



The HealthZone

"Keeping in touch with You"

January 2005

From the Office Zone...

One year ends and another begins, just like one door closing and another one opening. What will this new year bring with it? Will it bring good things or bad, will it bring health or sickness, will it bring poverty or wealth? Will your life change this year or will it stay the same? Whether you are in a rut or are on a roll the beginning of a new year is always a great time for reflecting on your life as it is now and pondering on what you would like to change or improve on. Setting goals for the new year is a good way to set your sites and hone in on the targets you'd like to hit. Here at Gifts of Nature we have a goal for the new year and that is to continue to provide you with excellent high quality products and great service. Our desire is to improve your health and to increase your wealth - and we believe we have the products and opportunity to do it! Gifts of Nature was founded from the very beginning with the mission of improving the health and enriching the lives of all people. This has been done from the very start by making our unique nutritional supplements widely available at an affordable price. The wonderful thing is that we're still doing it! Our products and our opportunity are still improving people's lives! As you go forth this year all of us here at Gifts of Nature want you to know

that we are here for you. If you have any questions on product or opportunity, we're here to help. Just let us know what we can do to enhance your success. We sincerely want to wish you a most healthy and prosperous new year!

“This is the true joy in life...being used for a purpose recognized by yourself as a mighty one...being a force of Nature instead of a feverish little clod of ailments and grievances complaining that the world will not devote itself to making you happy....I am of the opinion that my life belongs to the whole community and as long as I live it is my privilege to do for it whatever I can. I want to be thoroughly used up when I die. For the harder I work the more I live. I rejoice in life for its own sake. Life is no brief candle to me. It's a sort of splendid torch which I've got to hold up for the moment and I want to make it burn as brightly as possible before handing it on to future generations.”
-- George Bernard Shaw --

From the Biz Zone...

Secrets To Finding Success In Network Marketing - Before you start any business you must have a plan. Sit down and work out a plan of action on paper. Set yourself long term goals. How do you see yourself in 5 years time? Where would you like to live? What car would you like to drive? Break these goals up into short term achievable ones. Organize your tasks for each day and stick to them. This way you won't get despondent and you can see progress in your business, no matter how small. Do something each day to help build your business such as making a point of contacting 2 people a day. If you did you would be speaking to 14 a week, which would be 56 a month, or 672 a year. That's a lot of people!! Network marketing really is a numbers game, the more people you talk to the more chance you have of finding prospects and ultimately big business builders. If you don't do anything then you won't get anything and your business won't grow. Even if you only sponsor one person a month into your business, by teaching them to sponsor and purchase the products wholesale you could build up a highly profitable business with huge potential. You don't need to panic at the thought of hundreds of people working in your downline and keeping in touch with them all! If you have a simple duplicatable system that's teachable to others you can just concentrate on the new people you have sponsored. In the long run it will help your business to grow faster as people won't be put off by complicated marketing techniques. Hand out business cards to people you meet. Put flyers up on supermarket customer notice boards and leave some in restaurants and cafes. Flyers are very inexpensive to print out on a computer.

Print a couple of sheets out and then photocopy them, this saves on paper and is very cheap. Listen to motivational tapes and read books. These 2 books are highly recommended: "Think and Grow Rich" by Napoleon Hill, and "The 45 Second Presentation that will change your life" by Don Failla. Remember that it's always better to know first hand about your products before referring them to others. Make use of your company's marketing tools. Audio tapes, marketing leaflets etc., and hand them out to people who may be interested. The audio tapes and leaflets generate an interest. Don't try and get people to build a business if all they are interested in is buying the products wholesale. Sometimes you may find that people are just happy to purchase from you and these become your retail customers. *Perseverance is needed as well as belief in yourself and the products.* It's very easy to quit at something just before it starts to work. Always remember - Don't ever give up!!

“One definition of insanity is to keep doing the same things and expecting different results.”

As always we want to remind you that you can purchase *Gifts of Nature* products by calling us toll free at **1-800-529-4715** or you can purchase *Gifts of Nature* products online by visiting our wonderful website at

www.zonashealth.com

Please call us or contact us by e-mail: **giftsofnature@infowest.com**

