she cares to remember. She would buy the small bag so she could afford to put breakfast on the table for her two little girls. Life was a struggle.

Sandy was \$250,000 in debt when she joined a Network Marketing company and became a partner with her hero of the 1960s, Jerry Rubin. She eventually became 80 percent of his downline build. But

in the beginning, Jerry didn't believe in Sandy because of her bleak financial situation. She ignored her pessimistic mentor and concentrated on building her business with home parties, traveling the Interstate 405 free-way corridor near her southern California home in her old van to conduct those parties.

During this period, Sandy developed focus, initiative and began to draw the attention of those who wanted to be in business for themselves. She pursued a dream of financial stability for her family. After nine months in the Network Marketing business, Sandy earned a \$2,000 check. Nine months later, her check grew to \$14,000. Nine months after that, \$36,000. Still nine months later, it was more than \$60,000.

“I realized the light at the end of the tunnel was what this industry could and *did* deliver to people with good work ethic, passion and drive,” says Sandy.

Those characteristics propelled Sandy to success. She and her downline did millions of dollars worth of sales per month — her organization became 52 percent of the company’s volume.

Since 1987, Sandy has taken a stand for women in Network Marketing by inspiring and giving hope to thousands in the industry. She is considered the “trainer’s trainer”. Sandy lectures for dozens of Network Marketing companies across the country. Her enthusiasm is conta-

“From
\$250,000 in
debt to
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sales each
month.”

gious and her methods have helped countless people become financially independent. Sandy has been on the cover of every

leading industry publication. She has been quoted in *SUCCESS Magazine*, and previously wrote a column entitled *Woman to Woman®* in the magazine *Working at Home*. She is author of *Bread Winner, Bread Baker*, a how-to-succeed book praised by industry leaders as one of the most

inspiring in Network Marketing.

Sandy lives in Trabuco Canyon in Orange County, California, with her daughters, Eleah and Anna.

Take Responsibility for Your Dreams



By taking personal responsibility for his dreams, this author and sought after speaker became wealthy and well known around the world.

Tom "Big Al" Schreiter grew up in Nebraska, the son of farming parents. When he married in 1972, he wasn't making enough money to comfortably support himself and his wife, despite working full-time. That's when he decided to get involved in Network Marketing. For the next year and ten months, he met with absolute failure. Tom's response to this lack of success was typical of many of us. It must be because his sponsor wasn't doing very much to help him, he decided.

His life changed dramatically the day someone asked him, "Does your sponsor recruit and assist other folks besides you? Are they successful?" He had to admit that one or two of them were. *And, they had the exact same sponsor he did!* Right then, Tom started tak-

ing personal responsibility for his dreams, asking himself what the successful network marketers did differently.

Since then, Tom's best selling "how-to" books have brought millions of people across the world into the Network Marketing industry. They include *Big Al Tells All: Sponsoring Magic; How to Build MLM Leaders for Fun and Profit; How to Create a Recruiting Explosion; Turbo MLM; Super Prospecting: Special Offers & Quick Start Systems and Are You Walking Past a Fortune?* He has served as a contributing editor and writer to several Network Marketing publications, including *Upline* and *The Network Marketing Trainer Magazine*, and he publishes the high-tech marketing newsletter, *Fortune Now*.

Tom tells people they do networking every day: They can either choose to pick up a check or not.

In addition to being known for his fun, relaxed style of presentation, he provides reports on how to make Network Marketing work in real life. He says it's important for people to recruit in a rejection-free manner, so that it becomes easier for others to see themselves doing it.

Teamwork is one of the keys to rejection-free recruiting, because prospects see only you, not the company you represent. As Tom points out in *Big Al Tells All: Sponsoring*

Magic, if you visit an acquaintance by yourself, and he or she feels you are in some way inadequate

“It’s
important
for people to
recruit in a
rejection-
free
manner.”

personally, they will reject the opportunity based on you, not the company. However, if a stranger is along whom they don't know personally, they must make a decision based on the facts at hand, not on you and your present position.

Tom "Big Al" Schreiter is currently a top distributor with Nutrition For Life.

He and his wife,

Susan, live in Houston, Texas. They have two children; Keith and Ann.

Network Marketing **Resource List**

Books

Claude M. Bristol

Magic of Believing

Richard B. Brooke

Mach II With Your Hair On Fire

Mailbox Money: The Promise of Network Marketing

Bob Burg

Endless Referrals: Network Your Everyday Contacts Into Sales

Robert Butwin

Street Smart Networker

Michael S. Clouse & Kathie Jackson Anderson

Future Choice:

Why Network Marketing May be Your Best Career Move

Charles Paul Conn

The Possible Dream: A Candid Look At Amway

Scott DeGarmo

Heart to Heart

Kelton Drew Earl

The Psychology of Network Marketing

Sandy Elsberg

Bread Winner, Bread Baker

Don Fallia

*How to Build a Large, Successful Multi-Level
Marketing Organization*

John Milton Fogg

Conversations With the Greatest Networker in the World
Money, Money, Money, Money, Money
The Greatest Networker in the World

Randy Gage

How to Build a Multi-Level Money Machine

Bob Gannaway

Bumblebees Can't Fly (But They Do, And So Can You)

Joe Girard

How to Sell Anything to Anybody

Burke Hedges

Who Stole the American Dream

Napoleon Hill

Think and Grow Rich

Hilton Johnson

Top Ten Lists for Prospecting

Presenting and Marketing by Attraction

Stuart Johnson

The Buzz

John Kalench

Being the Best You Can Be in MLM

The Greatest Opportunity in the History of the World

Carol McCall

Listen! There's A World Waiting To Be Heard

(The Empowerment of Listening)

Richard Poe

The Wave 3 Way to Building Your Downline

Wave 3: The New Era in Network Marketing

Wave 4

Dr. Joe Rubino

Been There, Done That:

Secrets of Building a Million Dollar Network Marketing Organization

The Magic Lantern

The Power to Succeed:

30 Principles for Maximizing Your Personal Effectiveness, Book I

The Power to Succeed:

More Principles for Powerful Living, Book II

Dr. Wess Roberts
Leadership Secrets of Attila the Hun

Jan Ruhe and Art Burleigh
True Leadership

Tom Schreiter
Big Al Series
Big Al Tells All: Sponsoring Magic
How to Build MLM Leaders for Fun & Profit
How to Create a Recruiting Explosion
Super Prospecting
Turbo MLM

Timothy L. Templeton
The Referral of a Lifetime

Wallace D. Wattles and Dr. Judith Powell
The Science of Getting Rich

Audio Tapes and CDs

Corey Augenstein
Avoid MLM Scams & Rip Offs!

Robert Blackman
*The 10 Most Common Network Marketing Mistakes
and How to Avoid Them*

Richard B. Brooke
Empire Builders Series
High Performance People Series
Live in L.A.

Jerry Clark
High Achievement in Network Marketing

Len Clements
Case Closed

Dan Lee Dimke

The MLM Power Pak

Don Fallia

How to Build a Large, Successful Multi-Level Marketing Organization

Nancy Fallia

Women in MLM

John Milton Fogg

*Money, Money, Money, Money, Money
The Greatest Networker in the World*

Randy Gage

*Escape the Rat Race
How to Earn at Least \$100,000 a Year in Network Marketing
How to Get \$1 Million Dollars Worth of Free Publicity
Lifestyle Freedom Pack
MLM Power Weekend
Massive Action Marketing*

Kevin Grimes

Legal Dos and Don'ts for Network Marketing

Burke Hedges

The Networking Dynamics Audio Training Program

John Kalench

*If You Knew What I Know About Network Marketing
The Greatest Opportunity in the History of the World*

Leading MLM Authors

*Conversations With the Masters (Album One & Two)
Crafting Your Vision
The Opportunity Tape
The Women's Tapes: Conversations with Six Masters of Network Marketing
We Create Millionaires*

Richard Poe

Wave 3: The New Era in Network Marketing

Bob Rountree
The MoneyTape

Jan Ruhe
*Fire Up! How to Ignite Your Network Marketing Business into a
Roaring Blaze of Success!*

Tom Schreiter
Big Al Tells All
Big Al's Live in London Training
Big Al's MLM Sponsoring Secrets
How to Create a Recruiting Explosion

Steve Spaulding & Hilton Johnson
Start Right Now

Jan St. John
The Heart & Soul of Network Marketing

Mark Yarnell
The ABCs of MLM

Video Tapes

Brilliant Compensation – with Tim Sales
Crossroads
If You Knew What I Know About Network Marketing – with John Kalench
It's About Time
Network Marketing in Action – with David Stewart
Shelter From the Storm
The Global Networker
The Greatest Opportunity in the History of the World – with John Kalench
The Smart Move
Turning Dreams Into Reality

Internet Sites

DSA.org
MLMBrilliance.com
DreamBuilders.com
FortuneNow.com
HighPerformancePeople.com
ListeningProfitsU.com
MLM.com
MLMLeadership.com
MLMUniversity.com
Multi-Level-Marketing.com
NetworkMarketingNews.com
OnlineMLM.com
SalesU.com
TGN.com

Magazines and Newsletters

Advantage Networker Magazine
Big Al's Fortune Now Newsletter
Business Start-Ups
Cutting Edge Opportunities
Entrepreneur
Income Opportunities
Money Maker's Monthly
Money-Making Opportunities
National MLM Directory
Network Marketing Connection
Network Marketing News
Networking Opportunities
Opportunities Unlimited
Profit Now
The MLM Insider
The Network Trainer

Most of these materials can be ordered through DreamBuilders.com, NetworkMarketingNews.com or TGN.com.

About The Author



Richard Bliss Brooke,

Chairman and C.E.O. of Oxyfresh Worldwide, Inc., and founder of High Performance People, Inc., has been leading, coaching and training leaders — from high school sophomores to multimillionaire business builders — for over 20 years. He has created breakthrough training programs that promote the ideals of selling with integrity, listening through objections, professional leadership and self-motivation. Richard conducts a variety of personal and leadership development workshops and retreats. Through Richard's influence, hundreds of

“new leaders” have discovered new distinctions in listening, leadership, courage, relationships, public speaking, team spirit and big-time fun. Richard's seven-day leadership retreat even culminates with a late-night firewalk, to anchor the week's experiences.

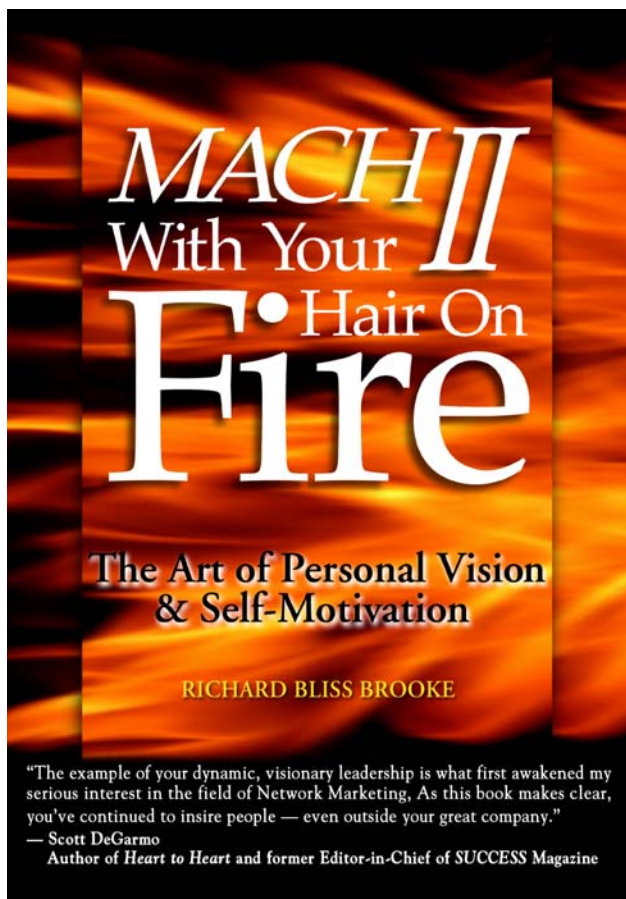
In addition to *Mailbox Money: The Promise of Network Marketing*, Richard authored the book *Mach II With Your Hair On Fire*. He also co-authored *The New Entrepreneurs... Business Visionaries for the 21st Century*.

Richard makes his home in Coeur d'Alene, Idaho. He enjoys winter sports, water sports, entertaining and leading groups to discover what it means to “play full out”.

**You can reach Richard at:
(888) 665-8484 or
RB@Mach2.org.**

Also by **Richard B. Brooke**

Learn what it takes to get motivated, stay motivated, and make your vision a reality.



This Dynamic Book Will Teach You:

- The Three Great Lies of Success
- The Three Basic Forms of Vision
- How You Can Create New Beliefs
- How to Create Powerful Images that Support Your Vision
- How to Break Through Self-Imposed Limitations

“I found a copy of *Mach 2* at a friend’s house last year. I read and loved it. So much of what the great athletes do to accomplish the impossible is done through visualization. Richard captures exactly how it works; why it works; and how anyone can use it to do great things in their life. Richard has a unique way of telling the story so we really all get it! I highly recommend this book to anyone wanting to master their own motivation and accomplishments.”

—John Elway
SuperBowl MVP

“This book is absolutely brilliant. I don’t know a person in the world who wouldn’t benefit from reading it and building a bigger vision, then manifesting it into their life!”

—Randy Gage
A pre-eminent expert on
Network Marketing

“If you can only buy one book, this is the book to buy!”

—Ray Gebauer
Mannatech, Presidential
with an organization of 250,000

“This fast-moving, entertaining book is full of fast, funny, helpful ideas on success and achievement.”

— Brian Tracy
Author of *Goals!*

“If you are committed to extraordinary success, this book is a must-have for your personal library! The information

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—Dorothy Hutson
Arkansas

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