



DOWNEAST WINNING TEAM® NEWSLETTER



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January-February 2007

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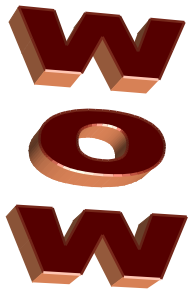
10 Blackberry Lane - Gorham ME 04038 1-207-892-0923 or 1-800-775-1113

Newsletter & the latest web-only updates: www.FullerBrushDWT.com/news.htm

This Newsletter is FREE to ALL Team members whose addresses have been submitted to me. Email recipients also receive paper copy FREE ON REQUEST. Let me know if you want paper. Thx.

◆ **CONGRATULATIONS NEW DWT FULLER BRUSH DIRECTORS:**

ALICE FLANDERS of Maine - December 2006. Sponsored by Roland Rhoades of ME.



Alice Flanders joined Fuller Brush in November 1999 and advanced to Director in Dec 2006. Thank you to one and all who have participated in Alice's success. Alice says she always had a goal of making Director but was usually distracted by the heavy sales and recruiting requirements of her other company, and finally decided last spring to concentrate on Fuller Brush and make it happen. Alice has relied on face to face business in Maine and email nationwide. She thanks her active downline, especially her new Director Melody Schafer.

MELODY SCHAFFER of Ohio - December 2006. Sponsored by Alice Flanders of Maine.

Melody Schafer is the fastest on our team to advance to Director – in her 7th month! Melody is a former Fuller Brush dealer who decided she needed to come back to Fuller in June 2006. She had also been involved in the same company as Alice and had problems with that company paying what was due her, so devoted all her energies to Fuller and made it happen. Melody is actively building a team of people who recruit and sell, mostly via email, helping all who are serious.

Teamwork makes the Team work! See our Discussion Board for more about them. The Downeast Winning Team now has 12 Director or above promotions since Sept 2005, and 22 in this decade!

2007 is the Chinese Year of the Golden Pig – Great for our Financial Futures!

◆ **CONGRATULATIONS NEW DWT FULLER BRUSH MANAGERS:**

NOV:	ANN GRESKO (GA) – sponsor Roland Rhoades (ME)
	BRAD & MONICA AYLETT (CT) – sponsor Roland Rhoades (ME)
	KARLENE DEWARE (FL) – sponsor Roland Rhoades (ME)
	fs JENNIFER LEHMAN (DE) - sponsor Melody Schafer (OH)
	fs ESTHER FRECKMAN (CO) – sponsor Jennifer Lehman (DE)
	c MARIA JARVIS (NJ) - sponsor Champion Supplies Inc (NY)
	c DIXIE MARELLI (UT) - sponsor Mary Frank (AZ)
	c EUREKA BAPTIST CHURCH (NC) - sponsor Champion Supplies Inc (NY)
	c RAMONA SOUZA (CA) - sponsor Champion Supplies Inc (NY)
	c GLEN OWEN (CA) - sponsor Ramona Souza (CA)
	h KENNETH HEFFEL (OR) - sponsor Terri Routh (AR)
	h PATRICIA TYUNAITIS (WI) - sponsor Mark Haynes (NV)
	w PEGGY WEISGERBER (MT) - sponsor Ellie Golding (OR)
	w GENE SCHMIDT (TX) - sponsor Wynn Distributing (AR)
	w ANITA SIMMONS (TN) - sponsor Wynn Distributing (AR)
	p RAYMOND RADZINSKI (MI) - sponsor Ursula Wenzke (SC)
	p HOWARD COLLOM (CA) - sponsor Ursula Wenzke (SC)
	pj ROBERT CARL PEPPER (VA) - sponsor Janet Peper (CA)
	pj WENDA HARRIS (CA) - sponsor Janet Peper (CA)
	pa ELAINE CARTER (CA) - sponsor Albert Preston (NV)
DEC:	GEORGIANNE BOSWELL (PA) – sponsor Gary Greene (NC)

	c MARK WHITTAKER (MN) - sponsor Champion Supplies Inc (NY)
	cl DEBORAH BENNETT (NY) - sponsor Louis Anzalone (NY)
	cl TERESA EGGE (WI) - sponsor Patty Lynch (OH)
	h GILDA DRAPER (MI) - sponsor Mark Haynes (NV)
	w WILLIAM SHUTTLEWORTH (OH) - sponsor Wynn Distributing (AR)
	p MARY GREER (KS) - sponsor Ron Carpenter (CA)
	pa DIANNE COX (ID) - sponsor Albert Preston (NV)
	palh NADINE & RON HAMILTON (WV) - sponsor Janet & Tom Hill (WA)

CODES: h = Supervising Director Mark Haynes' group w = Director Wynn Distributing's group
z = Director Patty Zasloff's group (both also part of Mark's group)
p = Executive Director Tom Peper's group pj = Director Janet Peper's group
pa = Supv Director Al Preston's group (both also part of Tom's group) pal = Supv Director Paul Lehman's group (part of Al's group) palh = Director Janet/Tom Hill's group (part of Paul's group)
c = Supv Director Champion Supplies Inc.'s group cl = Director Patty Lynch's group (part of Champion's group)
f = Director Alice Flander's group fs = Director Melody Schafer's group (also part of Alice Flanders' group)

◆ **TOP SPONSORING LEADERS** (Sponsor at least 2 in one month, front-line or in depth, to be listed)

Nov-Dec:	ROLAND RHOADES (ME) - 11	fs JENNIFER LEHMAN (DE) - 9
	fs MELODY SCHAFFER (OH) - 6	w WYNN DISTRIBUTING (AR) - 5
	palh JANET & TOM HILL (WA) - 4	fs ESTHER FRECKMAN (CO) - 3
	p URSULA WENZKE (SC) - 3	h FRANTZ PIERRE (NY) - 3
	cl AUDREY CLARK (NV) - 2	f ALICE FLANDERS (ME) - 2
	z PATTY ZASLOFF (FL) - 2	cl MARGARET ROPP (MN) - 2
	c GLEN OWEN (CA) - 2	cl LOUIS ANZALONE (NY) - 2

◆ **TOP DWT SALES LEADERS:** Over \$300 monthly personal purchases/sales.

NOV:	palh JANET & TOM HILL (WA) - \$5091	z JENNIFER MOSCOSO (FL) - \$4499
	pal PAUL LEHMAN (CA) - \$3543	p RON CARPENTER (CA) - \$3331
	h MARK HAYNES (NV) - \$3007	cl ARDEE-ANN EICHELMANN (AR) - \$1971
	pal YVONNE HAWTHORNE (MD) - \$1396	pj LISA ARELLANES (CA) - \$1265
	z PATTY ZASLOFF (FL) - \$990	p MICHELLE GUENTHER (TX) - \$964
	pj CARL WENDT (CA) - \$885	palh KAREN ROBINSON (WA) - \$877
	TINA ORR (PA) - \$859	c EUREKA BAPTIST CHURCH (NC) - \$854
	cl LOUIS ANZALONE (NY) - \$843	p THOMAS PEPPER (CA) - \$783
	w LEE WILLIAMSON (TX) - \$763	f ANDREA STALNECKER (PA) - \$645
	c GLEN OWEN (CA) - \$636	SPENCER PARSONS (CA) - \$627
	MATTHEW McCAHAN (PA) - \$592	w WYNN DISTRIBUTING (AR) - \$576
	fs ESTHER FRECKMAN (CO) - \$566	p MARY MARTIN (TX) - \$442
	z BRIAN GWALTNEY (TN) - \$424	TOM DERRICK (NY) - \$424
	c KEVIN THOMAS (CA) - \$415	c PATTY CLARK (TX) - \$402
	w ELEANORE MARSHALL (VA) - \$395	pj WENDA HARRIS (CA) - \$392
	z MARTHA JANE LAWSON (TN) - \$364	BRAD & MONICA AYLETT (CT) - \$363
	h JEFF TROWBRIDGE (CA) - \$352	c MERRY GUINN (FL) - \$350
	pj PATSY WIDMAN (CA) - \$338	fs MELODY SCHAFFER (OH) - \$331
	p RAYMOND RADZINSKI (MI) - \$316	pa ALBERT PRESTON (NV) - \$301
DEC:	pal PAUL C LEHMAN (CA) - \$4965	palh JANET & TOM HILL (WA) - \$3866
	z JENNIFER MOSCOSO (FL) - \$3801	h MARK HAYNES (NV) - \$3632
	p RON CARPENTER (CA) - \$2588	pa DOROTHY ELLICOTT (CO) - \$1350
	pj CARL WENDT (CA) - \$1276	p MICHELLE GUENTHER (TX) - \$1229
	pal YVONNE HAWTHORNE (MD) - \$1060	pj LISA ARELLANES (CA) - \$1048
	cl LOUIS ANZALONE (NY) - \$842	cl ARDEE-ANN EICHELMANN (AR) - \$829
	TINA ORR (PA) - \$778	h JEFF TROWBRIDGE (CA) - \$725
	z PATTY ZASLOFF (FL) - \$687	fs ESTHER FRECKMAN (CO) - \$656
	w ROBERT CUBBAGE (WA) - \$578	fs MELODY SCHAFFER (OH) - \$564
	w WYNN DISTRIBUTING (AR) - \$550	GARY GREENE (NC) - \$520
	p BARBARA HARRIS (CA) - \$504	palh NADINE & RON HAMILTON (WV) - \$486
	p MARY MARTIN (TX) - \$436	pj PATSY WIDMAN (CA) - \$422

p MARY GREER (KS) - \$404	SPENCER PARSONS (CA) - \$394
c VILMA MOLINA (NY) - \$362	h CAROLYN MACEDA (NY) - \$357
cl JOYCE WEST (OH) - \$348	cl HOPE HELDRETH (NJ) - \$316
h KENNETH HEFFEL (OR) - \$314	c JULIE WISHARD (MD) - \$311
c GLEN OWEN (CA) - \$306	

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2006 was another major record breaking year. A special congrats to new dealers starting off seriously including Esther Freckman, Glen Owen, Nadine & Ron Hamilton, Barbara Harris, & Robert Cubbage.

◆ **\$1000 PRODUCERS:** Recognition Category for you to aim for

The following distributors have reached the \$1000 / 45-46% category for the month, based on personal and downline volume. Directors are not listed here because they of course are well beyond \$1000. Here is your chance to motivate your downline distributors to ensure that you are in this list every month. Congrats all!

NOVEMBER: Louis Anzalone, William Yoder, Ardee-Ann Eichelmann, Lorian Rivers, Jennifer Moscoso, Ron Carpenter, Mary Martin, Michelle Guenther, Lisa Arellanes, Yvonne Hawthorne, Karen Robinson.

DECEMBER: Jennifer Lehman, Louis Anzalone, William Yoder, Lorian Rivers, Jennifer Moscoso, Ron Carpenter, Mary Martin, Michelle Guenther, Ursula Wenzke, Lisa Munguia, Carl Wendt, Lisa Arellanes, Dorothy Ellicott, Yvonne Hawthorne.

MONEY IN RECRUITING It appears that some of you are under the misconception that there are some hurdles you have to jump through before you can begin recruiting or to get paid on your recruits, or that your upline gets the commission on your recruits until you reach a certain level. WRONG. While that is true in some companies, in Fuller Brush you can recruit another dealer on your first day and get paid an over-ride commission, as long as you are ACTIVE with \$35+ in sales/purchases. Even if it is your next door neighbor, they deal directly with the Company for products and checks, and Fuller keeps track of who referred whom for the referral commissions. If you don't really know what you are doing yet to be an experienced sponsor, THAT is what Fuller's network marketing program and your upline are for. WE help you to help them (IF you tell us who they are). This is on-the-job training. You only gain experience by doing it.

I mail my distributor info packages for 87¢ with the concise tried and proven DWT Manual 3 (the Fuller Gold 2007 recruiting letter, updated Jan 2007) that explains all the details, and a monthly catalog. Too much reading just confuses people, but it must also tell enough to answer their questions. Remember, only ONE Kit per person, so encourage the largest \$130+ R205 Gold Select Kit for \$39.95. All new distributor specials are continued through June. **Sponsor new distributors with the FULLER BRUSH 24-hour RECRUITING LINE 1-800-477-3855** and ask them to call you back for the details. If you want help, call me.

“ACTIVE” Requirement \$35. Fuller Brush has no requirements. BUT, IF you are going to order anyway, WHY order \$30 instead of \$35+??? Shipping costs you the same. If you order less than \$35, you are not considered active on the Fuller computer and don't earn downline commissions. ACTIVE dealers are paid more attention to, by both your upline and for Company mailings. If YOU are your Director's final qualifying dealer and you only order \$30, well... Support and help is a two-way street. Active dealers get my newsletter first. Others get it after I get time to go through my mailing list a second time, wondering, should I send them a newsletter or not. My database tells me when you last ordered. **If someone in your town wants to buy**, or even join, I look to see if anyone there is ACTIVE.

ACTIVE dealers received a special company mailing January 3 telling about our **101st Anniversary Sale**. This sale produced about 1/3 of normal monthly volume in one week, a week that is usually practically zero. My personal sales were more than all of Dec. This is the kind of promos that our company gives us to prevent slowdowns for us (and them). The Sales Hotline may offer us another sale in Feb; pay attention and take advantage of the profits. Our Discussion Board tells you how we take advantage of these sales.

About this FREE NEWSLETTER. FREE EMAIL UPDATES OF THE LATEST NEWS:

If you have email, and IF I have your email address, then: You get this Newsletter earlier than US mail, this issue posted on our website 1/15 as a pdf exactly like my print copy, and a notice emailed to all the emails I have. This paper newsletter is published every other month and is free to everyone in the Downeast Winning Team, IF your address is submitted for my newsletter by your sponsor. If your address isn't in MY database, you don't get referrals either. Paper copy will gladly be mailed to those who cannot print out the pdf copy; **just ask**. In between, I email updates with inside info which are not usually posted to my newsletter webpage. If you recruit someone, part of recruiting is to tell me and your other upline via email or phone so we can add them to our team list. If you have found this on your own and haven't received my newsletter, or email news, please tell me your contact info yourself and what you are interested in. Thanks.

DWT TRAINING WEBSITE. Our exclusive DWT Training website includes in depth product informational 8x11 flyers to photocopy. Go to our training website Discussion Board for the latest updates under "Forms & Flyers". We also announce anything new like new catalogs, sales like the Jan Anniversary Sale, previews of coming sales, Frequent Fuller Awards program extensions, etc. Please add your product testimonials to the many more posted on our Discussion Board. Sharing our product experiences helps us all when we work and learn as a Team. Thanks. The web address is a private DWT member benefit AFTER you join us, so I don't include it in this public newsletter. Call or email me. No computer? Go to your library's computer and check out what we have. The web address was in the welcome letter I mailed you.

EVERY distributor gets the **FULLER DIRECT WEBSITE** for FREE as part of your membership fee. If you did not sign up for this website, DO IT!!! Take advantage of this; some other companies charge distributors a hefty monthly fee for having a website. The form is in every distributor kit, and also on the DWT Training website and your MyFullerBiz website. You can also call Fuller for a copy. Fuller doesn't notify you when your site is ready because the form tells you to just give them a couple days and then try your ID# at www.FullerDirect.com. Build your business nationwide by advertising your website on-line or off-line.

NEW Products & Demos. Strictly ONE per distributor at the below wholesale demo price. These **RETAIL demos** count as product volume towards any sales goals, and your discount comes off that price! That also means that they count for new distributors trying to reach \$150 or \$200 in retail volume for the extra bonuses. Check the Sales Hotline and your monthly purchase order for new products.

The latest greatest products include a handle for the Stainless Steel Sponges. What a great idea! I wonder why nobody ever thought of that before. I've sold lots of them telling all my Sponges customers. The Microfiber Glass Cleaner is priced right. Also new Microfiber dry and wet mops. I like these MUCH better than the one in last year's master catalog. Fuller offers demos so you will see and try the new products yourself. You sell successfully what you believe in yourself. With Fuller Brush, seeing is believing. So try all the products and sell the products you love. The Solid Air Fresheners (Odor Absorbers) are also on sale in January. My favorites are Orange Spice, Lavender, Vanilla, and Citrus. The Dryer Vent Brush is also \$3 off through 2/28. Make sure everybody you know has this brush; they literally NEED it to prevent dryer fires and save electricity, and also to clean their refrigerator coils to make it run smoother and not overheat, making it last longer and use less electricity. Use our descriptive sales flyer to sell a few cases. Pay attention to the sales potential of Dad Fuller's Ultimate Skin Balm. We sell tons of it every winter in extreme dry skin weather. Our Discussion Board has testimonials from people saying it works better than the expensive prescriptions they had been using for problem skin and dry cracked feet. For not quite so severe dry skin, you will also love the Tea Tree Gelee, Witch Hazel, and my favorite Intensive Hydrating Lotion.

MONTHLY SPECIALS Catalogs. See your monthly purchase order. Get 40 February catalogs and a \$7.29 Peach Air Freshener for only \$7.99. Get 40 March catalogs and a \$9.49 Shoe Shine Spray for \$8.99. **2007 MASTER Catalog available January 2007.** Call the Sales Hotline for Introductory offer Jan and Feb.

Fuller provides the Sales Hotline to tell us all the latest, so CALL the **FULLER BRUSH SALES HOTLINE** (Audio Newsletter) EVERY WEEK at **1-800-732-1132** (24hr Recording) so you don't miss the latest news, new product announcements and demos, contests, extra specials. Transcripts of the past Hotlines are on your MyFullerBiz back-office website.

FREE Monthly catalogs, promos, and order forms: Call ☎ 1-800-732-1118 for a Literature Pack Free on request, IF you didn't order last month and don't have the current catalogs.

IMPORTANT DATES: **Jan 15:** February Specials begin; **Jan 31 4PM CST:** Jan Order Deadline; **Feb 15:** March Specials begin; **Feb 28 4PM CST:** February Order Deadline; **March 15:** April Specials begin. See your yellow 2007 Fuller Brush Calendar.

Got Suggestions or Requests? Call Fuller's Suggestion Box Line **1-800-732-1122** with your ID#.

PAY ATTENTION TO THE BONUSES. NEW Distributors Receive: A breakdown guide to all the bonuses so you can keep track of them, my newsletter, and a welcome letter with all your upline and important contact information, as soon as I receive their mailing address from their sponsor. You should tell your new distributors about all the new distributor bonuses too. They are plastered on promotional flyers in your kit and in our recruiting literature. I always notice first orders like \$45; a \$50+ first order would have given them a free 4XFulsol. Of course tax and shipping doesn't count; this figure is strictly commissionable retail product volume before your discount. That Fulsol is also merely a consolation prize. If that very first product order is \$150+, you receive a \$59.99 Electrostatic Carpet Sweeper; \$200+ you also get the Fast Start bonus. You can get Fast Start bonuses for 3 consecutive months – see my chart or the flyers for deadlines.

Free Advertising: When you get promoted, send a notice to your local paper; they usually print it for free.