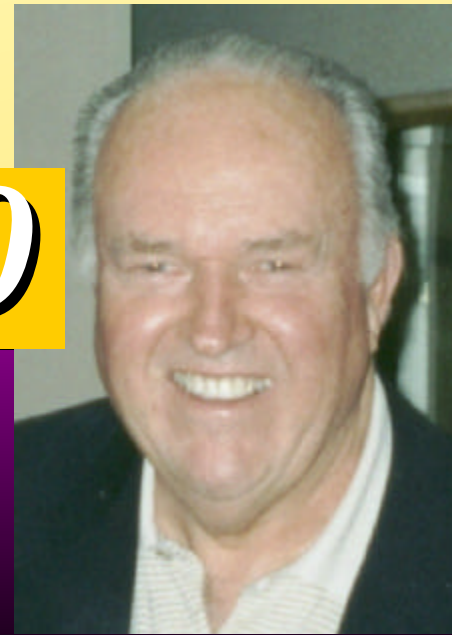


From *Fortune 500* Companies to Network Marketing



Network marketing has matured into an industry that offers people from all walks of life the success they've always dreamed about. There are the "rags to riches" stories that motivate many to move into this industry. At the other end of the economic spectrum, very successful entrepreneur-minded individuals are selecting network marketing as a career.

Dick Helgeland is one of those individuals who has enjoyed each stage of life as he has experienced it. His attitude is based upon his belief that, as long as he has a choice of what to think about, why not focus on abundance and enjoyment. And Dick has proven he has the propensity to experience success over and over again.

That characteristic of Dick was already in place even in his high school days, and he was usually a high achiever wherever his interest turned. For example, when he wanted to be a writer for his high school newspaper, he arranged for a private interview and picture with some famous people he admired, such as Joe Lewis, the heavyweight boxing champion of the world, singer Mel Torme, and Les Brown, Bob Hope's Orchestra leader.

When he decided to participate in athletics he chose boxing and worked out at Seattle's professional boxing gym where nationally ranked fighters trained. Dick took to the sport so well that the trainer of the ranking welterweight fighter in the world, at that time, offered to be Dick's trainer. So, still a teenager, Dick was already a sparing partner to main event fighters.

Dick, who was a student at the University of Washington when the Korean War started, was soon offered acceptance into officer training in the Marine Corps, Air Force and Navy. He chose the navy and, upon graduating from the university, started his naval career. He achieved the rank of Lieutenant Commander and along the way was offered a position of being a civilian Naval Counterintelligence Agent.

Dick's corporate career was one of success in the area of

contract management and negotiation for Corporate 500 Companies such as Boeing, Honeywell and AlliantTech Systems. Dick was nationally recognized in that career path, and achieved qualification of Certified Contract Manager as well as one of the highest statures in the industry by being recognized as a Fellow. He was elected four times sequentially to be a member of the Board of Directors of the 25,000 member Contract Management Association. Both UCLA and the University of Washington were so impressed with the strength of his professionalism that they invited him to be on their staff to teach communication-related courses. And to this day, Dick is still on the University of Washington Advisory Board.

Although Dick enjoyed rewards of success in his corporate career, he began to recognize that the hectic schedule he maintained in the corporate world was placing a burden on his health. At the same time, he liked what retirement would offer in relaxation and time flexibility to his daily routine. And he said, indeed, it was fun for a while. He became active in martial arts, flew radio-controlled aircraft and hot air balloons, taught for the University of Washington and traveled throughout Europe with his wife.

Surprisingly to him, he started to realize that having no schedule at all might even be more detrimental to his health than the hectic schedule he maintained in the corporate world. He sensed he was starting to "wind down" and slow up. Although he still had a lot of interests, he found that the longer he was retired, the more he was getting out of the mainstream of activities, and was starting to come into contact with more people who also were slowing down. He didn't want to intentionally follow this downhill road of so many others.

Like so many things in life, timing of events doesn't appear to be just by accident. At that very point in his life he was introduced to MLM. Without prior experience in this specialized field of marketing, he didn't know what he didn't know. And like so many, he made a few selection mistakes.

However, those early mistakes made a strong impression upon him as to what didn't work.

The next event in Dick's MLM life was the good fortune to meet his current mentor and good friend Mike Akins. Mike Akins and his Professional Networkers Organization had everything he had been looking for but had never found. The Professional Networkers marketing team & 4Life Research products offered Dick the opportunity to turn his learning experiences into real success. He found an upline of caring people, high in personal and business integrity.

Dick says, "I found products that were not just 'me too' types, but products that were revolutionary and could change people's lives." Dick quickly came to understand that at no other time in his entire corporate & military careers did he have an opportunity to realize in real time that he was in the right place at the right time.

It was quite easy for Dick to be successful in his corporate career. What he needed to be successful in contract and legal management just came natural to him. He had all the instincts, logic and confidence to allow him never to lose a negotiation in the last eight years of his corporate career. And contrary to common belief, good guys really can win in corporate negotiations.

In contrast to his virtually 100% success record in corporate negotiations, he soon learned in network marketing, a percentage of prospects can, and do say, "I'm not interested". So obviously Dick had things to learn. He listened well to the teachings of

Mike and his consultants and followed their suggestions and style. Dick shared that almost daily he was energized and excited about what he was learning and who he was helping.

Dick is a product of the product. He was awarded the 1999-2000 highest award presented by Professional Networkers for downline support. He is the first non-staff member in the 24 years of Professional Networkers' existence to present national conference calls for that organization. Dick is a Presidential Diamond whose personality is one of being very caring and supportive.

The Professional Networkers staff has received numerous compliments from marketers in Dick's downline, praising him for the heartfelt support they have received. And Mike refers to Dick as "one of the most talented and warm-hearted leaders" in his organization. Coming from Mike, who has over 30,000 members in his 4Life Organization, that is obviously quite a complement for Dick.

Now searching for a few serious networkers to expand his marketing foundation, Dick states, "In working together with the full-time staff at Professional Networkers, I believe that I can offer new distributors the best support and training in the industry. The timing couldn't be better."

To find out more about Dick Helgeland, visit his website at www.pro-networkers.com/76941.html. You can contact him at (425) 4869-6657 or email him at helgeland@peoplepc.com

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