



*BP Balance*

# The HealthZone

"Keeping in touch with You"

June 2005



*Classic Seven*

## From the Office Zone...

We really believe we have the greatest business opportunity on the face of the earth! We feel this way for three simple but powerful reasons: 1) the products, 2) the opportunity, and 3) the founder - Zona Jackson. We feel that our products truly are gifts from nature protected and preserved specifically for this day and age. In the fast paced society in which we live - our bodies just aren't getting the nutrition they need! We really feel that our products were inspired, protected, and brought forth in this day and time to help improve the quality of people's lives that are upon the earth right now. Our products enhance the general health and reinforce the body's own defense mechanisms against disease and are so needed today because of the hustle, bustle lifestyles we lead. As for the opportunity, we feel that network marketing benefits and is a blessing in the lives of many people, as opposed to benefiting just the Sam Walton families lives. There is more potential with this distribution method to help people's lives financially than any other. The last reason we think our opportunity is so great is because of its founder, Zona Jackson. Zona's desire from the very beginning has been to improve the health and well being of people's lives, and she's still doing just that! Her gift to make products that act in a synergistic way has improved the health of many people. Also her counsel and expertise given on a daily basis has helped and blessed many lives. Her

philosophy to serve, share, and improve people's lives is still the motivating force behind this great company today!

**"Many times a day I realize how much my own life is built on the labors of my fellowmen, and how earnestly I must exert myself in order to give in return as much as I have received."**

**- Albert Einstein -**

## From the Health Zone...

What is the cause of procrastination?

Here are 4 biggies to ponder upon:

- 1) Poor physical energy level - You don't act because you're just too tired, stressed out, burned out and running on empty most of the time. Cure: Improve your physical and mental Energy Level.
- 2) Lack of internal motivation and a self-defeating, pessimistic attitude - You don't take action because you believe it's too much of a hassle, and won't make a difference anyway. Cure: Transform your Attitude from Negative to Positive.
- 3) Poor plans with vague, undefined goals - No need to take action... because there's nothing concrete to act on. Cure: Set crystal-clear Goals and create rock-solid plans for your dreams and vision.

4) Poor organization which wears you down and wears you out. You would love to take action but you can't find your \_\_\_\_\_... you forgot your \_\_\_\_\_... first you have to clean out/off your \_\_\_\_\_... just fill in the blankity blanks! Cure: Get and stay organized.

The cure for procrastination is positive action. Action is what creates results. You will always produce better results, personally and professionally, when you break large tasks into a sequence of immediately "do-able" actions. Isolate the individual steps, and begin them right away. This process gives you the confidence to take on the impossible, because you know that success is as simple as completing one "do-able" step at a time. Success requires effort over time...

**“There are no shortcuts to any place worth going.”**

- Beverly Sills -

### **From the Bizz Zone...**

Statistics tell us that about 75% of those involved in network marketing are dissatisfied with their upline. The majority of those have not heard from their sponsor since joining. That is sad but it does not have to be the end of your business. In the end building your business is up to you, not your sponsor, not even those who you sponsor. There is a lot you can learn from their lack of leadership and you can certainly see how you can do much better with your own organization. **The only thing that will build your business is you getting into action**, contacting prospects in an effective manner and doing it consistently. Having an upline there to hold your hand is nice but it's not necessary for success. We alone are the only ones responsible for taking the necessary actions for ourselves. No

matter how badly we want it for anyone else, we can't take the action for them. It doesn't have a thing to do with your upline, your downline or anyone else. It has nothing to do with your background, your nationality, your size, your gender. It has to do with you personally, and what you're willing to do, and what you're not willing to do to get what you're looking for. Yes it's difficult. Yes it's challenging. Yes it's grueling at times. Getting anything of value is like that. If every Mother in the world focused on the labor pains instead of the end result, how many babies would be born? If every athlete focused on the training and the discomfort that must take place rather than the prize, how many would ever enter into competition? **To achieve your dream, you must act.** You are the only one who has the power to transform your dreams into realities. Though no one can go back and make a brand new start, anyone can start from NOW and make a brand new end. Take action today!

**"Small deeds done are better than great deeds planned."**

- Steve Webber

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