



DOWNEAST WINNING TEAM®

NEWSLETTER



ISSUE #88 **August-Fall 2010**

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Newsletter & updates, free at: 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. You then receive subsequent newsletters via email as a pdf link. Let me know if you prefer paper. Thanks.

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

MAY:	TIMOTHY KOHLS (MO)	sponsor Roland Rhoades (ME)
JUNE:	CARROLL BUCCI (NH)	sponsor Roland Rhoades (ME)
	JANET KNAUSS (IN)	sponsor Roland Rhoades (ME)
	w PAUL DIETZ (NY)	sponsor TS99 Inc (FL)
	p JOYCE TUDYK (TX)	sponsor Thomas Peper (AZ)
	p DAVID FAUSNAUGH (AZ)	sponsor Thomas Peper (AZ)
	palh KRIKA BRADSHER (NC)	sponsor Penny Bolyard (TX)
	pa KATHLEEN WOFFINGTON (ID)	sponsor Albert Preston (NV)
JULY:	fs MARY STOVER (OH)	Sponsor Sharon O'Neil (OH)
	c MELANIE SHAMBAUGH (WV)	sponsor Champion Supplies (NY)
	c MIKE GERDEMAN (OH)	sponsor Champion Supplies (NY)
	c MARY JANE GORDON (FL)	sponsor Champion Supplies (NY)
	c BEVERLY SHRUM (NC)	sponsor Champion Supplies (NY)
	h EDWARD SCHINE (NY)	sponsor Frantz Pierre (NY)
	w GARY HANSON (CA)	sponsor TS99 Inc (FL)
	w TODD CASSIDY (MO)	sponsor Wynn Distributing (AR)
	p DEAN BOWEN (NC)	sponsor Ron Carpenter (CA)
	p ALICE STERRETT (CA)	sponsor Ron Carpenter (CA)
	p JANE LEVISE (MI)	sponsor Thomas Peper (AZ)

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 (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 (part of Alice Flanders' group)

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

May-July:	ROLAND RHOADES (ME) - 17	p RON CARPENTER (CA) - 10
Encourage	p TOM PEPER (CA) - 10	h MARK HAYNES (NV) - 7
the R205	pa AL PRESTON (NV) - 6	fs MELODY SCHAFFER (FL) - 5
Gold Select	z JENNIFER MOSCOSO (FL) - 5	pal JAMES CORDELL (PA) - 4
Business	w TS99 INC (FL) - 3	h FRANTZ PIERRE (NY) - 3
Builders Kit	pal PAUL LEHMAN (CA) - 3	h MILTON BOLTON (NY) - 3
	DAVID THOMAS (TN) - 2	

To be included as a recruiter on my team, TELL me who you recruited. No sense recruiting if you aren't going to plug them into the team and tell me how to send them the team newsletter. Thanks. I also need to

keep stressing the importance of recruiting successfully with our **Fuller Gold 2010 recruiting letter** that explains all the details. Just sending a couple Company flyers won't do it. We keep getting people who think they can continue buying kits. The Free KIT is a distributor KIT and signs you up as a distributor. We keep getting people who think they only got information to make a decision on, even though they had to give their social security number, and now want the business builder's kit. **ONE KIT per distributor**, so encourage people to get the one they really want (as p5 of the recruiting letter stresses). Thanks.

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

MAY:	palh JANET HILL (WA) - \$4018	p MICHAEL IAN HILL (CA) - \$3091
	p THOMAS PEPPER (CA) - \$3090	z JENNIFER MOSCOSO (FL) - \$2814
	pal PAUL C LEHMAN (CA) - \$2683	p RON CARPENTER (CA) - \$2632
	pa ALBERT PRESTON (NV) - \$2523	h MARK HAYNES (NV) - \$1447
	pal JAMES CORDELL (PA) - \$1123	f ANDREA STALNECKER (PA) - \$974
	TIMOTHY KOHLS (MO) - \$855	p MICHELLE GUENTHER (TX) - \$728
	h RONALD BORGMAN (MO) - \$636	c MERRY GUINN (FL) - \$588
	z CHRISTINE REINHART (FL) - \$545	pal RAYMOND HAMPTON JR (WA) - \$442
	z REBEKKA SEBREE (IN) - \$379	w WYNN DISTRIBUTING (AR) - \$354
	p JESUS/CARL WENDT (CA) - \$354	c PATRICIA SHOEMAKER (NE) - \$332
	w H C STROUD (AR) - \$303	c JACKIE HOLT (AL) - \$301
JUNE:	pa ALBERT PRESTON (NV) - \$3910	p RON CARPENTER (CA) - \$3633
	p MICHAEL IAN HILL (CA) - \$3159	palh JANET HILL (WA) - \$3098
	z JENNIFER MOSCOSO (FL) - \$2891	TINA ORR (PA) - \$2048
	pal PAUL C LEHMAN (CA) - \$1861	h MARK HAYNES (NV) - \$1841
	p THOMAS PEPPER (CA) - \$1477	f ANDREA STALNECKER (PA) - \$1160
	TIMOTHY KOHLS (MO) - \$1133	w PAUL DIETZ (NY) - \$1062
	pal JAMES CORDELL (PA) - \$941	pa KATHLEEN WOFFINGTON (ID) - \$936
	z CHRISTINE REINHART (FL) - \$838	palh KRIKA BRADSHER (NC) - \$683
	BEVERLY ARP (IA) - \$629	JANET KNAUSS (IN) - \$609
	c MARY JO MARTIN (KS) - \$597	p DAVID FAUSNAUGH (AZ) - \$595
	p MICHELLE GUENTHER (TX) - \$549	p ALICE STERRETT (CA) - \$491
	h LORETTA MATTO (PA) - \$489	c MARY JANE GORDON (FL) - \$470
	c MERRY GUINN (FL) - \$423	c GEROLD ATHERTON (OH) - \$416
	h RONALD BORGMAN (MO) - \$400	c BEVERLY SHRUM (NC) - \$388
	w LYNN McCRELESS (TX) - \$373	pal RAYMOND HAMPTON JR (WA) - \$361
	p JANET PEPPER (CA) - \$358	w H C STROUD (AR) - \$328
JULY:	pa ALBERT PRESTON (NV) - \$5094	palh JANET HILL (WA) - \$4075
	p THOMAS PEPPER (CA) - \$2817	z JENNIFER MOSCOSO (FL) - \$2613
	p RON CARPENTER (CA) - \$2597	p MICHAEL IAN HILL (CA) - \$2357
	TIMOTHY KOHLS (MO) - \$1786	h MARK HAYNES (NV) - \$1225
	pal JAMES CORDELL (PA) - \$1220	pal PAUL C LEHMAN (CA) - \$1164
	p DAVID FAUSNAUGH (AZ) - \$1017	z CHRISTINE REINHART (FL) - \$857
	p JANE LEVISE (MI) - \$844	c BEVERLY SHRUM (NC) - \$839
	c MARIA BRITTIS (SC) - \$662	p MICHELLE GUENTHER (TX) - \$659
	TINA ORR (PA) - \$586	w WYNN DISTRIBUTING (AR) - \$533
	c MARY JANE GORDON (FL) - \$485	BEVERLY ARP (IA) - \$467
	pa KATHLEEN WOFFINGTON (ID) - \$445	f ANDREA STALNECKER (PA) - \$397
	SANDRA PARSONS (CA) - \$386	STEVEN JOHNSON (UT) - \$375
	h EDWARD SCHINE (NY) - \$373	f TRUITT ANDRESS (NJ) - \$345
	w GARY HANSON (CA) - \$303	

Congratulations to everyone on our team mentioned in the Quarter 2 2010 edition of *Fuller Brush Superstars* which you receive in your orders. Top Recruiters included Champion Supplies, Roland Rhoades, Ron Carpenter, Thomas Peper, Jennifer Moscoso, and Paul Lehman. Top Retailers are Champion Supplies, Albert Preston, Janet Hill, Michael Ian Hill, Thomas Peper, Jennifer Moscoso, Ron Carpenter, and Tina Orr. Team members Timothy Kohls & Kathleen Woffington were recognized for advancing to Manager the same month that they joined. And while many of you are new, we also have many committed veterans who have put in their time to KNOW that what they have is worth holding onto. Beverly Arp in IA, Caroline Aylward in HI, and Martin Peavey in MN just received their 15-year awards. Melody Schafer in FL, Lawrence Konicke in NY, Adelaide Wink of FL, and Carolyn Maceda of NY received their 10-year awards.

A Big congratulations to the following who joined for a reason and advanced to Manager in their first or second month (with their 2-month sales): Mary Jane Gordon \$954, Beverly Shrum \$1227, Kathleen Woffington \$1381, David Fausnaugh \$673, Jane Levis \$844, & Timothy Kohls \$1988. David Fausnaugh, Tim Kohls, & Beverly Shrum have continued with over \$1000 in their third month.

"Try to be better than... yourself!"

IMPORTANT DATES: **Aug 13:** Sept & Holiday Specials began; **Aug 31 4PM** Central: Aug & Outdoor flyer Order Deadline; **Sept 15:** Oct & Holiday Gift Shoppe Specials begin; **Sept 30 4PM** CST: Sept Order Deadline; **Oct 15:** Nov Specials begin; **Oct 29 4PM** CST: Oct Order Deadline.

Remember that if you join (or recruit someone) securely online at **FullerBrushGetStarted.com**, a paper application is superfluous and goes in the round file, even if a different kit is chosen. Please stop using paper applications if you or the new dealer have internet access; the old rules of closing paper accounts not signed by both parties still applies. I see a number of accounts closed for no completed application lately. You can only join once, so if you use a paper application, you cannot rejoin online. Just get rid of the paper ones that can expose your credit card and soc sec #. Fuller Brush emails you as the sponsor, with the contact info IF your dealers join online, so just fwd that email upline for support. If you use a paper application, Fuller assumes you know who you are signing up. Thanks.

2010-2011 MASTER CATALOG. Get your supply in late September at the introductory special offer.

HOLIDAY GIFT SHOPPE

Fuller Brush introduced the first Holiday brochure in July with 32 of our top holiday products which has already begun, and ends Dec 31.

We announced the Gift Shoppe demo package on the discussion board Aug 19. It has a \$160 retail value, but every distributor can order ONE demo package of the entire assortment including a Fuller Brush canvass tote bag for only \$99 Sept 1 - Nov 30, *with an early bird special the week before.* AND, it counts as regular product volume for bonuses and commissions. Fuller sells at nearly cost to get these in your hands so that you can see what the heck you are selling. I am happy to see the bring-back of some beloved products from past years. If calling your order in, just ask for it. If ordering on myfullerbiz, the demos are under "Business Aids", even though they count as products.

The Clear Reflections Mirror is back. We've had quite a few people asking for that; plus it includes free Precision Tweezers. The Super Grip safety handle for showers and the Amber Magnifier that sold so well last year is back; makes print darker as well as larger. Watchdog Door Alarm. Multi-blade shredder scissors - shred those bank statements before throwing in the recycle bucket! 5-in-1 premium shears. Photo Frame glass coaster set. Digital clock with photo frame. Premium Lint Shaver. This was in our Gift Shoppe a few years back and not only did we sell out, Fuller cleaned out their supplier. I always thought them a gimmick, and some cheap ones are worthless, but what they call the premium version works fantastic shaving those lint balls off shirts, sweaters, skirts, etc. In this economy, people will be trying to make their clothes last longer. If you SHOW them, you'll sell them.

If showing the brochure to someone who you think might be interested in making extra money, ask them now through November, if they'd like the entire Gift Shoppe package for \$99 less at least 20%. If so, tell them to join. And.... have a Party:

HOLIDAY HOME PARTIES

Fuller Brush Home Parties are always a refreshing change of pace from the same old humdrum parties people are used to. **Our hostess gift is cash** plus a free \$60 Carpet Sweeper for a first party of \$300 or more, plus another free Sweeper to the distributor who helps that person make their party a success. This has been in our Home Party manual for probably

15 years, so if you don't know about this benefit, just go to our Training website File Library for the manual. [Not a Fuller manual, our DWT manual.]

BACK TO BASICS.

Make Money Beginning on Day One.

WHY do some people do so great and others do nothing? Well, with over 1000 distributors on our team, and 40 distributors registered on our discussion board and paying attention to our training, I think that is the answer. You get out of it what you put into it. We did have a few hundred on our old Board which got destroyed by hackers. If you haven't re-registered on our new Board, please do because that is where we announce everything, and basically IS our newsletter updates, and the Board also emails you updates. You received the address in your welcome letter, so we don't publish it in this public newsletter; I only train MY team members, not the whole company. Email me if you need it again. Fuller Brush provides us the products, catalogs, specials, and website to become successful. The Downeast Winning Team provides extra encouragement, newsletters with ideas and actions that others are doing successfully, a training website, referrals, and other support to give you the opportunity to be above average. Beyond that, you will get out of the business what you put into it. I do get some people who join and say they want to build a huge network of distributors. So, I go ahead and sponsor people under them, but they continue doing nearly nothing and after a year say, "well I'm not rich yet, I'll quit and *try* something else." That was "trying"??? Lotsa luck in your future endeavors. First step is deciding what you want. Do you really want to build an alternative to a job? If you do, then put in your time and concentration, asking yourself "what can I do that I know how to do or can learn, to put myself a cut above the rest?" "If I was being evaluated like an employer would in a job, would he think I was doing my job?" See the May newsletter for more.

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.com back-office website.

It also announces the monthly top recruiters contest. This measures how much volume your new recruits produce in their first 6 months, and then they drop off, so it is fair for anybody to win money. Top prize is \$300, 2nd \$200, 3-5 \$100, and 6-10 \$50.

Recent winners include myself, Champion Supplies, Al Preston, and Tom Peper.

Newsletter monthly updates: Check back monthly at my newsletter webpage and/or our Discussion Board for updates between my quarterly newsletters.

The large Bath Clean refill introduced in July has been a big success. Your market is anybody with a big home, home or business cleaners, and businesses. Copied from "The Fuller Difference in Bathroom Cleaning" flyer that you give all your customers to educate them about our products, is WHY people love the product: "The vertical-clinging and foaming #780 **Bath Clean with Grime Guard** is recommended for fiberglass tubs and other surfaces, general bathroom cleaning, dissolving tough soap scum, and will remove most stains, even hard water stains. ... worked terrific removing rust stains from my formica kitchen countertop, ...great for removing scale from boat propellers. ...I sprayed some on just a portion of my glass shower doors and watched in amazement as the thick foam slowly crawled down the glass gobbling up soap scum! As it dripped down farther, it left a clean streak. I just simply wiped with a damp cloth. The glass in that area sparkles! I am sold on this product."

Fuller Brush Backorders. Any of you who have been around for the past couple years know of the problems Fuller has had. I'm glad to see that is officially behind us, as we have been keeping you updated on in our discussion board. Now, let's sell!

Stanley Home Products. You can buy/sell the Stanley products mixed with a Fuller order, and we have started a topic on the discussion board for the products and sales options. Many products have been re-named, and a new one-page Stanley product list to give your customers will be posted there soon.

Getting ahold of me. You have my phone and email from page 1 here, but with over 1000 distributors, I can only do so much. If I am away or behind on projects, I may go a week without checking for voicemail messages. Email is always on if I'm home, and I can check on the answer and get back to you. Busy this month writing this newsletter. Your best bet is the Q&A Discussion Board. Fuller is my only job, but half my time is taken by genealogy research, doing meetings, writing articles and working on a book. Contact your sponsor and other upline first. (One of the reasons I try to sponsor geographically under you, if active.) Thanks.

Distributors Call ☎ 1-800-732-1118 for a FREE Literature Pack of current catalogs.