



# DOWNEAST WINNING TEAM®

## NEWSLETTER



**ISSUE #81** **November-Winter 2008**

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**Newsletter & email-only updates, subscribe free:** [www.FullerBrushDWT.com/news.htm](http://www.FullerBrushDWT.com/news.htm)

This Newsletter is FREE to ALL Team members whose addresses have been submitted to me. All New members receive a paper copy and welcome/getting started letter from me. Those with email then receive a paper copy FREE only ON REQUEST. Let me know if you prefer paper. Thx.

◆ **CONGRATULATIONS NEW DWT FULLER BRUSH MANAGERS:** Reach \$600.

<b>AUG:</b>	<b>WAYNE MAIERS (IA)</b> – sponsor Merlin Luschen (WI)
	<b>JENNIE LYNN SCHLAGETER (NY)</b> – sponsor Roland Rhoades (ME)
	<b>PAUL WILKES (GA)</b> – sponsor Roland Rhoades (ME)
	<b>LOREEN KALISHER (NY)</b> – sponsor Roland Rhoades (ME)
	c <b>EXPRESSIONS (NY)</b> - sponsor Champion Supplies (NY)
	c <b>MARIA MORALES (CA)</b> - sponsor Champion Supplies (NY)
	c <b>RICHARD LENT (IL)</b> - sponsor Champion Supplies (NY)
	c <b>CYNTHIA GEIGER (PA)</b> - sponsor Champion Supplies (NY)
	c <b>JOHN CUMMINGS (NJ)</b> - sponsor Champion Supplies (NY)
	w <b>BOBBY TAYLOR (TX)</b> - sponsor Wynn Distributing (AR)
<b>SEPT:</b>	<b>RAY STANIO (CT)</b> – sponsor Roland Rhoades (ME)
	<b>WILLIAM MEYER (CT)</b> – sponsor Ray Stanio (CT)
	fs <b>MICHAEL WILLIAMS (CO)</b> – sponsor Esther Freckman (CO)
	fs <b>STEVE COBURN (OH)</b> – sponsor Jennifer Lehman (DE)
	c <b>JOSEPH LEOTTA (NJ)</b> - sponsor Champion Supplies (NY)
	c <b>JERRY REED (MO)</b> - sponsor Champion Supplies (NY)
	z <b>KENNETH EVANS (CA)</b> – sponsor Christine Reinhart (FL)
	h <b>MICHAEL &amp; CAROLINA MOON (CA)</b> - sponsor Frantz Pierre (NY)
	h <b>MARIE MURRAY (AZ)</b> - sponsor Frantz Pierre (NY)
	h <b>TIMOTHY GOETTER (WY)</b> - sponsor Mark Haynes (NV)
	h <b>G L WILLIAMS (MO)</b> - sponsor Mark Haynes (NV)
	w <b>ANITA SIMMONS (TN)</b> - sponsor Wynn Distributing (AR)
	p <b>HERBERT MOELLER (WA)</b> - sponsor Tom Peper (CA)
	p <b>MIGUEL LERMA (CA)</b> - sponsor Tom Peper (CA)
	palh <b>JANICE LARSON (NC)</b> - sponsor Janet Hill (WA)
<b>OCT:</b>	<b>THELMA MILLER (OH)</b> – sponsor Roland Rhoades (ME)
	c <b>TRENT COLVIN (IL)</b> - sponsor Champion Supplies (NY)
	h <b>DELROSE WYNTER (NY)</b> - sponsor Claudette Haskin (NY)
	w <b>DENISE LUNDY (OK)</b> - sponsor Wynn Distributing (AR)

**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)      c = Supv Director Champion Supplies' group  
 p = Executive Director Tom Peper's group or 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 Hill's group (part of Paul's group)  
 f = Director Alice Flander's group      fs = Director Melody Schafer's group (also part of Alice Flanders' group)

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

<b>AUG:</b>	p <b>RAYMOND RADZINSKI (MI)</b> - \$13,341	palh <b>JANET HILL (WA)</b> - \$3689
	z <b>JENNIFER MOSCOSO (FL)</b> - \$3231	p <b>JEFF CANNON (GA)</b> - \$3189
	pal <b>PAUL LEHMAN (CA)</b> - \$3139	p <b>RON CARPENTER (CA)</b> - \$2061

	<b>h MARK HAYNES (NV) - \$1715</b>	<b>p TOM O'BRIEN (CA) - \$1567</b>
	<b>h LORETTA MATTO (PA) - \$1314</b>	<b>c WILLIAM YODER (OH) - \$1314</b>
	c MICHAEL/SHERYL JENKINS (AZ) - \$955	c JOHN CUMMINGS (NJ) - \$909
	p MICHELLE GUENTHER (TX) - \$908	TINA ORR (PA) - \$814
	z CHRISTINE REINHART (FL) - \$770	c CYNTHIA GEIGER (PA) - \$715
	c LOUIS ANZALONE (NY) - \$673	PAUL WILKES (GA) - \$609
	h RONALD BORGMAN (MO) - \$592	p JESUS/CARL WENDT (CA) - \$570
	c JOHN/DONNA BRADY (FL) - \$565	pa ALBERT PRESTON (NV) - \$545
	WAYNE MAIERS (IA) - \$495	z KENNETH EVANS (CA) - \$453
	z PATTY ZASLOFF (FL) - \$425	palh JANICE LARSON (NC) - \$420
	c LOLA THOMPSON (VA) - \$420	c JULIUS RENSCH (OH) - \$414
	p TOM PEPPER (CA) - \$410	p ELIZABETH WEBB (WA) - \$404
	TIMOTHY KOHLS (MO) - \$397	w H C STROUD (AR) - \$390
	z MARTHA JANE LAWSON (TN) - \$389	f ANDREA STALNECKER (PA) - \$358
	p BONNIE McDERMOTT (AZ) - \$353	AMY REEH (KS) - \$337
	f ALICE FLANDERS (ME) - \$336	c MARIA BRITTIS (SC) - \$333
	w BOBBY TAYLOR (TX) - \$323	w WYNN DISTRIBUTING (AR) - \$346
<b>SEPT:</b>	<b>p RAYMOND RADZINSKI (MI) - \$11,671</b>	<b>palh JANET HILL (WA) - \$3569</b>
	<b>p RON CARPENTER (CA) - \$3477</b>	<b>pal PAUL C LEHMAN (CA) - \$3311</b>
	<b>h MARK HAYNES (NV) - \$3040</b>	<b>z JENNIFER MOSCOSO (FL) - \$2965</b>
	<b>p JEFF CANNON (GA) - \$2829</b>	<b>pa ALBERT PRESTON (NV) - \$1508</b>
	<b>z CHRISTINE REINHART (FL) - \$1196</b>	<b>z KENNETH EVANS (CA) - \$1125</b>
	h G L WILLIAMS (MO) - \$952	p TOM O'BRIEN (CA) - \$931
	c JULIE WISHARD (MD) - \$685	fs STEPHANIE BYRNE (NH) - \$679
	h LORETTA MATTO (PA) - \$673	fs KAE PAGE (NH) - \$653
	fs MICHAEL WILLIAMS (CO) - \$643	p MIGUEL LERMA (CA) - \$635
	WILLIAM MEYER (CT) - \$603	pal YVONNE HAWTHORNE (MD) - \$577
	c JOSEPH LEOTTA (NJ) - \$550	w WYNN DISTRIBUTING (AR) - \$549
	h CAROLYN MACEDA (NY) - \$476	z MARTHA JANE LAWSON (TN) - \$469
	c MARY FONTENOT (LA) - \$450	c WILLIAM YODER (OH) - \$431
	p MICHELLE GUENTHER (TX) - \$428	p JESUS/CARL WENDT (CA) - \$413
	h BARBARA CARNEGIE (ME) - \$405	palh JANICE LARSON (NC) - \$392
	c HOPE HELDRETH (NJ) - \$378	c LOUIS ANZALONE (NY) - \$378
	c LOLA THOMPSON (VA) - \$339	MARK BEHMLANDER (MI) - \$332
	w ANITA SIMMONS (TN) - \$309	c JULIUS RENSCH (OH) - \$309
	fs STEVE COBURN (OH) - \$307	GARY GREENE (NC) - \$304
	p THOMAS PEPPER (CA) - \$303	TIMOTHY KOHLS (MO) - \$301
<b>OCT:</b>	<b>p RAYMOND RADZINSKI (MI) - \$5365</b>	<b>palh JANET HILL (WA) - \$3734</b>
	<b>p JEFF CANNON (GA) - \$3154</b>	<b>z JENNIFER MOSCOSO (FL) - \$3078</b>
	<b>p RON CARPENTER (CA) - \$2709</b>	<b>h MARK HAYNES (NV) - \$1984</b>
	<b>pa ALBERT PRESTON (NV) - \$1168</b>	TINA ORR (PA) - \$919
	z CHRISTINE REINHART (FL) - \$909	pal PAUL C LEHMAN (CA) - \$907
	KAY SIU (HI) - \$897	p MICHELLE GUENTHER (TX) - \$822
	c LOUIS ANZALONE (NY) - \$702	c TRENT COLVIN (IL) - \$662
	c WILLIAM YODER (OH) - \$657	z KENNETH EVANS (CA) - \$646
	MARK BEHMLANDER (MI) - \$639	WILLIAM MEYER (CT) - \$634
	h G L WILLIAMS (MO) - \$563	c LUCIE RELYEA (NY) - \$527
	TOM DERRICK (NY) - \$521	f ANDREA STALNECKER (PA) - \$490
	c MARIA BRITTIS (SC) - \$472	c JULIUS RENSCH (OH) - \$406
	fs MICHAEL WILLIAMS (CO) - \$396	w JENNIFER TELFORD (NY) - \$395
	pa KARA ENTERPRISES (ID) - \$374	c MERRY GUINN (FL) - \$356
	w WYNN DISTRIBUTING (AR) - \$331	h RONALD BORGMAN (MO) - \$327
	p THOMAS PEPPER (CA) - \$309	c CANDY VEGA (TX) - \$309

**Free Advertising:** When you get promoted, send a notice to your local paper; they usually print it for free.  
**Distributors Call ☎ 1-800-732-1118 if you don't have a Literature Pack of current catalogs, Free on request.**

**Congratulations** to the new distributors starting right off meaning business. The following reached Manager in their first or second month via personal sales: Cynthia Geiger, John Cummings, Trent Colvin, G L Williams, Miguel Lerma, Paul Wilkes, Bill Meyer, and Michael Williams. Besides the sales leaders and Directors listed above, the following were over the \$1000+ group volume level with their downline distributors: Jennifer Lehman, Esther Freckman, Stephanie Byrne, Lorian Rivers, Terrie Routh, Mary Martin, Ursula Wenzke. **How do you do it?** Many tips are in our Retailing & Fullerdirect manual in our File Library, as well as in previous newsletters. A Library of past newsletters is on my website. The whole point of Fuller Brush is repeat business. Many of my customers have been ordering from me for 15 years. Build a relationship, even long-distance, and make sure they know that *YOU* are their Fuller rep, and that you can help with any cleaning questions they may have.

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

<b>Aug-Oct:</b>	<b>ROLAND RHOADES (ME) – 17</b>	<b>p RON CARPENTER (CA) - 13</b>
	<b>h FRANTZ PIERRE (NY) - 11</b>	<b>p TOM PEPPER (CA) - 8</b>
Encourage	w WYNN DISTRIBUTING (AR) - 8	h MARK HAYNES (NV) - 7
the R205	p RAY RADZINSKI (CA) - 7	h MICHAEL/CAROLINA MOON (CA) - 5
Gold Select	h BARRY OLSON (WI) - 4	z PATTY ZASLOFF (FL) - 3
Business	fs MELODY SCHAFFER (OH) – 3	h MAURI MEDDING (CA) - 3
Builders	h BARBARA OLBROT (MI) - 3	palh JANET HILL (WA) - 2
Kit	fs ESTHER FRECKMAN (CO) - 2	

I debated including 4 of these people in here. My list of distributors shows that they recruited people, but that's all I know about them. To be included as a recruiter on my team, TELL me who you recruited. Thanks.

**Making it happen.** We have a very active New Hampshire team, in which Kae Page is certainly doing her part retailing and sponsoring, so I sponsored one of my NH leads under her in October, just as I had sponsored Kae under another active NH team member. Kae replied: *"I appreciate you thinking of me and please feel free to send others my way! I am excited about what the future holds. In spite of the financial crisis we are all facing, I am still hearing from my repeat customers and have had contact with several new people lately. The sign on my car continues to be the best thing since sliced bread! Almost every time I go to a shopping center, someone comes up to me and comments on the fact that Fuller Brush is still around. When I am asked for my business card, I always pull out a catalog to go with it."* As you all know, you get that magnetic car sign and business cards for free, assuming you buy/sell a mere \$600 within your first 5+ months. Kae also said she had already contacted the new dealer offering her help, so I replied: *"You're welcome Kae. Glad to hear you are on top of things. That is what I like about FB myself. I made a delivery in a neighboring town today and stopped for gas at the end of her road. The woman pumping gas in front of me saw the sign on my car door and said the classic 'FULLER BRUSH! Wow, I didn't know you guys were still around.' I gave her catalogs before I could start pumping my gas, and we talked a little about the products."* I always keep a supply of the current catalogs in my car. Get a name and phone for followup!!!

**HOLIDAYS 2008.** The Holiday Gift Shoppe Demo is available until Nov 26. The top sellers have been the coin counter machine, the pink fluffy duster, and the liquid powered clock that never needs batteries. Use the **MONTHLY SPECIALS Catalogs** - See your monthly purchase order. These have the new products and also offer your customers limited time discounts to encourage them to buy NOW. Your customers will appreciate you being their "discount Fuller dealer". Dec & Jan catalogs are 40 for \$9 with a free product. January catalogs available Nov 20.

**NEW PRODUCT DEMOS.** New products always have introductory demo prices to distributors, one per dealer. The Nature's Choice "Green" Glass & Mirror Natural Cleaner is now available. Get your \$9.98 value bottle with sprayer for only \$4 less your commission #D593907. The new Microfiber Wet & Dry Mop is also now available, reg \$31.99, demo #D110808 for only \$14.99 less your commission. Both Nov 3 - Dec 31.

**STANLEY HOME PRODUCTS.** Most of us find that it is the Fuller products that get the most brand recognition, but we also have over 100 Stanley products that are not just a duplication of what we already have. We do not have a usable Stanley catalog, because it includes the Stanley corporate phone/website and zero-commission products we dealers don't have. You can see all the products you can sell on your fullerdirect website, or on myfullerbiz. And now, you can print out ONE single product page price list with all the products. This page that we created is on our training website. People who buy Stanley products pretty much already know what products they like. See the Stanley topic in our Q&A and Announcements Discussion Board. Just take orders from this page or send people to your fullerdirect website.

Fuller also occasionally has backorders when you sell products faster than their projections, or when they have problems with their raw materials suppliers. The much anticipated Fullsparkle Window Washer has been reformulated from a powder to a liquid and should be available mid-December. The Sales Hotline will make the announcement.

**UPCOMING SALES.** Since my next print newsletter isn't until February, keep up to date with the announcements on the sales hotline and our DWT announcements board. We many times have special customer-stock-up sales, besides the monthly catalogs, announced from mid-December through the beginning of February. These sales have always successfully combated post-Holiday doldrums. And I would expect the recruiting promotions and discount kits to be extended for another 6 months, but we won't know for sure until the last week of December. Our Discussion Board (with over 1000 postings of announcements and product and selling suggestions) will usually make the announcements before Fuller even does. So, keep yourself informed.

Many people ask when their orders ship. To keep S&H rates down, Fuller ships most orders weekly by truck to regional UPS centers. The schedule is posted on our Discussion Board. But the last week of each quarter, and sometimes at the end of the other months, Fuller will ship every order out immediately for inventory and accounting purposes. That is great for us, unless you were planning to add to it. Fullerdirect orders always ship as soon as they process the order. Btw, Fuller gives all your mail/phone/web fullerdirect customers a free gift of usually the #051 handbrush and a master catalog. This was all from our Discussion Board in the past months or years.

The new #24 Witch Hazel moisturizing lotion in the larger more convenient 16oz bottle is now flying out the door. This has been a Fuller top seller for decades. The Non-slip Pant Hangers are in the Holidays flyer and have been a core Fuller product for decades. They are made in Canada, but the order Fuller placed for more last spring has been stalled and finally the manufacturer said they cannot fill the order. Fuller is looking for an alternate supplier, but may not be able to take more orders.

Fuller provides the **FULLER BRUSH SALES HOTLINE** (Audio Newsletter) 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.

**IMPORTANT DATES:** **Nov 14:** December Specials began; **Nov 26 4PM CST:** November Order Deadline; **Dec 15:** January Specials begin; **Dec 31 4PM CST:** Dec & Holiday brochures Order Deadline; **Jan 15:** Feb Specials begin; **Jan 30 4PM CST:** Jan Deadline; **Feb 13:** March Specials begin.

### **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 print Newsletter earlier than US mail, this issue posted on our website 11/14 as a pdf exactly like my print copy, and a notice emailed to all the emails I have. Many emails come back refused or disappear in your spam list, so add my email address to your trusted senders list/ white list/ not-spam list. This paper newsletter is now published quarterly and is free to everyone in the Downeast Winning Team, IF your address is submitted for my newsletter by your sponsor, *part of your responsibility if you recruit*. Paper copy will gladly be mailed to those who cannot print out the pdf copy; **just ask**. Over 1000 Email-only updates now go out monthly in between the paper issues.

### **HOW RECRUITERS MAKE MONEY**

As I have detailed before, in Fuller Brush you can get paid for recruiting someone your first day in the business (if you also have \$35 personal volume), unlike some other companies. 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. Remember, only ONE Kit per person, so encourage the largest \$130+ R205 Gold Select Business Builders Kit for **\$39.95**. **Use our Fuller Gold 2010 5-page recruiting letter (at our training website)**, which you can personalize with your contact info and make into an emailable pdf (with free programs like cutepdf.com), and then *send them to the FullerBrushGetStarted.com application* with your ID#. **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.

**"If you can't excel with talent, triumph with effort."** - Dave Weinbaum: Businessman, writer

**"They say that time changes things, but you actually have to change them yourself."** - Andy Warhol

**"There are many ways of going forward, but only one way of standing still."** - Franklin D. Roosevelt

**"The entrepreneur always searches for change, responds to it, and exploits it as an opportunity."** - Peter F. Drucker

These quotes are from the FREE Nightingale Conant e-newsletter which I recommend.