

III 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 -- Website: www.ProfessionalNetworkers.com
Editor: Mike Akins -- Vol. 5 // Issue 5 (May '06) -- 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!

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

New PLATINUM => Dave Daughtrey! - Congratulations to a Great Networker - Dave Daughtrey!! You have worked very hard and you deserve the recognition of Platinum International Diamond!! Thank you for all that you are doing. Also a big congratulations to your many teams around the world for this great achievement. Mike

More Than 4,500 New Diamonds! - The future of a company can be found in the growth at the grassroots level. Since last convention (2005) there has been more than 4,500 new qualified 4Life Diamonds. Also, there has been 93,421 new leader4life distributors! I am totally convinced that 4life will be a multi-billion dollar company. The only question is how much of that multi-billion pie will be in your business, and how many people are willing to help change their lives to have it. See you at the top! Mike

4Life => NEW Explosion of LEADERS! - 4Life Research, the world's foremost leader in the development, production, and distribution of its outstanding Transfer Factor immune support products, continues to post unprecedented growth in North, South, and Central America - Europe - Russia - Australia - New Zealand - Japan - Malaysia - Singapore - Taiwan - and Korea. Here's breaking news on it's new LEADERS...

Recent New GOLD International Diamonds => Hernán Santiago => Wen-Hui Wei => Teri Shuler

Recent New PLATINUM International Diamond => Jeff Altgilbers (4Life's 5th Platinum)

TIMING - This is about being in the RIGHT place - at the RIGHT time - with the RIGHT opportunity. With all of the Success Factors that are already in place (see below) - there is NO "best time" to build - whether it's - summer - fall - winter - or spring - it's the same thing.

ALL of the factors are in place for success - every piece of the puzzle is tightly fitted together:

- (1)- The product sector (health/wellness industry - \$ trillion, forecasted)
- (2)- The company (management / owner paradigm / mission / strong 6-year growth)
- (3)- The products (exclusive / patented / efficacious / safe / proven longevity)
- (4)- The compensation (balanced / fair / compressed / attractive [overrides - bonuses ++)
- (5)- The corporate support (toll-free lines / audios / videos / cd's /marketing materials)
- (6)- The upline support (5+ FREE websites / training / marketing systems / 30+ consultants / ++)

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
- ==> Health // Fitness Tips
- ==> Editor's Corner

<> <> <>

IIII 4L // PN Update Info:

4Life® e-news => <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
1-678-460-1873, PIN: 810483 #

Veterinarian's Call

1st & 3rd Thursday, 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

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

PN - *Your Journey to Health and Financial Success Bk'It* (old 'Map to Wealth')
- www.ProfessionalNetworkers.com/members/pdf/health_success.pdf (PDF)

PN - **COMING!** ==> RIO-VIDA BOOKLET (Full Color, Glossy Cover - on Biz Opportunity!)

PN - **N-E-W!** ==> VIDEO E-Mail Marketing System! - <http://www.ClipSender.com>

PN - **N-E-W!** ==> New **Testimony Line - 800-460-9826**. Distributors and customers can call in and share their 4Life or PN testimony. PN will then upload the testimony to the PN websites as an audio file. We will want to have the distributors photo to display next to their link, but it is not mandatory.

<> <> <>

=====
IIII Marketing // Biz Building Ideas:

))) - **Top 5 Marketing Trends / 2006**

(David Frey - www.MarketingBestPractices.com)

Click HERE => www.marketingbestpractices.com/Articles/marketing-trends.htm

=====
<> <> <>
=====

))) **Next issue of *The PN-Connection!* - On or about 15 Jun / 06 (=> be watching for it!)**

=====
))) **PN Weekly Conference Calls -**

Interactive Training Calls = NEW night / time / pin #

Every WED night at 9:30PM 'EST' ==> **1-218-963-1050 (Pin 89341#) <===== Note!**

Sydney, Australia Time:
11:30 AM Thursday

Kuala Lumpur & Singapore Time:
9:30 AM Thursday

Hong Kong Time:
9:30 AM Thursday

United Kingdom Time:
2:30 AM Thursday

Interactive 'How to Get Started' Calls = Every Mon night at 10PM 'EST' => 1-646-519-5815 (Pin 4964#)

Australia Time and Number for Sydney:
Tuesday at 12:00 PM
0011 1-646-519-5815 Pin 4964#

Kuala Lumpur & Singapore Time and Number:
Tuesday at 10:00 AM
0011 1-646-519-5815 Pin 4964#

Hong Kong Time and Number:
Tuesday at 10:00 AM
0011 1-646-519-5815 Pin 4964#

United Kingdom Time and Number:
Thursday at 3:00 AM
0011 1-646-519-5815 Pin 4964#

Interactive "Prospect" Calls (Biz. Presentation)

United States: 9:00 pm EST (Tues & Thur) 212-990-2300 PIN 4964#
2:00 pm EST (Sat) 646-519-5800 PIN 8278#

Sydney, AU: 11:00 am (Wed & Fri) 0011 1 212-990-2300 PIN 4964#
4:00 am (Sun) 0011 1 646-519-5800 PIN 8278#

Kuala Lumpur & Singapore: 9:00 am (Wed & Fri) 0011 1 212-990-2300 PIN 4964#
2:00 am (Sun) 0011 1 646-519-5800 PIN 8278#

Hong Kong Time and Number: 9:00 AM (Wed & Fri) 0011 1 212-990-2300 PIN 4964#
2:00 AM (Sun) 0011 1 646-519-5800 PIN 8278#

United Kingdom Time and Number: 2:00 AM (Wed & Fri) 0011 1 212-990-2300 PIN 4964#
7:00 PM (Sat) 0011 1 646-519-5800 PIN 8278#

))) **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:

))) - **Building a SOLID FOUNDATION**

(Destin - www.DawningTruth.com)

Click HERE => www.dawningtruth.com/articlesgreatness3.htm

=====
<> <> <>
=====

IIII Motivation // Inspiration

))) - **Seeing the FULL Half of the Glass**

(Josh Hind's - www.GetMotivation.com)

Click HERE => http://getmotivation.com/articlelib/articles/marc_allen_full_glass.html

=====
<> <> <>
=====

IIII Bits & Pieces / Freebies:

))) - **Get all the FREE Google Downloads - Enjoy!**

(Kim Komando - www.Komando.com)

This one download has it all. It includes - Google Earth - 3D Earth browser - Google Desktop - Desktop companion - Picasa - Photo organizer - Google Toolbar - Search toolbar - Google Pack Screensaver - Photo screensaver!

Click HERE => <http://www.komando.com/google/>

=====
<> <> <>
=====

IIII Financial & Estate Planning Info // Tips:

))) - **Great FINANCIAL Planning TIPS**

(CFP Site - www.CFP-ca.org)

Click HERE => http://www.cfp-ca.org/public/public_financialplanningtips.asp

=====
<> <> <>
=====

IIII Feature // Guest Article:

))) - **Top 10 Steps to Achieve your GOALS**

(Dr. Phil Humbert - www.PhilipHumbert.com)

Click **HERE** => <http://philiphumbert.com/Articles/10Set&AchieveGoals.html>

Comment from Dr. Phil H: Anyone can live an amazing, rich and extraordinary life!
Henry Thoreau lived in a small cabin and raised beans - and the world beat a path to his door. Mother Theresa made a difference. Grandma Moses didn't start painting until her 70's. Gandhi set a continent free, and Martin Luther King, Jr "had a dream."
A simple, disciplined life lived with integrity and order and structure is both easier (less confusion, less stress, less work!) and infinitely more rewarding than the average life most people lead.

=====
<> <> <>
=====

IIII Health / Fitness Tips:

))) - **Top NATURAL HEALTH Sites** - (worth saving)

Most Visited Natural Health Content Sites

	Name	URL	Rank
1	Dr. Atkins	www.atkinscenter.com	4,568
2	Dr. Mercola	www.mercola.com	5,105
3	Dr. Weil	www.drweil.com	8,317
4	Health World Online	www.healthy.net	8,709
5	Life Extension Foundation	www.lef.org	11,412
6	Dr. Stoll	www.askwaltstollmd.com	12,367
7	Cure Zone	www.curezone.com	14,725
8	Prevention Magazine	www.prevention.com	19,696
9	Chet Day	www.chetday.com	37,261
10	Gary Craig's EFT	www.emofree.com	41,562
11	Chiro Web	www.chiroweb.com	43,173
12	Dr. Whitaker	www.drwhitaker.com	43,414
13	Dr. David Williams	www.drdavidwilliams.com	46,745
14	RedFlagsWeekly	www.redflagsweekly.com	49,133
15	Dr. Mirkin	www.drmirkin.com	53,551
16	La Leche League	www.lalecheleague.org	56,173
17	Holistic Healing	www.holisticmed.com	61,838
18	Alternative Medicine	www.alternativemedicine.com	62,295
19	Dr. D'Adamo	www.dadamo.com	62,889
20	Weston A. Price Foundation	www.westonaprice.org	66,459
21	Dr. Grisanti	www.drgrisanti.com	69,784
22	Environmental Working Group	www.ewg.org	80,356
23	Gary Null's Natural Living	www.garynull.com	80,707
24	Dr. Chopra	www.chopra.com	85,466
25	Mothering	www.mothering.com	99,157

=====
<> <> <>
=====

IIII Editor's Corner:



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

))) - A Plan of ACTION

The following is a Guideline for a plan of action to achieve **SUCCESS** in your 4Life business:

- 1)- Set effort oriented goals for the next three months. Review these goals monthly to evaluate how they are working for you. Set your primary goals of how much time and money you are going to invest into your business. Write these goals down.
 - a. How much time per day? If the time will vary between days, then set a goal for each day. Set the actual time per day ahead of time. This will encourage you to keep your goals.
 - b. How much money are you going invest each month?
- 2)- Time and money should be divided into building your organization and retaining what you have built.
 - a. How much time are you going to spend recruiting each week? What days and exact times per day?
 - b. How much time are you going to spend calling downline? Set exact times.
- 3)- The financial investment in building your business will be divided between soliciting and educating your new people.
 - a. How much money into soliciting?
 - b. How much money into sending materials to your prospects and new distributors?
- 4)- Have a specific strategy for filling your pipeline with leads. If it is financially possible, draw from more than one source. Each source will have a higher percentage of certain types of networkers. Each type has something to offer. Keep in mind that you have to be patient in order to endure the recruiting process. The results from these campaigns will vary a great deal. The cost of these campaigns should be measured against the long-range benefits of enrolling someone that develops a group and orders for a period of time. It can be disappointing if you judge the success of a campaign by only the actual enrollments during the campaign. The most popular sources are co-op advertisements, postcards, warm market and the Internet.
- 5)- Next, set up a notebook to keep track of each person that you talk to. Have one notebook for prospects and one notebook for your distributors and customers. Take thorough notes. This will assist you later for further followup. A number of prospects who initially say no will join later if you keep in contact with them over a period of time. Set up an appointment book.
- 6)- Develop your strategy for the presentation to prospects. Decide if you are going to mail information before or after your first contact. You should have either a script or an outline in front of you. If you are experienced at presentations, it is still advisable to have an outline in front of you.
- 7)- Listen to one of my training sessions on presenting the opportunity. Take notes.
- 8)- It is vital that you contact the prospect as soon as possible after his initial request for information. Prospects connect with the opportunity both intellectually and emotionally. The emotional connection can start fading after a week. The person will not relate to why they responded.
- 9)- During the first presentation, set the appointment for the second contact even if you do not know if the prospect will have the info packet yet.
- 10)- Once the prospect is enrolled, set up the first strategy call for you and the new distributor. On this strategy call, learn more about this person. What kind of time investment? What kind of financial investment? What marketing systems or tools has he/she tried before? What are his/her communication skills? What are his/her financial goals?
- 11)- Help the new distributor set effort oriented goals. Thoroughly prepare your distributors for each step that they will be taking.
- 12)- Set up boundaries for how often you will be touching base with them.
- 13)- Set up the next training call with the new distributor.
- 14)- Make sure the new distributor understands how to work with PN. Brief new people on PN's systems and marketing tools.
- 15)- Help them get their websites set up. Don't take anything for granted. Work with them to make sure things go correctly.
- 16)- Connect them to the PN staff. Help set up intro calls, etc.
- 17)- Ask PN to send your new distributors the PN How to Get Started Packet.
- 18)- Check later to see if they received the 4Life kit and PN packet.
- 19)- Suggests that you do 3-ways calls with the new distributor.
- 20)- Make sure that your new distributor has a very clear understanding of transfer factors.
- 21)- Work with that distributor to develop his first level. Don't just sponsor him and then quickly move on. You need to help him develop roots.
- 22)- Once the new distributor sponsors a distributor, teach him on placement strategy. Train him/her to match up

compatible distributors.

23)- Provide forms for your new distributors so that they can keep track of their contacts with members of their future group

24)- Now let's talk about your existing organization. You should lay out your present downline and develop a strategy on how to energize it. Call your downline partners routinely to find out how they are doing. Brainstorm with your PN connection on strategies to energize your existing members.

Let's join together as a worldwide marketing family, caring for each other and building a secure future together.

Be blessed. Mike Akins

RIGHT NOW - It's Important (Vol on) => <http://positivepause.com/>

=====
<> <> <>
=====

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
=====

