

A Newways Distributor since 1990, Michael D'Avolio grew up in Boston and now lives in Draper, Utah. He's currently serving on the Distributor Support Team, and he received several awards at the 2005 global convention, including the Joe Hornsey Leadership Award. This article is adapted from his presentation at Newways' 2005 global convention in Salt Lake City.

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Why Newways Is the Perfect Business

Fresh out of college, I became involved in real estate investment and development. I made a whole bunch of money, but then I made some big mistakes. With a wife and three young children to support, I lost my money, my cars, and all the buildings I owned, including my own house.

Then I heard about Newways. The thing I liked about Newways was that I didn't need any money down, because I didn't have any. I definitely wasn't born with any special talents or abilities; I simply survived and saw Newways as the next opportunity. I developed a strong belief in the products, the compensation plan, and the whole concept of network marketing. I decided that failure was not an option.

In this article, I'm going to talk about some of the concepts and ideas that got me excited about Newways when I first started and that continue to motivate me every day. If you want to look good, feel good, and make more money, you're in the right place. In a time of uncertainty, one thing is certain: If you build your business with

Newways and you qualify monthly, you will get paid.

Overcoming Early Challenges

When I first got involved in Newways, I felt nervous talking to people about the business, and I often procrastinated. However, with lots of time and experience under my belt, now I can talk to *anybody* about our business. I promise that the same process can happen for you. As you keep putting forth effort, your confidence will grow over time. Success is a mindset; once you're determined to be successful, nothing can stop you.

In my early days with Newways, my brother-in-law promised me that if I traveled to where he lived, he'd fill a room with fifty people to learn about Newways. I booked the meeting room, I booked my hotel room, and I drove three hours to do a powerful meeting. When I arrived, it was just him and me. Lots of successful Distributors can tell a story like that, so don't be afraid or discouraged if it happens to you. Keep building your business, and eventually things will click.



I believe Neways is an equalizer. Regardless of your background, abilities, or means, you can rise to the top and earn as much income as any professional. With Neways, you can create something from nothing. You don't need money or capital, and you face no barriers to entry except your own desire and willingness to share the Neways message. You don't need to quit your job initially and invest all your time. If you're simply willing to keep talking to others, there's no limit to the amount of money you can make.

To succeed with Neways, what you need is strong desire. Desire must be your first thought when you wake up and your last thought before you go to sleep. You've got to be passionate. You've got to be focused. You've got to have self-discipline. You've got to be motivated, maintain a positive attitude, and stay enthusiastic. You've got to keep renewing your faith and belief in the company, the products, the opportunity—and most importantly, yourself. You've got to keep setting new goals. Decide what you want, and then be willing to do whatever it takes to accomplish it.

Enjoying the Neways Lifestyle

You could start your own business from scratch, but you'd work twice as hard and feel twice the stress that you did working for someone else. What Neways offers you is a readymade, turnkey business. Neways manufactures the products, bottles and ships them, creates the marketing materials, and handles the commission bookkeeping. You don't have to deal with all the tasks that choke many small businesses. All you have to do is keep passing along the message about the financial opportunity and health benefits that people so desperately need today.

Neways helps you pursue your God-given rights to life, liberty, and happiness. The money is great, but what really creates excitement is the time freedom. When you work for yourself, you get to do whatever you want whenever you want. With a more flexible schedule, you can take the time to cook healthier food for your family instead of eating processed food. You can exercise properly. You can read to inspire your mind with information and spirituality.

I like not waking up to an alarm clock. I like not commuting in traffic. I like not playing office politics. I like not having a boss. I like taking tax deductions that I couldn't take if I were an employee. I like vacationing whenever I want. I like playing golf, skiing, and going to movies and restaurants during the week, when it's not as crowded. My Mondays are as exciting as most people's Fridays, because I have passion and enjoy what I do.

This is a business of cooperation, not competition. It's dog eat dog in the corporate world, but this business is based on teamwork and mentoring. We succeed by helping other people succeed. It's a win-win scenario for everyone involved. Not only can you enjoy a rich, rewarding, fun, satisfying life with Neways, but you can truly help make this world a better place to live.

Looking Ahead to Retirement

The idea of working for a salary all your life and putting money into a retirement account is a slow, outdated plan. Corporate jobs can pay well, but the day you stop working is the day you stop getting paid. People making

\$50,000 a year today will need about two million dollars in their retirement account to keep maintaining the same lifestyle. Experts say that many baby boomers will be in a serious cash crunch when they stop working. People need a plan B, or they're not going to make it.

I believe the best way to ensure a wealthy future is to build up a source of residual income through Neways, with lots of downline Distributors consuming and marketing the products. You make a big initial effort to get the ball rolling, but eventually your organization can reach a point where the income automatically continues and even keeps rising. That's why it's so important to establish your network marketing career with a stable company like Neways that will be around forever.

It's been said that in order to get rich, you have to work for yourself, you have to work in a field that has no income cap, and you have to love what you do and never give up. To me, that sounds just like the Neways opportunity.

However, you don't get wealthy in thirty days with this business, because it's based on numbers that grow in geometric progression. There's no instant gratification, but you can make significant money five years from now because of all the work you did up front.

This is a business, not a hobby, and it takes work to succeed. You've got to use the products—the more the better—and learn the compensation plan. You've got to prospect lots of people. You've got to give lots of presentations about the business and the products. You've got to follow up with people and enroll them. This is a numbers game, and the more people you talk to, the more people will get involved in your Neways business. Once they do, you've got to continually support them, guide them, direct them, and help them help themselves.

Committing to Move Forward

In my opinion, Neways is still just getting going. Personally, I'm not going to stop until the entire planet is using Neways products and everyone knows about the business opportunity. Our

timing couldn't be better. The wellness industry is going to be a trillion-dollar industry, and we're right smack in the beginning of it. People are turning to home businesses and self-employment opportunities because they don't trust corporate America. I believe this company will be a billion-dollar company. We're going to rock the network marketing industry! Those of us who catch the vision, take the shot, and put in the work will benefit tremendously.

With your last breath on this earth, don't be saying, "I would've, I could've, I should've . . . I didn't." You want to say, "I believe, I can, I did." Let's all move forward together and do something spectacular with Neways.

New Super Seminar Dates & Locations

Come get the latest, greatest Neways training from top Distributors and corporate representatives!

Orlando, FL, July 8–9
Northern CA (Fremont), July 22–23
Southern CA (Orange County), July 29–30
Wichita, KS, August 12–13
White Plains, NY, August 12–13
Bakersfield, CA (Spanish), August 26–27
Boise ID, September 16–17
Toronto, Ontario, September 16–17

To register, log in to the Business Center at www.newaysonline.com, click on *Events*, and then click on *Super Seminars*.

