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Go for No – one year on

**New Year
Goal Setting**

**Keep on
target
in
2012**



See inside for two
fantastic competitions
to kick-start your year

Miami part 2 – Another chance to qualify for this incredible
Destination. Find out how.

Kleeneze®

Editor's note



Hello and welcome to the first issue of Team Talk in 2012!

If you're still full of the resolve that automatically comes with the dawn of a new year, then this issue will hopefully set that resolve and make you even more determined. If you're wavering with your goals or motivation then I'm fairly optimistic that you'll find what you're looking for over the next 26 pages too!

There probably isn't a better year to be talking about goals and goal-setting than 2012. The year has become synonymous with the Olympics. In fact, it's even the reason that most of us are pronouncing it 'Twenty Twelve' rather than the more complicated mouthful that is Two Thousand and Twelve.

2012 will be, for every athlete who is taking part in the Olympics, the culmination of years of hard work. Since the bid was won back on 6 July 2005, their goals were set and hours of training immediately commenced. It's highly doubtful that any of them will have woken up on 1 January and thought 'oops, I'd better start training for that event now, as there are only a few months left.'

All of them will have put in hours, weeks, months and years of training for this one ultimate goal. There will have been good days and bad days, but nothing will have caused them to waver in their resolve.

And the difference between those who take a place on the podium and those who don't? It won't be the hours of work that were put in, because everyone will have put in the same amount of work. It won't be their natural skills even, because each and every one is a talented, hard-working person. It will be all down to one thing - the belief that they could do it.

I'm going to pinch something that Craig White told me after he'd been watching the Beijing Olympics in 2008 (cheers Craig!), because it's always been something that's stuck in my mind. It was an interview with Olympic medallist, Victoria Pendleton in which she'd said that although the Gold Medal was always her goal, it wasn't the outcome that she was focused on. What she did was to take the end goal, sit down with her trainer and make a plan of what she had to do daily to reach that goal. Then she focused on the process. Focussing on that Gold Medal wasn't what got her to where she was - it was the process.

Maybe you're reading this now and thinking how on earth you could be compared to an Olympic athlete in any way. Trust me, as I sit at my desk replete with coffee and obligatory afternoon biscuit, I'm pretty far away from Olympian fitness myself. However, the one thing we all have in common is wanting to achieve something with our lives. What an Olympian can teach you is actually how to change that desire into something tangible.

Your goal is just as important as winning the Gold for your country. To be honest with you, I think it's even more so simply by virtue of the fact that it's *your goal*. Goal-setting is the same for an Olympian as it is for us mere mortals - no matter what you're striving to do.

In this month's magazine, we've spoken to those such as Geoff Webb and Jackie White - both serial goal-setters and goal-achievers - to get you some tips on how to realise everything you've set out to do this year. We've looked into the new tools that you can use to help you get there. And we've thrown in a few competitions to win some life-changing books to boot.

2012 is your year to do with as you wish. It's a fresh, blank slate. Make it count!

**2012 is your year
to do with as you wish.
It's a fresh, blank slate.
Make it count!**

Xenia

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eze
party

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The long-anticipated wait for eze party has paid off as hundreds of Distributors set up their first parties

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The Kleeneze roadshows are back! Hear from one Distributor who travelled 1,310 miles to get her business back on track

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It was just over a year ago that authors Andrea Waltz and Richard Fenton took to the ICC stage. Team Talk decided to track down one Distributorship and find out how Go for No had changed their business one year on



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Sometimes the smallest of things can see a situation spiralling out of control. We speak to one Distributor who took up the Kleeneze lifeline

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Find out how to set those goals that will inspire you throughout the year and see you achieve even more than ever



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It's been sales galore this Period. Check out where you've come in the chart

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The back page is the place to be! Congratulations to our Top 100 in Period 12



eze party is here!

"If it ain't broke, don't fix it," the saying goes. Well, the Kleeneze opportunity is certainly something that doesn't need fixing. We've been successfully trading for 89 years and have changed countless numbers of lives thanks to our unique compensation plan.

However, there's no reason why we can't improve on the opportunity and eze party is already doing just that! Our new eze party programme is seeing Distributors throughout the Network increase their personal retailing and build their teams, as eze party is attracting an even wider audience to the Kleeneze opportunity.

By now, you will have heard all about our eze party programme (if not, visit our YouTube site and catch up with the Launch trainings – www.youtube.co.uk/kleenezehq). You can also visit the DSA to find out all about how to host a party, as well as ice-breaker games and Distributor testimonials.

Throughout January and February, we'll also be holding eze party trainings around the UK and Ireland, so check the list for an event near you. In the meantime, Sales Director Lisa Burke gave us some quick tips on how to make the most of eze party.

How can you generate general interest for eze party?

With over 25 million homes in the UK, we only need to work the numbers of people to get the number of parties we require.

- Remember the word 'no' is a very exciting one, as the more we hear it the closer we are to a YES. So stack the numbers up in your favour – if you ask enough people to have a party for you, your diary will be full of bookings in no time.
- Always use the product yourself and you will soon be shouting about the benefits
- Challenge yourself to book a party every day and don't stop asking people until you have secured a booking
- Chat with anyone you meet or do business with (hairdresser, dry cleaner, post office etc.) about what you do
- Book yourself into any local fêtes or fairs to promote hosting a party and offer a free prize draw (ask your Upline for help here)
- Never ask: 'when would you like the party'. Instead, always say: 'I can do next...day/week or the following ...day/week' to ensure you book as close in as possible.
- Fundraising - It is up to your discretion how much of your commission you are willing to donate. You can also use the host gift programme to donate products for raffles and fundraising events.
- Yellow Pages: look at all the companies and businesses which may allow you to do a party
- Get a list online or at the local library for all groups and societies who may be looking for a guest speaker.
- Make a long list of everyone you know and pick up the phone – find the words most comfortable to you something like this:

Ask: 'Is it a good time to call?'

Then say: 'I am so excited, I have just started my own business called eze party. I hope you can help me; it would be really great if you could get a few friends together at your house one night over the next couple of weeks. I will bring along a special selection of our eze cook products, do a quick fun demonstration showing how using our time saving gadgets and kitchen accessories, everyone and anyone can turn the easiest and quickest of recipes into delicious feasts that will look and taste like you have spent all day in the kitchen.'

The products I show will be available to order and, as a thank you, you will get loads of great freebies.

I would love you to be one of my first hosts, which date would suit you best - (date/dates)?'



Overcoming objections

Once you start asking people to host parties, you will hear many reasons why people can't or won't hold their own, but with practice you will learn to overcome these objections.

I don't know anyone

This is said because they are worried that no one will turn up at their party. Reassure them that you will help with their guest list. People will often bring a friend who could also bring a friend, and you will be glad of the practice however small the group is.

My room is too small

"Small rooms give the best atmosphere – how many people would you be comfortable with in your room?" Saying this will reassure them that they don't need large numbers to attend.

I will ask around

"Great, what I would love to do is pencil in a provisional date; we can always change it later if there is a better day for your friends."

I haven't got time

"I understand, busy people often have parties as a way of getting friends together who they don't normally see because of their schedule. Maybe I could call you in a few weeks time and hopefully things will be less chaotic?" Most people will say that's fine so make sure you make a note in your diary to follow-up.

How to register your new recruits as an ezeparty distributor

Once you have someone who would like to join you as an ezeparty distributor you should send them an invitation to register.

You can do this through your ordering site and clicking on xxxx button and selecting ezeparty.

The next step is for them to schedule their first 3 parties so they can order their kit.

Starter Kit launch offer

To come.

Are you happy in your present job?

Have you a need/want for more money?

Open your mouth – open your business.

Don't forget:
Carry sponsoring
information with you
wherever you go

Ezeparty training dates 2012

Thursday 12th Jan	Warrington	Park Royal Hotel, Warrington
Monday 16th Jan	Leeds	Village Hotel, Leeds North
Tuesday 17th Jan	Newcastle	Village Hotel, Cobalt Business Park
Wednesday 18th Jan	Edinburgh	Thistle Hotel, King James Hotel
Monday 23rd Jan	Leicester	The Belmont Hotel
Tuesday 24th Jan	Warwick	Glebe Hotel
Wednesday 25th Jan	Cardiff	Best Western New House
Thursday 26th Jan	Exeter	Woodbury Park Hotel & Golf Club
Monday 30th Jan	Bournemouth	Village Hotel, Bournemouth
Tuesday 31st Jan	Wokingham	Best Western Reading Moat House
Wednesday 1st Feb	Maidstone, Kent	De Vere Village, Maidstone
Monday 6th Feb	Dundalk, Ireland	Fairways Hotel





Look at all the people closest to you and who you know by name:

Have they any spare time?
Could they use extra income?

When you talk to 10 people about the ezeparty opportunity normally:

3 will agree to see you
At least 1 should join you!

The ezecook party starter kit provides you with:

- Demonstration samples from the ezecook range
- Ezecook tablecloth
- Training manual
- Host stationery
- Catalogues
- Party host promotional literature
- Online resources including recipe cards and email invitation templates
- Promotional merchandise

The kit, which has a total value of over £260, is available for half price at £130 as soon as you have a minimum of three confirmed party bookings.



host rewards!

Your host could be rewarded handsomely with the following offers:



Host thank you gift!

Host a Party and receive a
FREE Ultimate Onion and
Vegetable Chopper worth
£10.00/€12.00



Host thank you gift!

- As a host you will receive **10%** of party sales to spend on goods of your choice
- **Two booking gift - free accommodation in selected hotels across the UK & Ireland when 2 guests hold their own parties within 8 weeks (min £100 sales) conditions apply**

Whether you're looking for cooking tips, new recipes or just having a night in with your friends then hosting an ezecook party is easy and fun! Ask your host for more details on how to book a party.

Miles and miles of inspirational training

How would you like a load of staff members from Kleeneze HQ to come to your home next year?

No, we didn't think so! That's why we've hired a venue NEAR you instead for the next run of the immensely successful Kleeneze LIVE! tour. And, before you think that's not much better either, rest assured we'll be bringing some top Network leaders with us to give you the cream of business training along with some fantastic exclusive offers too.

Of course, if you can't make the Kleeneze LIVE! near you, you can attend any of the eight dates we have lined up from March until July. In fact, last year, we even had Distributors attending quite a few!

We asked **Senior Distributor, Adele Gallacher**, to tell us a little bit about her Kleeneze LIVE! experiences earlier on this year:

"I attended three Kleeneze LIVE! events this year and it has lifted my business and shaped my plans. I don't drive, so it was a lot of buses, trains and walking!

1. Newcastle (340 mile round trip). I had to go to see Geoff Webb do his ecommerce training. It was such an important business tool, that I wanted to know about it. It was great to meet friends there and get talking to other Distributors.

2. Falkirk (130 mile round trip). I took some team members to this one, including new Distributors who had only started the day before. It really inspired them to achieve their Fast Start Bonuses and reach 10%. Richard McCann was amazing; his story showed how he overcame himself to get to success. Whatever you are overcoming do it as fast as you can. I'm using Kleeneze to change my life so the perseverance he spoke of was jaw-dropping.

3. Bracknell (840 miles round trip). Fantastic speakers here. Amanda Holland's honesty that she hadn't done so well sometimes, but simply worked harder was just what I wanted to hear. You have to work even when it's not all going your way. I met a lot of my Facebook and Twitter friends for the first time here and it was great to see all the recognition down there. After Bracknell, I had exactly what I needed to re-plan and change.

Total mileage was 1310, mainly by public transport, but to hear such fabulous speakers and see so much success, it was worth it. Oh, and it was great to three-foot-rule on the way to them!

You have to be there. It is great when information is passed on, but being there to feel the excitement and hear snippets that can change your business because they are relevant to you is amazing.

My business has grown this year. I have contact with many through Twitter and Facebook and a great support network. Attending Kleeneze LIVE! is a great way of inspiring your team, hearing great speakers and seeing what others are achieving. Be a part of it and share your sunshine. Everyone attending makes the meeting better."

I attended three Kleeneze LIVE! events this year and it has lifted my business and shaped my plans. I don't drive, so it was a lot of buses, trains and walking!



Adele Gallacher, Senior Distributor

You can still catch the trainings that Adele spoke about on our YouTube site – www.youtube.com/kleenezehq.



Kleeneze LIVE! 2012

March

Saturday 17th Warwick – Stoneleigh Park
Saturday 31st Belfast – Park Plaza Hotel

April

Saturday 14th Falkirk – Inchyra Grange Hotel
Saturday 28th Dublin – Red Cow Moran Hotel

May

Sunday 13th Bristol – The Bristol Hotel

June

Saturday 9th Newcastle – Lancastrian Suite

July

Sunday 1st Bracknell – Blue Mountain Golf Club
Sunday 15th Warrington – Park Royal Hotel

Booking codes coming soon!



You can't fail to shine



*Gold Premier Executive Distributor, Jackie White has some big goals lined up for 2012 and a very **specific plan** of how to achieve them.*

***Team Talk** caught up with the Vision Group leader to find out exactly what they are, along with her predictions for the year ahead.*



Jackie White, Gold Premier Distributor

Q

What are your goals for 2012?

One goal remains consistent every year and that's to bring more people through the plan. This year, it's also to have a fabulous ezeparty business and to train lots of people on all the little things to make a successful party planner. I want to find some ezeparty superstars this year, either from within the business, as well as through new people coming in too.

Q

You've been involved with party plan in the past, haven't you?

Yes, for 31 years before I started with Kleeneze. Throughout the 14 years we've been in Kleeneze, lots of people have asked me why I didn't do party plan. In fact, I do know people who have done very successful Kleeneze parties at Christmas, but for me, party plan isn't just for Christmas, it's for life. I've always felt that previously the company didn't have the right infrastructure for party plan; and I wasn't going to change a winning formula which was concentrating solely on catalogue retail business and teaching people to do that.

Once I heard what was happening with ezeparty, I got so excited about it. With what Kleeneze has now – catalogue home-shopping and ezeparty with the right income structure and the right compensation plan, I really believe we are second-to-none in the UK. I don't think there's another company that can offer what we offer. We've got it all.

The most exciting thing is that with home shopping, you can always – right at the very last minute – gain more sales and hit your bonus. You can always go out and put out more catalogues in that final week and hit a higher target to ensure your income. With party planners, if you have parties planned and there are a couple of people who can't make it for some reason, it's very difficult to replace them in that last week. Thanks to the retail side of the business, you can and have the ability to put those catalogues out and achieve your bonus. That's so powerful, because you don't have that normally in party plan

businesses. Couple these two together and we've got the most powerful income structure ever.

Q

So ezeparty is something you should couple with your retailing business?

I think it's got to be handled right. We'll have to do something within our business opportunity meetings to encompass party planners who will be there. We need to be looking at our meetings and putting an infrastructure in place so the information will appeal to both parties.

Some people are going to join Kleeneze categorically to do ezeparty; either because they've had party plan experience or because they don't like the idea of putting catalogues out. ezeparty is a different avenue. Once they come to the business opportunity meeting and they see the calibre of people earning fantastic income from catalogue home-shopping, they will start to see the wider opportunity and the chance to double their income.

On the other side of the coin, there are a lot of people who are going to join the catalogue side of the business, because they'll feel they don't have the confidence to stand up in front of people and demonstrate. I also feel that coming to meetings, listening to a bit about ezeparty and talking to party planners to see the sales that they are doing will help some people cross-over and do a bit of both. And why not? It's a two-pronged earning opportunity.

Q

Is it a lot of work to organise a party?

No. Basically, it's like starting with Kleeneze. When you start, you go out cold and start to build regular customers, taking around 6 months. When you start with party plan, you usually start with your friends and family, asking them to hold parties for you. The skill to me is not moving the products. The skill to party plan is coaching the hostess, so they have a big enough attendance to get more sales. Get that right and your parties will be successful. It's the same as Kleeneze, it's a numbers game.

The next skill is booking parties from that party. Therefore, you have further business. Start with 6 parties and book two at each, then you've got twelve, then 24 and so on. You can imagine how big that can grow.

Is it easier to recruit with party plan then?

You're not doing one big recruitment drive. Just by asking 12 people in a room if they want to do this, you'll be met by silence. However, what you will have is 12 contacts from that party. They'll be interested, because they've seen how it works, seen the fun aspect, seen the product range and they've seen you. It's important not to be ultra-professional and slick, though, otherwise people won't believe that it's something they can do. Part of the skill is not to be too slick, just to be professional in a quiet sense.

Q

How do you feel about ezeparty in 2012?

What we must remember is not to go off on a tangent and just think ezeparty. We have to think both. Our catalogue home-shopping is the greatest way to market in the world.

I've built million-pound teams with party plan throughout my years, but Kleeneze has always been the biggest with home-shopping. Couple that with ezeparty and we've got a winner.

It's like a diamond our business now – it's got so many facets to it, you can't fail to shine.

I don't think there's another company that can offer what we offer. We've got it all



Q

Are you excited about the coming year then?

Absolutely! Going into 2012, all these fabulous new people we've had join our business in 2011 are starting to blossom. And on top of that we'll have more people coming into the business.

If, this year, everyone worked the system, treated this like a business and had a vision for where they want to be in the future, it will not fail. Keep on sponsoring persistently and consistently. A couple of people a year doesn't crack it. Our job specification is to bring a couple of people in a week. Keep on doing that and your next year will automatically be better.

Q

Is January a better time to sponsor?

The best time to sponsor is in your head. Every Period is a great time to sponsor. A lot of Distributors will go out to advertise more at this time of year, because people will be finishing Christmas jobs or studies etc. But things like that are happening every month of the year! The speed of the leader is the speed of the team – that's the key to a successful year. The excitement and the zip that people hit the deck in January with should be kept all through the year and then they'll see growth.

Q

Personal or business goals – which is more important?

Both. People should get their goals on paper and start making them happen. Their business goals should be interlinked with their personal goals. It's sometimes the personal goals that get people out of bed in the morning. If that goal is powerful enough, it drives them to drive their business.

Everyone is different. We were motivated by income, because we knew if we got that right, we could have everything we ever wanted. We asked our sponsors if

we want to earn that income, what does our structure need to look like, what do we have to have, how many people do we need to have. Then we drew it out on paper, so we knew exactly what it needed to look like.

Q

When you first started with Kleeneze, what helped you keep that drive and motivation?

I knew that things wouldn't happen overnight. I knew that it would take a lot of hard work and I had the idea of what it took to get what we wanted.

Setting goals is very important, but unless you have the structure of the activity you have to do on a daily basis to reach those goals, you're onto a loser before you even start.

No business ever succeeded without a plan. People feel that setting goals and getting excited is enough – it's not! It is part of it, but every day should be written down – like a school timetable! All the people that I know, within the Vision group who are very successful have something like this drawn out on a weekly basis – what they're going to do, what their activity goals are how many flyers they have to put out – right down to the little things. If you don't know what you're going to do next, you procrastinate and procrastination doesn't pay any money.

Q

Is the reality of working for yourself different to how you think it would be?

The biggest draw to Kleeneze is having no boss and having the freedom. However, it's the biggest drawback too. When people who are used to being employed, used to having to get into work at a certain time, going home at a certain time and having their lunch at a certain time, are given all this freedom, they can waste that time. They may have a written plan, but they think I'm just going to have a couple of lie-ins. That's when the bad habits start. I feel, if people worked as hard for themselves as they do for a boss, who doesn't really care that much, everyone would be successful.


It's just having that personal discipline. If your goals are big enough and you're serious enough. If you have them written down and have someone to coach and mentor you, then you're on to a winner.

A year is only 12 months, don't waste any of them. Every Period will count to your end picture. In fact, every Period is a piece of the jigsaw and when worked to full potential, will give you your end picture.

Set a goal for each Period and work to achieve it, then you will have your annual goal.

I've built million-pound teams with party plan throughout my years, but Kleeneze has always been the biggest with home-shopping. Couple that with ezeparty and we've got a winner

You
can't fail
to
shine



It's still red hot!

Missed out on the first part of qualification for Miami? Dry your tears, because the great news is that due to the massive numbers that have already started to make the first steps to qualify, those at HQ who are in charge of the calculators have come up with a very satisfactory sum!

In a nutshell, the budget for Miami has been increased and a second part to the criteria created! It's another chance for those who missed out the first time to qualify and for those who have just joined – you could be joining us in Miami come November!

My, Am I going to Miami!

Ex-public sector worker, Paul Tawn set up his Kleeneze business in April 1998. Originally working the business alongside his full-time job, he was quickly earning just under £300 in his spare time. Within 10 months, his income had increased to £1,000 every Period.

Paul carried on building his business on a part-time business until he was earning £2,500 per Period and then made the decision to concentrate on Kleeneze full-time.

Now Paul shows other team members how to take the same journey he took and as a result, with a new Gold Distributor in his Downline, is in qualification for Miami.

To get into Miami qualification, you had to break a new Gold. How do you go about this?

Firstly, you need to identify someone in your team who wants to go Gold. Tim (Mawby) made it clear that he wanted to achieve Gold in Period 10, so then we put a plan together and got to work*.

Once your team member gets to Gold, how do you keep them motivated to stay on track?

The main key I think is regular contact, whether by phone, face to face or email. In most cases, all three! Also trainings play a major part in regular injections of motivation.

I think our training meetings are key to our business moving forward. I heard once that, bums on seats will reflect in your business growth and income growth and it's true.

Can you tell us a little bit about some of the coaching that you've done?

In my PSG (Personal Sales Group), we have sizzles and the Bronze Executive Distributors and Gold Distributors within my team also hold regular sizzles. I speak with my PSG regularly to give them encouragement. We also track our business & goals weekly.



Paul Tawn, Silver Executive Distributor



**See Tim's story overleaf*



I'm saying iCan to Miami

Tim Mawby was a science and maths teacher for 19 years before health problems, exacerbated by stress, forced him to leave. Once his health had improved, he started training as a driving instructor, but found it difficult getting enough pupils in a very competitive market.

Tim and his wife, Elaine, had been Kleeneze customers for many years but only then, desperate for more income, he chanced upon the 'wanted' slip in the back of the catalogue pack. Now they're on their way to qualify for Miami!

"The longer I did Kleeneze, the more I knew there was no way I ever wanted to work for an employer again! I work my hours. They might be long hours, I might finish late, I might start early, but it's because I choose to.

I have been so much healthier, being out and about, instead of stuck in a stuffy classroom. It became obvious that Kleeneze was going to become my main employment.

Early in April 2011, I emailed everyone Downline to me to introduce myself and inform them that I intended to become their Upline Gold in the run-up to Christmas!

At the end of May, I got a reply, from a hard working couple in my team who are also determined to go Gold in the very near future, offering to help.

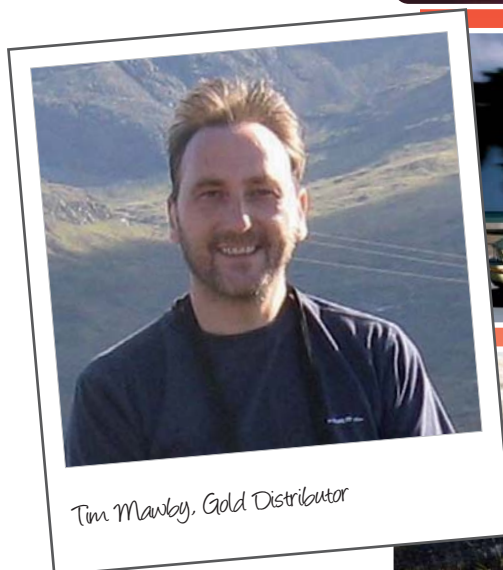
At about the same time, I had an email from our Upline SEDs, Jaime and Adele de Caso, inviting us to a Rising Stars programme, offering those of us who accepted additional help in growing our businesses.

At the end of the very first meeting, I announced that I would go Gold in Period 10.

It was incredibly hard work, but I had made a plan and had some excellent hard-working team members, without whom I could not have done it.

Failure was clearly not an option. In all, I worked 27 out of 28 days in Period 10. In the last 4 or 5 days of the Period 7500 points still seemed a long way off. I was feeling shattered. Jaime and Paul phoned me every day to give me constant encouragement and my team were all behind me.

Then I got it! I hit Gold! The feeling was fantastic! The recognition was fantastic! Oh! And the cheque was pretty good too!"



Tim Mawby, Gold Distributor



Criteria for Miami 2012 – Part 2



Michael Khatkar
Director of Network Development

Michael Khatkar says...

By the end of Period 12, we had a phenomenal number of Distributors in qualification for Miami. In fact, there were over 200 – more than we even took to New York! To be honest, it was far more than expected and we suddenly realised Miami really had captured your imagination more than we ever anticipated.

So, after lots of calculations and furrowed brows, we decided there was only one thing for it. We were going to increase the budget, add a second part to the criteria and have the BIGGEST number of qualifiers for an international Destination in the history of the company!

Miami part 2 was designed with a couple of things in mind. The first was to help you to not only build your business, but to build a strong business. The second was to emphasise bringing new people into your business and increase their sales. I don't need to tell you what that particular equation brings about (but I will anyway!) – new people plus their sales equals retention!

A quick rundown of the qualification criteria:

If you haven't achieved Gold Distributor level yet, you need to do this by the end of Period 4 and maintain it for three Periods. The fantastic part about this is that if you're building a good, solid business, which is probably what you

came into the business to do, you'll want to make this step anyway. So it's being rewarded for doing what you set out to do in the first place!

For everyone else, you need to take one step up the Sales Plan and hold it for those three Periods (so if you're at Senior Distributor level, you need to achieve Bronze Executive Distributor level).

The New Business section is all about helping your new starters increase their sales. This will, of course, help increase retention in your business and help your qualification route to Miami.

All in all, you can see why it's still red hot!

Yes, yes, I know I'm always excited about our Destinations, but this has really sent me into overdrive! I was always expecting good numbers for this one, but this is simply incredible.

Congratulations to everyone who's in qualification at the moment. Your effort will be rewarded. For everyone else, I hope the second part of our criteria inspires you to go on and build your business up to a stronger position than ever before. See you all in magical Miami!

If anyone has any questions regarding the new criteria, you can contact me at
Michael.khatkar@kleeneze.co.uk.

Qualification period is Period 13, 2011 to Period 9, 2012 inclusive.

The first step in Sales Plan success for both routes 1 and 2 must be achieved by Period 4, 2012

Route 1

- Sales Plan success (for the first-time), to a minimum of GOLD Distributor
- Maintain the new level for a further three Periods
- Any Distributorship achieving Sales Plan success (for the first time), to Bronze Executive Distributor level or above will qualify for the Top Qualifiers group (All SEDs and Premiers that qualify for Miami will automatically be placed in the Top Qualifiers group)

Route 2

- For existing Seniors, Executives, SEDs & Premiers
- Break a FRONTLINE Gold Distributor (that goes onto qualify for Miami via Route 1 of the criteria)

Route 3 TOP 10 NEW BUSINESS achievers

- New business is all sales generated by anyone that you sponsor directly or initiate into your downline during the criteria qualification period (Period 13, 2011 to Period 9, 2012 inclusive)
- League Tables will be issued from Period 1 to Period 8 inclusive.

Minimum personal requirements for all qualifying Route 1 and Route 2 Distributors

- £3,000 personal retail
- 15 activations at 250BP - includes downline initiations
- All qualifying Distributorships at the levels of GOLD, SENIOR and BRONZE EXECUTIVE must demonstrate positive year-on-year growth, compared to the same period in the previous year.

Premiers and SEDs – Alternative to the RETAIL personal requirement.

- 40 Activations at 250BP – includes downline initiations

Go for No — one year on

This time last year, the Network were in the grip of Go for No fever. A personal development programme created by Richard Fenton and Andrea Waltz, Go for No is all about increasing your success by intentionally increasing your failure rate. Simply put — the more times you hear the word 'no', the more times you are going to hear the word 'yes'.

"It's funny how the word 'yes' is always looked at as so positive and wonderful," say Andrea and Richard. "And it is — don't get us wrong. We like yeses as much as the next person, but clearly 'no' has gotten a bad rap! The problem is, of course, that you're going to hear the word no — even if you are really good!"

"When you look at the great success stories of our time, and you peel away the outer layer — the glitz and glamour of what is seen on the surface by the general public — what you discover are stories of what we might call 'successful failures'. Virtually every successful person you can think of got there not just by failing, but usually through MASSIVE failure."

With so many Distributors throughout the Network taking up the Go for No challenge, Team Talk decided it would be good to track down one Distributorship and find out how Go for No had changed their business one year on.



Gold Distributor, Jill Mason has found that Go for No has not only helped her business grow, but it's also had the fantastic side-effect of boosting her confidence in everyday life.

Before hearing about Go for No, how did you manage situations such as sponsoring?

I wasn't too bad at making the initial follow-up calls, as they had requested the information and I was technically just answering any questions they had. What I did find challenging, however, was actually 'closing' the call! I would be very stressed thinking they were going to say no and found it hard not to take this as personal rejection.

What was it about Go for No that clicked with you?

I think it was the fact that by focusing on trying to hear the word 'no', it flipped the coin, so to speak, and eventually, with some practise, it took away my fear of rejection.

Once you decided to start using it, did you find more people saying yes?

I certainly found that more yeses were surfacing when using this strategy and sometimes they crept up on me when I least

expected it! Maybe this was because I'd geared myself up to Go for No!

What about other effects the programme had?

I found my confidence increasing the more people I spoke to. The fear of rejection was being diluted as I heard more and more 'no's.

I think the main thing that got us to New York was developing a 'belief' in ourselves that we could achieve this fantastic reward. However, I'm pretty sure that this new found belief came from applying Go for No, as this increased my confidence greatly.

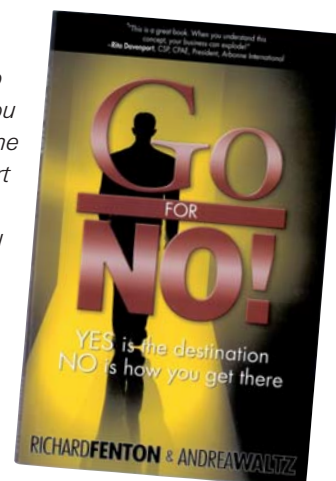
Nearly one year on from when Andrea Waltz and Richard Fenton were our guest speakers, how has your business changed?

We have continued to grow our business over the past year at a far bigger rate than ever before. We have achieved our goal of a team turnover of over £100,000 this year, almost double that of last year. Once you understand that the rejection is not personal, your confidence will grow and so, in turn, will your business.

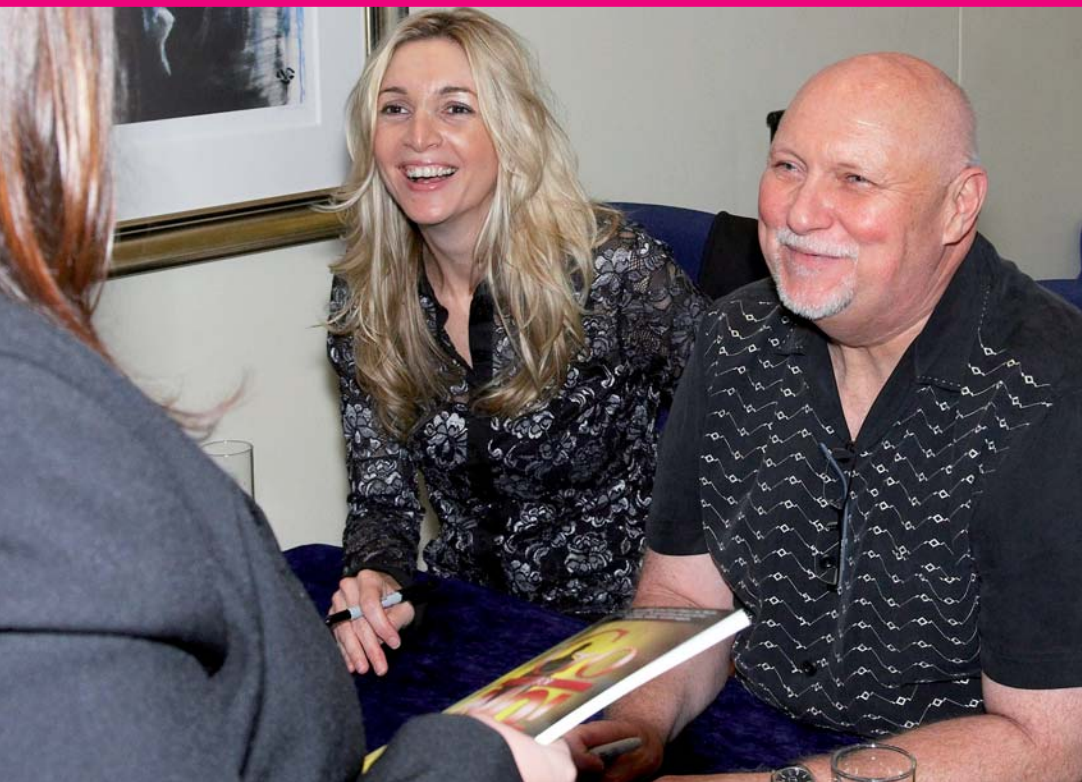
So, one year on since we started celebrating Go for No and it appears to be working!

"It's natural to be excited about our successes and to celebrate them, to give ourselves a reward," says Andrea Waltz. "But, if the key to success is to increase our no's, then it only makes sense to celebrate our setbacks as well. Yes, you read right: if someone turns you down, celebrate it! When's the last time you rewarded yourself for failing or hearing a no? Probably never! Instead of mentally punishing yourself for not succeeding, what if you bought yourself an ice cream cone and said, 'I'm one step closer to success!' The 'no' will stop having the negative hold it has on your thoughts and emotions.

"That's the great thing about this strategy, because ultimately for this to work, you've got to get into action. You have to step outside your comfort zone and start hearing no's! When you start hearing no's and start thinking differently about no, realising that you are on the right path, you'll feel more empowered than ever before."



Your story
Go for No



To find out more about
Go for No, visit Andrea
and Richard's website
www.goforno.com or
follow Andrea on Twitter
[@GoforNo](https://twitter.com/GoforNo).



The hidden cost of the cuts



Elaine & Martin Spafford,
Bronze Executive Distributors

In today's climate, losing your job is a very real fear for many. Thoughts of how you will be able to pay for your mortgage and feed your kids can be an incredibly panic-inducing one. However, it's often the smaller things that can see your situation spiralling out of control; a credit card you can't pay for, a loan that you'd never worried about being able to afford before.

This was the situation Elaine and Martin Spafford found themselves in after Martin was made redundant from his job as a TV engineer. With five children, all of school age, between them suddenly they realised that they would have to come up with an alternative income and fast.

"I was a head housekeeper and receptionist in a hotel," explains Elaine. "It was quite a distance for me to travel, though, and on minimum wage after paying for petrol, it really wasn't worth it.

"Martin had been in his job for 28 years when they started making redundancies. At first, they hinted that some people would be made redundant, but you never knew exactly who it was going to be and they didn't have voluntary redundancies. By the time he was actually made redundant, the package had decreased and Martin was feeling very disheartened with it all."

Up until then, the couple had credit cards and loans that you would find in a usual household. It was all manageable and something they didn't really think of as a problem. However, when Martin lost his job they realised it was something that could quickly spiral out of control.

"We'd never worried about debt before and we were managing just fine," remembers Elaine. "We didn't think about it - it was easy and we just used it for everyday life like many people do. If it hadn't been for the change in our circumstances, we probably would have carried on in that vein without a thought.

"However, when Martin was made redundant, we could see that without getting an income



immediately, we wouldn't be able to pay it off and we would have got into serious problems very quickly. His redundancy package meant that benefits were out of the question and realistically we didn't want to go down that route anyway."

Elaine had, in fact, a few years earlier tried Kleeneze. It wasn't the right time and after deciding she didn't understand the network marketing side of it enough, she left. The couple's situation had now changed, though, and Kleeneze was once again on the cards.

"We knew we could make the income from the retail straight away to tide us over until we got to grips with the networking side of it all," she explains. "In our first month we made £676. Within three months we were making over £700. By six months it was £1,200. That was all retailing. You can earn anything you want with the retailing."

They were finally back in control, but it was more than having an income that gave them happiness.

"Martin had really had enough of working for someone else by the time we joined Kleeneze," said Elaine. "In fact, that was probably the main reason we joined. You know where you stand having your own business. Our last income was £2,200 and that's just great considering we fit our hours in around all the family commitments we have as well. I know that if we want more, we can just do more.

We'd never look back now. I wish everyone could see the potential of Kleeneze."

58% say they would be less willing to take on debt and more likely to take on additional paid work

50% of people monitor their finances every week

44.6% of people reported that their financial situation has got worse over the last year

Top three financial priorities are

- 1. 43.9% clearing debt**
- 2. 43.7% paying household bills**
- 3. 39% paying the mortgage**

If found in financial difficulty would do the following

1. Cut back spending on non-essential items
2. Consider taking on part time work to supplement your income
3. Speak to a professional financial advisor for guidance
4. Borrow from friends/family
5. Take out a short-term loan
6. Apply for a long-term loan

* The survey of 1,000 adults UK-wide was conducted by OnePoll on behalf of Kleeneze at the end of December 2011



Kleeneze will help clear your debts

Make this year your best year ever

What sets those people who achieve their goals apart from those who don't? The clue is actually in the question - it's having a goal. Team Talk caught up with Silver Senior Executive Distributors, Geoff and Fiona Webb to find out how to set those goals that will inspire you throughout the year.

"When people tell us that their business isn't moving forward as fast as they would like it to or that they are frustrated with their progress, our first question is always 'what are your goals for the next 12 months?' We are astounded how often people reply that they do not have any goals, do not know how to set them or are afraid of failure.

Quite simply, successful goal setting is – in our opinion – the one thing that more than anything else that turned our lives and our business around. It's simply too important not to do it.

The best goal-setting exercise we have ever found is the one in Jim Rohn's excellent book, 7 Strategies for Wealth and Happiness. We had never set proper goals, but this book taught us how. It shows that the key is to make a long list of everything you aspire to – at least 50 things to start with.

What do I want to have?

What do I want to see?

Where do I want to go?

What would I like to share?

What do I want to do?

What do I want to be?

With these half-dozen queries in mind, answer the primary question: What do I want within the next one to ten years? Don't try to be too detailed now, this will come later. If you want a grey Mercedes 380SL with blue interior, just write '380' and move onto the next item. After you have completed your list, write alongside each thing the number of years you want to achieve it in – one, three, five or ten. Then check your goals are in balance. Too many one year goals means that you are not thinking big enough, while too many ten year goals is probably a sign that you don't want to get to work today!

The next step is to choose four goals from each timeframe and then write a detailed description of that goal, followed by a paragraph of what it will be like when you achieve it and why you want to. If you find you cannot do this for any particular goal, this indicates that it is not a true goal for you.

We keep our goal list with us and always add to it. Some of the things we wanted ten years ago seem silly now – that's how you change and grow. As soon as the aeroplane wheels touched down on the runway in Phoenix on our first International Conference to Arizona, we shouted a massive 'yes' and crossed it off our goal list.

Here's something else that's important. When you've achieved a goal, it's important to take time to enjoy your victories. It will inspire you to do more, but remember it's dangerous to linger too long at the table of success – after all, the only way to enjoy another meal is to get hungry again!

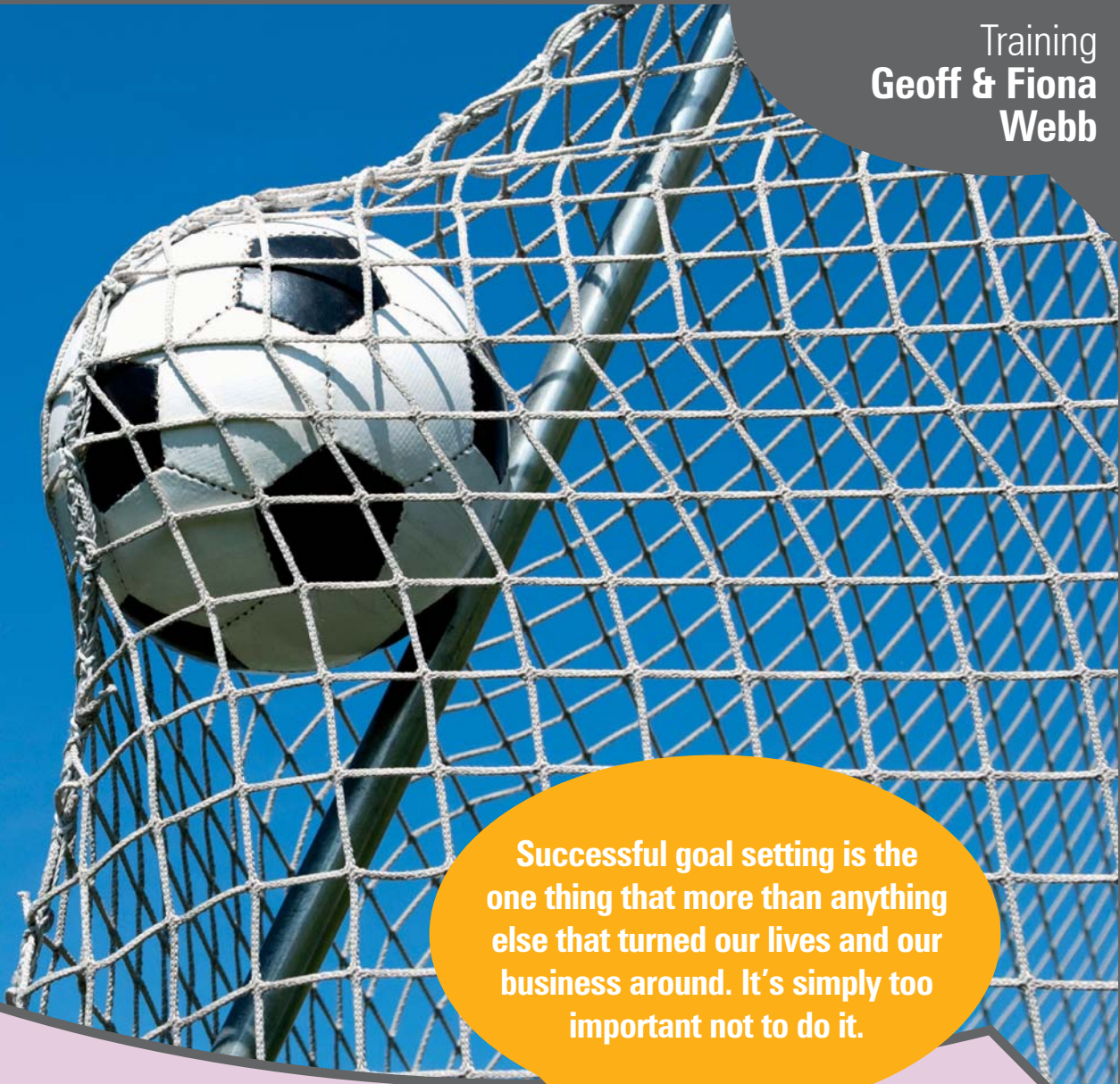
When we revisited our goal list recently, we were astounded to see just how many of the 60+ goals we had achieved. It was almost like the goals had moved towards us, as well as us moving towards them. We have truly seen the power and truth of the Law of Attraction.



Have we achieved every goal we set ourselves? No! And you may ask, if this is such a great goal-setting exercise, then why not. The answer is simple. The reason we have not achieved all that we put on our list is that it's not that kind of world!

Sometimes it will hail on your crops and rain on your parade, but the good news is, if you complete this exercise that we have shared with you, you'll get more than plenty. More often than not, you'll get what you want – so why wouldn't you want to do it? Don't ever let fear of failure stop you from setting ambitious goals – we have seen in reality the truth of the statement that if you 'shoot for the moon and miss it, you'll still land amongst the stars!'"





Successful goal setting is the one thing that more than anything else that turned our lives and our business around. It's simply too important not to do it.

Geoff and Fiona's top tips for achieving your goals:

1. Just because you've set a date far in the future to achieve your goal, don't put off doing the work now. The time will pass very quickly! For example, if you want to qualify for Miami, get as much done as soon as possible to avoid last-minute panic and pressure.
2. Understand EXACTLY what you need to do to achieve your goal! If you want to build your business, draw it out - getting the circles down on paper so you know exactly what it needs to look like. It's exciting then to focus on getting those circles filled in with names.
3. Probably one of the biggest failings we have as human beings is the inability to stick at something long enough, and this is why so many who start out with good intentions fail. Remember, Rome wasn't built in a day - it takes time. Set yourself activity goals and focus and reward yourself on achieving these on a daily, weekly and period by period basis. We would recommend you set yourself a minimum level of 3000 pieces of activity per week! Too many people focus on the results and because they don't always get them quickly, slow down, or even stop their activity.
4. Get excited about your goal - put up photos around your home and move them around on a weekly basis. The Law of Attraction really does work and what you think about, you bring about. There are some excellent photographic websites to get Miami images, for instance - flickr is a good place to start.
5. Have team sizzles - but don't just eat and drink!! Commit to each other what activity you are going to do and then, when you meet up again, share how you've got on. We've found that when we do this, we don't want to be the people turning up who haven't done the activity we committed to do! Don't underestimate the power of team synergy.
6. Understand the power of tedious activity. People seldom see the faltering, painful steps by which the most significant success is achieved! However, team activity days are a great way of making these tasks more fun - and of course, you demonstrate work ethic to your team when they see how fast you move!
7. Fully understand this: 'Success, is doing the things you said you'd do, long after the mood in which you said it has gone'. In other words, it's the easiest thing in the world to say what you're going to do... but you have to have the ability to keep to your word on a cold, wet Monday morning in February when you've had someone quit over the weekend and you've just had someone be rude to you on the doorstep! (Yes, this happens to us too!!) We know it's a cliché, but so true, to say that 'winners never quit, and quitters never win.'
8. Commit your business plans to paper - and plan backwards. Start with the end in mind and then work forward from there! Find someone in your Upline who has qualified for a Kleeneze destination, for instance, and ask them to take a look at your plan. And always remember to work some insurance into it. For example, if you need 7500 Bonus Points to go Gold, aim for at least 8500 Bonus Points - that way if someone leaves or misses an order, you're not panicking!

TWICE AS NICE IN JANUARY

Christmas presents a distant memory? Never mind, we have two prizes up for grabs this month!

Start Late, Finish Rich

Worries about savings and pension planning are currently topping the list of financial concerns troubling Brits amid the high inflation, low interest rate climate. If you're someone who forgot to save, procrastinated or got side-tracked by life, it's not too late!

David Bach's *Start Late, Finish Rich* contains the plan to get you back on track. Whether you are in your thirties, forties, fifties, or older, this book will show you that you really can start late and still live and finish rich.

Design Your Best Year Ever

Success magazine publisher and Compound Effect author, Darren Hardy has come up with the plan to help you design, execute, stick to and achieve your goals.

Design Your Best Year Ever was developed over 20 years, through trial and error, attending hundreds of seminars and synthesizing hundreds of books. "No matter the goal or ambition, this system has carried me through to achieving anything my head can imagine and my heart desires," says Darren.

"The more you read, the more things you will know. The more that you learn, the more places you'll go."

Dr. Seuss

"Books can be dangerous. The best ones should be labelled 'This could change your life.'"

Helen Exley

"It is what you read when you don't have to that determines what you will be when you can't help it."

Oscar Wilde

Competition

We have five copies of *Start Late, Finish Rich* and five copies of *Design Your Best Year Ever* to give away. To be in with a chance to win, simply answer this question:

Auld Lang Syne is traditionally sung at which time of year?

A Midsummer **B** New Year **C** Easter

Send your answer along with your Distributor account number to teamtalk@kleeneze.co.uk by Friday 3 February using the book you want to win (either *Design Your Best Year Ever* or *Start Late, Finish Rich*) as the subject title.

See the DSA for full terms and conditions.

Congratulations to last month's winners of EzeReach prizes:

12 months of EzeReach – Tonya Appleford

6 months of EzeReach – Chantele Travis, Alec Prentice

3 months of EzeReach – Zoe Climpson, Steven Rogers, Chantele Travis

The answer was A – S-Club 7



Jamie Stewart

I hope you all had a great Christmas and New Year and that you're all eager to get your business growing again! 2012 is the year you need to say iCan and get out there to realise all your goals.

Maybe I'm biased, but I really don't believe that there's a company out there that can beat ours at the moment. Strangely, just when I start to think it can't get any better something else comes along – such as ezeparty – and just reaffirms to me that this is a business that will consistently and successfully evolve year after year.

It was great to see so many of you at the New Year Launch and even better to see your reaction to some of the news launched on the day. Not only was there the much-anticipated launch of ezeparty, the news that we've increased the budget for Miami and added a second part to the qualification criteria was also brilliantly received. As we currently have more people in qualification than we even took to New York, I really believe that this will be the best attended Destination we have ever had!

We've entered 2012 in a better position than before with ordering Distributors up 13% on last year! Almost half the Network are also now using e-commerce and seeing how it's creating fantastic extra sales for them – unsurprisingly, as the UK is stated to now use the Internet for shopping more than any other nation.

On the back of this, 2012 saw Kleeneze launch its first ever iPad app that will allow your customers to download a free app to access the Kleeneze catalogues at their convenience. We'll be launching an Android version of the app soon and in addition to all of this, we'll be increasing our investment in online marketing this year to generate more leads and customer requests to grow your business and income.

Yes, it certainly is a time of change for Kleeneze, but one that's going to see even more growth throughout the year and beyond.

Everything is in place for a great year. The economy – lack of jobs and job uncertainty – makes Kleeneze a better solution than ever before. As you're probably aware, January through to March is one of the peak times for sponsoring. Our new Distributor of the Year, Neil Young spoke at the New Year Launch about the challenge to add £1,000 to your income over the next 90 days. Please continue to let us know how you are getting on with this challenge – or indeed any other challenges you have set up for yourselves or for your teams.

This is your year. Our plans are in place, your plans are in place. Let's go out there and make 2012 our best year ever!

Jamie



Wow. The fact that we've had to add an extra page to fit in all our achievers in Period 12 speaks volumes!

Recognition

From our top retailers to those who have reached 15% for the very first time, over the next few pages, you'll find the names of those whose achievements are very much to be shouted about.

In no other business will you find such a recognition and reward scheme! Congratulations to all of you who achieved your goals in Period 12 and, for our new starters, we hope to see your name on these pages very soon!

Personal Retail TOP 3



1st £9,422
Wendy Vickers



2nd £8,845
Steven Divito



3rd £8,816
Peter Savidge

Personal Sales Group TOP 3



1st £23,001
Stuart Heard &
Robyn-Lee Heard



2nd £22,608
Norman Grundy &
Joanne Grundy



3rd £22,553
Vincent Tsoi &
Lorraine Tsoi

New Business Sales TOP 3



1st £9,671
Richard Chantler &
Clare Chantler



2nd £9,281
Toby Acton &
Donna Gold



3rd £8,671
Stuart Heard &
Robyn-Lee Heard

Top 50 Period 12

Recognition
Top performers



Personal Retail



Personal Sales Group

This figure will not include break-away Gold Distributors or non-qualifying Gold Distributors (includes all adjustments).



New Business Sales

This figure includes all new initiations plus their sales from Period 10-12

No.	Distributor Name	Sales	Distributor Name	Sales	Distributor Name	Sales
1	Wendy Vickers	£9,422	Stuart Heard & Robyn-Lee Heard	£23,001	Richard Chantler & Clare Chantler	£9,671
2	Steven Divito	£8,845	Norman Grundy & Joanne Grundy	£22,608	Toby Acton & Donna Gold	£9,281
3	Peter Savidge	£8,816	Vincent Tsoi & Lorraine Tsoi	£22,553	Stuart Heard & Robyn-Lee Heard	£8,671
4	David Marsden & Elizabeth Marsden	£8,518	Julie Cotton & Neil Tomkinson	£20,903	Adam Humphrey & Coleen Humphrey	£8,464
5	Alison Beal & Geoffrey Ault	£8,405	Denise Neal & Stephen Neal	£20,790	Martyn Regan	£8,427
6	Linda Pastor	£8,124	Marie Simmonds & Jeremy Simmonds	£20,618	Steve Roper & Debbie Roper	£8,280
7	Vanessa Hodgkinson & Mark Hodgkinson	£7,950	Peter Wellock & Myrna Wellock	£19,491	Lyn Davies & Tony Davies	£8,095
8	Paul Tonkin & Joanne Heeraman	£7,726	Janet Mitchell & Andrew Mitchell	£19,184	Richard Farren & Emily Farren	£7,913
9	Sarah Lovelock & Maggie Lovelock	£7,514	Tracey Payne & Harvey Kent	£18,551	Stephen Jessop	£7,821
10	Margaret Foster & Ian Foster	£7,427	Ann Coe & John Coe	£18,547	Doug Roper & Sandra Roper	£7,790
11	Richard Kent & Lynn Kent	£7,261	Adam Swire & Deborah Heron	£18,440	Rob Worrall	£7,683
12	Tracey Payne & Harvey Kent	£7,182	Kate Lee & Nicola Spence	£18,303	Andrew Buxton & Laura Kelly	£7,550
13	Michael Jones & Ann Jones	£7,147	Clive Currier & Beverley Currier	£17,614	Keith Sandland & Helen Sandland	£7,377
14	Verity Bloor & Richard Bloor	£7,096	Christopher Pagett & Rachel Parker	£17,529	Karen Young & Neil Young	£7,126
15	Sean Nicholls & Maura Nicholls	£6,947	Richard Chantler & Clare Chantler	£17,500	Karen Boardman & Scott Boardman	£7,003
16	Rodney Webber	£6,880	Sarah Philp & Timothy Philp	£17,462	Austen Fawcett	£6,921
17	Michaela Williams & Michael Williams	£6,854	Debra Pusey & Oliver Pusey	£17,420	Graham Carter & Lorna Carter	£6,911
18	Lorraine Collins & Mark Collins	£6,836	Terry Hodge & Jane Hodge	£17,325	John Morgan & Gilly Mc Crone	£6,324
19	Ian Hickton & Rachel Hickton	£6,679	Daisy Fickling & Richard Fickling	£17,202	Kevin Rider	£6,321
20	Ian Wightmore & Deborah Wightmore	£6,670	Peter Allan & Natalie Fawcett	£17,137	Peter Wellock & Myrna Wellock	£6,297
21	Kelly Self & Matthew Self	£6,629	Linda Cannings & Alan Cannings	£16,978	John Gavin Scott & Bonnie Arapes	£6,241
22	Paul Hammond & Gosia Hammond	£6,532	Stephen Wilson & Marie Bell	£16,964	Richard Peuleve & Helen Peuleve	£5,943
23	Martyn Cunningham	£6,492	Paul Blaxall & Carolyn Blaxall	£16,888	Steven Harding & Narissa Mather	£5,871
24	Paul Towler & Andrea Towler	£6,459	Stacy Beck & Jonathan Beck	£16,755	Gareth Tucker & Lynette Tucker	£5,718
25	Markus Klotzer & Petra Romoser	£6,435	Sara Eyres & Christopher Burras	£16,736	Teresa Divers & Bryony Hayward	£5,683
26	Richard White & Kim White	£6,404	Karen Young & Neil Young	£16,458	Judit Ugrin	£5,648
27	Chris Jenkinson & Jean Jenkinson	£6,207	David Bole & Lynn Bole	£16,446	Laura Jones	£5,638
28	Janet Lyall	£6,178	Johanna Peuleve & Stuart Peuleve	£16,311	Karen Flitton & Peter Flitton	£5,634
29	Yvonne Sherry & Nigel Sherry	£6,163	Christine Sykes & Aidan Fisher	£16,257	Sam King	£5,600
30	Karen Jordan & Kenneth Rooney	£6,144	Abigail Colclough	£16,024	Mel Tyler & Glenn Tyler	£5,358
31	Geoff Shepherd & Maggie Shepherd	£6,143	Mikaela Brown & Andrew Brown	£15,875	Ian Ball & Lynne Ball	£5,353
32	William Melia & Linda Moore	£6,131	Gabrielle Brace & Christopher Brace	£15,753	Melissa Squires & Ian Slade	£5,255
33	Chaitali Nath & Ajit Nath	£6,042	Alf Bell & Carol Bell	£15,203	Michael Laydon & Sandra Laydon	£5,253
34	Michael Mccaul & Diane Ruth Mccaul	£6,028	Robert Dolan & Jacqueline Dolan	£15,148	Amanda Holland & Andrew Holland	£5,207
35	Jonny Newbold	£5,973	Helen Allgood & Paul Allgood	£15,053	Niall Mckenna & Eileen Mckenna	£4,975
36	Jennifer Jacobs & Paul Jacobs	£5,968	James White & Jane White	£14,979	Michaela Williams & Michael Williams	£4,962
37	Aileen Salfarlie & Crispin Salfarlie	£5,955	Graham Carter & Lorna Carter	£14,838	Beryl Wynter & Aaron Smalling	£4,887
38	Melanie Coe & John Pickersgill	£5,831	Kevin Rider	£14,735	Hayley Thirkettle & Craig Thirkettle	£4,804
39	Angela Fitzgerald & Peter Slinger	£5,830	Sheelagh Humphries & Paul Humphries	£14,551	Stephen Smith & Dennis Chamberlain	£4,748
40	Bernie Hough & Kelly Woodroffe	£5,701	Martin Gardner & Allison Butterworth	£14,525	David Rhodes & Christine Rhodes	£4,559
41	Emma Parker & Steve Kendrick	£5,684	John Halsall & Janice Halsall	£14,376	Sarah Philp & Timothy Philp	£4,531
42	Paul Blaxall & Carolyn Blaxall	£5,649	Tracy Sheehan & David Sheehan	£14,316	Jonny Newbold	£4,380
43	Hilary Maynard	£5,591	Beryl Wynter & Aaron Smalling	£14,288	Lesley Taylor & John Jones	£4,304
44	Erin Lamb & Phil Lamb	£5,516	Stephen Jessop	£14,205	Sharon Davis & Craig Davis	£4,303
45	Lesley Burroughs	£5,449	Adam Humphrey & Coleen Humphrey	£14,185	Linda Cannings & Alan Cannings	£4,141
46	Fay Roe & Andrew Roe	£5,429	Keith Sandland & Helen Sandland	£13,885	Stephen Stonelake & Alpha Stonelake	£4,117
47	Matthew Elliott & Nicola Elliott	£5,397	Lyn Davies & Tony Davies	£13,809	Tracey Payne & Harvey Kent	£4,100
48	Jeffrey Margrave	£5,381	Zoe Climpson & Will Joseph	£13,797	Albert Berry & Caroline Berry	£4,076
49	Mariya Dimitrova & Mitro Dimitrov	£5,357	Mike Gough & Dawn Gough	£13,539	Eamon Lynch & Marie Ryan	£4,071
50	Stephen Hanlon & Dorothy Hanlon	£5,302	Jeffrey Toppie & Frances Toppie	£13,422	Aileen Salfarlie & Crispin Salfarlie	£4,068



Kleenze®

Bulk Sales

No.	Distributor Name	Sales	No.	Distributor Name	Sales	No.	Distributor Name	Sales
101	Belinda Clarke & Peter Clarke	56,997	168	Laurence Wiseman & Rosemary Wiseman	27,433	235	Alison Thomas & Kevin Thomas	18,625
102	Tracy Sheehan & David Sheehan	55,346	169	Norman Grundy & Joanne Grundy	27,284	236	Louise Puttick	18,576
103	Gabrielle Broadstock & Paul Broadstock	54,712	170	Stephen Clark	26,876	237	Daniel Marshall & Michelle Marshall	18,539
104	Clare Whitelock & Martin Whitelock	54,538	171	Debra Pusey & Oliver Pusey	26,770	238	Brian Mooney & Sharon Treanor	18,516
105	Steve Johnson & Rosemary Rowntree	53,790	172	Michael Wallace & Janet Wallace	26,669	239	Sharon Bullock & David Taylor	18,481
106	Su Bains & Jas Bains	51,642	173	Martina McGrath & James McGrath	26,635	240	Heather Brown	18,444
107	Christopher Reay & Lesley Coan	51,286	174	Peter Dutton & Sheryl Dutton	26,028	241	Amy Warrington	18,401
108	Sunil Popat	50,536	175	Robert Dolan & Jacqueline Dolan	25,806	242	Michael Godwin	18,224
109	Paul Tawn & Clare Bason	50,536	176	Stuart Heard & Robyn-Lee Heard	25,756	243	Paul Flintoft	18,116
110	Jay Singh	50,455	177	Elaine Spafford & Martin Spafford	25,563	244	Colin Turnbull & Sarby Turnbull	18,106
111	Derrick Longwright & Maria Longwright	50,277	178	Mark Wildman & Sarah Wildman	25,495	245	Georgina Goodger & Will Goodger	17,973
112	Roger Green & Barbara Green	49,842	179	Timothy Pace & Tina Pace	25,262	246	Jeffrey Toppel & Frances Toppel	17,893
113	Graham Hyde & Catherine Hyde	49,516	180	Linda Stanley & Ian Stanley	24,799	247	Colin Sadler & Charlene Sadler	17,875
114	John Webb & Kathryn Price	49,365	181	Conor Treanor & Linda Treanor	24,520	248	Jackie Bower & Stuart Bower	17,745
115	Alexandra Tuesley	48,653	182	Harold Fulton & Minnie Fulton	24,174	249	Tony Vallerine & Wendy Vallerine	17,728
116	Amanda Holland & Andrew Holland	48,487	183	John Morgan & Gilly Mc Crone	23,956	250	Barry Bradbury & Cecilia Bradbury	17,537
117	Debbie Gee & David White	48,237	184	Sakuntla Kalyan & Richard Lovesey	23,762	251	Julie Cotton & Neil Tomkinson	17,420
118	Melanie Wilson & Andrew Wilson	47,649	185	Terry Hodge & Jane Hodge	23,639	252	Coleen Batchelor & Stephen Batchelor	17,307
119	James Curtis	46,582	186	Richard Peuleve & Helen Peuleve	23,527	253	Robert Young & Clare Mears	17,295
120	Richard Houseago & Vanadis Fox	46,580	187	John Beesley & Karina Beesley	23,022	254	Barbara Margaret Webb	17,147
121	Eamonn Roe & Anne Roe	45,731	188	Christine Foster & Jim Foster	22,932	255	Keith Faulkner & Teresa Faulkner	17,105
122	Sharon Bird & Andrew Bird	45,643	189	Steve Chambers & Cathy Chambers	22,862	256	David Byatt & Janet Smith	17,105
123	Andrew Buxton & Laura Kelly	45,052	190	Jen Luke & Garry Luke	22,759	257	Diane Owen & Geoff Owen	17,006
124	Caroline Thompson & Philip Thompson	44,782	191	Marie Simmonds & Jeremy Simmonds	22,302	258	Janet Mitchell & Andrew Mitchell	16,944
125	Alan Meldrum	44,578	192	Linda Gower & Tony Gower	22,276	259	Louise Wellock & Nathan Sylvester	16,940
126	John English & Wendy English	44,177	193	Sharon Davis & Craig Davis	22,194	260	Sheila Fowler & Nigel Fowler	16,887
127	Tom Hingley & Bernadette Hingley	44,126	194	Karen Jordan & Kenneth Rooney	22,046	261	Paul Melville	16,835
128	Keith Sandland & Helen Sandland	44,011	195	Tony Fasulo & Julie White	21,834	262	Seamus Houghton & Clare Houghton	16,716
129	Seph Oconnell & Sarah Watson	42,432	196	John Clements & Sophia Clements	21,707	263	Darryl Allen	16,716
130	Michael Laydon & Sandra Laydon	42,062	197	Alnashir Ratanshi & Yasmin Ratanshi	21,707	264	Sandra Brown	16,716
131	Graham Long & Georgina Long	41,729	198	Paul Meikle	21,426	265	Gordon Davidson & Patrick Davidson	16,664
132	Denise Neal & Stephen Neal	40,730	199	Catherine Lord & Stephen Lord	21,238	266	Veronica Nixon	16,627
133	Gary Cooper & Jackie Norris	40,398	200	Mark Law & Diana Searle	21,237	267	Carole Sunter & James Sunter	16,411
134	David Birtwistle & Angela Tonkin	40,078	201	Steven Harding & Narissa Mather	21,102	268	Allan Ledwidge	16,346
135	Kevin Rider	39,152	202	Gloria Davies & Clive Davies	21,101	269	Gerard Tucker-Mawr & Claire Tucker-Mawr	16,274
136	Toby Acton & Donna Gold	38,615	203	Stephen Shepherd & Laine Shepherd	20,959	270	Craig Lomas & Linda Lomas	16,172
137	Brian Manchester & Julie Templeton	37,944	204	David Wilson & Julie Knight	20,843	271	Kim Atherton	16,131
138	Karim Karmali	37,171	205	David McCreath & Judith McCreath	20,835	272	Caroline Harvey & Simon Harvey	16,129
139	Andrew Meldrum & Ann Meldrum	37,048	206	Elizabeth Pope & Jason Hardy	20,664	273	Kodwo Anderson	16,103
140	Robert Wellock	36,230	207	Helen Walsh & Andrew Walsh	20,651	274	Keith King & Veronica King	16,103
141	Cindy Brown & David Brown	35,818	208	Angela Wallace	20,341	275	Trevor Rawding & Janet Rawding	16,082
142	Christine Sykes & Aidan Fisher	35,666	209	Steven Clements	20,317	276	Mira Herman & Natalie Lofthouse	15,894
143	Ron Speirs & Judy Speirs	35,068	210	Angela Burchell & Stephen Burchell	20,317	277	Garreth Duffy & Gil Duffy	15,818
144	Martin Bell & Caroline Roberts	35,015	211	Ian Parker & Carol Parker	20,238	278	Christopher Marshall & Lynne Marshall	15,789
145	Alison Ogden & Michael Ogden	33,924	212	Arthur Cuthbert & Susan Cuthbert	20,067	279	Patricia Fisher	15,772
146	Ram Singh & Joginder Singh	33,770	213	John Smith	19,795	280	Sara Eyres & Christopher Burras	15,725
147	John Halsall & Janice Halsall	33,633	214	John Gilham & Wendy Nimmo	19,778	281	David Luke & Elaine Luke	15,712
148	Karen Flitton & Peter Flitton	33,166	215	David Rhodes & Christine Rhodes	19,540	282	Bill Caddy	15,624
149	Andrew Ridley & Louise Lee	32,990	216	Christopher Conroy	19,530	283	Geoffrey Davey & Berenice Davey	15,569
150	Rhian Jones & E Anthony Jones	32,558	217	Lorraine Balcombe & Ian Balcombe	19,530	284	Robert Clifton & Jennifer Clifton	15,499
151	Jennifer Amos & Martin Amos	32,498	218	Phil Curtis	19,523	285	Narendra Kalon & Kashmir Kalon	15,489
152	Stuart Mckibbin & Gail Mckibbin	32,263	219	Julian Pike & Karen Pike	19,510	286	Tracey Payne & Harvey Kent	15,459
153	Barbara Ann Peachey & Alan John Peachey	31,568	220	Justin Rowe & Tracy Bell	19,477	287	Lesley Davies & Wendy Meddelton	15,452
154	Trish Fisher & Lee Fisher	31,334	221	Gill Evans & Tim Evans	19,452	288	Pamela Jarvis	15,442
155	Nicola Neville & Jerome Neville	31,069	222	Susan Coleman & Robert Holdford	19,435	289	Henry Crosby & Diana Crosby	15,417
156	Michael Allsop & Jennifer Allsop	31,014	223	Mikaela Brown & Andrew Brown	19,310	290	Christine Lappin	15,398
157	Kerry Stonall & Paul Stonall	30,842	224	Maria Treanor & Shane Treanor	19,310	291	Nichola Walmsley & David Walmsley	15,380
158	Chantele Travis & Barry Travis	28,924	225	Lyn Davies & Tony Davies	19,267	292	Adam Swire & Deborah Heron	15,367
159	Lesley Burroughs	28,635	226	Karen Boardman & Scott Boardman	19,191	293	Kate Lee & Nicola Spence	15,253
160	David Pope	28,394	227	Ann Coe & John Coe	19,007	294	Douglas Hamilton & Kirsteen Hamilton	15,184
161	Gill Sepe & Donato Sepe	28,320	228	Jillian Griffiths & Peter Griffiths	18,910	295	Tim Sandom	15,151
162	James Dale & Claire Daniels	28,178	229	Maria Kowalkowski & Lee Kowalkowski	18,863	296	Joanne Powell	15,138
163	Gerry Melaneph & Maureen McLoughlin	28,173	230	Vincent Tsoi & Lorraine Tsoi	18,794	297	Yvonne Coffey & Jonathan Coffey	15,082
164	Amelia Mchard & Hannah Mchard	28,072	231	Iain Swanston & Jackie Swanston	18,749	298	Fay Roe & Andrew Roe	14,945
165	Ivan Darch	28,040	232	Omran Zaman	18,705	299	Robert Gould	14,820
166	Ian Clarke & Agnieszka Clarke	27,836	233	Rosemary Day & Christopher Day	18,699	300	Gerwyn Duggan	14,820
167	Joseph Odonnell	27,514	234	Martyn Cunningham	18,631	301	Clive Lennard & Pamela Lennard	14,812

See the back page for our TOP 100 achievers

No.	Distributor Name	Sales	No.	Distributor Name	Sales	No.	Distributor Name	Sales
302	James White & Jane White	14,782	369	Kevin Sands	12,028	436	Susan Green & Graham Green	10,150
303	Bernie Klinger & Barbara Klinger	14,737	370	Antony Gunn & Aileen Gunn	11,994	437	Ian Pilkington & Pauline Pilkington	10,107
304	Gail Drew & Darren Drew	14,724	371	Terry Card	11,992	438	Mark Jones & Amanda Wilson	10,050
305	Clive Currier & Beverley Currier	14,679	372	Shirley Pere & John Barnes	11,976	439	Adrian Lynch & Margaret Lynch	10,023
306	Barry Mitchell & Nina Mitchell	14,665	373	Michael Tolton & Julia Tolton	11,932	440	Vicki Titterrell & Bernie Titterrell	10,011
307	Christopher Pagett & Rachel Parker	14,607	374	Beryl Wynter & Aaron Smalling	11,907	441	Jill Mason & David Mason	9,965
308	Bob Goulding & Diane Goulding	14,581	375	Charlie Whittton & Gillian Whittton	11,870	442	Stephen Milne & Joyce Milne	9,935
309	Kimberley Sunter	14,577	376	Keith Glass & Margaret Holvec	11,855	443	Paul Bate & Thomas Johnson	9,917
310	Sarah Philp & Timothy Philp	14,551	377	Bernadette Murray	11,851	444	William Stevenson & Sharon Stevenson	9,874
311	Norah Bohan	14,551	378	Stephen Jessop	11,837	445	Dean Rothwell & Rachel Rothwell	9,858
312	John Clease & Kath Clease	14,440	379	Adam Humphrey & Coleen Humphrey	11,820	446	Tina Farrell & Robert Farrell	9,849
313	Patrick Loftus & Helen Loftus	14,411	380	Stephen Gilbert & Rebecca Gilbert	11,820	447	Louise Lewis & Paul Lewis	9,848
314	Daisy Fickling & Richard Fickling	14,335	381	Neil Maclean & Susan Maclean	11,771	448	Pam Thompson & Peter Thompson	9,825
315	Peter Allan & Natalie Fawcett	14,280	382	Peter Gallant & Claire Mackay	11,727	449	Michael Wallace	9,795
316	Steven Mee & Jaqueline Mullings	14,244	383	Kira Thomas & Andrew Thomas	11,694	450	Richard White & Kim White	9,791
317	Tavis Taylor	14,230	384	Roger Coupe & Gillian Coupe	11,678	451	Carol Rowley & Frank Rowley	9,789
318	Linda Cannings & Alan Cannings	14,148	385	June Love & David Love	11,666	452	Tahir Hussain & Noreen Hussain	9,724
319	Stephen Wilson & Marie Bell	14,136	386	Javid Khan	11,661	453	Tammy Mullins & Simon Lanning	9,721
320	Paul Blaxall & Carolyn Blaxall	14,073	387	Kathleen Watson	11,661	454	Andrew De Caso & Vicky De Caso	9,719
321	Peter Legg & Cathy Legg	14,063	388	Chris Evans & Nicky Evans	11,538	455	Alan Lamer & Rebekah Lamer	9,718
322	Stacy Beck & Jonathan Beck	13,962	389	Robert Annan & Rosemary Annan	11,501	456	Philip Westmoreland	9,699
323	Wendy Fielding	13,889	390	Zoe Climpson & Will Joseph	11,497	457	Raymond Kirkland & Susan Kirkland	9,673
324	Jude Joyce & Steve Joyce	13,854	391	Gerard Coste	11,467	458	Janet Bowen & Roger Bowen	9,670
325	Darren Simmons & Christina Simmons	13,812	392	Gavin Thomson	11,451	459	John Greenwood	9,666
326	Georgina Gale & Phil Gale	13,800	393	Sue Phoenix	11,439	460	Sandra Ellis	9,617
327	Andrew Hunt & Denise Hunt	13,776	394	Stuart Chantler & Claire Garrod	11,191	461	Brian Holmwood & Diane Holmwood	9,567
328	Jane Connor & Andrew Connor	13,754	395	Ann Searle & Philip Linsey	11,187	462	Janice Miller	9,516
329	Christopher Young & Helena Edwards	13,724	396	David Potter	11,165	463	Julie Golding	9,515
330	Gareth Jones & Jeanette Jones	13,724	397	Andrew Webber & Kerryann Perry	11,132	464	Michael Prior	9,512
331	David Bole & Lynn Bole	13,705	398	Jane Mousley & David Mousley	11,130	465	John Caton & Jenny Caton	9,512
332	Samantha Rushton & Dean Worrall	13,698	399	Leslie Harris & Moira Harris	11,111	466	Tom Forbes & Kathryn Forbes	9,496
333	David Matthews & Deborah Matthews	13,671	400	Stuart Hill	11,111	467	Alex Langler & Kathleen Langler	9,470
334	Chaitali Nath & Ajit Nath	13,640	401	Isobel Orr & James Orr	11,105	468	Kenneth Thomson	9,439
335	Johanna Peuleve & Stuart Peuleve	13,592	402	Jim Smith & Vicky Smith	11,049	469	Melissa Squires & Ian Slade	9,437
336	Raymond Satchell & Lorraine Satchell	13,500	403	Harry Hancock	10,961	470	Liz Gowland & Andy Gowland	9,418
337	Richard Fallowfield & Ranti Fallowfield	13,488	404	Timothy Murphy	10,955	471	Paul Smith & Angela Solomon	9,409
338	Lucinda Bennett & Nigel Manning	13,446	405	Peter Savidge	10,947	472	Paul Wilson & Helen Wilson	9,400
339	Terry Hayden	13,431	406	Martyn Regan	10,938	473	Steven Bond	9,382
340	Peter Neesham & Caren Neesham	13,301	407	Clare Haines	10,930	474	Sheelagh Carter & Brian Carter	9,376
341	Margaret Jarman	13,187	408	Susan Hook	10,901	475	Alex Dewar & Lucie Hannah Marcus	9,352
342	Anthony Carrick & Leslie Carrick	13,183	409	Sarah Trim	10,877	476	Elizabeth Hyams & Ian Hyams	9,351
343	Justine Giergiel & Steve Giergiel	13,143	410	Peter Abrahams & Angela Abrahams	10,867	477	Stuart Orr & Maureen Orr	9,347
344	Gabrielle Brace & Christopher Brace	13,127	411	Sarah Messer & David Messer	10,862	478	Vivienne Washington & Richard Washington	9,330
345	Peter Monroe & Jean Monroe	12,961	412	Michaela Williams & Michael Williams	10,852	479	David Notman	9,318
346	Lynda Platts & Pauline Bell	12,960	413	Michael Mccaul & Diane Ruth Mccaul	10,805	480	David Jamieson	9,313
347	Shaun Allsopp & Susan Allsopp	12,938	414	Susan Walton	10,733	481	Nigel Le Long	9,304
348	Tony Brown & Julie Brown	12,890	415	William Warrington & Jane Warrington	10,724	482	Emma Mackelden & Mark Mackelden	9,280
349	Christine Brennan & Ian Brennan	12,878	416	David Flannagan & Heather Flannagan	10,664	483	Cliff Parker & Linda Parker	9,257
350	Sarah Jenkins	12,875	417	Michele Moss & Henry Moss	10,656	484	Dean Copson & Flora Copson	9,256
351	Susan Hickson & Craig Hickson	12,780	418	William Greaves & Helen Greaves	10,633	485	Anthony Peacham & Susan Peacham	9,255
352	Michelle Milne & Stuart Milne	12,780	419	Mary Hession & Geraldine Twamley	10,578	486	Paul Hammond & Gosia Hammond	9,240
353	Bev Townsend & Dave Townsend	12,740	420	Linda Charles	10,498	487	Graham James & Christine James	9,234
354	Pierce Hartley & Janet Hartley	12,670	421	John McNally & Lesley McNally	10,498	488	Alison Beal & Geoffrey Ault	9,214
355	Toni Yates & Martin Webb	12,660	422	Peter Creed & Cheryl Creed	10,463	489	Karen Glew & Steven Glew	9,201
356	Karen Marriott & Kevin Marriott	12,568	423	Lee Pattinson & Michelle Pattinson	10,458	490	Deryck Easton & Jane Easton	9,167
357	Marion Homer & Anthony Homer	12,476	424	Lorraine Collins & Mark Collins	10,394	491	Tony Medd & Karyn Medd	9,121
358	William Burgess & Agnes Burgess	12,466	425	Kenny Liggett	10,385	492	Martin Rowley	9,044
359	Roger Mantle & Simon Mantle	12,417	426	Paul Tonkin & Joanne Heeraman	10,333	493	Joanne Skinner	9,044
360	Graham Carter & Lorna Carter	12,365	427	John Orr & Anita Orr	10,303	494	Steven Divito	8,998
361	Andrew Williams & Cheryl Williams	12,305	428	Seamus Gallagher	10,303	495	Ronnie McLachlan & Chris McLachlan	8,972
362	Richard Roberts	12,254	429	Mervyn Baxter	10,303	496	Martin Hewitt & Karen Hewitt	8,971
363	Donna Warr & Charles Warr	12,246	430	Jeanette Ward & David Ward	10,268	497	Rick Molyneux & Trisha Gemmell	8,965
364	Geoff Taylor & Alison Moore	12,221	431	Diana Schuch & Alan Ward	10,258	498	Karl-Josef Mergler & Brigitte Mergler	8,962
365	Sheelagh Humphries & Paul Humphries	12,126	432	Christopher Smith & Sarah Smith	10,257	499	Barbara Russell & John Russell	8,945
366	Joe Croll	12,093	433	Richard Brownridge & Greta Brownridge	10,174	500	Kulwant & Mandeep Kalon	8,944
367	Denys Harris & Laura Harris	12,088	434	Rosie Ward & Jack Kerbel	10,170			
368	David Gerry & Jenny Gerry	12,051	435	Richard Tibbetts & Suzanne Tibbetts	10,169			



Kleeneze
Volume Profit

First-time qualifiers in
Period 12

VP - 10%

Joanne Clare
Leah Hunt
Mathew Anderson
Barbara Follett & Barrie Hamilton
Chris Hunter
Jonathan Matthews
Jodie Turner & Darren Turner
Trevor Storr
Alan Barnes
James Robins
Edward Collins
Dave Howarth
Claire Cooper & Kimberley Cooper
Denny McGrath
Swara Mokashi
Daniel Myall & Michaela Lynskey
Samantha Roberts
Tulsa Koirala
Helen Baxter
Carl Neville
Antony Haywood & Linda Haywood
Rod Inskip & Jeanette Inskip
Michael Williams
Elaine Murray
Leslie Herd & Yvonne Herd
Odette Bate
Natalie Crosby
Peter Barraclough
Joanne Leighton
Ted Fisher
Stacey Duncton
Ellen Ward & Bernard Ward
Shaun Hewison & Suzanne Hewison
Helen Johnson
Edward Johnson
Russell Ince
Barry White
Ivana Andrejovska
Steve Thompson
Andrew Hunter
Alan Thompson
Louise Martin & Darren Martin
Abdul Ajayi
Heather Wellbelove
Sarah Llewellyn
Wayne Rouffignac
Christine Phillips
Alan Reed
Mark Jones & Alison Short
Terence Pritchard & Janice Pritchard
Steven Scott
Andrea Harding
Yvonne Carnell
Allyson Baker & Elaine Baker
Theresa Doyle & Philip Doyle
Alistair Milliken
Robert Green
Christy-Anne Ryan & Graham Bottomley
Hayley Bradley
Claire Anderson
Louise Botha
Paul Pooley
Max Flinders
Neil Harlon
Wayne Allingham
Anna Adshead & Stephen Parry
Jayne Ann Wilson Wilson
Paul Downing
Heidi Baker & Joseph Knight
Elaine Ellis
Allan Medlen & Joanne Medlen
Steven Betteridge

Justin Nolan
Thomas Houldershaw
Julie Nielsen & Peter Nielsen
Ilva Romane
Laura Charlton
Claudia Estrada-Hart
Andrew Robinson
Louise Salter
Chris Thring
Taneisha Pinnock
Patricia Driscoll
Jenny Conroy
Victoria McDermott
Zenaida Petre & Tim Hickey
Ian Tate
Gordon Brown & Claire Mcmillan
Paul Skivington & Diane Skivington
Sarah Dixon & Stephen Dixon
George Baxter
Tracy Lancaster
Tony Rutter
Kevin Higdon & Julita Higdon
Michael Burke
Andrew Wedge
Wayne Merrishaw
Ian Hutchinson
Paula Lloyd & William Lloyd
Raymond Walker & Rosalind Walker
Louise Posner & Stuart Posner
Vanessa Williams
Susan Woolf
Derek Mccallum
Richard Davis-Foster & Christine Davis-Foster
Daniel Birkill
Aaron Deans
Iolanda Paul
Alex Moerman
Maria Adamson
Kertrina Gearing
Louise Macpherson
Mariam Elakama
Michelle Gardener
Ramona Brici
Andrew Betteridge
Seamus Nugent
Patricia Wynne-Willson
Rachel Thomas
Deborah Maher
Sarah Gardener
Gladys Erhabor
John Prowse
Claire Daly & John Hughes
Joseph Wright & Heidi Wright
Carl Wasley & Carole Wasley
Louise Hindle & Myles Kearney
Anthony Burnett
Faye Mccann
Alvin Whitticombe
Patrick Griffin
Leila Mackay & Shaun Mackay
Helen Cain
Lisa Doe & Matthew Doe
Dave Gillon
Mark Andrews
Alison Kelly & Graham Kelly
Alfred Skinner
Shayla Clarke
Jacqueline Andrews & Jamie Dodd
Fiona Beesley
Mandy Mann & Stephen Mann
Philip Lewis
Andrew Stewart
Nicholas McDermott

Hayley Feltham & Stephen Feltham
Linda Smura
Tulia Latham & Wayne Latham
Sophie Gray
Susan Nicholson
Chris Twitchell
Sam Ghourshi
Gill Clark
Rachel Goulding
Maria Moran & David Moran
Stephen Trodden
Kathleen Warhurst
Amanda Morgan
Caroline Hoy
Avis Dolan-Abrahams & Brian Boniface
Carol Mundon & Steven Mundon
Malcolm Taylor
Sonia Courtois
Tina George
Kathy Drew
Anne Littlefair & Ian Littlefair
David Cooper & Marie-Luise Cooper
Alastair Hunter & Amanda Hunter
Elizabeth Skalski & Pamela Tweddle
Karen Slocombe
Lynnette Mayhew
Tahmina Islam & Rina Islam
Swarnalatha Venkatesan
Susan Pearce & Stephen Pearce
Andrew Abbott-Tarrant & Lisa Rickwood
Stacey Payne
Douglas Jones
Susan Spence
Christopher Jarman
Beverley Wilson
Hannah Gibson
Catherine Uzoukwu
Alexandru Preda
Gary Poole
Anna-Marie Bennett
Mark Collins
Edward Brown
Robin Fox-Strangways & Elizabeth Fox-Strangways
Katherine Hall & Michael Rogers
Matt Dulwich
Antonio Delle Grazie & Teresa Delle Grazie
Joanne Pettitt
Marc Pallagi
Andrew Brennan & Kathleen Brennan
Salliann Carol
Rachael Harris & Terri Thompson
Zsuzsanna Kato
Anthony James & Eunickoe James
Agron Mtoshi
Nathan Jackson & Michaela Lock
Lawrence Knight

VP - 13%

David Barraclough & Sharon Barraclough
Julie Hutcheon & Colin Campbell
Rachel Vonderdell
John Murphy & Deborah Murphy
Subhajt Sengupta
Adebisi Adebayo & Adebola Adebayo
Joan Hutchison & John Hutchison
Hywel Lewis & Janice Lewis
Yvonne Gable & Louise Gable
Andrea Bonner & Jon Bonner
Sandra Wells
Tom Byrne
Stephanie Tompsett
Colin Hillman
Pete Talbot & Hayley Talbot
Sarah Fuller
Mark Burke & Melanie Lait
Lona Kagusa
Stephen Romaine
Elizabeth Lucas-Afolalu
Stephen Cregan
Helen Farley

Bruce Dobson
Stephen Street
Adekunle Lawson
Claire Holgate & Karen Holgate
Marie Cox
Lyn Heaward
Roy Taylor
Philip Chester & Deborah Chester
Sarah Daniel
Balbir Gosal
Peter Cory
Vanessa Braidwood
Monica Floding
Brian Reeve
Dave Trembath
Nina Kusztal & Adam Swierczynski
Sarah Watterson
Paul Beales
Mirosława Paris & Adrian Paris
Paul Hetherington & Megan Hetherington
David Hicks
Andrea Harris
Annelise Johnson & Andrew Johnson
Margaret Green
Paul Raeburn
Dominique Spriggs
Lynn Morris & Steve Morris
Linda Peake
Valerie Howell
John Renton & Jane Renton
Graham Smith
Joy Evans
Andrea Bridge
Susan Elizabeth Turner
Amrit Bhachu
Paul Cross & Sue Walters
Peter Frank & Linda Frank
Jean Clark
Paul Strowbridge & Janice Strowbridge
Mark Fullager & Colleen Fullager
Terence Dunn
Jacqueline Skinner
Clayton Harrison
Charlotte Curtis & Barry Curtis
Suzanne Finch
Giovanna Ereddia
Nick Pincott
Krzysztof Kawulak
June Lomas & Stephen Lomas
Gareth Matthews-Jones & Jennifer Matthews-Jones
Samantha Lubbe
Amanda Pulett & Mark Pulett
Jack Turner & Rebecca Strevens
Gary Baitson & Fiona Murphy
Joanne Johnson & Lee Staples
Karen Hunter & Jason Hunter
Peter Lever & Teresa Lever
Glynis Jarman
James Rose
Anna Goszka
Susan Byrne & Phil Hood
Graeme Petty
Darren Whitmore
Aaron Harris

VP - 15%

Karen Berry
Victoria Yale & Kevin Yale
Chris Hamilton
Robert Ayre & Margaret Findlay
Margarida Gray
Robert Fraser
John Smith
Neil Hawkes & Rose Lloyd
Dean Renshaw & Hazel Wright
Mary Duffin & Derek Duffin
Adam Rennison & Tracy-Marie Rennison
Connie Ralph
Mike Connelly
Eric Foster & Janet Foster

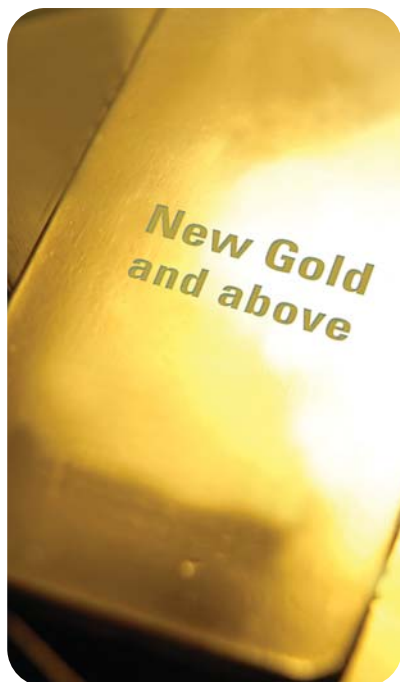
Armontas Jasinaševičius & Grazina Jasinaševičienė
Jeanette Oliver
Louise Wilson & David Wilson
Richard Winfield
Maria Egea & Guillermo Egea
Noel Fitzgerald
Jennifer Rickard & Anthony Rickard
Jeffrey Johnston
Lynne Kelly & Stephen Kelly
David King
Jan Bonner & Garry Bonner
Paul Revill & Gail Revill
Hazel Hays
Dawn Lewis
Jenna Brooke & Ian Barber
Michael Legg & Amanda Legg
Matthew Williams & Katie Williams
James Henderson & Anna Ward
Neil Friend
Neil Cornwall & Pauline Dunkerley
Mary Staley & Frank Staley
Linda Smith
Claire Cook
Troy Sgarbossa & Casey Medhurst
Linda Chivers & Colin Chivers
Barry King
Mick Cocksedge

VP - 18%

Lesley Shaw & Graham Shaw
Keith Andrews
Janette Mickim
Shaun Spence & Pamela Spence
Roy Molson & Tina Molson
Dave Hindmarsh
Amanda Battye
Rita Helmn
Lowen Ryan & Adrian Ryan
Christine Pascoe
Janet Goody & Roger Goody
Sam King
Claire Dashwood & Austin Williams
Laura Jones
Kayla Fox
Jonathan Wendt & Barry Rathbone
John Poole
Adrian Thompson
James Mousley
Everton Wynter & Maxine Wynter
Tracy Eltringham & Garry Eltringham
Richard Wheatley & Karen Wheatley
Melanie Coo & John Pickersgill
John Woore
Ingrid Marzillius & Stephen Marzillius
Sharon Roche
William Lamont
Mark Black
Karen Jenkins
Markus Jolley
Marilyn Moore
Robert Bradbeer & Christine Garside-Neville

VP - 21%

Josephine Van Staden
Stephen Stonelake & Alpha Stonelake
Kym Mackay & Ricky Mackay
Joanne Lamb & Stuart Lamb
Fay Ward & Christopher Wedge
Paul Heaton & Deborah Norfolk
Joseph Dodgin
Chris Woodward & Joanna Mchaffie
Lynsy Haydock
Natalie McGrath
Ann Farrah & Jeffery Durham
Peter Kettle & Mary Kettle
Stephanie Barry & Eunan Connolly
Emma Parker & Steve Kendrick
Madeline Davies
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Period 12

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TEN ACTIVE WIDE - PERIOD 12

Steve & Debbie Roper

Craig & Magdalena White

Heather & James O'neil

Claire & Peter Rea

Mike & Jean Day

Kevin Rider *

Gavin Scott & Bonnie Arapes

Bob Webb

Andrew Buxton & Laura Kelly

Doug & Sandra Roper

Marie & Jeremy Simmonds

Stuart & Robyn-Lee Heard

Debra & Oliver Pusey

Christine Sykes & Aidan Fisher

Vincent & Lorraine Tsoi

Allan & Billie-Dee Moffat

Rob Forster & Ray Aziz

Andrew & Sue Boswell

Tony & Katharine Briffa

Mike & Dawn Gough

John & Jeanette Hawkes

Mike & Amanda Bibby

Peter & Jackie White

Karen & Neil Young

Rosina Pocock

Alf & Carol Bell

Peter & Myrna Wellock

* Congratulations to our first-time 10-Active-Wide qualifier. Your pen set and certificate will be winging its way to you now.



Directors' Club

Well, it was our intention to publish everyone who was in qualification for the Directors' Club so far...however, much like everything else this Period, we significantly underestimated how well everyone was going to do!

So, instead we've uploaded the many, many names of all who are in qualification for the Club onto the DSA under Incentives.

Keep up the good work until Period 6 of this year and you could see yourself a member of this prestigious club, entitling you to two tickets for the Christmas Showcase and Gala Dinner 2012. There will be full on-stage recognition and reward pin. You will also attend a VIP pre-Gala Dinner Champaign reception with Directors from HQ and receive a special gift.

See the DSA for the full criteria.



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No.	Distributor Name	Sales	No.	Distributor Name	Sales
1	Nasko Ratchev	2,842,072	51	Sue Burras & Geoffrey Burras	114,778
2	Lynn Macdonald	2,841,040	52	Malcolm Ashmore	109,331
3	Gavin Scott & Bonnie Arapes	2,808,593	52	Adele De Caso & Jaime De Caso	109,331
4	Bob Webb	1,432,937	54	Irene Wilson	101,911
5	Allan Moffat & Billie-Dee Moffat	1,291,061	55	Andy Cooper & Carolyn Cooper	99,454
6	Terry Carr	1,071,354	56	Peter Wellock & Myrna Wellock	94,502
7	Rob Forster & Ray Aziz	1,070,995	57	Trevor Mitchell	93,751
8	Gillian Nicholson	963,832	58	Glenn Royston & Caroline Royston	90,521
9	Freda Fenn & Heather Summers	963,030	59	Anthony Greeves	87,531
10	Margaret Moore & Carren Arscott	956,302	60	Stephen Nell & Debra Nell	87,087
11	Muriel Judson & Tony Judson	922,919	61	Carole Morris & Benny Morris	85,816
12	Glyn Hobden & Elizabeth Hobden	814,739	62	Michelle Kennedy	85,460
13	Chris Mason-Paull & Wendy Mason-Paull	787,675	63	Gaynor Morgan	84,542
14	John Hawkes & Jeanette Hawkes	760,983	64	David Branch & Samantha Branch	82,832
15	Peter White & Jackie White	753,902	65	John Holden & Jenny Holden	82,669
16	Sue Marshall & Bob Dalton	536,017	66	Lauren Jackson & Peter Jackson	81,896
17	Mike Bibby & Amanda Bibby	476,445	67	David Bibby & Rosie Bibby	80,528
18	Stephen Bourne & Anne Binks	452,663	68	Andrew Boswell & Sue Boswell	78,798
19	Gary Watson & Esther Watson	349,802	69	Deborah Dewar & Allan Dewar	77,854
20	Margaret Japp & Roy Japp	324,945	70	Chris Norton & Julia Norton	77,816
21	Craig White & Magdalena White	298,727	71	Dave Horton & Susie Horton	77,285
22	Robert Gibbons	267,670	72	Susan Darton & David Darton	76,682
23	John Sharp & Steven Sharp	260,623	73	Andrew Walkinshaw & Carolyn Walkinshaw	76,419
24	Andy Stephenson & Claire Stephenson	248,878	74	Olivera Toner & Justin Toner	76,407
25	Hazel Stephen & John Noble Stephen	247,262	75	Eve Branch & Norman Branch	76,134
26	Gordon Seldon & Judy Seldon	240,795	76	Robert Grinev-Branch & Marianna Grinev-Branch	75,381
27	Melvyn Mortimer & Lucy Mortimer	215,735	77	Nuala McDonald & Ronan McDonald	75,258
28	John Mckie & Sarah Mckie	187,934	78	Craig Hawkes & Mary Hawkes	74,987
29	Claire Rea & Peter Rea	183,778	79	Stephani Neville & Bill Neville	74,887
30	Judy Jodrell	183,464	80	Helen Allgood & Paul Allgood	74,286
31	David Pemberton-Smith & Anne Pemberton-Smith	174,626	81	Angela Campbell & Norman Campbell	72,884
32	Stephen Geldard	173,988	82	Rosina Pocock	72,781
33	Michael Day & Jean Day	165,100	83	Alf Bell & Carol Bell	72,536
34	Philip Warrington & Jean Warrington	161,358	84	Mike Gough & Dawn Gough	72,260
35	Robert Higgins & Mary Higgins	161,300	85	Teresa Divers & Bryony Hayward	72,199
36	John Donaldson & Anne Donaldson	146,032	86	Marcell Treanor & Joanne Treanor	72,066
37	Raymond Turnbull & Miriam Turnbull	140,012	87	Richard Chantler & Clare Chantler	71,107
38	John Prosser & Christine Prosser	138,867	88	Stephen Smith & Dennis Chamberlain	69,989
39	Helen Lambert & Richard Woods	129,755	89	Ramon Laing & Sylvia Laing	68,815
40	Sylvia Hood & Jack Hood	128,706	90	Doug Roper & Sandra Roper	68,230
41	Vie Robertson	127,412	91	Caroline Harris & Craig Cox	67,124
42	Eamon Lynch & Marie Ryan	126,737	92	Abigail Colclough	66,579
43	Geoff Webb & Fiona Webb	122,905	93	Christopher Brown & Louise Brown	64,180
44	Antonio Briffa & Katharine Briffa	119,979	94	Brian Harwood	62,600
45	Steve Roper & Debbie Roper	118,539	95	Martin Gardner & Allison Butterworth	61,154
46	Sue Ferguson & Steve Ferguson	118,252	96	Lindsay Gonsalves & Daniel Young	60,294
47	Jill Corlett	117,479	97	Carol Simpson & Douglas Clark	59,383
48	Michael John Pirie & Susan Pirie	117,223	98	Julie Collier & Peter Richards	58,409
49	Karen Young & Neil Young	117,123	99	Stanley Stewart & Roy Stewart	58,327
50	Heather Oneil & James Oneil	115,651	100	Jane Dunkerley & John Dunkerley	57,923

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