

## ***IIII The PN-Connection!***

**( Professional Networkers eNEWSLETTER )**

Published Monthly by: **Professional Networkers**

P.O. Box 977, Hutchinson, KS, 67504 - Phone: (620)669-8506 - Fax: (620)669-9655  
 E-mail: [mike@mikeakins.com](mailto:mike@mikeakins.com) -- Website: [www.ProfessionalNetworkers.com](http://www.ProfessionalNetworkers.com)  
 Editor: Mike Akins -- Vol. 6 // Issue 8 (August '07) -- Co-Editor: Peter Arnold

==> You may want to 'fully open' your screen to read this issue.

### **A hearty WELCOME to *The PN-Connection!***

You are receiving this Online eNews communication as a valued 4Life // PN partner, in line with our wish to have more contact with you, and to continually expand our professional services to you, our outstanding Professional Networkers team. It is only through sharing with and caring for each other, that we learn, grow and remain united and strong as a PN Success Team, as we expand on the 4Life mission of ==> "Taking Transfer Factor to the World". PN (Professional Networkers) is here to serve you. We appreciate each and every one of you!

We are also very grateful to Peter Arnold, the co-editor of this e-News. Peter contributes and writes each newsletter, except for the "Editors Corner" found at the end. Peter does a tremendous amount of research to provide us with such an excellent and extensive newsletter. --- Angelia / PN

**Note:** *PN-Connection* is an **electronic** eNewsletter. From time to time, some of the links below may NOT be **live**. ALL **PAST ISSUES** can be found in the **Library** (upper right - scroll down) - [www.ProfessionalNetworkers.com](http://www.ProfessionalNetworkers.com)

**Why I am in 4Life & PN** - I think we sometimes forget why we are in 4Life and PN, until we actually think about it and have to explain it. A strange thing happened to day that made me think about just that.

I received a call from someone trying to recruit me. It was for a respectable, well known company. I don't know of any negatives about them except they don't have TF and nothing can do what TF can do to help people. You will see why that is important as I go on. He said he had been in NY and heard of me. Didn't say from who. It was a great offer and I could write my own ticket. I listened to be polite. He seemed like a nice guy. Then it was time to reply. That took no thought at all.

I asked him if he had ever heard of TF or Mike Akins. He had done his homework and had checked everything out including me. I told him it was not just the money. I will make a lot of money with 4Life. That's a given but there is something more. It's loyalty, it's the desire to help people, it's some great friendships, it's responsibility to my teammates.

Thank GOD I am building a fantastic business with some awesome teammates. My downline is filled with great people who I consider close friends. I owe them Big time. I may have even helped to save a few lives. Well GOD did that. I just told people about TF. I am really blessed. I am working directly with Mike Akins who I believe is one of the finest people in the world. I would never leave Mike even if Bill Gates offered me all his money. I have made wonderful friends at PN. I wouldn't be successful if it were not for Mike and all of them and their hard work. Marsha, Dick Helgeleand and Dr Magnus, can't forget them. I belong here doing what I do and helping people.

He had nothing to say after that, but he did say he had heard it before from people working with Mike, and was very nice about it. Just something to think about when you are asked. -- Be Blessed, Ed Bernstein

**Warning - Distributors being Solicited for Money** - (Editor's Corner, at bottom)

**4Life => Convention // Elevation '07** - <http://www.4Life.com/convention/>  
 - <http://www.4Life.com/Events.aspx?pmode=4>

-----  
**4Life => Million Dollar Hole-In-One!** August 20-21 / 07

Click HERE => [www.4life.com/us/digitalnewsstand/headlinenews/pdf/4LifeMillionDollar0807.pdf](http://www.4life.com/us/digitalnewsstand/headlinenews/pdf/4LifeMillionDollar0807.pdf)

=====

**IIII In This Issue:**

-----

- ==> 4Life // PN Update Info
- ==> Marketing // Biz Building Ideas
- ==> Leadership // Personal Growth
- ==> Motivation // Inspiration
- ==> Bits & Pieces
- ==> Financial & Estate Planning Info // Tips
- ==> Feature // Guest Article
- ==> Editor's Corner



**IIII 4L // PN Update Info:**

-----

**4Life® e-News** => <http://myweb.4life.com/enews/4life.html>.

**4Life® the Great Escape** => <http://myweb.4-life.com/enews/4life2.html>

-----

**PRODUCT & BUSINESS Training Call Directory**

**Leader in You Call** (Director of Field Development, Nathan Larsen)

Tuesday, 9:00 pm ET  
1-877-678-5433, PIN: 8232443  
Replay lines (Available 24/7)  
1-973-854-4590 (International)  
1-888-201-3449 (USA)

**4Life Product Training Call**

Every Thursday, 8:00 pm ET  
1-877-678-5433, PIN: 810483

**Veterinarian's Call**

3rd Thursday monthly, 9:30 pm ET  
1-678-460-1873 PIN: 799292

**24-Hour HOTLINE Messages (toll free)**

Transfer Factor Hotline, Dr. Robertson (2min)	1-866-315-4001
Transfer Factor Hotline, Dr. Robertson(detailed)	1-866-315-4002
4Life Transfer Factor Hotline (Español)	1-866-315-4003

Veterinary Hotline	1-866-315-4004
Business Opportunity Hotline, Ray Meurer	1-866-315-4006
Great Escape Winners Hotline	1-866-315-4007

## **Professional Networkers Conference Call Directory**

### **Monday -**

PN Interactive Call 9:00 p.m. EST 641-594-7000, PIN: 484943#  
 PN How to Get Started Call 10:00 p.m. EST 641-594-7000, PIN: 484943#

### **Tuesday -**

PN Interactive Call 9:00 p.m. EST 641-594-7000, PIN: 484943#

### **Wednesday -**

Mike Akins Training Call (1st, 2nd, and 3rd Wednesdays monthly) 9:30 p.m. EST 641-594-7000, PIN: 484943#  
 Richard Helgeland Training Call (4th Wednesday monthly) 9:30 p.m. EST 641-594-7000, PIN: 484943#

### **Thursday -**

PN Interactive Call 9:00 p.m. EST 641-594-7000, PIN: 484943#

### **Saturday -**

PN Interactive Call 2:00 p.m. EST 641-594-7000, PIN: 484943#

### **PN - Special Saturday Trainig Call for Australia and Surrounding Area-**

Sydney/Melbourne/Hobart/Brisbane 10:00 a.m.  
 Adelaide 9:30 a.m.  
 Perth/Kuala Lumpur/Singapore/Manila 8:00 a.m.  
 Bangkok/Jakarta 7:00 a.m.  
 Aukland 12:00 noon  
 India 5:30 a.m.

You have the option of just listening to the call or viewing an online PowerPoint presentation and follow along. This presentation is available on our website. We have included information for joining the conference call and viewing the presentation below.

**Phone Number: 641-594-7000**  
**Pin Number: 484943#**

Click on or copy and paste the link below into the address bar of your browser. (You do not need PowerPoint installed on your computer to view this presentation.)

[http://www.professionalnetworkers.com/opportunity\\_presentation/opportunity\\_presentation.htm](http://www.professionalnetworkers.com/opportunity_presentation/opportunity_presentation.htm)

**PN** - Business Opportunity Pre-Recorded Messages => 1-512-404-2368

**PN - COMING!** ==> NEW **TRAINING MANUAL** for PN partners!

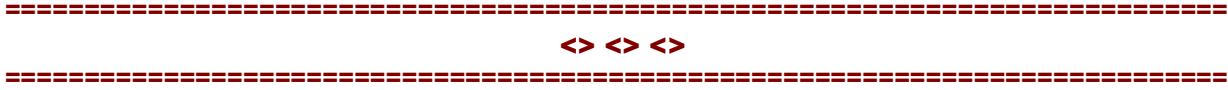


### **IIII Marketing // Biz Building Ideas:**

**))) - MLM Marketing - Exactly what IS it?**

( Owen Brown - [www.MLMMarketingPro.com](http://www.MLMMarketingPro.com) )

Click HERE => [www.MLMMarketingPro.com/mlm-marketing.html](http://www.MLMMarketingPro.com/mlm-marketing.html)



))) **Next issue of The PN-Connection!** - On or about 15 Sept / 07 => be watching for it! :-)

))) **24-Hour Toll-Free TF Hotline Messages**

Dr. Robertson on TF (2 min)  
==> 1-866-315-4001

Full TF Message (8 min)  
==> 1-866-315-4002



**IIII Leadership // Personal Growth:**

))) - **Change your SELF TALK - Change your RESULTS**

( Mike Brooks - [www.HornCreek.com](http://www.HornCreek.com) )

Click HERE (scroll down) => [www.HornCreek.com/48.html](http://www.HornCreek.com/48.html)



**IIII Motivation // Inspiration**

))) - **Our VISION => a PEACEFUL WORLD**

( Chris & Janet Attwood - [www.EnlightenedAlliances.com](http://www.EnlightenedAlliances.com) )

Click HERE => [www.EnlightenedAlliances.com/Wealth/Home/OurVision/index.cfm](http://www.EnlightenedAlliances.com/Wealth/Home/OurVision/index.cfm)



**IIII Bits & Pieces | Freebies:**

))) - **F'REE => AntiVirus tool for your Computer**

Click HERE => [www.PCTools.com/anti-virus/komando/](http://www.PCTools.com/anti-virus/komando/)

**))) - F'REE => Shrink L—O—N—G Website URLs**

Click HERE => [www.TinyURL.com](http://www.TinyURL.com)



**IIII Financial & Estate Planning Info // TIPS:**

**))) - Budgeting => FINANCIAL WORKSHEETS**

( [www.Personal-Budget-Planning-Saving-Money.com](http://www.Personal-Budget-Planning-Saving-Money.com) )

Click HERE => [www.Personal-Budget-Planning-Saving-Money.com/worksheets.html](http://www.Personal-Budget-Planning-Saving-Money.com/worksheets.html)



**IIII Feature // Guest Article:**

**))) - Self Worth & the Law Of Attraction**

( Wendy Betterini - [www.WingsForTheHeart.com/](http://www.WingsForTheHeart.com/) )

Click HERE => [www.WingsForTheHeart.com/self-worth-and-the-law-of-attraction.htm](http://www.WingsForTheHeart.com/self-worth-and-the-law-of-attraction.htm)



**IIII Editor's Corner:**



( Mike Akins - 4Life Gold International // Founder, PN )

**))) - Warning to Distributors being Solicited for Money**

[[Forum Message]] - am posting this warning as a service to our many-valued team members.

There are many great prospect-leaders in our emerging markets such as India. There are a great number of prospects that are asking for financial support. Sometimes these requests are justified because it does require money to rent venues, pass out literature and travel from city to city.

There have been several instances where 4Life distributors have lost a great deal of money in such encounters. One lady lost \$4,000 USD to an individual that was taking the money and building another position under someone else. Today alone I have had six 4Life distributors e-mail me about the same person asking each of them for financial support.

There is a major mistaken perspective in thinking all you have to do is enroll someone in India and you will build a big downline and make a bunch of money. I do believe the Indian market has great potential but it isn't easy being a pioneer in an emerging market. It isn't easy for the 4Life distributor venturing into the Indian market and it isn't easy for the Indian

pioneering for 4life in the India.

I believe it is worth it if you can personally work in the market and endure the challenges and cost. We have invested somewhere around \$100,000 this summer in India. I had several of my staff members and myself travel there and tour several Indian cities. Our Indian partners have had to deal with custom taxes running as high as 40% of purchase. This has been very difficult. Yes we are growing very well but at a high cost.

I suggest that you don't think you can live in the USA and enroll someone in India and it will just happen. There has to be someone from outside of India working there along side the Indians. Working there long distance isn't going to work very well. The Professional Networkers support staff does make it possible to work through us and have a chance to succeed but it isn't guaranteed.

We can only do so much. Once we have the market established then you can plug your new enrollees into our systems, training and meetings in India. This is not easy to do in the pioneer stage. We cannot guarantee that your prospects will not be stolen by other Indian distributors. This happens.

Eventually it will be to your advantage that my staff and I are in Indian. In stage two, we will have infrastructure that will make it easier for you to plug into but for now don't get your expectations too high. I wish I could encourage you more but instead I feel that I should protect you and your investment by being candid with you.

I know that many of you have been motivated by Steve McKelvey's unfolding success story. Also by the success of Teri Shuler and Jeff Altgibers in India. Teri has traveled there and invested herself and probably a great deal of money. Steve connected with a leader in India, Mangesh Mane over the Internet. Now Steve has an exploding business with one Presidential another couple very close and six qualified Diamonds. There is more to the story than what meets the eye.

Yes Steve has been a role model for a sponsor. Because of having a family here, Steve isn't able to go to India. It so happens that a team of my senior staff members and myself were focused on assisting the leg that Steve is in. My staff and I provide a degree of support to anyone in our organization. With a couple hundred thousand distributors, we cannot personally work with all of them. We select one group at a time that hasn't reach Gold or Platinum and help them achieve this rank. It is our goal to reinforce each Gold or Platinum with several Golds or Platinums. We support distributors under Gold and Platinums but they do not need my person involvement to grow. Someone that isn't there yet needs it more.

Since we were already focused on Steve's sub-group, we took on the quest of helping him develop an Indian organization. I don't think without someone going to India and financing tours to major cities that his business would have shot up like it did.

Why am I explaining this on this forum? I don't want many of you to get the wrong idea and focus on sponsoring in India instead of right where you are. I don't want you to keep so motivated by the posts on this forum about India that you become overly zealous and get taken by individuals asking for large sums of money.

I thought a little snapshot behind the scenes would open your eyes and cause you to be cautious. Yes if you get a chance to sponsor in India please do so but do so with the right expectations and don't think you can buy your way in. You stand to get taken for a ride.

I believe the Indian market is a big Puerto Rico many times over but it will not be a joy ride without a great deal of personal sacrifice.

One more comment on the giving of money 'sight unseen'. I firmly believe if a networker doesn't pay the cost in sweat and tears to build his business it will not mean much to him and he will vanish at the first sight of difficulty and your money is out the window. A sense of ownership is important for the new distributorship I do think there are times the financially backing a distributor in traveling etc is a good investment but you have to use a great deal of wisdom in selecting when it is a viable opportunity to invest.

Be blessed. Mike

-----

-----

The Qualities of BEING => [www.pocketmentor.co.uk/movies/Qualities\\_Of\\_Being.htm](http://www.pocketmentor.co.uk/movies/Qualities_Of_Being.htm)

-----



**PROFESSIONAL NETWORKERS** is totally committed to maintaining high professional standards, and to bringing value and exceptional support to its quality family of distributors. It is dedicated to on-going education and training of its partners - to coaching in financial, business and life success strategies - to partnering with them in the building of successful 4Life businesses - and to celebrating with them in the achievement of excellence - of success - of leadership - and of the pursuit of their full potential.

But first we believe a higher purpose is in the need to nurish each other's spirit with caring friendships, mutual respect, fellowship, and some fun along the way.

=====  
The articles and information in this eNewsletter are provided as a general source of information, and are obtained from various sources believed to be true and dependable at the time of publication. However, accuracy of content cannot be guaranteed.  
Not all the information contained in this newsletter applies to each country that we have distributors in.  
=====

Here's to health, success, happiness and peace in your life.

THANK YOU for being a valued partner on our great Professional Networkers Team!

=====  
***The PN-Connection!*** - is a Copyrighted monthly ePublication of Professional Networkers (PN).  
Past issues are *archived in the [Library of the PN site](#) and on request from your Editor - [mike@mikeakins.com](mailto:mike@mikeakins.com)*  
=====