

**IIII The PN-Connection!**  
**( Professional Networkers eNEWSLETTER )**

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

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

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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!

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**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)

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**4Life + PN => Continuing to Break Records!** - "I would like to congratulate each of our distributors, customers and leaders for working as a team and assisting our organization in breaking our all time record once again! You are absolute the best in the world!

We are breaking both our sales and recruiting records both in the USA and worldwide. My personal goal is to develop the best organization in the world. I measure best by more than just largest. When everyone (very close to everyone) that invest their lives in becoming successful in this program achieves their full potential through this opportunity then we have true success.

I believe that we will have the largest and most successful organization (under an active leader) in the world that has been created in the past twenty years. Largest is only significant because it means that you are helping the maximum number of people possible. Quality is more important to me than quantity but when you do it right it will be like a magnet.

I encourage you to plug in and achieve your dreams right here in 4life and Professional Networkers". Mike

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**Check Out Our New PN Website =>** <http://www.india-4life.com>. We are thinking that

we may pattern the [www.truesuccess4life.com](http://www.truesuccess4life.com) site after this site. Let Mike know what you think at [mike@mikeakins.com](mailto:mike@mikeakins.com) . Please place "4Life" in the subject line so our spam control doesn't delete your e-mail.

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**India is Exploding!** - India is a networker's paradise. The leaders there are very sharp and capable of being the largest market. All of our markets are important to us and very valuable. It is an honor and pleasure to welcome our leaders from India into our international marketing family. Mike Akins

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**4Life => Online GOLD MINE!** - Starting in May - there's a WHOLE LOTTA MONEY coming - hundreds of Prizes! Check it out => BIG PRIZES => MOTHER LODE => JACKPOT => BONANZA!

Click => <http://www.4Life.com/us/pdf/flyers/onlinegoldmine.pdf>

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

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**4Life => 'Taking Transfer Factor to the World'** - Now in over 40 countries!

Click => <http://www.4life.com/Company.aspx?pmode=5>

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**IIII In This Issue:**  
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- ==> 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:**

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### **4Life® e-News + Great Escape:**

=> <http://myweb.4life.com/enews/4life.html>.

=> <http://myweb.4-life.com/enews/4life2.html>

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## **PRODUCT & BUSINESS Training Call Directory**

**Leader in You Call** Hosted by Ray Meurer

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)

**Coalition Call** Hosted by Director of Field Development, Nathan Larsen

Every Wednesday

9:00 pm (ET)

 1-877-678-5433 PIN: 5330496

Replay:  1-973-854-6968

**4Life Product Training Call**

Every Thursday, 8:00 pm ET

 1-678-460-1873 , PIN: 810483 #


**Veterinarian's Call**

3rd Thursday monthly, 9:30 pm ET

1-877-6789-5433 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

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

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



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

**))) - 6 Great Marketing TIPS**

( Kim Klaver - [www.WhoWho911.com](http://www.WhoWho911.com) )

Click HERE => [www.WhoWho911.com/tipsheet1.html](http://www.WhoWho911.com/tipsheet1.html)



**))) Next issue of The PN-Connection! - On or about 15 June / 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:**

**))) - Lessons Learned at the SUPER BOWL**

( Brian Bartes - [www.LifeExcellence.com](http://www.LifeExcellence.com) )

Click HERE => <http://tinyurl.com/23fvav>



**IIII Motivation // Inspiration**

### ))) - **Happiness as a PRIORITY**

( Dr. Richard Carlson - [www.GetMotivation.com](http://www.GetMotivation.com) )

Click HERE => [http://GetMotivation.com/articlelib/articles/richard\\_carlson\\_happiness.htm](http://GetMotivation.com/articlelib/articles/richard_carlson_happiness.htm)



### **IIII Bits & Pieces / Freebies:**

#### ))) - **How to Survive a Computer Hard Drive CRASH! :-)**

( From - [www.Carbonite.com](http://www.Carbonite.com) )

-- F'REE - Trial Offer (from one of the 'best!');

<http://www.Carbonite.com/ads/kim/banner1.aspx?sourcetag=KomandoBanner>



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

#### ))) - **What about IDENTITY THEFT?**

-- In the USA - Click HERE => <http://www.ftc.gov/bcp/edu/microsites/idtheft/>

-- In Canada - Click HERE => [http://www.safecanada.ca/identitytheft\\_e.asp](http://www.safecanada.ca/identitytheft_e.asp)



### **IIII Feature // Guest Article:**

#### ))) - **What 'About' all this 'GOAL SETTING' Stuff?**

[Jack Zufelt](#) - "If Goal Setting, Positive Thinking, Daily Affirmations, Self Talk, Dream

**Building, Visualization, Chanting, Fire Walking and Every Other "Technique" That Self Help Guru's Preach Actually Worked.... why are they failing miserably for you?"**

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



### **IIII Health | Fitness Tips | Info:**

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#### **))) - Alcohol Harms WOMEN Faster than Men**

( Dr. Mercola - [www.Mercola.com](http://www.Mercola.com) )

Click HERE:

[http://v.mercola.com:80/blogs/public\\_blog/Alcohol-Harms-Women-Faster-Than-Men-12066.aspx](http://v.mercola.com:80/blogs/public_blog/Alcohol-Harms-Women-Faster-Than-Men-12066.aspx)



### **IIII Editor's Corner:**

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

#### **))) - 24-Step Strategic ACTION PLAN for Success**

The following is a guideline for a plan of action for 4Life//PN Professionals:

- 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.

Be blessed. Mike

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Time for a little a BREAK -- Soothing Music - Beautiful Photos - to RELAX by --- Click HERE (Vol on) => [www.TakingABreather.com](http://www.TakingABreather.com)

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**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.

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

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

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**Past issues are *archived in the Library of the PN site* and on request  
from your Editor - [mike@mikeakins.com](mailto:mike@mikeakins.com)**

