

**Your choice
with Kleeneze**

WHICH

WAY

WILL

YOU

CHOOSE

Training, news,
competitions and
testimonials inside

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a brand new catalogue**

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**Introducing our new
Kleeneze Distributors
of the Year**

**ezeparty 2012 - Catch up with the training roadshow and take
part in our competition to win some fantastic prizes**

Kleeneze®

Editor's note



On driving to a friend's house the other week, my boyfriend got so annoyed with the posh lady from Radio 4's dulcet tones telling us to bear left (from the sat nav, she wasn't in the car with us), that he ripped the device off our windscreen, chucked it on the floor and declared that he was going to find his own way.

You can probably guess what happened next. We got lost.

This was, naturally, not his fault. Everyone was to blame for this rather lengthy diversion - the posh lady from Radio 4, our friends, who live somewhere we didn't know, Currys (they sold us this terrible piece of equipment) and, of course, me.

Once his toddler-esque temper tantrum had subsided, I retrieved the sat nav from under the seat, replaced it on the windscreen and let the posh lady show us how to get there... bearing left all the way.

You see with every choice you make, there are consequences, however menial they may seem. Unfortunately, it's the little choices that we overlook and the ones that can take us further off the path we want to be on.

Check out Mike Gough's story on the next couple of pages. He's completely transforming his circumstances, both personal and in his business, one tiny choice at a time.

You see, our brains are ridiculously binary. Faced with two choices, we can make up a list of pros and cons and quickly make an informed decision. Faced with any more, we choke, panic and constantly question our decisions.

Life is not static. It's constantly moving and every choice we make leads us closer to or further away from our goals. Even the little ones. Do you constantly monitor where your little choices are taking you?

The good news is that we can always make different choices to get us back into alignment with our goals. The even better news is that practice makes perfect, so the more times you make the 'right' decision, the easier it will be to carry on making those good choices.

Scarily, every choice you make sculpts your entire life! If you want to blame the posh lady from Radio 4, by all means do. However, it's not going to change your circumstances.

Take action! Any choice is better than no choice. Any choice will take you forward and is preferable to drifting through life. Decide what you can do, because what you want to do can be a pretty useless kettle of fish. (Although I'm not sure what use anyone would have for a kettle of fish anyway; it would certainly make your cup of tea taste a bit weird.)

At the New Year Launch in January, our latest Distributor of the Year, Neil Young told you of the 90 day challenge. If every day for 90 days you made one little good choice, imagine the impact.

Getting back to the drive to our friend's house - yes, we probably would have arrived eventually without the assistance of the sat nav. However, much like Kleeneze, why make things difficult for yourself when you can follow something simple that you know works! Of course, if you're still at a loss which choice to make, you can borrow our newfound household motto - when in doubt, keep on bearing left.

**If every day for 90 days
you made one little
good choice, imagine
the impact**

Xenia

Xenia Poole, Editor in Chief
Xenia.poole@kleeneze.co.uk





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Want to put a little added zing into your retail this spring? What better way than a brand new catalogue

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I lost weight while my business piled on the pounds

The Compound Effect has had a huge difference on Gold SED Mike Gough's life. Read his story and find out how you too can turn your life around

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

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Bulk Sales – Top 100

The back page is the place to be! Congratulations to our Top 100 in Period 1



Spring into spring

Spring is on its way and what better time to spruce up your catalogue packs and give your income a clean boost than a new catalogue?

Our Spring Special is packed full of products for the garden and outdoors. Browse through the 36 pages with 25% of brand new products, 140 of them unique to this catalogue.

They say good things come in small packages, so this year, we've gone compact with the catalogue, making it easier for you to pack as well as lighter to carry.

However, this doesn't mean we've skimped on products!

In-line with demand, we've extended the travel range, as well as the grow-your-own range, giving your customers more choice than ever.

You can see more about our brand new catalogue by watching our latest Kleeneze Newz, now on our YouTube channel - www.youtube.com/kleenezehq.

Spring Special is now available in all relevant kits. You can also purchase the new specialogue in packs of 50 on UK code 97934 for £5 and ROI code 97985 for €6.

UK Income Kit, code: 02623, £32.00

2 x UK Income Kit (Free handling), code: 02356, £64.00

ROI Income Kit, code: 02747, €28.40

2 x ROI Income Kit (Free handling), code: 02437, €56.80



Some of our favourite new products:

HERB GROW BAG

Herbs definitely taste better when they're home grown and are far cheaper than from the supermarket too. Thanks to the compact nature of this grow bag, you don't even need a garden to enjoy creating your own herbs, as it's ideal for balconies and smaller gardens too.



INFLATABLE ICE BAR

Roll on barbecue season! We now have a solution to the problem of too much food in the fridge and not enough room for that all important beer!

This inflatable ice bar is perfect for keeping drinks and ice cold during picnics, barbecues and parties. Simply inflate, fill with ice and fill with those bottles and cans.



UNIVERSAL PLUG ADAPTOR

Heard about the incredible Kleeneze Destinations? Well, it's all true!

If it's in your plan to qualify for all of these luxury trips from now on, then this is possibly the most useful piece of kit you can have! Featuring 4 international adaptors to convert to UK, USA, Australia and Europe for use in over 150 countries, you'll be prepared wherever we whisk you off to!



WEED REMOVER

It's our front cover product and something that Steve Seymour, Kleeneze's Director of Buying is currently waxing lyrical about! "I weeded my entire garden in one session," he told us. "Really, it's amazing. Once I started, I couldn't stop!"

This long-handled weed remover features three metal prongs. Simply push into the ground, twist and pull out and the entire weed is removed. Unfortunately, doesn't include a Steve Seymour to do it all for you!



I lost weight while my business piled on the pounds

In September 2011, Gold Senior Executive Distributor Mike Gough made a decision to lose some weight and double his income. Now, three-and-a-half stone lighter, he and wife, Dawn, have more than doubled their cheque in five months and turned their business around. Team Talk caught up with a lighter, brighter Mike to find out exactly how this dramatic change came about.



"It was the Christmas Showcase 2011 and all 16-and-a-half stones of me was squashed into a seat. I was listening to Darren Hardy talking about The Compound Effect, when suddenly he started talking to me personally.

He said: 'You are where you want to be.

I was in the Kleeneze Showcase - yes I chose that!

I was 231 pounds and classed as obese. No I didn't choose that!

Our cheque, every four weeks was £2,000 less than we wanted it to be. No I didn't choose that!

Darren Hardy continued: 'It's the choices YOU made that brought you to where you are, right now. Little things that didn't make a lot of difference at the time. But little things have a compound effect'."

With that, Mike made a decision. After fifteen years of trying to lose weight, this time he was going to achieve it. His mind was made up and as soon as Darren had finished speaking, Mike and Dawn popped out for a bit of lunch. This time, it was a chicken salad for Mike.

"The plan was simple," he explained. "Before I ate anything I asked myself a simple question: will this move me closer to my goal or further away? If the answer was closer, I ate it. If further away, I didn't eat it.

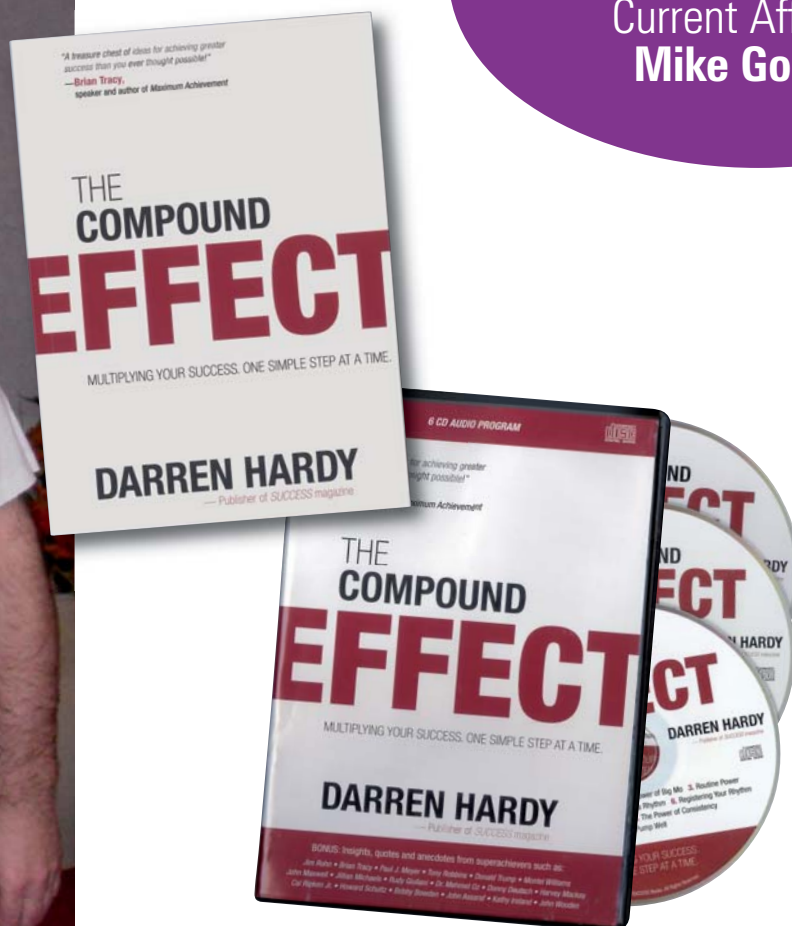
My first goal was to get halfway there by the next conference and go across stage, 3 stone lighter. But my real first target was to lose 1 pound. Then another and then get under 16 stone. I did that in a couple of weeks.

Another three weeks and another 7 pounds and my trousers didn't fit. But I still had the ones I had grown out of. They were brought back out.

My next target was to get down to 15 stone. Once I was there, a few people had started to noticed. Half a stone later and everyone was noticing."

By the time the New Year Showcase arrived in January, Mike had lost three stone and Distributors were failing to recognise the SED!

"Something definitely clicked when Darren Hardy spoke about the Compound Effect, Mike explains. "There seemed to be more clarity on my goal now and the more I did it, the easier it became. It just becomes second nature after a while. Whatever I eat now is good for me and takes me closer to my goal."



That wasn't the only goal Mike had, though. Having heard Neil Young talking about increasing his income by £1,000 in 90 days and later speaking to Andy Boswell about his £5,000 cheque, Mike decided it was time to increase the couple's income.

"Don't get me wrong, Dawn and I were quite comfortable," says Mike. "But they do say once you start doing something that works, then the need for it is no longer there. We had to come back and start doing all these simple things that we did before. Why we stopped, I don't know!"

"Again, the choices we had to make were simple. If an action moved us closer to the extra £2,000, we'd do it and if it moved us further from the goal, we didn't do it.

"Our target was minimum 15 wide in our PSG. We leafleted and put out shop ads. Leafleting doors was a favourite - the best aerobics plan you can get! We talked to people who had tried Kleeneze before and told them how great things were. Some got started some didn't.

"We showed established Distributors how they could stretch themselves, (and their income). There is a tendency to think you're talking to your team when you're calling, texting and emailing them, but very often you're not. Technology can make communication easier to do, but sometimes not as effective. We've made sure that we've had more belly-to-belly action with the team and

made sure we had more sizzles. Dawn even started doing a ladies-only sizzle, something that's tied in with the party plan a treat.

We also decided to double our normal retail to £2,000 by Period 12, (not really hard though is it?)."

The results spoke for themselves. In Period 8, the Gough's cheque was £2,726. By Period 9 it was £3,777, dropping down a little in Period 10 to £3,594. Period 11 it came in at £4,111 and by Period 12 it had risen to a whopping £5,028.

"We try to make sure that we're always doing something. I always ask myself what I'm achieving at that moment; is what you're doing now, the best thing you could be doing?"

"If it moves you closer to your goal, no matter how small the move, do it. If not, don't. And give it time to work. The action is the goal, so you accomplish your goals on a daily basis.

"There's nothing clever about it. It's just the silly basics that we should do, we know we should do, but just weren't doing them.

"At 62, I'm more enthusiastic than ever because I can see where Dawn and I and Kleeneze are going. And it looks good. And at 62 I'm definitely having my best year ever...up to now!"

If it's going to be, it's up to me

There are many reasons to qualify for Miami. A week in the sun being treated like royalty probably tops the list of many people's motivations! However, Gold Distributor Carol Hone had an even stronger reason than most and, in her bid to qualify, has changed everything.

"I joined Kleeneze after leaving my retail management job. The job had made me ill with stress, my confidence was non-existent and I felt a total failure. However, I needed to make some extra money while I looked for another job, so when my mum saw a Kleeneze flyer posted through our door, she handed it over to me.

"At the beginning, I didn't really believe it would work and didn't follow the system. I was still getting orders, though. I found another full-time job in the meantime, as the head housekeeper at a hotel, but I didn't want to give Kleeneze up. I was really enjoying the Kleeneze family spirit, fresh air and exercise, and meeting the customers. By this point I'd built my business up to 10%.

"A year on and my Uplines, Gail and Darren Drew, had qualified for two Destinations – Cyprus and Club Med 2. Even though I knew they and other members in the wider team had achieved this, I felt that they were too far out of reach for me to achieve. My belief in myself was just too low.

"Then I heard the news that Kleeneze was going to New York. I'm a huge film buff and this really

captured my interest. I made the decision that I was going to go. Then life dealt me a curve-ball.

"My dad was diagnosed with terminal cancer. The news completely rocked my world. Although I kept the business going and I rose to 21%, my heart wasn't fully in it. I wanted to spend as much time with my dad and my family as possible and New York qualification was no longer a priority.

"Losing my dad in February 2011 was a huge turning point for me and mum. Both my parents have been hugely supportive of my fledgling business - mum turns the books for me whilst I am at work and dad enjoyed being my 'secretary', filling in the customer records as I picked books up. He liked to escort me on my delivery runs and even came to a lot of the meetings with me.

"Mum joined the business 'officially' and we planned with our up line to be Gold by Christmas and on that next Destination. In October I had a phone call from my Upline, who had been tracking my progress closely for me, telling me I was the closest I'd ever been to Gold level, so we pulled out all the stops and went for it!

"It took extra retail (book drops before and after my work shift every day of the week), very long days, loads of support from my fabulous Upline, as well as my small team working on their own targets and hitting their best pin levels. But we did it!

"I've always believed in the saying 'if it's going to be, it's up to me' and that became my mantra every morning when my alarm went off at 4am. I had a picture in my head of how proud my dad would be when we got to Gold and even more so if we got a free holiday!

"To tell you the truth, I hated every minute of getting up so early every day! But it never crossed my mind to stop, as I had made the decision I was going to get to Gold and I was going to Miami.



"Goals and goal setting had always been a bit of a mystery to me. I've plodded through the last 4 years of my business just seeing what will happen, telling myself and my Upline, it'll happen when it happens, but actually you can make it happen if your belief and dedication are strong enough. Michael Khatkar once told me – 'it's not JUST what do you want with a passion, but what NOT getting it will do to you or make you feel' and it's true. Not letting my mum, dad and Upline down are my driving force and a free holiday at the end of the year is pretty fantastic too!

"It's my dad's anniversary in February and I took my Gold medal and Miami sash to him and I told him about being in qualification. I know he's fully behind me. My Uplines, Darren and Gail Drew have always been a huge support to me; in fact the whole Rhino group are all marvellous, with a lot of success and knowledge between them. But I now know and believe one thing – if it's going to be, it's up to me!"



Carol Hone, Gold Distributor & her Mum, Jacqueline



www.miami2012.co.uk

Michael Khatkar says...

Carol's story is just fantastic. It really goes to show how having belief in yourself is that pivotal first step in achieving anything.

When we announced the second part of the Miami qualification at the New Year Launch in January, it put everyone back in the game. If you have the belief, you can be joining us in one of the most sun-soaked, cosmopolitan cities in the world.

The key part is to move to a minimum of Gold Distributor level by the end of Period 4, as well as complete the mandatory requirements. You can find the whole qualification criteria on our Miami website – www.miami2012.co.uk.

With all the things happening at the moment in Kleeneze – Kit offers, incentives and income streams, you can all benefit from this. Make sure you know everything that's out there for you and understand what you need to do.

Something else that we're coming up to that will really help you build your businesses is the Kleeneze LIVE! tour. I'm personally ecstatic to see the line-up for the

first event in Warwick (see page 18). It's an absolute coup to secure these four speakers at the same event. If you can walk away with just 1% of what you hear on the day, you'll have everything you need to build a huge business.

Remember, you're never alone in your Kleeneze business. There's a huge amount of support out there – Upline, Downline and Crossline too. Oh, and there's me as well! If you have any questions regarding the qualification criteria or any incentives, please don't hesitate to get in touch – Michael.khatkar@kleeneze.co.uk



Michael Khatkar
Director of Network Development



power tools to
party up a profit

eze**party** has been rolling out throughout the Kleeneze Network to an overwhelming reception. With trainings happening all over the country, Distributors are embracing this fantastic new opportunity to add to their income.

However, they say, fortune is in the follow up, so ensure you have all the amazing tools to hand to ensure your parties bring in the pounds.

ezeparty	Code	Price UK (£)	Price ROI (€)
UK Customer Order Form (Pack of 100)	98442	2.00	-
ROI Customer Order Form (Pack of 100)	98590	-	2.40
Party/Sponsoring Flyer (pack of 100)	98612	1.50	1.80
Sponsoring Booklet (pack of 20)	98515	1.50	1.80
Accommodation Booklet and Voucher	98663	3.50	4.20
Host Envelopes (pack of 10)	68640	2.50	3.00

ezecook

UK eze cook Catalogues (per pack of 20)	97551	6.50	-
ROI eze cook Catalogues (per pack of 20)	97560	-	7.80
eze cook Recipe Book v2	09865-11	1.50	1.80
eze cook Tablecloth	97578	15.00	18.00
Invitations (pack of 100)	98248	2.00	2.40
eze cook DVD (pack of 5)	98280	2.50	3.00



Available to download off the DSA

Host Poster

ezerice Offer Poster

ezeroast Offer Poster

ezepasta Offer Poster

Accommodation Display Poster

Thank You Gift Poster

A4 Event Poster

A3 Event Poster

Recipe Cards

Invitation Cards

Business Tools Sheet

Free prize draw tickets



Date _____ Time _____

Host _____

Location _____

Telephone _____

email _____

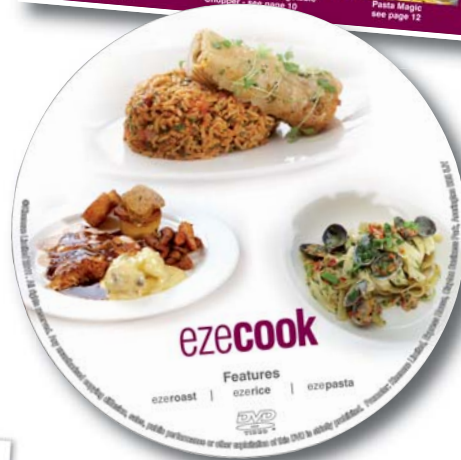
RSVP _____

ezecook****

Available
only TECH

706032-6108

67P
points



Gold Distributors, Anna and Nicholas Padfield earned £300 for 18 hours of partying – that's over £16 an hour!

*"Our only other experience in party plan before was our own attempts with Cabouchon Christmas parties with the Kleeneze range. We had a go at the cookery products when Nigel Smith first became involved, cooking some recipes and doing demonstrations, which everyone loved – but it wasn't financially viable. That's why we were so pleased when Kleeneze launched eze**party**.*

Party plan fits in very nicely around our regular Kleeneze business and other commitments we have, as most of them come in the evening and delivering is just one drop.

We do the parties together. Nick has always enjoyed cooking and although most think it is a female thing, there are plenty of male chefs on TV. Most of the ladies seem to like having a man there too, it can help create a bit of banter to add to the atmosphere.

We also find that having both of us there helps with the demonstrations as these go down really well. Strangely enough the products we use on the demos normally turn out to be our best sellers! With two people there, it also means one can be taking payments while the other mingles and pays attention to the guests.

Our first party was at home concentrating on our warm market to get us rolling. While we were in New York, Jean Day told us: 'you are not through till you have two', so after that we were looking to get two more parties from everyone we did.

The most important tip is to make it a fun night that everyone enjoys. Secondly, put on a really nice display which entices people up to look at the products - along with the demos, it will get everyone joining in. Remember, not everyone can afford everything they would like in one night so booking more parties makes sense.

It's our personal goal to hold 60 parties this year at £250. That will be an extra £15,000 retail and help us qualify for the Director's Club, as well as giving us a boost. On top of this, we're looking to recruit from the parties as well, so we're really excited about the year ahead. Our Uplines, Geoff and Fiona Webb have been a huge support to us, so we're extremely grateful to them.

*We also have a couple of parties lined up for charities this year - one for a local school and one for **Diabetes UK**, where we are donating all commissions earned. With our son being diabetic, we are pleased to be able to give something back.*

*We think eze**party** is great. Now we have a two-pronged business with the ezespa launch still to come. We'll see if Nick is such a hit with the ladies with the spa products as he is with the kitchen products!"*



Anna & Nicholas Padfield

"I have never presented a catalogue or front cover item - I simply blanket drop. So imagine my surprise when I did deliveries tonight and returned with 4 definite parties and 3 more possibilities! When my customers heard how popular the parties are they wanted to follow suit. One lady said she would love to hold a party, as she would love the company and it would be a great way to make friends with the neighbours."

**Ian Hickton,
Gold Distributor**

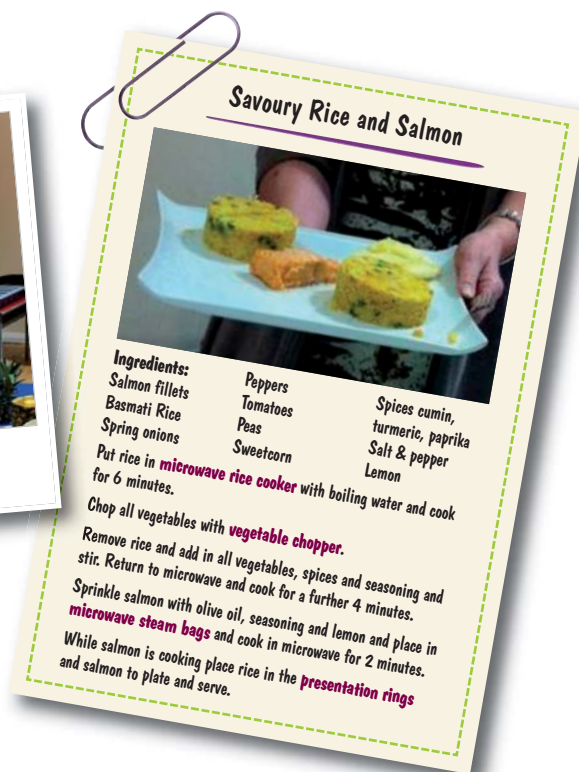


eze
party

Competition

If you want to stage a party your guests will remember, you need to have the right tools. Round up your friends, family, colleagues, even neighbours and you'll be cooking up a storm in no time!

Distributors are getting even more creative with their eze party tools and creating new recipes, such as this one from Bronze Executive Distributor, Lesley Whittington:



Competition

We have some great prizes to get your eze party business started.

- 1 x eze cook party kit
- 20 x eze cook catalogues
- 20 x eze cook recruitment brochures
- 100 x eze cook recruitment flyers
- 5 x eze cook DVDs

To be in with a chance to win one of these fantastic prizes, simply answer this question:

What is the name of Kleeneze's celebrity chef?

A Nigel Lythgoe B Nigel Benn C Nigel Smith

Send your answer along with your Distributor account number to teamtalk@kleeneze.co.uk by Friday 16 March using 'eze cook' as the subject title.

See the DSA for full terms and conditions.

Congratulations to last month's winners of our book competition 'Design Your Best Year Ever':

Bob & Diane Goulding; Claire Finney; Georgia Wilding & Harry Platt; Deborah Bennett & Yvonne Clark; Sheri-Lynn & Andrew Warburton

The answer was B – New Year



Eight events, 32 speakers, one common goal



It's the Kleeneze LIVE! roadshow and it's coming to a town near you very soon with just one aim – to give you all the training and tools you need to create a flourishing business for life.

It all starts on Saturday 17 March in Warwick with an inimitable line-up of speakers, including the new Distributor of the Year, Neil Young; Kleeneze's first millionaire, Chris Mason-Paull; the man at the top of the plan, Bob Webb and the youngest Distributor to ever hit Premier, Craig White.

Neil Young, Distributor of the Year

Neil will be giving vital training on how to lead yourself and your team to greatness. You'll learn how to set targets, how to be an effective leader, add £1,000 per Period on to your income and support your team to do the same.

Chris Mason-Paull

It's your business, so it's up to you to build it. However, there are loads of support mechanisms out there to help you increase your income and Platinum Premier Executive, Chris Mason-Paull will be guiding you through some of the best. From your online shop to party plan, find out how it all works and what results it can give you.

Bob Webb

With the economy the way it is, now is the time for sponsoring and who better to show you than someone who built his massive business off the back of the last recession – Silver Principal Executive, Bob Webb. From warm market to ezeparty, you'll find out the best methods for recruiting and how to combat rejection.

Craig White

This is very much a people business, so to succeed you need to learn how to get the best out of your team. Premier Executive, Craig White is the master of inspiration, helping his team members qualify for Destinations, trophies and bonuses. He'll be telling you his tips on helping people set their goals, focus on their dreams and follow what's required.

It's all sounding pretty good, eh? Make sure you join the staff of HQ along with our incredible speakers at Stoneleigh in March. Order your ticket today on code 02054.

Other Kleeneze LIVE! events

(all events start at 12pm – doors open at 11am – and finish at approximately 4.30pm)

March

Saturday 31st

Belfast – Park Plaza Hotel

Order Code: 02054

April

Saturday 14th

Falkirk – Inchyra Grange Hotel

Order Code: 02135

Saturday 28th

Dublin – Red Cow Moran Hotel

Order Code: 04332

May

Sunday 13th

Bristol – The Bristol Hotel

Order Code: 02100

June

Saturday 9th

Newcastle – Lancastrian Suite

Order Code: 02089

July

Sunday 1st

Bracknell – Blue Mountain Golf Club

Order Code: 04308

Sunday 15th

Warrington – Park Royal Hotel

Order Code: 02119



We're Q&A just getting started

Gold Senior Executive Distributors, Neil & Karen Young, joined Kleeneze 13 years ago in order to make a little extra cash. Over the years, they've moved their business up the Sales Plan, qualifying for International Destinations and even winning a Mini in the process.

However, 2011 saw the couple's business really take off. Turning their entire team training system on its head, Neil and Karen's sales and sponsoring soared. So much so, that they were named Distributors of the Year and snapped up the New Business Trophy at the same time!



**Distributor of the Year Award
NEIL AND KAREN YOUNG**

Q

How did it feel to win Distributor of the Year?

We certainly were chuffed to receive Distributor of the Year, as well as the New Business Trophy, but we see it as a team thing. As a team, to win four out of the seven trophies was incredible. We're going to try and clean up completely this year!

Q

Did you plan to win the trophies or did they come about through business growth?

It was definitely a conscious thing. The previous year, Craig White's team won nearly all of them. Abigail turned to me and said: 'we need to put a stop to this!' It's was a bit of healthy competition really, but from that moment, the decision was made.

We then talked about it at one of our key people meetings after that Showcase. Karen [Boardman] had seen her name at the bottom of the Harry Crook Trophy list and I think this really spurred on her motivation to go for it.

Q

Why is winning a trophy important?

They're important to people simply because recognition is a major motivator. Since these trophies have been won, everyone in the team is setting goals to win a trophy this year too. It's become a really big thing.

Q

Once you decided the trophy was a goal, what was your next step?

We tracked the business. In Abigail's case, we didn't really need to – she was actually miles ahead on the list. With Karen, we tracked the figures every month and mapped out what she would have to do to get ahead of other people. It was like a business projection. We knew how many people she'd need to sponsor, what her turnover needed to be. Once she'd made the decision that she was going to go for it, we were halfway there.

Q

Why do you think you were awarded Distributor of the Year

We sponsored quite a lot of people into the business over the last year – around 89, I think. 75 of those were on the Business Builder 250 and these people did more volume than anyone else. That would have helped us with the New Business Trophy.

As for the rest, we really tried to lead from the front. Although we were sponsoring in and leading, we wanted this duplicating through the team. After the September Showcase in 2010, we launched our key people training meetings, which we now run every month in Birmingham. It was here that we coached people and ran training workshops – and that's what helped us get the duplication.

It's that reason why we were so pleased that we got these trophies, because it's a reflection on our team. Taking the business from negative growth to positive, may have started with me, but it's just not about me now at all – it's the team. I believe that the growth we got this year is going to be even bigger than last year – all down to duplication.

Q

What tips do you have on creating new business?

People should follow up every lead by telephone. Always aim to get more leads than you need or plan in, because if you're scratching around, you're going to end up trying to persuade people to join the business. If you've got more leads than you can handle, you'll be more relaxed about it. Plus, you get good at it. The more you do, the more confident you become and the results are better.

We find out why people are looking and we try to find out what's important to them and then we show them why Kleeneze is the solution. If someone's got a financial headache, we give them the aspirin!

We do advertise the business and we generate business online. We use Facebook and social networking, because we find that's where people spend their time nowadays. We try to get

very large numbers of people into our funnel, into our contact manager and into our database. We follow up with loads of information – once they're in the database, there's no escape!

Q

You mention taking the business from negative growth to positive. What spurred on that decision to turn your business around?

I think we reached a level where we were doing ok; we had a good income, won the Mini and went on lots of Destinations, but we'd plateaued a bit. We looked at it and made a decision that we were going to take the business to the next level.

We were making about £4,000 a month, so we knew we were doing some things right and we knew that we were capable of making progress, but I wanted to make quicker progress.

Together with Abigail [Colclough] and Kevin Rider, we spent a few months reviewing and documenting exactly what we had been doing right, so we could pass it on. Sometimes we were up until 3am, just working on the business.

When we were ready, we launched the key people meetings. Although we don't teach anything new, we changed the method of coaching it. It was very much the three of us in it together that helped that turnaround.

We've got really big goals in place now. This is the beginning - we're just getting started.



Trophy Winners

2011

VIP Trophy

Awarded to the Distributorship with the highest personal retail sales (not PSG) for the year.

Name: Paul Tonkin and Joanne Heeraman

Status: Senior Distributors

Joined Kleeneze in: June 2003

Bio: Started helping out his daughter with her Kleeneze business and after a while, decided to start his own business alongside his job as a shopfitter. Soon took up the business full-time.

On winning the trophy:

I'd worked really hard for it, so it wasn't an out-and-out surprise, but fantastic nonetheless. It was nice to have Joanne there this year, as she couldn't make it to last year's. She loved New York and we're really looking forward going to Miami now.

On what made the difference:

There really is no magic formula in this business. You either get out there and do it or you don't. There's no in-between. I do it and do it every day and therefore I get the reward for it. If you want to get more money, put more books out. Just do more and do it consistently.

Top tips:

At the Showcase, I spoke about Christmas cards and I've now got the full results in.

I used Kleeneze Christmas cards (because you get volume profit on them). I bought 60 boxes of cards, 1,800 cards for my 1,800 customers. Because I reached Gold, that's 27p in the £1 off, which meant each Christmas card cost 6p. My total investment was something like £120. For that return, it netted me £10,000 in orders which gave me £3,700 in income.

I dropped all the cards separately just to show the customer it was them I was thinking of and appreciated. It would have been easier to drop with the catalogue, but it wasn't the purpose. Show your customers you care and you'll reap the rewards.



VIP Trophy
PAUL TONKIN & JOANNE HEERAMAN

The VIP Trophy – awarded for consistency of effort and outstanding personal retail sales

Harry Crook Trophy

Awarded to the Distributorship which achieves the highest total group sales volume over the previous year (must qualify as Senior Distributor or above and achieve a minimum of 38,000 PSG Points in the Sales Year).

Name: Karen and Scott Boardman

Status: Senior Distributors

Joined Kleeneze in: March 2010

Bio: Joined Kleeneze to earn an extra £50 a week around other commitments

On winning the trophy:

I felt fit to burst. It was definitely one of the highlights of my 50 years on earth and ranks up there with the birth of my children and grandchildren.

On what made the difference:

I was in qualification for New York, but I was terrified of flying so my heart wasn't really in it. Due to this, I had let my Gold business slip back to between 18 and 21%. So when I first saw my name on the bottom of the Harry Crook list, I wasn't even a qualifying Gold.

I made the decision to get back on track. It took me 3 months to get back up to Gold. I had to increase my retail, as I was barely hitting 10% at the time and needed to get back into the sponsoring side of the business as a few had left. I just regained my focus, all guns blazing and worked so very hard every day and built the business back up from £3,000 a Period up to £25,000 in a Period.

All the time I was watching the league table and taking inspiration from seeing my name move up the list and the gap between me and first place closing. I think the thing that made the most difference was the desire to win. I could picture myself getting the trophy. I could feel what it would be like and could hear the shouts and cheers in my head when I shut my eyes. If you want something bad enough you can get it.

Top tips:

Don't wait till part way through the year to decide you want it. Have it pictured on your goal board and your reasons why you want it and don't ever think that you will not be able to do it because if I can believe me YOU can.

I am now looking to win another so I have a matching pair!



Harry Crook Trophy
KAREN & SCOTT BOARDMAN

**The Harry Crook Trophy - awarded for
outstanding business development**



Distributor Challenge Trophy

Awarded to the Distributorship which achieves the highest percentage increase in Total Group Sales over the previous year (must move up the sales plan by at least one level in this time).

Winner: Chrissy Sykes

Status: Bronze Executive Distributor

Bio: Chrissy, an ex-health and safety assessor, joined Kleeneze in 2008 after looking for an opportunity to earn money around looking after her young son.

On winning the trophy:

Winning the Distributor Challenge Trophy was an accumulation of excitement, anticipation and hard work all rolled into one. The delight in hearing my name announced just filled me with incredible pride for our fantastic team and all the hard work that has gone into achieving this incredible accolade. This kind of achievement does not just happen by chance but as a result of meticulous planning and consistent effort over a period of time so I feel very proud to be the holder of the trophy on behalf of our fantastic group of distributors - Team Ultimate!

On what made the difference:

Last year we built a really good rapport within the team and regularly spend time sizzling and challenging one another to succeed. With our group of rising stars and a great synergy together we have encouraged all of our new team members to feel a part of something truly wonderful.



Distributor Challenge Trophy
CHRISSY SYKES

The Distributor Challenge Trophy - awarded for outstanding business development

Top tips:

- Get a wiggle on! Work with pace and consistently challenge yourself
- Do what 95% of people are not prepared to do
- Make short term sacrifices
- Get excited about your goals and encourage your team to dream big
- Have fun but never take your eye of the end result

Executive Distributor Challenge Cup

Awarded to the Executive Distributorship which achieves the highest percentage increase in total group sales over the previous year (Executive Bonus must be qualified for in at least 6 out of 13 Sales Periods).

Name: Abigail Colclough

Status: Bronze Executive Distributor

joined Kleeneze in: November 1999

Bio: Joined Kleeneze originally just replying to an advert for someone else. Soon realised the potential and left her demanding job for Kleeneze, which she could work part-time around her son

On winning the trophy:

It was absolutely fantastic. However, the best thing for me was watching Karen [Boardman] receive her trophy. I'm so proud of our amazing team and what we've achieved so far.



Executive Challenge Trophy
ABIGAIL COLCLOUGH

The Executive Challenge Trophy - awarded for outstanding executive group sales

On what made the difference:

I think getting clear on my goals really made the difference. I set my goal to achieve £100,000 turnover by end of 2011. In Period 2, it was £37,000 and I finished the year close enough at £79,000.

I looked at my business and myself very carefully at the end of 2010, scrutinising what I had and what I needed to improve. After reviewing all aspects of my business and how I felt about it, I realised that there was one thing that would make a difference to all areas. That one thing was more calls! My strategy was ten no's per day before anything else. This one single strategy created more team members, which created more confidence, which created motivation, which created more calls, which created more team members - you get the idea!

My first goal was 15 active wide, which I achieved in the first quarter of 2011 - adding an additional £600 per month onto my cheque. As a by-product of that goal, I achieved the number one position in the Executive Cup league table in the first quarter and stayed there all year - this led to more belief in myself and belief within the team, and a focus on the other trophies available which led to motivation, which led to duplication and a fantastic 2011 for us all.

Top tips:

- Have four top one-year goals. Know where you are going and set big goals. Mine is to have a £250,000 turnover by Period 12 this year. It's big and scary, but I don't care!
- Value yourself enough to spend time on an in-depth goal-setting/review session once a week (a good 2-hour session once a week scheduled into your weekly plan and 10 minutes a day - 5 in the morning and 5 in the evening looking at those goals)
- Personal development daily, daily, daily!
- More calls - use the ten no's a day strategy
- Everyone asks me about falling down on the way to go pick up the trophy at the Showcase. Remember, it doesn't matter how many times you fall flat on your face, it's about getting back up!

SED Challenge Trophy

Awarded to the SED which achieves the highest percentage increase in total group sales over the previous sales year (Executive Bonus must be qualified for in at least 6 out of 13 Sales Periods).

Winner: Craig and Magdalena White

Status: Premier Executive Distributors

Bio: Craig joined Kleeneze in 1988 in order to save up a bit of money to go travelling. It was on his travels that he met up with his parents at an overseas Kleeneze Conference and suddenly saw for himself what Kleeneze was all about.

On winning the trophy:

It's just an amazing feeling winning a trophy - any trophy. It shows that you're doing the right things right and it's great to be recognised for the hard work you have done in the past.

This is the fourth time we have won the SED Trophy, so it's a massive accolade for the power of a team - The Imagine Group!

On what made the difference:

When I started the business I was focused on my success and my achievements. However, as you start associating with successful people and take the steps to personal develop and grow as a person, you quickly get a shift in mindset and realise success is about ALL OF US.

Our Kleeneze business is a people business and it has been an exciting journey working with great people over the years, building relationships and building businesses. It is a massive honour to be part of the Imagine Group.

It's down to the dreams, excitement and power we carry as a team that we have created such momentum and again won the SED Trophy. Teamwork in Kleeneze really does make the dream work. We are all so proud of Chrissy winning the Distributor Challenge Trophy, something that meant so much to her and the team. This year is going to be massive for one and all!

Top tips:

I believe that the key to winning the SED Trophy is not about one person - it's about a team of collective people driving together, challenging each other, exciting each other and thus creating an environment of peak performance, achievement, fun and recognition...and we have that in abundance in The Imagine Group!



SED Challenge Trophy
CRAIG & MAGDALENA WHITE

**The SED Challenge Trophy - awarded
for outstanding executive group sales**

90 DAY CHALLENGE

Many top Distributors in the Network have spoken about the 90 day challenge — Jackie White, Chris Mason-Paull and, most recently, Neil Young to name but a few.

So what is it? Well, really, it's very personal to you. At the New Year Launch, it was suggested that you could add £1,000 onto your cheque in 90 days. However, it can be used to achieve any short-term goal that you want.

Senior Distributors, Richard and Helen Peuleve heard about the 90 day challenge at a Kleeneze Showcase and already having a goal to increase their income by £250 per Period, decided to use it to help them along.



"We made this goal, because we wanted to save for our son's future education," explained Richard. "He's only 5 now, but we want to be able to choose whether he is educated in state or private schooling for secondary education."

"Short-term goals always tend to be easier to focus on, since it's a shorter timeframe to carry out the activity and the results can be seen more quickly. Plus, the pay-off is realised more quickly than a 2-5 year goal and the positive feedback feeds the habits and desire to continue."

Richard and Helen decided that alongside increasing their income, they wanted to refresh their customer base and get into qualification for the Director's Club.

"We planned to drop an additional 500 catalogues, each week, in between our existing customer base, as well as sponsor more into our frontline to increase the width in our PSG," they explained.

"It can be easy when you're full-time in the business to allow the activities to take all the time you have - so we focussed on getting 500 extra catalogues out each week. We knew this would give us the extra sales even if the pick ups were lower to begin with. It turned out the pick ups were better than expected - so we earned even more!"

"Periods 10 to 13 were our best ever personal retail across those periods and we have now completed 5 of the 8 periods at 15% personal retail for the Director's Club. Our income increased by over £450 in the first period of activity (Period 10) and peaked at our best ever cheque in Period 12.

"We're continuing the activity this year, consistently dropping an extra 500 catalogues each week and maintaining the sponsoring activity. And now we're also aiming to qualify at 10 Active Wide."

To find out more about the 90 Day Challenge, as well as download your own 90 Day Challenge spreadsheet, visit the Learn to Earn section on the DSA.



Five weeks in and I've won a Mini!

We were practically reduced to nervous wrecks on the day of the New Year Showcase. Firstly, there was the waiting to find out who had won the trophies and then came the Mini draw.

It wouldn't be a Kleeneze event if there wasn't a big surprise on the day, so it stood to reason that our Mini First winner was someone who had been in the business only FIVE WEEKS!

We caught up with the man in question, 76-year-old Alvin Whitticombe to find out all about it.

"I joined Kleeneze really to make me walk a bit more," explained Alvin. "I have arthritis, so it's important that I keep on walking. It was also to have something to do too, as I'm retired. I can't sit in the house and do nothing.

"I ran my own business in energy conservation before I became a little bit ill and I was forced to stop. My wife was already a customer of Kleeneze, so we knew about it that way and it seemed like a good opportunity. The money certainly doesn't do any harm either!"

Alvin signed up in November on the Business Builder 250. By the time the Showcase came around, he had reached 10%, giving him that one, all-important ticket in the Mini draw.

"It was a very pleasant surprise," laughs Alvin.

"I've never really won anything of any great value in my life before. To be honest with you, I didn't even know I had a ticket in the draw. My wife helps me considerably with the business, preparing the catalogues and orders with me, so she came along to the Showcase with me. I was really impressed by all the speakers on the day.

"I suppose it is a bit ironic that I joined to walk more and won a Mini! However, it will be very useful to reach a customer base that's further away.

"I'm giving my Kleeneze business a really good go now. I don't know if I'll ever make fortunes, but I'm getting on and doing what I need to do. I've hit 13% now and I've already got one person in my team. I'm talking to two others at the moment too."



Wow. The fact that we've had to add an extra page to fit in all our achievers in Period 1 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 1 and, for our new starters, we hope to see your name on these pages very soon!

Personal Retail TOP 3



1st £11,513

Susan Coleman & Robert Holdford



2nd £8,331

Margaret & Ian Foster



3rd £7,228

Paul Tonkin & Joanne Heeraman

Personal Sales Group TOP 3



1st £19,767

Stuart & Robyn-Lee Heard



2nd £16,392

Marie & Jeremy Simmonds



3rd £15,563

Stacy & Jonathan Beck

New Business Sales TOP 3



1st £14,663

Doug & Sandra Roper



2nd £11,523

Steve & Debbie Roper



3rd £9,740

Austen Fawcett

Top 50 Period 1

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 12-1

No.	Distributor Name	Sales	Distributor Name	Sales	Distributor Name	Sales
1	Susan Coleman & Robert Holdford	£11,513.32	Stuart Heard & Robyn-Lee Heard	£19,767	Doug Roper & Sandra Roper	£14,663
2	Margaret Foster & Ian Foster	£8,331.52	Marie Simmonds & Jeremy Simmonds	£16,392	Steve Roper & Debbie Roper	£11,523
3	Paul Tonkin & Joanne Heeraman	£7,228.24	Stacy Beck & Jonathan Beck	£15,563	Austen Fawcett	£9,740
4	Margaret Morris & Alan Morris	£7,065.01	Janet Mitchell & Andrew Mitchell	£15,286	Teresa Divers & Bryony Hayward	£9,404
5	Loic Pougeolle & Susan Pougeolle	£6,531.30	Ann Coe & John Coe	£15,116	Stuart Heard & Robyn-Lee Heard	£8,876
6	Patrick McKenna	£6,176.03	Mikaela Brown & Andrew Brown	£14,183	Steven Harding & Narissa Mather	£8,830
7	Emma Colley	£6,152.92	Keith Sandland & Helen Sandland	£12,682	Eamon Lynch & Marie Ryan	£8,790
8	Jane Mousley & David Mousley	£6,110.48	Adam Swire & Deborah Heron	£12,633	Graham Carter & Lorna Carter	£7,727
9	Gillian Barry & Jonathan Barry	£5,584.50	Julie Cotton & Neil Tomkinson	£12,011	Albert Berry & Caroline Berry	£7,126
10	Brian Carroll & Jean Carroll	£5,550.64	Susan Coleman & Robert Holdford	£11,959	Michaela Williams & Michael Williams	£7,103
11	David Marsden & Elizabeth Marsden	£5,233.67	Christine Sykes	£11,540	Maria Rendle & Frank Rendle	£6,705
12	Michael Jones & Ann Jones	£5,102.06	Tracey Payne & Harvey Kent	£11,443	Sam King	£6,566
13	Peter Savidge	£5,090.00	Melissa Squires & Ian Slade	£11,082	Stephen Smith & Dennis Chamberlain	£6,543
14	Ian Williams & Sally Mellor	£5,072.86	Adam Humphrey & Coleen Humphrey	£10,692	John Halsall & Janice Halsall	£6,348
15	Paul Hammond & Gosia Hammond	£5,003.47	Graham James & Christine James	£10,502	Stephen Shepherd & Laine Shepherd	£6,175
16	Alison Beal & Geoffrey Ault	£4,965.43	Paul Blaxall & Carolyn Blaxall	£10,375	Tracey Payne & Harvey Kent	£6,047
17	Kelly Elliott & Steve Elliott	£4,897.76	Debra Pusey & Oliver Pusey	£10,353	Toby Acton & Donna Gold	£5,986
18	Kevin Davies & Deborah Parker	£4,872.24	Ivan Darch	£10,313	Neil Maclean & Susan Maclean	£5,966
19	Tracey Payne & Harvey Kent	£4,838.83	Karen Young & Neil Young	£9,933	Keith Sandland & Helen Sandland	£5,853
20	Melissa Squires & Ian Slade	£4,838.04	Gail Drew & Darren Drew	£9,912	Jonny Newbold	£5,763
21	Amanda Ten Bruggencate & Leo Ten Bruggencate	£4,795.12	Stephen Wilson & Marie Bell	£9,883	Christopher Smith & Sarah Smith	£5,728
22	Ian Saville & Anita Saville	£4,766.00	Doug Roper & Sandra Roper	£9,787	David Birtwistle & Angela Tonkin	£5,527
23	Richard White & Kim White	£4,670.82	Kate Lee & Nicola Spence	£9,764	Nicola Neville & Jerome Neville	£5,490
24	Heather Williams & Graham Williams	£4,613.90	John Caton & Jenny Caton	£9,637	Claire Rea & Peter Rea	£5,453
25	Ian Wightmore & Deborah Wightmore	£4,575.08	Linda Cannings & Alan Cannings	£9,624	Debra Pusey & Oliver Pusey	£5,398
26	Jason Morris	£4,540.31	Peter Savidge	£9,540	Ivan Darch	£5,269
27	Mikaela Brown & Andrew Brown	£4,528.63	Nigel Le Long	£9,515	Jane Mousley & David Mousley	£5,070
28	Mike Victoros	£4,490.00	Kelly Elliott & Steve Elliott	£9,465	Marie Cox	£4,970
29	Lynda Buchan & David Buchan	£4,471.86	Christopher Smith & Sarah Smith	£9,410	Susan Hickson & Craig Hickson	£4,900
30	Sean Nicholls & Maura Nicholls	£4,372.13	Craig White & Magdalena White	£9,399	Tracy Eltringham & Garry Eltringham	£4,853
31	Jen Luke & Garry Luke	£4,365.10	Vincent Tsoi & Lorraine Tsoi	£9,347	Mike Gough & Dawn Gough	£4,771
32	Martyn Cunningham	£4,364.93	Clive Currier & Bev Currier	£9,261	Lauren Nell	£4,647
33	Tom Forbes & Kathryn Forbes	£4,330.12	Robert Dolan & Jacqueline Dolan	£9,203	Niall McKenna & Eileen McKenna	£4,570
34	Arthur Cuthbert & Susan Cuthbert	£4,231.26	Heather Brown	£9,103	Gillian Nicholson	£4,515
35	Satwinder Sagoo	£4,205.15	Amy Warrington	£9,062	Clive Currier & Bev Currier	£4,507
36	Paul Parish & Pauline Parish	£4,198.09	Jane Mousley & David Mousley	£9,049	James Moynihan	£4,500
37	Stacy Beck & Jonathan Beck	£4,196.60	Norman Grundy & Joanne Grundy	£9,036	Amadou Sow	£4,477
38	Alan Smith	£4,181.18	Kenneth Thomson	£9,006	Majella McGonagle & William McGonagle	£4,430
39	Anthony Mervin	£4,128.35	Richard Houseago & Vanadis Fox	£8,914	Rob Worrall	£4,412
40	Sharon Deegan & Sean Deegan	£4,121.20	James White & Jane White	£8,812	Amanda Holland & Andrew Holland	£4,328
41	Alex Langler & Kathleen Langler	£4,111.91	Sarah Messer & David Messer	£8,766	Gordon Seldon & Judy Seldon	£4,307
42	Alison Maris & Robert Maris	£4,097.52	Neil Maclean & Susan Maclean	£8,571	Nuala McDonald & Ronan McDonald	£4,257
43	Ian Hickton & Rachel Hickton	£4,072.81	John Halsall & Janice Halsall	£8,534	Ricky Molyneux & Trisha Gemmell	£4,247
44	David Bond & John Watkins	£4,056.60	John Shearer	£8,528	Andrew Buxton & Laura Kelly	£4,200
45	Nigel Le Long	£4,052.53	Terry Hodge & Jane Hodge	£8,520	Ian Ball & Lynne Ball	£4,111
46	Glenn Few & Claire Few	£4,030.32	Jennifer Amos & Martin Amos	£8,514	John Gavin Scott & Bonnie Arapes	£4,107
47	Erin Lamb & Phil Lamb	£4,027.19	Stuart McKibbin & Gail McKibbin	£8,496	Stephen Wilson & Marie Bell	£4,103
48	Peter Neesham & Caren Neesham	£4,018.01	Susan Darton & David Darton	£8,448	Sharon Roche	£4,095
49	Danny Parr & Josephine Parr	£3,981.04	Mark Law & Diana Searle	£8,429	David Wise	£4,093
50	Dana Jundi & Mathew Mellenchip	£3,969.13	Abigail Colclough	£8,428	Peter Wellock & Myrna Wellock	£4,075



Kleeneze®

Bulk Sales

No.	Distributor Name	Sales	No.	Distributor Name	Sales	No.	Distributor Name	Sales
101	Abigail Colclough	33446	168	Steve Johnson & Rosemary Rowntree	17348	235	Richard Fallowfield & Ranti Fallowfield	11155
102	Robert Grinev-Branch & Marianna Grinev-Branch	33174	169	Graham Long & Georgina Long	17255	236	Robert Wellock	11149
103	Richard Houseago & Vanadis Fox	32686	170	Kerry Stonall & Paul Stonall	17110	237	Cindy Brown & David Brown	11149
104	Martin Gardner & Allison Butterworth	32258	171	Steven Harding & Narissa Mather	17100	238	Christopher Marshall & Lynne Marshall	11129
105	Christopher Brown & Louise Brown	32175	172	Laurence Wiseman & Rosemary Wiseman	17088	239	Omran Zaman	10878
106	Brian Harwood	32088	173	Jillian Griffiths & Peter Griffiths	16765	240	Denys Harris & Laura Harris	10869
107	Denise Neal & Stephen Neal	31700	174	Mikaela Brown & Andrew Brown	16762	241	Alan Lamer & Rebekah Lamer	10818
108	Alan Meldrum	31225	175	Tony Fasulo & Julie White	16555	242	David Rhodes & Christine Rhodes	10591
109	Teresa Divers & Bryony Hayward	31073	176	Ann Coe & John Coe	16526	243	Ram Singh & Joginder Singh	10550
110	Tom Hingley & Bernadette Hingley	31004	177	Maria Kowalkowski & Lee Kowalkowski	16254	244	Robert Annan & Rosemary Annan	10464
111	Gabrielle Broadstock & Paul Broadstock	29753	178	Paul Flintoft	16144	245	Harry Hancock	10375
112	Barbara Ann Peachey & Alan John Peachey	28784	179	Brian Manchester & Julie Templeton	16127	246	John Smith	10347
113	Eamon Lynch & Marie Ryan	27940	180	Iain Swanston & Jackie Swanston	16095	247	Phil Curtis	10347
114	Andrew Ridley & Louise Lee	27557	181	David McCreath & Judith McCreath	16038	248	Tim Sandom	10315
115	Gary Cooper & Jackie Norris	27086	182	Karim Karmali	15769	249	Rosemary Day & Christopher Day	10150
116	Stuart Mckibbin & Gail Mckibbin	26993	183	Jay Singh	15602	250	Gareth Duffy & Gil Duffy	10097
117	Chantele Travis & Barry Travis	26979	184	David Wilson & Julie Knight	15453	251	Toni Yates & Martin Webb	10060
118	Graham Hyde & Catherine Hyde	26543	185	Arthur Cuthbert & Susan Cuthbert	15290	252	Elizabeth Pope & Jason Hardy	10051
119	Tracy Sheehan & David Sheehan	26454	186	Steve Chambers & Cathy Chambers	15288	253	Alison Thomas & Kevin Thomas	10043
120	Debbie Gee & David White	26000	187	Amelia Mchard & Hannah Mchard	15267	254	Douglas Hack & Theresa Hack	10038
121	James Curtis	25982	188	Linda Gower & Tony Gower	15248	255	Julie Cotton & Neil Tomkinson	10009
122	Amanda Holland & Andrew Holland	25627	189	Michael Wallace & Janet Wallace	15205	256	Adam Humphrey & Coleen Humphrey	10005
123	Andrew Meldrum & Ann Meldrum	25405	190	Trish Fisher & Lee Fisher	14623	257	Paul Melville	9937
124	Martin Bell & Caroline Roberts	25305	191	Karen Jordan & Kenneth Rooney	14367	258	Melissa Squires & Ian Slade	9927
125	Roger Green & Barbara Green	25298	192	Robert Dolan & Jacqueline Dolan	14239	259	Christopher Conroy	9904
126	John English & Wendy English	25283	193	Amy Warrington	14158	260	Lorraine Balcombe & Ian Balcombe	9904
127	Jennifer Amos & Martin Amos	25204	194	Elaine Spafford & Martin Spafford	14092	261	Jim Smith & Vicky Smith	9868
128	Derrick Longwright & Maria Longwright	25082	195	David Byatt & Janet Smith	14020	262	Fay Roe & Andrew Roe	9831
129	Gill Sepe & Donato Sepe	25079	196	Keith Faulkner & Teresa Faulkner	14020	263	Vincent Tsoi & Lorraine Tsoi	9787
130	Harold Fulton & Minnie Fulton	24544	197	Seph Oconnell & Sarah Watson	13968	264	Ian Parker & Carol Parker	9762
131	Michael Allsop & Jennifer Allsop	24249	198	Maria Treanor & Shane Treanor	13920	265	Steven Mee & Jaqueline Mullings	9663
132	Stephen Clark	24223	199	Janet Mitchell & Andrew Mitchell	13873	266	Seamus Houghton & Clare Houghton	9643
133	Caroline Thompson & Philip Thompson	24194	200	David Pope	13745	267	Nichola Walmsley & David Walmsley	9623
134	Lesley Burroughs	23916	201	Georgina Goodger & Will Goodger	13706	268	Stephen Gilbert & Rebecca Gilbert	9608
135	David Birtwistle & Angela Tonkin	23869	202	Pamela Jarvis	13546	269	Tracey Payne & Harvey Kent	9535
136	Stuart Heard & Robyn-Lee Heard	23456	203	Stacy Beck & Jonathan Beck	13342	270	Stephen Wilson & Marie Bell	9529
137	Christine Sykes	22900	204	John Cleave & Kath Cleave	13315	271	Kenny Liggett	9512
138	Alexandra Tuesley	22527	205	Rhian Jones & E Anthony Jones	13293	272	Catherine Lord & Stephen Lord	9501
139	Peter Dutton & Sheryl Dutton	22516	206	Martina McGrath & James McGrath	13280	273	Alnashir Ratanshi & Yasmin Ratanshi	9475
140	Su Bains & Jas Bains	21555	207	Ian Clarke & Agnieszka Clarke	13222	274	John Clements & Sophia Clements	9475
141	Karen Flitton & Peter Flitton	21473	208	Eamonn Roe & Anne Roe	13218	275	Gerard Coste	9407
142	Linda Stanley & Ian Stanley	21437	209	Brian Mooney & Sharon Treanor	13006	276	Steven Clements	9393
143	Toby Acton & Donna Gold	21037	210	Sheila Fowler & Nigel Fowler	12927	277	Charlie Whittton & Gillian Whittton	9386
144	Heather Brown	20924	211	Gail Drew & Darren Drew	12846	278	Margaret Jarman	9253
145	John Webb & Kathryn Price	20857	212	Julian Pike & Karen Pike	12696	279	Barry Bradbury & Cecilia Bradbury	9242
146	Jen Luke & Garry Luke	20400	213	Douglas Hamilton & Kirsteen Hamilton	12674	280	Leslie Harris & Moira Harris	9230
147	Michael Laydon & Sandra Laydon	20378	214	Jackie Bower & Stuart Bower	12617	281	Stuart Hill	9230
148	Christine Foster & Jim Foster	20244	215	Bill Caddy	12581	282	Bev Townsend & Dave Townsend	9200
149	Ivan Darch	20012	216	Georgina Gale & Phil Gale	12517	283	Angela Burchell & Stephen Burchell	9200
150	Christopher Reay & Lesley Coan	19949	217	Terry Hodge & Jane Hodge	12449	284	Louise Lewis & Paul Lewis	9192
151	Alison Ogden & Michael Ogden	19323	218	Gill Evans & Tim Evans	12443	285	Colin Turnbull & Sarby Turnbull	9113
152	John Halsall & Janice Halsall	19298	219	Debra Pusey & Oliver Pusey	12434	286	Coleen Batchelor & Stephen Batchelor	9046
153	Nuala McDonald & Ronan McDonald	19282	220	Gordon Davidson & Patrick Davidson	12432	287	Daisy Fickling & Richard Fickling	9019
154	Conor Treanor & Linda Treanor	19175	221	Colin Sadler & Charlene Sadler	12318	288	Henry Crosby & Diana Crosby	8968
155	Helen Walsh & Andrew Walsh	19121	222	Clive Currier & Bev Currier	12201	289	Richard Peuleve & Helen Peuleve	8950
156	Marie Simmonds & Jeremy Simmonds	19106	223	John Caton & Jenny Caton	12198	290	Richard Roberts	8925
157	Mark Wildman & Sarah Wildman	18955	224	Martyn Cunningham	12049	291	Keith Glass & Margaret Holvec	8913
158	Timothy Pace & Tina Pace	18955	225	Neil Maclean & Susan Maclean	12046	292	Robert Clifton & Jennifer Clifton	8881
159	Melanie Wilson & Andrew Wilson	18527	226	Daniel Marshall & Michelle Marshall	11919	293	Paul Meikle	8855
160	Norman Grundy & Joanne Grundy	18469	227	Caroline Harvey & Simon Harvey	11878	294	James White & Jane White	8813
161	Nicola Neville & Jerome Neville	18330	228	David Luke & Elaine Luke	11678	295	Sandra Ellis	8803
162	Sakuntla Kalyan & Richard Lovesey	18109	229	John Morgan & Gilly Mc Crone	11583	296	Clive Lennard & Pamela Lennard	8780
163	Kevin Rider	17777	230	Bob Goulding & Diane Goulding	11418	297	Paul Tonkin & Joanne Heeraman	8780
164	John Gilham & Wendy Nimmo	17767	231	Angela Wallace	11397	298	Graham James & Christine James	8751
165	Mark Law & Diana Searle	17751	232	Susan Coleman & Robert Holdford	11364	299	Kenneth Thomson	8735
166	John Beesley & Karina Beesley	17610	233	Mira Herman & Natalie Lofthouse	11337	300	Michael Prior	8731
167	Diane Owen & Geoff Owen	17475	234	Adam Swire & Deborah Heron	11248	301	Kira Thomas & Andrew Thomas	8703

See the back page for our TOP 100 achievers

No.	Distributor Name	Sales	No.	Distributor Name	Sales	No.	Distributor Name	Sales
302	Paul Blaxall & Carolyn Blaxall	8645	369	John Shearer	7537	436	Zoe Climpson & Will Joseph	5930
303	Christopher Pagett & Rachel Parker	8644	370	Graham Carter & Lorna Carter	7526	437	Gavin Grainger & Rebekah Grainger	5903
304	Lucinda Bennett & Nigel Manning	8642	371	Norah Bohan	7486	438	Margaret Morris & Alan Morris	5887
305	Paul Wilson & Helen Wilson	8585	372	Anthony Peacham & Susan Peacham	7466	439	Julie Bullivant	5873
306	Michael Tolton & Julia Tolton	8581	373	Bernie Klinger & Barbara Klinger	7463	440	Ron Shypitka & Lyn Shypitka	5872
307	Gloria Davies & Clive Davies	8568	374	Stephen Blay & Elaine Blay	7396	441	Austen Fawcett	5839
308	Kevin Sands	8550	375	Bernadette Murray	7392	442	Carlo Hryniewicz & Cherry Hryniewicz	5813
309	Carole Sunter & James Sunter	8526	376	David Potter	7341	443	Trevor Rawding & Janet Rawding	5805
310	Peter Neesham & Caren Neesham	8491	377	Andrew Williams & Cheryl Williams	7335	444	Kim Atherton	5789
311	Peter Savidge	8476	378	Raymond Mann & Barbara Mann	7285	445	Emma Shafe & Chris Shafe	5775
312	Brian Holmwood & Diane Holmwood	8452	379	Donna Warr & Charles Warr	7279	446	Joseph Odonnell	5767
313	Kodwo Anderson	8441	380	Wendy Fielding	7225	447	Peter Abrahams & Angela Abrahams	5760
314	Keith King & Veronica King	8441	381	Michael Ankin & Shirley Ankin	7168	448	Bob Hardy & Rosemarie Hardy	5724
315	Nigel Le Long	8435	382	Martyn Regan	7140	449	Ian Williams & Sally Mellor	5721
316	Geoff Taylor & Alison Moore	8432	383	Ian Saville & Anita Saville	6980	450	Robert Webb & Dawne Kovan	5720
317	Terry Hayden	8401	384	Margaret Foster & Ian Foster	6942	451	Kevin Davies & Deborah Parker	5718
318	Yvonne Coffey & Jonathan Coffey	8372	385	Justin Rowe & Tracy Bell	6937	452	Laura Dunkerley & John Church	5703
319	Justine Giergiel & Steve Giergiel	8363	386	Raymond Satchell & Lorraine Satchell	6928	453	Linda McGowan & Alan Powell	5689
320	Ted Farrar & Rose Farrar	8316	387	Anita Morris	6863	454	Susan Hook	5682
321	David Gerry & Jenny Gerry	8313	388	Shirley Pere & John Barnes	6851	455	Andrew Hunt & Denise Hunt	5660
322	Christine Brennan & Ian Brennan	8302	389	Patricia Fisher	6840	456	Lynda Platts & Pauline Bell	5659
323	Karen Marriott & Kevin Marriott	8300	390	Margaret Drayton & Michael Drayton	6796	457	Gillian Barry & Jonathan Barry	5653
324	Karen Boardman & Scott Boardman	8296	391	Michael Godwin	6793	458	Jean Sidhu & Antony Watkins	5653
325	Jane Connor & Andrew Connor	8219	392	Janet Bowen & Roger Bowen	6784	459	Samwise Garrard	5637
326	Clare Haines	8178	393	Jeffrey Topple & Frances Topple	6777	460	Paula Beckitt & Kevin Beckitt	5629
327	William Stevenson & Sharon Stevenson	8167	394	Samantha Rushton & Dean Worrall	6747	461	Lorraine Collins & Mark Collins	5582
328	Lee Henshaw & Fiona Henshaw	8143	395	Katrina Hawker & Ian Hawker	6740	462	Tony Medd & Karyn Medd	5565
329	Andrew De Caso & Vicky De Caso	8142	396	Shorne Hodds & Judith Hodds	6695	463	Alison Beal & Geoffrey Ault	5531
330	Kate Lee & Nicola Spence	8136	397	Ann Tawn	6659	464	Shirley Gowland & Josephine Davies	5527
331	Gabrielle Brace & Christopher Brace	8040	398	Louise Wellock & Nathan Sylvester	6646	465	Sara Eyres & Christopher Burras	5523
332	Sarah Messer & David Messer	8031	399	Isobel Orr & James Orr	6587	466	Peter McCormac	5518
333	Alex Langler & Kathleen Langler	8022	400	Anthony Carrick & Leslie Carrick	6570	467	Catherine White & Geoffrey White	5507
334	Linda Cannings & Alan Cannings	8019	401	Sue Phoenix	6564	468	Andrew Webber & Kerryann Perry	5493
335	Christine Lappin	8012	402	Darryl Allen	6523	469	Craig Lomas & Linda Lomas	5483
336	Gareth Daw	8001	403	Sandra Brown	6523	470	Deborah Morgan	5482
337	Lyn Davies & Tony Davies	7974	404	Janice Miller	6516	471	Loic Pougeolle & Susan Pougeolle	5442
338	Sharon Agnew & Steve Agnew	7961	405	Amanda Ten Bruggencate & Leo Ten Bruggencate	6484	472	Gerard Tucker-Mawr & Claire Tucker-Mawr	5436
339	Emma Colley	7961	406	Gareth Tucker & Lynette Tucker	6463	473	Sarah Trim	5432
340	Darren Simmons & Christina Simmons	7928	407	Ann Searle & Philip Linsey	6352	474	Jill Mason & David Mason	5417
341	Allan Ledwidge	7906	408	Peter Legg & Cathy Legg	6350	475	Paul Hammond & Gosia Hammond	5404
342	Julie Golding	7906	409	Christine Richards & Geoffrey Richards	6333	476	Christina Cann & Rob Cann	5396
343	Judit Ugrin	7899	410	William Warrington & Jane Warrington	6318	477	Stuart Chantler & Claire Garrod	5392
344	Stephen Milne & Joyce Milne	7887	411	Peter Gallant & Claire Mckay	6306	478	Colin John Francis & Sarah Marie Francis	5391
345	Kelly Elliott & Steve Elliott	7887	412	Gavin Thomson	6278	479	Mary Fullerton & Harry Fullerton	5389
346	Alex Dewar & Lucie Hannah Marcus	7882	413	Marion Homer & Anthony Homer	6276	480	Antony Gunn & Aileen Gunn	5388
347	Barbara Margaret Webb	7867	414	Arthur Bennett & Irene Bennett	6247	481	Audrey Kane	5379
348	Christopher Smith & Sarah Smith	7841	415	Pierce Hartley & Janet Hartley	6239	482	Simon Matthews & Kerri Matthews	5370
349	James Dale & Claire Daniels	7822	416	Suzanne Woolven & Richard Woolven	6237	483	Sharon Allsop & David Allsop	5360
350	Gareth Jones & Jeanette Jones	7801	417	Anna Padfield & Nicholas Padfield	6229	484	Stuart Richards & Susan Munandu	5360
351	Christopher Young & Helena Edwards	7801	418	Timothy Murphy	6202	485	John Orr & Anita Orr	5356
352	Nick Sassanelli & Grace Sassanelli	7793	419	Tavis Taylor	6197	486	Seamus Gallagher	5356
353	Gavin Conway & Trish Conway	7781	420	Chris Evans & Nicky Evans	6191	487	Gerry Melaneph & Maureen McLoughlin	5354
354	Vivienne Washington & Richard Washington	7778	421	Simon Luckett & Cristina Simoes	6186	488	Karen Glew & Steven Glew	5349
355	Roger Coupe & Gillian Coupe	7753	422	Lesley Whittington & Gordon Whittington	6159	489	Patricia Laing	5341
356	Tom Forbes & Kathryn Forbes	7663	423	Jane Philpott	6131	490	Albert Berry & Caroline Berry	5341
357	Laura McLoughlin & George Kerr	7660	424	Joe Croll	6129	491	Paul Smith & Angela Solomon	5309
358	Louise Puttick	7634	425	Maryan Nicolson & Don Nicolson	6089	492	Elliott Dewar & Amy Taylor	5285
359	Sharon Bullock & David Taylor	7634	426	Alan Gray & Rae Gray	6080	493	Andy Goddard & Linda Goddard	5267
360	Richard White & Kim White	7631	427	Richard Sherratt & Shanade Sherratt	6080	494	David Bond & John Watkins	5253
361	Susan Green & Graham Green	7613	428	June Love & David Love	6079	495	Tony Vallerine & Wendy Vallerine	5249
362	Barry Mitchell & Nina Mitchell	7598	429	Punit Vyas	6072	496	Peter Monroe & Jean Monroe	5242
363	Diana Schuch & Alan Ward	7595	430	Roger Mantle & Simon Mantle	6054	497	Dean Rothwell & Rachel Rothwell	5242
364	Sarah Philp & Timothy Philp	7592	431	Philip Westmoreland	6038	498	Peter Creed & Cheryl Creed	5229
365	Kimberley Sunter	7561	432	Chaitali Nath & Ajit Nath	6028	499	Peter Allan & Natalie Fawcett	5218
366	Katie Johnson & Mark Johnson	7554	433	Mark Williamson & Lisa Hughes	6013	500	Ron Body & Heidi Body	5214
367	Jude Joyce & Steve Joyce	7548	434	Patricia Corser & Dennis Corser	5984			
368	Jane Mousley & David Mousley	7541	435	Emma McBride & Jamie Millar	5974			



Kleenze®
Volume Profit

First-time qualifiers in
Period 1

VP - 10%

Andrew Dennis
Donna Whelband
Humzah Husein
Darrell Blackman
Michael Winterburn
Les Bunt
Daniel & Louise Wyatt
Andrew Crisp
Stephen Wood & Sharon Peel
Michael Cross
John Allan
Denise Farrugia
Corinne Fruin
Vanessa De Castro
Jordan Laing
Carrie Kane
Brian Bennett
Lee Vernon
Caroline Ware
John Kirkby
Lee Vincent
Daphne Stevens
Edward Anderson
Darren Vear
Charlie Rogers
James Jose
Alex Hall
Vivienne Nwalema
Peter McLoughlin
Clare Barlow
Jonathan Fraser
Laurence Turner
Charis Lindsay
David Eva
Keith & Margaret Croft
Steven Irvine & Stuart Meikle
Karen & Darren Hay
Dave & Tracey-Ann Hampson
Kate Whitaker
Robert Cooper
Richard Carrington
Emma Morrison
Esther Kennedy
Quinton Potgieter
Akin Afe
Paul Connor
Corey Baldwin
Trica & Steven Hayward
Jennifer Stanton
Theresa Joy
Vicki Page
Nina Warren
Samantha Stone
Kevin Cunnane
Lisa Ogden
Nigel Brearley

Raymond & Jane Brown

Louise Shillito

Janine & Jonathan Stewart

Patrick Farrelly

Simon Bosson

Karl McCafferty

Chloe Cross

Diane & Stephen Hertzberg

Karl & Julie Anderssen

VP - 13%

Martin Welch

Fred Hirst

Steven Hallows

Julie & Robert Cornhill

Hayley & Chris Nash

Pamela Johnson

David Anderson

Lee & Dawn McCormack

Alexander Mobsby

Hafiz Mohsin Sharif

Matt Dulwich

Anna-Marie Bennett

Tahmina Islam & Rina Islam

Kumari Samarasinghe

Kathleen & Antony Parker

Georgina Wilding & Harry Platt

Marian Brooks

Joshua Owen

Jo-Ann & Brendon Hampton

Coral Rippin

Kelly Taylor

Susan Britton

Philip Hopkins

Caroline Pugh

Nathan Rees

Marion & Peter Edwards

VP - 15%

Irene Cousin

Stephen Harrison

Jodi Lamb & Adam Osborne

Brett Ryan

Craig Mitchell

Paul & Lisa Raeburn

Mark Armstrong

Saifee & Farhat Husein

VP - 18%

Louise & David Wilson

TEN ACTIVE WIDE - PERIOD 1

Steve Roper & Debbie Roper

Craig White & Magdalena White

Heather Oneil & James Oneil

Claire Rea & Peter Rea

Bob Webb

Stuart Heard & Robyn-Lee Heard

Allan Moffat & Billie-Dee Moffat

Rob Forster & Ray Aziz

Antonio Briffa & Katharine Briffa

Mike Gough & Dawn Gough

John Hawkes & Jeanette Hawkes

Mike Bibby & Amanda Bibby

Peter White & Jackie White

Karen Young & Neil Young

Jamie Stewart

As Team Talk goes to print, the main topic of conversation on the news, as well as in communities is unemployment. Far from the situation getting better, the reports show it's getting worse and worse all the time. Coupled with a lack of light on the horizon when it comes to job regeneration, people are feeling increasingly hopeless about their situations.

In the past, we've always referred to Kleeneze as a 'solution'. This has probably never been truer than now. Firstly, Kleeneze can offer an immediate income, which alleviates those pressing concerns of how to pay the mortgage, afford the bills etc without having to cut back.

However, Kleeneze is also a great long-term option for people. I've lost count of how many people have told me that they joined in order to get a bit of spare cash only to go on to fall in love with the lifestyle and to embrace Kleeneze full-time.

The security of having your own business, especially if you've been made redundant in the past, is something you will never feel while you are working for someone else. Yes, you have to motivate yourself. Yes, it's hard work at the beginning. Isn't it all worth it, though, for the result of financial security and the ability to be able to pick and chose your own hours?

A few weeks ago, we sent out a survey to the attendees who were at the New Year Launch. When we compared it to a similar survey conducted in 2007, the results were largely the same. The main messages remained the same, though. People are still joining to earn that all-important £50 a week.

There were a few subtle differences - the age-range of attendees has gone up a little now and you're now sponsoring more people than ever before. Unsurprisingly, more sponsoring is now done over the Internet. Given the rise of social media and sites such as Facebook, sponsoring through this method is really a natural progression for the business.

However, face-to-face sponsoring remains the same and that's because it works! Yes, change is a good thing and we will always continue to help bring in new and innovative programmes to help expand and strengthen your businesses. At the end of the day, though, it's the belly-to-belly contact that has always and will always keep this business alive.

Many of you are currently using the 90 day challenge in order to get back on track or move your businesses on. Why not pop a few warm market mini challenges in there? You'll find loads of information about this in our Learn to Earn section on the DSA, as well as testimonials on it working!

It's not just the faceless public that are being affected by the economic downturn. It's your friends, family, colleagues and neighbours. Drop them a lifeline. Let them know about the Kleeneze solution. After all, as Rob Forster always says, what do you think he thinks about the person who introduced him to Kleeneze?

Don't forget to let us know how you get on either! You can contact us at teamtalk@kleeneze.co.uk or leave a message on our Facebook wall – www.facebook.com/kleenezeofficial.

Jamie



"It's not just the faceless public that are being affected by the economic downturn. It's your friends, family, colleagues and neighbours."



Kleeneze®

Bulk Sales

No.	Distributor Name	Sales	No.	Distributor Name	Sales
1	Nasko Ratchev	1334397	51	Andrew Boswell & Sue Boswell	61557
2	Lynn Macdonald	1334366	52	Stephen Smith & Dennis Chamberlain	60771
3	John Gavin Scott & Bonnie Arapes	1314427	52	Caroline Harris & Craig Cox	60640
4	Gillian Nicholson	773979	54	Heather Oneil & James Oneil	60194
5	Freda Fenn & Heather Summers	748610	55	Vie Robertson & Keith Robertson	60077
6	Margaret Moore & Carren Arscott	746165	56	Sue Burras & Geoffrey Burras	58999
7	Muriel Judson & Tony Judson	720845	57	Rosina Pocock	57778
8	Glyn Hobden & Elizabeth Hobden	657445	58	Sue Ferguson & Steve Ferguson	57324
9	Bob Webb	654611	59	Antonio Briffa & Katharine Briffa	57246
10	Chris Mason-Paull & Wendy Mason-Paull	634069	60	Anthony Greeves	56554
11	Allan Moffat & Billie-Dee Moffat	627225	61	Carole Morris & Benny Morris	56430
12	Peter White & Jackie White	583479	62	Alf Bell & Carol Bell	56277
13	Terry Carr	527271	63	Gaynor Morgan	54962
14	Rob Forster & Ray Aziz	527271	64	Jane Dunkerley & John Dunkerley	54862
15	John Hawkes & Jeanette Hawkes	374762	65	Karen Young & Neil Young	54509
16	Sue Marshall & Bob Dalton	265932	66	Doug Roper & Sandra Roper	54223
17	Margaret Japp & Roy Japp	263310	67	Jill Corlett	51977
18	Mike Bibby & Amanda Bibby	232363	68	Richard Chantler & Clare Chantler	50500
19	Craig White & Magdalena White	225119	69	Olivera Toner & Justin Toner	48502
20	Stephen Bourne & Anne Binks	217759	70	Lauren Jackson & Peter Jackson	47668
21	John Sharp & Steven Sharp	210119	71	Mike Gough & Dawn Gough	47408
22	Hazel Stephen & John Noble Stephen	202862	72	Stanley Stewart & Roy Stewart	47211
23	Gordon Seldon & Judy Seldon	193688	73	Carol Simpson & Douglas Clark	46431
24	Gary Watson & Esther Watson	176314	74	Clare Whitelock & Martin Whitelock	45777
25	Michael Day & Jean Day	139405	75	Marcell Treanor & Joanne Treanor	45704
26	Judy Jodrell	138123	76	Angela Campbell & Norman Campbell	45704
27	Philip Warrington & Jean Warrington	126735	77	Irene Wilson	45053
28	Robert Gibbons	115404	78	Glenn Royston & Caroline Royston	44338
29	Melvyn Mortimer & Lucy Mortimer	112860	79	Steve Roper & Debbie Roper	43753
30	John Donaldson & Anne Donaldson	109989	80	Stephani Neville & Bill Neville	43425
31	Andy Stephenson & Claire Stephenson	107647	81	Michelle Kennedy	42165
32	Sylvia Hood & Jack Hood	106100	82	Stephen Nell & Debra Nell	41674
33	John Prosser & Christine Prosser	104095	83	Julie Collier & Peter Richards	41622
34	Michael John Pirie & Susan Pirie	103335	84	David Bibby & Rosie Bibby	40783
35	Geoff Webb & Fiona Webb	102793	85	Ramon Laing & Sylvia Laing	40408
36	Claire Rea & Peter Rea	92861	86	Sharon Bird & Andrew Bird	39743
37	John Mckie & Sarah Mckie	92746	87	Andrew Walkinshaw & Carolyn Walkinshaw	38447
38	Helen Lambert & Richard Woods	91756	88	Sunil Popat	37346
39	Stephen Geldard	90269	89	Paul Tawn & Clare Bason	37346
40	Andy Cooper & Carolyn Cooper	87463	90	Keith Sandland & Helen Sandland	36889
41	David Pemberton-Smith & Anne Pemberton-Smith	84439	91	Belinda Clarke & Peter Clarke	36742
42	Adele De Caso & Jaime De Caso	82349	92	Peter Wellock & Myrna Wellock	36636
43	Malcolm Ashmore	82349	93	Andrew Buxton & Laura Kelly	36480
44	Robert Higgins & Mary Higgins	79806	94	Helen Allgood & Paul Allgood	36298
45	Susan Darton & David Darton	68500	95	David Branch & Samantha Branch	36142
46	Raymond Turnbull & Miriam Turnbull	66645	96	Lindsay Gonsalves & Daniel Young	35554
47	Trevor Mitchell	65961	97	Craig Hawkes & Mary Hawkes	35016
48	Chris Norton & Julia Norton	65822	98	Ron Speirs & Judy Speirs	33979
49	John Holden & Jenny Holden	65206	99	Dave Horton & Susie Horton	33855
50	Deborah Dewar & Allan Dewar	63271	100	Eve Branch & Norman Branch	33853

