



DOWNEAST WINNING TEAM® NEWSLETTER



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May-June 2005

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

CREATE YOURSELF A FULLER LIFE !

◆ CONGRATULATIONS NEW DWT FULLER BRUSH MANAGERS:

| | |
|---------------|---|
| March: | SALLY HOOK (PA) - sponsor Roland Rhoades (ME) |
| | DAVID MARSH (VA) - sponsor Roland Rhoades (ME) |
| | c JOHN CORYELLE (CA) - sponsor Champion Supplies Inc (NY) |
| | c VILMA MOLINA (NY) - sponsor Champion Supplies Inc (NY) |
| | c AUDREY KERR (NV) - sponsor Patty Lynch (OH) |
| | c WILLIAM YODER (OH) - sponsor Patty Lynch (OH) |
| | h THOMAS EISENHUTH (FL) - sponsor Patty Zasloff (FL) |
| | h ROBERT REZA (CA) - sponsor Mark Haynes (NV) |
| | h ANNA HOY (IN) - sponsor Mark Haynes (NV) |
| | w THELMA LEWIS (TX) - sponsor Wynn Distributing (AR) |
| | g DONALD CRAFT (KY) - sponsor Evelyn Schmitt (TX) |
| | p BRENDA NICHOLS (OK) - sponsor Janet Peper (CA) |
| | a JIMMY TANGLE JR (MS) - sponsor Al Preston (NV) |
| April: | DOLORES HANSON (MN) - sponsor Roland Rhoades (ME) |
| | BRENDA & WALLACE BRYANT (ME) - sponsor Roland Rhoades (ME) |
| | WILLIAM HOLLAR (PA) - sponsor Roland Rhoades (ME) |
| | c MIKE McLEOD (OK) - sponsor Champion Supplies Inc (NY) |
| | c BETH KNIGHT (CA) - sponsor John Coryelle (CA) |
| | f PHILIP DRINKWINE (WA) - sponsor Gary Greene (NC) |
| | f JIM HAMM (AR) - sponsor Bev Fitchett (VA) |
| | h KENNETH GIEBE (CA) - sponsor Sharon Bray McPherson (FL) |
| | h DANA LEMOINE (TX) - sponsor Patty Zasloff (FL) |
| | w H C STROUD (CA) - sponsor Wynn Distributing (AR) |
| | a CAROL ANN WEBB (OR) - sponsor Janet & Tom Hill (WA) |
| | a ALFRED CARTER (FL) - sponsor Paul Lehman (CA) |
| | a ROBERT JERRY WEST (GA) - sponsor Chuck Radcliffe (GA) |
| | a VICTOR LIBO (NM) - sponsor Al Preston (NV) |

f = Supv Director Bev Fitchett's group h = Supv Director Mark Haynes' group (also part of Bev's group)
w = Director Wynn Distributing's group (also part of Mark's group) p = Supv Director Tom Peper's group
g = Director Emilio Garza's group a = Director Al Preston's group (both also part of Tom's group)
c = Director Champion Supplies Inc.'s group

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

HOW'S BUSINESS? Terrific! Many serious business builders are on these lists in their very first month, including Carol Ann Webb, Victor Libo, and Patricia Pray. Others in their first FULL month include Vilma Molina, Beth Knight, Willie Yoder, Jim Hamm, Dana Lemoine, Brenda Nichols, and Donald Moore. Many others are regulars on this list who make a goal of selling a minimum of \$300 or \$1000 every month. \$1000 and up are listed in bold, and in color on my website newsletter. Congratulations for taking advantage of this opportunity. Many others are building their organizations close to the Director level.

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

| | | |
|-----------------|----------------------------------|---|
| Mar-Apr: | ROLAND RHOADES (ME) - 22 | h MARK HAYNES (NV) - 11 |
| | h PATTY ZASLOFF (FL) - 11 | a JANET & TOM HILL (WA) - 11 |
| | a AL PRESTON (NV) - 5 | a YVONNE HAWTHORNE () - 5 |
| | h SHARON BRAY-McPHERSON (FL) - 4 | f BEV FITCHETT (VA) - 4 |
| | w WYNN DISTRIBUTING (AR) - 3 | f GARY GREENE (NC) - 3 |
| | c CARTER ALLGOOD (GA) - 3 | c AUDREY KERR (NV) - 3 |
| | f JIM HAMM (AR) - 2 | f PATRICIA PRAY (AR) - 2 |
| | c VILMA MOLINA (NY) - 2 | |

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

| | | |
|-------------|---|--|
| Mar: | a JANET & TOM HILL (WA) - \$7565 | a PAUL LEHMAN (CA) - \$4915 |
| | g RON CARPENTER (CA) - \$2790 | h MARK HAYNES (NV) - \$2371 |
| | g Safety & Supply Co (WA) - \$1952 | a YVONNE HAWTHORNE (MD) - \$1279 |
| | c PATTY LYNCH (OH) - \$1263 | w WYNN DISTRIBUTING (AR) - \$1111 |
| | a ALLEN SCOTT (VT) - \$1058 | a JIMMY TANGLE JR (MS) - \$1030 |
| | h THOMAS EISENHUTH (FL) - \$987 | c WILLIAM YODER (OH) - \$948 |
| | f BEV FITCHETT (VA) - \$944 | c VILMA MOLINA (NY) - \$935 |
| | c AUDREY KERR (NV) - \$818 | h LOUIS RENDEIRO (NY) - \$736 |
| | a ALBERT PRESTON (NV) - \$707 | p THOMAS PEPPER (CA) - \$615 |
| | h PATTY ZASLOFF (FL) - \$558 | COUNT COPY-FULLER (WI) - \$556 |
| | c BETH KNIGHT (CA) - \$543 | h LORIAN RIVERS (FL) - \$502 |
| | f SPENCER PARSONS (CA) - \$494 | p BRENDA NICHOLS (OK) - \$484 |
| | w EARL YEOMAN (OR) - \$471 | c MERRY GUINN (FL) - \$455 |
| | DONALD MOORE (FL) - \$428 | h MICHAEL CLARK (WA) - \$405 |
| | h ROBERT REZA (CA) - \$402 | h LORETTA MATTO (PA) - \$380 |
| | JOHNNIE MARTIN (MI) - \$374 | f GARY GREENE (NC) - \$374 |
| | h CAROLYN MACEDA (NY) - \$370 | w RICHARD RESNICK (NY) - \$351 |
| | p SONIA DIETRICH (WI) - \$339 | h ROBERT HUNT (AZ) - \$332 |
| | c KEVIN THOMAS (CA) - \$329 | h CARRIE HAMMONDS (FL) - \$323 |
| | h MARITZA NEVAREZ (CA) - \$306 | h TERRI ROUTH (AR) - \$300 |
| Apr: | a JANET & TOM HILL (WA) - \$7761 | a PAUL C LEHMAN (CA) - \$4399 |
| | h MARK HAYNES (NV) - \$3246 | g RON CARPENTER (CA) - \$2825 |
| | c PATTY LYNCH (OH) - \$2198 | c AUDREY KERR (NV) - \$1822 |
| | a YVONNE HAWTHORNE (MD) - \$1340 | TINA ORR (PA) - \$1075 |
| | a CAROL ANN WEBB (OR) - \$980 | w WYNN DISTRIBUTING (AR) - \$862 |
| | c Fisher Family Vision Center (IN) - \$859 | f BEV FITCHETT (VA) - \$832 |
| | c KEVIN THOMAS (CA) - \$821 | a VICTOR LIBO (NM) - \$789 |
| | c VILMA MOLINA (NY) - \$740 | w RAYMOND FULLER (NY) - \$734 |
| | PATRICIA O'BRIEN (IL) - \$711 | h PATTY ZASLOFF (FL) - \$698 |
| | w EARL YEOMAN (OR) - \$683 | a ROBERT JERRY WEST (GA) - \$678 |
| | h DANA LEMOINE (TX) - \$671 | c WILLIAM YODER (OH) - \$665 |
| | a KARLYNN BAKER (AZ) - \$650 | c CURTIS DECKARD (IN) - \$486 |
| | h ROBERT REZA (CA) - \$481 | a ALBERT PRESTON (NV) - \$459 |
| | c JAMES SULLIVAN (AR) - \$456 | f JAN NOLAN (MI) - \$450 |
| | MARK BEHMLANDER (MI) - \$447 | w KATHLEEN FOYE (MA) - \$407 |
| | c MERRY GUINN (FL) - \$400 | JANET KNAUSS (IN) - \$397 |
| | h BRIAN SMITH (NV) - \$378 | f SHARON LOMBARDO (IL) - \$346 |
| | a ALLEN SCOTT (VT) - \$343 | p SONIA DIETRICH (WI) - \$334 |
| | TOMMY ROSE (ME) - \$326 | WERNER WALLACE (KS) - \$323 |
| | h KEITH HORTON (AL) - \$310 | f ALICE FLANDERS (ME) - \$300 |

◆ **\$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!

MARCH: Jean Suby, Mitsua Hollen, Al Herman, Joe Boroskey, Patty Lynch, Lorian Rivers, Patty Zasloff, Ron Carpenter, Mary Martin, Cecil Crawford, Paul Lehman, Yvonne Hawthorne, and Janet & Tom Hill.

APRIL: Tina Orr, Patty Lynch, Audrey Kerr, Gary Greene, Sharon Bray-McPherson, Lorian Rivers, Patty Zasloff, Ron Carpenter, Cecil Crawford, Paul Lehman, Yvonne Hawthorne, and Janet & Tom Hill.

Take advantage of Fuller's sign-up specials NOW to build your group! I mail my distributor info packages for 83¢ with the concise DWT Manual 3 (the Fuller Gold 2005 recruiting letter) 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. **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.

FAST START BONUSES SUMMARY:

Fuller has so many New Dealer promos, here's a chart so you don't miss out on any of them. These examples assume you join in May 2005. Extrapolate forward or back for the month you joined. Telephone your orders in to confirm that you reached your desired order total.

Receive over \$90 in full size products including a \$50 Carpet Sweeper in the large \$40 #R205 Business Kit.

May or June: Get a FREE \$50 Carpet Sweeper if your very first order is \$150+ in product volume (besides the Sweeper practically Free in the large #R205 Business Builders kit when you join). Can't stretch to reach \$150? Join May 3-July 25 and at least get a free \$13.99 "4X Fulsol" cleaner/degreaser, with an order over \$35, but under \$150, in products.

May: Order \$200 or more at one time and earn Month 1 of the Fast Start Bonus, which is an additional \$10 off and a free package of catalogs. You can "double-dip" and get the free Sweeper with the same order.

June: Order \$200 or more at one time and earn Month 2 of the Fast Start Bonus, which is a \$18.99 gallon of Fulsol and a free package of catalogs. [Fast Start bonus is for people who join before June 30.]

July: Order \$200 or more at one time and earn Month 3 of the Fast Start Bonus, which is a \$13.28 value Laundry Stain Spray and Industrial Germicidal Cleaner and a free package of catalogs.

May-October: Accumulate \$600 in product volume through personal purchases or sales, and mail/internet sales within the month you join and the following 5 months and you become a Manager, earning an extra \$60 cash, a Magnetic Car Sign, and 1000 business cards (above your regular commissions!). You receive \$30 of that cash when you reach \$300. This gives all new distributors who want to run this as a business a chance to increase their starting commission from 20-24% to 30-34% including that extra \$60 cash.

If YOU recruit this new person, YOU can also get a Free Sweeper and \$45 or \$90 bonuses. See your company literature pack in your kit or orders for full details.

I send new distributors my newsletter and welcome letter (and referrals if I get them) as soon as I get their address FROM YOU who recruited them. If you want them to make money, please plug them into our Team and make sure they know how to qualify for all the specials and at least plug them into our support and training system, so that they, you, and I can make money. If there is any reason why they should not get my newsletter (ie, it would confuse a fundraising organization or a wholesale commercial customer), tell me that too. Thanks. Inactives with the free kit get dropped from my list first.

MONTHLY SPECIALS Catalogs. See your monthly purchase order. June and July catalogs include an equal number of the Outdoor Products and Car Care brochures. June catalogs are LP061 – 30 catalogs and a #671 \$5 Tire Sidewall Cleaner – all for \$5.99. July catalogs are LP071 – 30 catalogs and a #105 \$4 Hand Sanitizing Wipes – all for \$5.99, available May 24. Take advantage of these catalogs offering deep discounts of half-price offers and some even less than that. And Your discount comes off those prices. Fuller is trying to make it impossible for you not to be successful.

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.

Fuller provides the Sales Hotline to tell us all the latest on websites, catalogs, extra specials, 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, & specials. Transcripts of the past Hotlines are on your MyFullerBiz back-office website.

IMPORTANT DATES: **May 13:** June & Summer Specials begin; **May 31 4PM CST:** May Order Deadline; **June 15:** July Specials begin; **June 30 4PM CST:** June, Mother/Father specials, Kitchen Helpers Order Deadline; **July 15:** August Specials begin. See your Fuller Brush Calendar.

New Product Demos. Strictly ONE per distributor at this price.

Demos available until May 31: #650 Marble & Granite Cleaner & Polish, May sale price \$5.99, and #133 Cotton Cleaning Cloths (4) (same as in the Silver & Brass Polishing kit) Combo Price \$9.99. Demo price D133650, one of each, for only \$3.50 net. Also the phenomenal Fullsparkle Sprayer Cleaner Kit to hook up to your garden hose for washing your house siding, second story windows right through the screens, and your car/RV/ etc. \$21.99 retail. As test-marketed and seen on TV. Get the demo #DX169 for only \$10 net.

You're throwing money away if you don't have the Kitchen Helpers yet: #DKH0505 gets you the entire Kitchen Helpers product line, separately \$80.43, yours for only \$49.99 retail LESS your discount until May 31. This demo also counts as product volume for any new distributor bonuses. Watch for the sales contest.

Demos available until June 30: #D20002 Get TWO of the \$5.99 Protective Shield Hand Cream for only \$3.50 net. Also #D727002 Get TWO of the \$7.99 FullFresh Citrus Solid Air Freshener/ Odor absorber for only \$5.99 net.

SUPPORT IS A TWO-WAY STREET. Important Request – please read – repeat from email update.

We try to contact you with support, or at least provide access to support, to help build your business. I send out this email news update, as well as my bimonthly print newsletter, and am available at 800-775-1113 to all who have questions. Many of you also have other active upline available for support; just understand that they may also currently have full-time jobs taking up their time, that many are trying to get out of.

I'd like to explain exactly how Director advancement and commissions work. I have 7 Directors working with me in the DWT, and some others who are getting very close. Top Manager commission is 46%. For them to receive 50-52%, they need \$3000+ group volume monthly, AND at least 15 distributors ACTIVE. ACTIVE means ordering/selling at least \$35 retail value monthly. If YOU order less than \$35, YOU don't qualify for commissions on your downline, you don't qualify for mailings by the Company, and you also don't qualify as one of the 15 distributors that your upline Director needs for his/her Director commissions. There have been cases of Directors having 14 active and many others ordering just under the \$35, so he was only paid as a manager. \$33 doesn't count, people. If you are going to order \$33, WHY NOT order another \$2 to make sure you are in the ACTIVE column every month??? The more support you show your upline that you are interested in being active, the more support you will receive in return. Thank you very much.

I also see many new distributors ordering \$145 or \$190 as their first order. WHY??? If you telephone your first orders in, customer service can tell you your order total and whether you have enough for the free Carpet Sweeper (\$150) or Fast Start bonus (\$200). We make this as clear as possible with my Newsletter, dealer info before you join, and the Free Sweeper and Fast Start flyers in your Kit.

I bought a brand new 2005 Toyota Prius gas/electric hybrid car March 29, thanks to my Fuller Brush income. Photo and story update at my website, via my Newsletter page. I also increased my church pledge again. What would YOU like to be able to do with your Fuller Brush income? Decide, and make it happen!

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 5/18, and a notice emailed to all the emails I have, as well as updates. You hear about the training manual updates and get free access to read or download them. Everything is announced first on our Discussion Board, along with many Q&A that YOU may be wondering about. I don't publish the web address in my public newsletter, because that is a private DWT benefit AFTER you join.

Please add your product testimonials to the many more posted on our Discussion Board. Sharing our product experiences helps us all when we work as a Team. Thanks.

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