



The Friendly Force

Distributors of GNLD International

PO Box 87453 Houghton 2041 Cell 082-5645542 Tel/Fax 880-0942 (1987/005904/23)

E-mail: friendly@global.co.za Web Site Address: www.friendlyforce.co.za

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HAPPY NEW YEAR! 200+GR8 GNLD TURNS 50 YEARS OLD!

Message for 2008

Oh Thou, who art ever the same, grant us so to pass through the coming year with faithful hearts, that we may be able in all things to please Thy loving eyes. Amen. - Mozarabic, 700 A.D.

Congratulations on an awesome 2007, on our growth for the year (13½ %) and Special Congratulations to all our 2007 Award Winners! Recruiting was up by 30% which is very exciting for the group, developing Managers was up by 10%, so keep up the great work on these areas of business and keep working on the upgrading and retention... Do this and we will have a whopper of a 2008. We developed 350 new Distributors, 98 new Managers, 52 new Senior Managers, 4 new Directors, 1 New Qualified Emerald Director, 1 New Sapphire Director, and our Group PV for the year was 717 778PV which equates to R8½ Million worth of Sales! Year on year, for 2007, The Friendly Team Group PV increased by 13 ½% which is real growth! So Well Done Friendlies... an awesome year! Shall we repeat or better this growth in 2008? – We believe, we as a team can do this! Thank you, God, for everything... Thank you, God, for our magnificent Friendly Team!

Back to the 'PRESENT' with 2008...

Yesterday is the past, Tomorrow is the future, Today is the Present and that is why we call it a gift... Use your 2008 Gift wisely! Consider that you have just received a Deposit into your 2008 Account of 365 days of Happiness, Health, Wealth and Success in every area of your Life! You have the potential to capitalize on that and make the best of this year! Will you be great in 2008? We want you to be great in 2008! We wish you to be great in 2008! We 'will' you to be great in 2008! We see you being great in 2008! ... **DO YOU ...WANT YOUR FATE TO BE GREAT, IN 2008!**

2008 is going to be even better than last year and most of you will have your 'Best Ever' year... that is something to look forward to... Take possession of this year and make it yours! Fill this year with wonderful memories of Success, Health, Wealth and Happiness ... To do this you need to take action every day! Make each day count... Life is so short ... Enjoy it to the fullest by making use of every day of the next 52 weeks... GNLD's 50th Jubilee will be held in London and already many Friendly Distributors have planed their trip to the Biggest Party of the Decade... May God, Good Luck and Great Success shine on you, your family and your GNLD business this year!

How to become a Millionaire!

Here are some tips to help you make the most of your money!

- Build your GNLD Multi-Level Marketing Business... It's the easiest and fastest way to amass a fortune if you are up for the challenge... To do this you need to be focussed, dedicated, courageous and prepared to take calculated risks! (Such as 'Going Fulltime'... We are talking here about becoming a Millionaire and that most likely will not come from a part time business!). Multi-Level-Marketing has produced many Millionaires' particularly through GNLD...
 - With GNLD /MLM you put yourself in a situation where opportunity can happen every day... Today you could recruit someone who becomes a Diamond in your team... Imagine that... that alone could be your pension.
 - There are virtually no Overheads... You work this business from your home... so no expensive office rentals... you don't need staff (although as you grow your business and become a Diamond Director you might want a PA. (Personal Assistant). ... But GNLD do it all for you, the admin, couriating of product to your front door, Product literature, Training and Conventions for your team and the list goes on and on. GNLD International is a highly professional corporation that supports you in your business.
 - The returns in the form of Bonuses as you keep building can be awesome.

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- The tax implications are to your benefit as you are running your own business and so you can claim all legitimate expenses... The Taxman is on the side of the small Businessman...
- Pay Yourself First – at least 10% - You've heard it before, but the key to building wealth is to pay yourself first. Set up an automatic savings plan to put your saving on autopilot. If you cannot start with 10%... for goodness sake start with something... R100... but let's get your savings started.
- Create a Budget- If you create a budget and stick to it, you can stash away more money that can significantly grow over time.
- Buy as Much Home as You Can Afford – Property is always a great investment but over the long-term, real estate doesn't perform very well in respect to inflation. Stick with only as much house as you can afford and accelerate your other investments.
- Remember that Inflation Affects Your Investments - Learn to up your savings in relation to inflation as inflation can have a serious impact on your long-term wealth accumulation.

Often the difference between a successful man and a failure is not one's better abilities or ideas, but the courage that one has to bet on his ideas, to take a calculated risk and to act. --Dr. Maxwell Maltz

Top 10 New Year's Resolutions for Business Success

Improve Your Work-Life Balance with These New Year's Resolutions

The end of the year is a good time to reflect on your business's progress over the past year and plan how you want your business to develop. Do you want increased success in 2008 or the chance to enjoy the success you've achieved more? These top 10 New Year's resolutions are designed to help you strike a better work-life balance, so you can achieve a truly satisfying success in the New Year.

1) Learn how to delegate and do more of it.

There are so many things to do when you're running a small business; it's easy to delude ourselves that we need to do all of them. Then we wonder why we're so tired and frazzled and have no time to do anything else! Determine Your Personal Return on Investment, and decide to let someone else do some of the tasks for a change such as feeding new leads (customers or potential distributors) to your distributors to assist them in growing their businesses. That is the key to Multi Level Marketing. You should also delegate other mundane chores such as shopping, housecleaning, gardening etc... and get on with the important business your business!

2) Promote your business regularly and consistently.

Too often the task of promoting a small business slips to the bottom of the to-do list in the press of urgent tasks. If you want to attract new distributors and customers, you have to make promotion a priority. Make a New Year's resolution to take the time to create an 'Marketing + Promotion' plan to promote your Opportunity and Products and to follow through on those plans. Try some of these Low-Cost Ways to Promote Your Business to get started. I.e. Knock and Drops (Handing out Flyers), Business Cards, Surveys and Advertising in papers/magazines and just plain talking to people... etc. Here is a story... Bill Binns (In Vice President Sales who lives Australia) who started GNLD in South Africa... used to put 10 Dry Beans into his pocket every day and each time he successfully spoke to someone concerning GNLD the products or the opportunity ... He

would chuck a bean away and make sure that he finished the day, pocket emptied of beans. As most of you know GNLD is today because of Bill Binns and his bean story. Try it yourself ... it will keep you focused on promoting your business.

3) Make business planning a weekly event.

Planning is vital if you want a healthy, growing business. Business planning lets you take stock of what worked and what didn't work, and helps you set new directions or adjust old goals. So why do it just once a year or once a quarter? Set aside time each week to review, adjust, and look forward - or even better, make business planning a part of each day. Not only will this help you avoid costly mistakes and stay on track, but you'll feel more focused and relaxed. Another of the most important parts of business Planning is planning your daily/weekly/monthly appointments... each and every day should contain appointments for either products meetings, Opportunity meetings and training + following up on new distributors.

4) Learn something new.

What you choose to learn may be directly related to your business or completely unrelated. Learning something new will add to your skills and add a new dimension of interest to your life - another important part of achieving a healthy work-life balance. Depending on how you choose to learn, you may meet new and interesting people, who may become customers, distributors, or friends. Voice Training, Public Speaking, Sales, and Management skills, improvement of your Image are all fantastic skills to learn to assist you in building your GNLD business.

5) Attend and hold Team Training, Conventions and Rallies.

There's nothing like talking to distributors, for sparking new ideas and refining old ones. This most importantly, would include your own team or your up-line sponsors and leaders.

We call this Masterminding (People who plan, organize, and oversee and come up with creative ideas and solutions). Making the effort to be a part of your group will revitalize you and your business.

6) Give something back to your community.

There are all kinds of worthy organizations that make a difference in your community. Make a New Year's resolution to find a cause that matters to you, and give what you can. Make this the year that you serve on a committee, be a mentor, volunteer, or make regular donations to the groups in your community that try to make the place you live a better place. And those that give get ...and nothing will seed and grow goodwill for you and your GNLD business better.

7) Put time for you on your calendar.

It so important to take the time to recharge and refresh yourself; a healthy work-life balance demands time out. All work and no play is a recipe for mental and physical disaster. So if you have trouble freeing up time to do the things you enjoy, write time regularly into your schedule to "meet with yourself" and stick to that commitment. If you won't invest in yourself, who will? Roy and I always plan to take the Sunday and Monday off after the Monthly Team Rally...

8) Set your goals.

Goal setting is valuable habits - goals lead to success - make a New Year's resolution to sit down and set your goals for 2008 and 2010 and 2015... and your life goals... This can be extremely motivating... (How can you make plans when you don't know what you want to achieve...) Goals keep you focused on what needs to be done.

9) Don't make do; get a new one.

Is there a piece of equipment in your office that's interfering with your success or something that you lack that's making your working life harder? Whether it's an old fax machine that's a pain to use, printer, Computer or the need for a new employee (Charlady/Gardener) to lighten your work load, make a New Year's resolution to stop putting off getting what you need. The irritation of making do just isn't worth it.

Why do your own housework or gardening when employing someone else to do the job will free you up so that you can be more effective in your business thus becoming more successful ... thus earning potentially 3 to 10x more! Makes sense and you are empowering another person in our beautiful land... plus which these employees may indeed become valuable GNLD distributors in your team.

10) Drop what's not working for you and move on.

All your products aren't going to be super sellers, and all your sales methods aren't going to work for everyone, and all distributors and customers aren't going to be ideally suited to your GNLD business. If a technique or a product or a business relationship isn't working for you, modify and move on. Don't invest a lot of energy into trying to make the unworkable workable. Move on. In other words, get excited and become passionate about your GNLD products that you are using and love. Get passionate about your distributors who are working and getting results ... Spend 80% of your allotted 'working with your Distributors' time to these people and this will assist them to become more successful. And the ones who are not ... well ... Keep them in the loop and maybe at some stage in the future things might change but put your time and effort where it's DESIRED! This is also another valuable reason to keep recruiting as it is the lifeblood of your business and it is here where you will find your Sapphires, Rubies' and DIAMONDS.

Achieving a healthy work-life balance is like maintaining a good relationship; you have to keep working on it. But if you apply these New Year's resolutions throughout the year, your success is guaranteed!

Smart Goal Setting for Smart People!

Part 1: SMART Goal Setting Will Help You Achieve Your Goals

Another year is upon us and if you are like most people you have hit the floor running without planning a clear objective for the upcoming year. However, top performing GNLD Distributors make the time to establish clear targets. Setting goals is not a complicated process nor does it take a lot of time.

Use the SMART goal setting techniques listed below to help you achieve your targets.

Ensure each of your goals follows the SMART concept: Specific, Motivational, Action-oriented, and Relevant to your situation, Time-bound. For example, "I will increase my production by 15 percent compared to last year." Be as specific about your goal as possible. "I will achieve Sapphire Director Status" is a lot stronger than "I want my GNLD Business to grow." ...Challenging goals are motivating.

Set goals that will push beyond what you usually think you can accomplish. Remember to set a deadline. A goal without a deadline is simply a dream. Attach a realistic yet challenging deadline for accomplishment and post this where you can review it regularly.

Phrase your SMART goal in the present tense and assume success. Don't say, "I want to." Say, "I will." This subtle technique tells your subconscious that you have already achieved your goal which means it will go work at helping the goal become a reality. It will attract the people, places, and situations you need to achieve that goal.

Put your SMART goals in writing. This simple act helps you clarify your goals and will allow you to visualize them more effectively. I recommend that you record each goal on a separate index card and review them twice a day - once in the morning (when you first wake up) and again before you go to bed. This process reinforces your SMART goals, acts as a reminder and drives your goals deep into your subconscious. In fact, this is one of the most powerful goal setting techniques you can use to achieve your targets.

List the benefits you intend to receive by achieving each SMART goal. This will keep you focused and strong particularly when you face the inevitable roadblocks and barriers. Years ago, when Roy and I decided to join GNLD, we listed all the benefits that we would experience by building a successful GNLD business and every time we felt like quitting or had a nasty experience we would review this list to help us get past that obstacle. The more benefits you can list for your goals, the more motivating those goals will become.

Part 2: More Goal Setting Techniques to Help You Achieve Your Goals

Here are more, SMART goal setting techniques to help you actually achieve the goals you set.

As you review your goals each morning and evening, picture yourself achieving each of them. The more you can "see" success in your mind's eye, the more likely you can translate this into reality. Create a perfect picture in your mind and replay it frequently. Developing a picture board can help with this. This is a very effective tool that allows you to see the visual impact of achieving your SMART goals.

Say you have a goal for a beautiful home or a beautiful car, cut out photographs and pictures of what you want and paste them on to a large sheet of poster board. Hang this near the front door of your home or some other prominent place so that you can see it every time you leave or enter your home or office.

Also create a thermometer of your "Savings Account" to help you track your progress. Have a clear deadline and you will find that you will surpass this deadline. You can keep track of your annual Bonuses/earnings, your Annual Business Volume in the same manner. Post these sheets on your office wall where you can see them everyday and they will allow you to track your progress towards your goals with a quick glance.

Anticipate the challenges you will encounter as you work towards your SMART goals and plan how you will overcome them. This will prepare you for them and help you overcome the obstacles easier and with less stress. In fact, the simple act of planning for obstacles will often prevent many of them from occurring.

Surround yourself with successful, motivated people who also set challenging goals.

Share Your SMART goals with several friends, family and of course, your team and sponsors/leaders. When you get together, motivate each other by talking about your success, your challenges, and your goals. A word of caution: Be careful who you share your goals with. People who are not goal-oriented will not support you, and in many cases, will actually try to dissuade you from your goals.

Use affirmations.

If you plan to become a Sapphire or Ruby or Diamond Director, repeat statement such as, "I enjoy the lifestyle of a successful GNLD Distributor," "I'm glad I'm a Qualified Director," "I enjoy this feeling of being successful and having money in the bank." "I enjoy the feeling of Recruiting New Distributors into my team... Stating affirmations aloud reinforces your goal to your mind and will help you achieve your SMART goal much faster.

Take action. Don't procrastinate.

All the planning in the world will not help you achieve your goals. You must take action. Once you have determined a goal for yourself, take action within 24 hours. This will set the wheels in motion and create the necessary momentum you need. I once heard a speaker state, "We are either moving toward or away from our goals." Develop the habit of taking action on a daily basis.

Achieving greatness and a higher level of success is not that difficult. However, it does require discipline, focus and a clear idea of what you want to accomplish. Follow these steps for setting and achieving SMART goals and have your best year ever!

Setting your 2008 Goals (A 'Quickie')

"Your future depends on many things but mostly you"

"Whatever goals you conceive, and believe in, you will achieve"....

Believe in God, Believe in your Opportunity, and in yourself and you will succeed.

Your Goals are your dreams.... Dreams of what you would love to have, to do and to be....

Take time now and decide what you would love to achieve before the end of this year.

To help you set some goals into place, please consider the following....

What Three Things Do You Need To Change And Improve Your Life Right Now?

Now decide on your goals for the year...

Get a Goal Buddy

A Goal Buddy is a Powerful Aid to Achieving Goals

Having trouble achieving the goals you set? Get a goal buddy. Whether the goals you want to achieve are personal goals, business goals, or a combination of both, a goal buddy can be your key to goal setting success.

A goal buddy provides motivation.

He or she will help you stay on track as you work towards your goals, goading you when you slack off and praising your continued efforts to do well.

A goal buddy provides accountability.

Being accountable to another person brings out our best efforts. Because we know our goal buddy is concerned about our progress, we're more concerned. We don't want to let our goal buddy down.

A goal buddy increases our determination.

Having a goal buddy gives us the staying power we need to accomplish our goals.

Achieving goals takes time and continued effort. (After all, they wouldn't be goals if they didn't force us to stretch and strive.) But if you don't have a goal buddy, it's too easy to shelve the goal, saying, "I'll work on this later". Having a goal buddy that we talk to regularly encourages us to make regular and steady progress.

How Do You Find a Goal Buddy?

Your own social circle is a good place to start the search for a goal buddy. Your Husband or Partner will obviously make the best Buddy... (In some cases, spouses can be terribly negative and destructive ... in this case you need to look for another Goal Buddy)... Your sponsor and/or Up-line Leader is your next best bet... They would love to see you to achieve your goals ... they'd have a ticky loose if they didn't! ... Your friends/family and/or people within the groups you belong to, may well have similar goals and interests to yours.

Tips for a Successful Goal Buddy Relationship

Pick the right person.

A goal buddy relationship, like any other, works best if there's give and take, so pick a person with similar goals and interests. If you're working on fitness and planning to run your first race, for instance, picking a goal buddy who's training for a marathon will work well. Goal buddies need to be able to support each other.

Structure your communication.

It's not enough to just tell each other what your goals are and then promise to call each other if you need to. Decide on how and when you're going to regularly communicate with each other. Will you call or email each other every day? Meet for coffee somewhere once a week? By setting appointments to communicate on a regular basis, you force yourselves to work consistently towards your goals and increase your chances of achieving them. (You can still talk to each other on an as-needed basis, too.) ... Make sure to set aside a time to discuss your goals if your Goal Buddy is your Spouse otherwise this may not happen.

Establish your roles beforehand.

We all know what management styles we like and dislike and know what motivates us. For a successful goal buddy relationship, you and your goal buddy need to let each other know what works for you (and what doesn't) ahead of time. Drill sergeant, nagging mother, cheerleader - what role or roles do you want your goal buddy to play? If you backslide, for instance, do you want your goal buddy to dress you down or pat you on the back and tell you to get back in the saddle?

Set specific goals and share them.

Building an action plan right into the goals you set not only gives you a blueprint for achieving the goal but will give you and your goal buddy a framework for discussion and support. Otherwise, you and your goal buddy might as well be discussing the weather; you won't accomplish anything much.

Celebrate your successes.

While you're working to achieve your goals, there will be bad days. But there will also be good ones. Successes, no matter how small, need to be celebrated. As a goal buddy, be ready to spot those small successes and praise them. Take the time to send your goal buddy a card or a small gift to celebrate. Make sure milestones are noted - and appreciated. It's amazing how motivating small gestures of appreciation can be.

Motivation, accountability and someone to share your trials and successes with - having a goal buddy is such a powerful aid to accomplishing the goals you set. You can certainly achieve the goals you want to achieve on your own, but why do it the hard way? Get a goal buddy and get on the fast track to achieving your goals.

7 Ways to Get Out of That Rut

Feel that you're stuck in a rut and just can't get on with what you want or need to do? We all lose our motivation now and again. But that doesn't mean we have to waste days (or even weeks!) waiting for it to come back so we can get on with things. Get out of that rut and back to business with one or more of these rut-busting techniques.

1) Walk away.

If you've lost your motivation due to frustration with a particular problem, (such as inviting prospects to an opportunity Meeting \ Setting Appointments) walking away and doing something else can work wonders. If the problem needs a creative solution, try doing something "mindless", such as light gardening tasks, exercise, or housework. While you weed, walk or vacuum, your mind will still busily work away on the problem. If the problem is a mental block, try something "mindful", such as working on a crossword puzzle or some other different task that requires concentration. My way of sorting this out is to go for a run or doing Aerobic Dancing in my Bedroom... works wonders and get me excited and passionate again.

2) Break it into bits.

If the reason you're stuck in a rut spinning your wheels is because the task in front of you seems overwhelming, climb out by breaking the task into manageable steps. For instance, **creating an action plan** for your business can seem like a huge chore. But if you break the task into steps such as promoting a special event or a specific contest and involving your team in that event or contest. Deciding how to advertise your GNLD products or opportunity, you give yourself an action plan - and the satisfaction of completing each step.

3) Flip your schedule.

Another good way to get out of a rut is to change the schedule. Many people start their GNLD Business when they already have a job, for example, trying to fit in working on their new business in "leftover" time in the evenings, when they're already tired and burnt out. But how much more could be accomplished if they could flip it around and spend 'X' amount of time at the start of the day, the time of day that most people have the most energy?

4) Take a nap.

It's impossible to have or maintain any motivation when you're tired - and sleep deprivation is now a chronic problem. Get back your energy and your mind with a power nap. Sleeping only ten to twenty minutes can refresh and energize you for the task at hand; in fact, according to research by Dr. Sara Mednick, a scientist at the Salk Institute for Biological Studies, power naps can lift productivity and mood, lower stress, and improve memory and learning.

5) Take a forced break.

I've discovered the world doesn't actually end if I don't do anything business-related for a day or two - and once I get over the fretting stage, I have a lot more energy to bring to my work. If it's possible, this may work for you, too. If you can't leave the work alone for a day or two, force a break by doing something completely different. Explore someplace you

haven't been before or try a new activity. A break doesn't have to be long to be effective. Even a short break can give you new energy and a new perspective to take back to your work.

6) Keep slogging.

Understand that slogging brings results. Do you think that Michelangelo felt "motivated" every day to work on that ceiling? He didn't even want to take on the project. But he and his team slogged away for four years – and created a masterpiece. Sometimes just forcing yourself to carry on is the answer... Even if you don't feel like it. You may even find that you become motivated as you become immersed in what you're doing.

We all fall into a rut now and then, losing our motivation and grinding to a stop. But we don't have to stay there. Figure out why you're feeling disenchanted, and then try one or more of the techniques above to get fired up again – or at least able to move onwards and upwards, accomplishing what you need to do.

This article was featured in the December Newsletter but I felt it should be repeated...

Ways to Increase Your Personal Motivation

Here are a few suggestions to help you develop and maintain your motivation.

1. Attend training on a regular basis ... Training, conventions, Experiences and even a personal development workshop. Identify an area in your business or personal life that you would like to improve. At the beginning of each year, determine what types of programs you want to attend and begin looking for them. Short courses in Public Speaking, Voice development, Image building, Courses that will enhance your effectiveness in your GNLD business. This can give you a much needed boost in your energy, your self esteem and your motivation.
2. Join a Master Mind group. Meeting with other like-minded people can help you see your business from a different perspective and inspire you with amazing thoughts and ideas. An effective 'Master Minding' group will have between six and eight distributors/leaders and will usually meet several times a month. If you have the right chemistry between distributors, these meetings will not only help you improve your business, they will also motivate you to try new approaches and market your GNLD business in a more effective way.
3. Exercise. I am an avid runner and have completed nearly 60 marathons and countless half marathons and 32's. I occasionally find myself in a position when I cannot run for a period of time due to the demands of family and my GNLD business. Without fail, I notice a decrease in my personal motivation during these times. Regular exercise helps your body work more effectively and efficiently. Although I usually catch myself thinking about GNLD related issues during my runs, I often notice that I develop more creative solutions when I am exercising.
4. Read or listen to motivational material. Instead of reading the daily newspaper with breakfast or coffee in the morning, try reading inspirational material instead. A well-written book that offers sound advice is more motivating than reading about the latest market declines. Listening to motivational tapes or CD's in your car for one hour everyday can actually give you the equivalent of a university degree in a few years time.
5. Take time off. It is not a badge of honour to state, "I'm too busy to take time off." In today's fast-paced business world, it is critical to take time off for vacation and rest and relaxation. Even a long weekend away from your business can be restful. A true vacation also means completely avoiding email and voicemail. Yes, you will have hundreds of messages to deal with when you return, but you will have a renewed focus and energy to do this.
6. Associate with positive people. I encourage you to distance myself from negative individuals, especially when you are still new to GNLD. They drain your energy, will not support your goals and desires, and do little to motivate you. On the other hand, positive and optimistic people will uplift your spirits and help you through challenging times.
7. **Become a 'Master' at motivating yourself and others ...** Eventually, through space and time, you will find your self becoming a connoisseur at handling negative people and turning them around 'on a tickey', into a positive, excited individual... this takes experience and practice (to be practiced daily)... but you will over time become proficient at it.
(A Tickey - a small silver three-penny coin in use in South Africa between 1806 and 1961).

7) Bribe yourself.

Sometimes we just need an incentive to make the extra effort that will break us out of that rut. What can you place at the top of the bank that will motivate you? Is it the promise of a long soak in a bath, an hour that you can spend working out or a piece of chocolate? Promise yourself whatever it is that will work for you when you finish whatever is holding you back.

8) Place an Advert for the Opportunity!

When Roy and I feel things are a little quite or we have a slump usually in the middle of the month ... we place an advert in the Newspaper for the GNLD Opportunity and this works wonders... its very exciting when those calls start coming through and you start making appointments to see potential new distributors.

Start Your Day Right with Business Planning

We all know the importance of starting our day by eating a healthy breakfast; a proper breakfast provides your body with the fuel it needs to function well after the night's fast.

It's just as important to start your work day right by starting with a business planning session; it will provide you with the fuel you need to make the most out of your business day.

Business Planning Doesn't Take Long

A daily business planning session of just 20 to 30 minutes will let you focus on your business goals and energize yourself for the day ahead. And spending this time organizing yourself at the start of the day will save you time during the day.

The Purpose of the Daily Business Planning Session

Your daily business planning session is your chance to:

- Review your progress on the specific goals you've set;
- Review your targets and plans for the month ...
- Assess what still needs to be done.
- Set your daily agenda;
- Refresh your 'To Do' list.
- Prioritize your tasks of the day.

Getting your day organized and knowing that you're focused on achieving the business goals you have set for yourself will give you that "I've-gotten-out-of-bed-on-the-right-side" feeling.

Add Some Inspiration

To pack even more punch to your daily business planning session, include an inspirational moment in each session. What inspires you? Watch or listen to a Motivational DVD/CD, read a short religious passage, or listen to a musical selection.

Daily Business Planning Session Tips

Your daily business planning session needs to be uninterrupted. Do not take phone calls during this time, or do

your planning in a place that other people are wandering through.

When you're setting your daily agenda, slot your most demanding tasks into your most productive working time(s). For example, if you're a morning person, schedule whatever creative tasks you need to accomplish into the morning rather than into the late afternoon when your mental energy is low.

A quick way to prioritize is to highlight the three or four most important tasks of the day. It's not necessary to obsessively order tasks to get a sense of what's most important that day.

Resist the temptation to grade yourself on your performance of your daily agenda. If you don't accomplish all the tasks you've listed for that day, that doesn't mean you've "failed". It just means you didn't accomplish everything on your list. Get ready to conquer another day.

Start each day this week with a daily business planning session.

Make your preparations by finding something that inspires you, whether it's a humorous calendar or a collection of quotes. Arrange to be uninterrupted.

In each daily business planning session, review your goals, think about how you're going to work towards each goal today, set your daily agenda, and prioritize your daily activities. Close your daily planning session with whatever you've chosen to inspire you.

The renewed focus and energy from your business planning session will get you off to a successful start each day.

11 Time Management Tips

Part 1: Coming To Grips with The Time Management Myth

Do you feel the need to be more organized and/or more productive? Do you spend your day in a frenzy of activity and then wonder why you haven't accomplished much?

Time management skills are especially important for small business people, who often find that they are performing many different jobs during the course of a single day. These time management tips will help you increase your productivity and stay cool and collected.

1) Realize that time management is a myth.

No matter how organized we are, there are always only 24 hours in a day. Time doesn't change. All we can actually manage is ourselves and what we do with the time that we have.

2) Find out where you're wasting time.

Many of us are prey to time-wasters that steal time we could be using much more productively.

3) Create time management goals.

Remember, the focus of time management is actually changing your behaviour, not changing time. A good place to start is by eliminating your personal time-wasters. For one week, for example, set a goal that you're not going to take personal phone calls while you're working.

4) Implement a time management plan.

Think of this as an extension of time management tip # 3. The objective is to change your behaviours' over time to achieve whatever general goal you've set for yourself, such as increasing your productivity or decreasing your stress. So you need to not only set your specific goals, but track them over time to see whether or not you're accomplishing them.

5) Use time management tools.

Whether it's a Diary or a software program, the first step to physically managing your time is to know where it's going now and planning how you're going to spend your time in the future. A software program such as Outlook, for instance, lets you schedule events easily and can be set to remind you of events in advance, making your time management easier.

6) Prioritize ruthlessly.

You should start each day with a time management session prioritizing the tasks for that day and setting your performance benchmark. If you have 20 tasks for a given day, how many of them do you truly need to accomplish?

7) Learn to delegate and/or outsource.

No matter how small your business is, there's no need for you to be a one-person show.

8) Establish routines and stick to them as much as possible.

While crises will arise, you'll be much more productive if you can follow routines most of the time.

9) Get in the habit of setting time limits for tasks.

For instance, reading and answering email can consume your whole day if you let it. Instead, set a limit of one hour a day for this task and stick to it.

10) Be sure your systems are organized.

Are you wasting a lot of time looking for files on your computer? Take the time to organize a file management system. Is your filing system slowing you down? Redo it, so it's organized to the point that you can quickly lay your hands on what you need.

11) Don't waste time waiting.

From Opportunity Meetings to dentist appointments, it's impossible to avoid waiting for someone or something. But you don't need to just sit there and twiddle your thumbs. Always take something to do with you, such as a Motivational/Nutritional book you need to read, your Bank Account that needs to be balanced, or just a blank pad of paper that you can use to plan your flyer/advert or Distributor Training. Technology makes it easy to work wherever you are; your laptop and/or cell phone will help you stay connected.

You CAN be in control and accomplish what you want to accomplish - once you've come to grips with the time management myth and taken control of your time.



1. **Eat Healthier**... Fill the Nutritional gaps in your diet with Nutrishake or GR2 Protein Shake, Formula IV, Omega 3 Salmon Oil Plus and Carotenoid Complex.
2. **Exercise More**... Achieve your Exercise goals by including Daily Vitality Pack or Formula IV... Body Builders need to include Nutrishake or Gr2 Shake or Protein Powder.
3. **Lose weight using GR2 Weight Loss Program**... Gr2 Protein Shake, GR2 Appetite Reducer and GR2 Thermogenic Enhancer.
4. **Increase Energy** by taking Tre-en-en (3 caps per day) and Vitamin B Complex.
5. **Reduce Stress** by supplementing with Aloe Vera Plus, Vitamin B Complex, Vitamin C Sustained and Calmag.
6. **Sleep Better** by taking 3x Calmag at night, and/or 3x Tre-en-en, and/or 3x Salmon Oil Plus. Aloe Vera Plus at night also helps.
7. **Boost your Immunity** by Taking Phytodefence or Carotenoid Complex...
8. **Look Younger**... Carotenoid Complex, Tre-en-en, Omega 3 Plus, Vitamin B + C Sustained. Nutrishake also assists... and do all of the above... and stop smoking!

What that little sign or symptom really means! Let your body do the talking!

Your body is talking to you and showing you things, you just need to learn how to listen to it and look at it. What you might consider common, everyday problems - such as dandruff, earwax or itching - can often be signs or symptoms of other problems, or of a need for certain nutrients.

A nutritionally oriented physical exam is designed to read signs and symptoms from your body to determine clues to problems and to determine some of your individual nutrient requirements.

Many people think that all physical exams are alike. But that's not the case. For example, a cardiologist will pay much more attention to heart sounds; an ophthalmologist will use special instruments to examine your eyes, and so on. In nutritionally oriented medicine, there are many things to look for, that frequently go unobserved in a 'regular' physical exam.

Here are some tips that one might expect from a nutritionally oriented physical exam.

We'll start at the very top of the head and work downward, and discuss observations for men, women and children:

"In nutritionally oriented medicine", there are many signs and symptoms to look for that frequently go unobserved in a 'regular' physical exam."

Figuring out what's causing that thinning - or itching - on top

If you're a relatively young woman and your hair is thinning out, get checked for low stomach acid right away! For younger women, thinning hair is caused by incomplete protein digestion associated with subnormal stomach acid and pepsin production. Poor protein digestion results in low levels of essential amino acids and essential minerals.

Without sufficient essential amino acids, (Protein) hair starts to thin out. The problem can be stopped by supplementation with **GNLD's Acidophilus and/or Herbal Digestive formula with meals, as well as with GNLD Protein drinks and mineral supplements.**

Birth control pills and pregnancy can occasionally cause hair loss too.

B-complex vitamins will reverse this effect, especially folate and vitamin B6.

The Lipotropic Adjunct has more folate, B6 and B12 than the Vitamin B complex... but you could consider taking both!

If you're past menopause, thinning hair is often due to the digestive problems but it can also be caused by low protein levels. Less frequently, thinning hair can be caused by subnormal thyroid functioning especially if you're losing substantial hair from the outer half of each eyebrow. For low thyroid, supplement with multi-Mineral plus alfalfa and protein. **GNLD have 3 kinds of protein supplements... Nutrishake/ Protein shake / GR2 Protein meal replacement... they are all superb. For Digestive problems, use the GNLD Digestive Herbal formula and/or Acidophilus...**

For men, adding Saw palmetto can be useful to help growth. Saw Palmetto can be found in the **GNLD Masculine Herbal complex.**

Is your hair dull and lifeless? If so, it's not from a deficiency of a certain high-priced brand-name shampoo. Instead, it's

most likely a deficiency in essential fatty acids, with perhaps a smaller need for B-complex vitamins, especially vitamin B6. Supplement with **GNLD's Omega 3, Tre-en-en oils and compliment with GNLD Vitamin E complex.**

Include a GNLD Vitamin B-complex sustained Release supplement each day, containing at least 50 milligrams of B6. When your hair regains its lustre, you'll probably be able to cut back on your supplementation and still maintain the sheen you want. (This works for animals too - ask any owner of a champion show horse or show dog.)

If it's painful to pull on or brush your hair, you need more **vitamin D.** (Small children have this problem more often than adults.) Children can safely use 400 to 1,000 IU daily; adults 2,000 to 3,000 IU daily.

Infrequently, the premature greying of hair can be slowed down or even reversed with gram-sized quantities of the B-vitamin para-aminobenzoic acid (PABA).

What about that dandruff? It isn't caused by a special shampoo deficiency either. To solve the problem, eliminate all refined sugars and carbohydrates from your diet, eat more food sources of essential fatty acids (low-mercury fish, free-range organic meats, omega eggs, un-roasted nuts and seeds), take **GNLD's Omega 3 and use a multiple nutrient supplement such as GNLD's Formula IV with at least 50 milligrams of vitamin B6 and a little selenium (200 to 300 mcg).** You'll be surprised at how rapidly your dandruff disappears.

Infants with what appears to be heavy dandruff (frequently called cradle cap) can be helped by having their nursing mothers follow the instructions just noted. In addition, infants often need 540 mg of biotin daily. You can also rub **GNLD's Aloe Vera Gel** into the infant's skin or use a little **GNLD's body Luv.**

Hear what your Ears have to say about your health!

Do you have too much, or really dried-out earwax? That's just another sign of insufficient essential fatty acids. You know what to do! If the skin behind your ears is cracking, you'll need to add zinc. Meats, nuts and seeds, especially sunflower and pumpkin seeds, are good sources of zinc. You may need 30 extra milligrams of zinc per day for a while. Supplement with **GNLD Zinc and Omega 3 supplements**. Use **GNLD's Zinc Tre-en-en and Omega 3 supplements**.

Do your ears get red suddenly for no apparent reason? Although this rarely happens to adults, it isn't unusual in children - especially small children. It's almost always a sign of food allergies. Detecting and eliminating food allergies will usually eliminate not only sudden ear redness, but also a variety of other symptoms, particularly recurrent infections.

Now here's an 'ear sign' used in conventional medicine too: A diagonal crease across the earlobe may indicate increased risk of cardiovascular disease. To guard against this, you may want to have a cardiovascular risk panel of blood tests

If those "baby blues" look more like Old Glory

Chronic red and itchy eyes can be caused by a chronic allergy. You'll need to treat the problem with eye drops, but make sure you don't use eye drops containing steroids because prolonged use will increase your chances of getting cataracts. Talk to your local health shop about eye drops containing vitamins A and C. In this case, there's no actual deficiency of vitamins A and C but when you apply them directly in a drop, they strengthen the surface tissues of the eye so much that the symptoms of allergy disappear and viral infection is successfully resisted. Supplement with **GNLD's Carotenoid Complex and Vitamin C and Zinc**.

If it's a bacterial infection, Supplement with **Garlic Allium and rub Aloe Vera Gel** all around the eyes.

Do you have Cataracts in the lens of your eye? A glucose tolerance insulin resistance test is recommended. If your test is positive, or if you have a personal or family history of diabetes or low blood sugar, you can slow down cataract development by totally eliminating all sugar and refined carbohydrates and by adopting a higher protein, lower carbohydrate diet. Since some cataracts are due to galactose, it's best to eliminate milk and dairy products too. **(The GNLD GR2 Program helps to regulate the sugar levels)** A diabetes-related cataract can be partially attributed to over activity of the enzyme aldose reductase. Using 500 to 1,000 milligrams daily of supplemental quercetin (a flavonoid that inhibits this enzyme) may be helpful. Use **GNLD's Flavonoid Complex which contains all 4000 flavonoids and always include the Carotenoid Complex**.

Early cataracts can often be stopped where they are or even reversed with **10,000 IU daily of vitamin A (not beta-carotene) and GNLD's Flavonoid Complex 2 tabs 3X daily**. Recently, research has shown that some early

done. Such a panel includes serum lipids (cholesterol, HDL and LDL cholesterol and triglycerides), homocysteine, C-reactive protein (CRP), fibrinogen, lipid peroxides, free and total testosterone (for men), white cell magnesium (red cell magnesium is OK, but not quite as good) and perhaps other cardiovascular markers. Prevent Heart disease by using **GNLD's O3 Salmon Oil Plus, Tre-en-en, +Lipotropic Adjunct**.

Now let's take a look inside the ears. Children with recurrent ear infections may have fluid behind their eardrums. If the infection is acute, the eardrum may be red and swollen. Regardless of severity, the underlying causes are almost always food allergies and consumption of refined sugar and carbohydrates. Eliminate both, and add supplemental zinc (15 to 30 milligrams daily), vitamin A (not beta-carotene), 10,000 to 30,000 IU daily) and vitamin C (500 to 1,500 milligrams daily). The recurrent ear infections and/or the fluid behind the eardrums will very likely disappear. For Children **GNLD's Vitasquares and Vitaguard** are great sources of antioxidants particularly the Zinc and Vitamin C which is required and it tastes delicious and is easy for Children to take...**but add GNLD's Acidophilus and Respiratory Formula**.

cataracts are stopped or reversed by N-acetyl carnosine eye drops used twice daily. It's also possible that vitamin B2, selenium, zinc and vitamin C may slow cataract progression.... This is all contained in **GNLD's Betaguard and Formula IV**.

Years ago, the Physician's Desk Reference (PDR) told us that a combination of choline, inositol and Methionine would reduce the severity of floaters in the eyes. **(Use GNLD's Nutrishake and Vitamin B Complex Sustained Release 2-3 tabs per day)** Be patient. You may not see a difference for several months.

The back of the eye, the retina, can occasionally be hyper pigmented or blackish in colour. Dr Arthur Alexander Knapp, an ophthalmologist practising in New York City from the 1930s to the 1950s, found: that high doses of calcium and vitamin D were helpful in fighting this problem. **Use GNLD Calmag and Vitamin D**. He also found that these nutrients reduced the severity of keratoconus, a cone-shaped deformity of the cornea of the eye.

If there's a burst blood vessel leaving a bold-red area in the white of the eye (a condition known as a scleral haemorrhage), you might have high blood pressure. **(For High Blood Pressure – Use GNLD's Garlic Allium / Omega 3 Salmon Oil Plus and Vitamin E supplements)**. If that's not the problem, then increasing the intake of Vitamin C and flavonoids will strengthen all blood vessels, large and small, and prevent spontaneous blood pressure rupture. Flavonoids are found particularly in red, blue and purple-coloured foods, as well as in citrus fruit. Use **GNLD's Vitamin C and Flavonoid Complex**... In addition, it's best to increase your intake of dark green vegetables for their vitamin K content, or use supplemental vitamin K, to make sure that your blood clots normally. **(Use GNLD Cruciferous Complex)**... (Check with your medical practitioner if you are taking anti-coagulants).

Many children (and some adults) have persistent dark circles under their eyes. In both adults and children, crying and lack of sleep can be causes, but in children the most likely cause is a food allergy. As noted before, detecting, eliminating and desensitising food allergies can not only make dark circles vanish or lessen dramatically, but can also help eliminate other associated symptoms of food allergy, such as recurrent infection.

In children, pupils dilated more than a half a centimetre usually indicate an allergy too. Dairy products are the most

frequent offenders, but other foods can also be problems: Let's pull the lower eyelid down. Gently.

Is the colour a healthy, pinkish red, or a much more pale, pink? If it's pale, check for anaemia, which is usually, though not always, associated with low iron levels.

Remember the usual causes of low iron: Insufficient iron-containing food, poor digestion and assimilation of iron (frequently low stomach acid), or excess iron loss from overly heavy menstrual periods or hidden gastrointestinal bleeding. **(For low levels of Iron – Supplement with GNLD's Iron).**

What the nose knows!

Are there a number of small, red, dilated veins visible on or adjacent to your nose? Perhaps there are similar veins apparent in the skin of your cheeks? The more visible the veins, the greater the odds that you have low stomach acid. Sometimes excessive alcohol use may also be responsible for dilated veins on or near the nose. Some individuals have both problems: Low stomach acid and too much alcohol. **(Use GNLD's Digestive Herbal Formula and Acidophilus for proper Digestion... Vitamin C/Flavonoids to strengthen the capillary walls... and Vitamin B Complex SR and Zinc if you taking in excessive alcohol.**

Is your nose stuffy all the time? Even mainstream medicine knows that such a problem can be caused by inhalant allergies, but food allergies are often overlooked. Chronic problems can be caused by an infection. If that is the cause of your problem, antibiotics might not be effective because a surprising number of chronic infections associated stuffiness problems are caused by fungi. **(Use Garlic Allium Complex which is antifungal, antiviral, antibacterial and**

Use GNLD's Respiratory Formula, Vitamin C SR and Zinc for allergies and upper respiratory problems).
Add GNLD's Omega 3+ and Acidophilus for Allergies

A child with a horizontal crease above the end of the nose is a child with allergies. The crease is caused by the child's repeatedly pushing up against the end of the nose with the palm of the hand, termed the 'allergic salute' by Dr Doris Rapp. **(For Children ... use GNLD's Acidophilus, Respiratory formula, Vitasquares and Vitaguard).**

Have you been told you have polyps inside your nose? They're frequently associated with sensitivity to salicylates, including aspirin, artificial colours and flavours, and foods containing salicylates, such as raisins, grapes, berries, cucumbers, peppers and other foods and beverages. You can prevent or slow down polyp growth by avoiding all salicylates, but you can rarely reverse them. **(Use GNLD's Tre-en-en + Omega 3 Salmon Oil Plus and Carotenoid Complex.)**

The strongest muscle in your body is full of clues to your health!

Now say "Aaah"! Take a look at your tongue. Is it all cracked and grooved? If so, that means you need more folic acid (folate) and/or vitamin B12 and/or zinc (30 milligrams daily). **(Supplement with GNLD's Lipotropic Adjunct, Vitamin B Complex and GNLD Zinc)** You may as well use all three essential nutrients until all the cracking clears up and the tongue is smooth again. A lack of the same nutrients can also make the tongue look like a map of the world, a condition termed 'geographic tongue'.

If your tongue looks white-coated, it may have a coating of *Candida albicans* – yeast that can cause considerable trouble in some cases. For treatment, **Use the GNLD Garlic Allium Complex** and exclude any food that contains yeast.

Does your tongue look scalloped from indentations made by the teeth around the edges of the tongue? There's a high probability of food allergy again. Less often, the condition is caused by thyroid weakness.

A pale pink tongue instead of a darker-toned one is another sign of anaemia, just like a pale inner eyelid. **(Use GNLD's Iron for anaemia, C and Zinc for allergies and GNLD's Multi-mineral plus Alfalfa for thyroid weakness)**

Healthy choppers mean a lot more than just a white smile.

Do you have silver fillings in your teeth? You probably know they're an amalgam containing the very toxic element mercury. Even the FDA has issued warnings about eating fish high in toxic mercury, and more mercury that leaks into your tissues (especially in your brain and nervous system) from just one or two amalgam fillings. If you have a silver mercury filling, you should make plans to have it removed by a dentist skilled and knowledgeable in natural techniques.

(Use GNLD's Betaguard for detoxifying the body of all heavy metals including mercury).

Do you have tooth decay? In comparative studies, the natural sugar-alcohol xylitol has been found to prevent tooth decay better than the toxic water additive fluoride (which is almost always a different molecular form than naturally occurring fluoride in water). Xylitol is readily available in toothpaste, chewing gum and breath mints.

What about those gums? If they're unhealthy, **Supplementing with GNLD's Vitamin C and Flavonoid**

Complex will make all the difference. Do you have recurrent canker sores (sometimes called aphthous ulcers)?

If so, there's a high probability that identification, elimination and desensitisation of food allergies will lessen or even eliminate recurrences. **(Also take GNLD's Vitamin C SR, Zinc and Acidophilus** will not only assist with alleviating allergies but will also help with healing of canker sores). Sodium lauryl sulfate, an ingredient in some toothpaste, can contribute to canker sore formation too. You

can also eliminate or reduce canker sores by further using, **GNLD's Iron and Vitamin B Complex.**

If the tonsils are larger than usual in a child or teenager, the culprit is probably, once again, a food allergy, sometimes complicated by recurrent infection. The same principles apply (eliminating sugar and refined carbohydrates and identifying, eliminating and desensitising allergies). **(GNLD's Betaguard/Vitaguard has been found to alleviate tonsillitis+ include Acidophilus).**

This article has been adapted for GNLD Distributors...

Begin looking at and listening to your body for clues to your health and ways to improve it.

Setting the Record straight on the Vitamin E debate...

Will the real vitamin E please stand up?

Virtually all of the clinical research on vitamin E has used pure alpha-tocopherol. The results have shown that alpha-tocopherol has a number of properties that make it useful as a heart-protective nutrient. It inhibits platelet aggregation and possibly other mechanisms of blood coagulation, inhibits the oxidation of LDL ('bad') cholesterol, prevents the development of atherosclerosis in experimental animals and reduces the adverse effects of hypoxia in both lab animals and humans.]

But alpha-tocopherol is only one of the four forms of tocopherol that occur naturally in food. The forms include alpha-beta-, gamma- and delta-tocopherol (usually called mixed tocopherols). Early research suggested that most, if not all, of the biological activity of vitamin E resided in alpha-tocopherol, but it is now known that at least one of the other forms, gamma-tocopherol, also has important functions.

For example, gamma-tocopherol has been shown to have a greater effect than alpha-tocopherol in inhibiting the formation of nitric-oxide derived free radicals, which appears to be a factor in the pathogenesis of heart disease. In addition, both mixed tocopherols and gamma-tocopherol have been found to be more potent inhibitors of platelet aggregation (blood clotting) than alpha-tocopherol.

The problem with taking large doses of alpha-tocopherol is that it reduces blood levels of gamma-tocopherol, apparently by accelerating its metabolism. So the positive effects produced by alpha-tocopherol supplementation might be offset by a reduction of gamma-tocopherol levels in the body, a reduction that would likely be greater if higher doses of pure alpha-tocopherol were used.

The potential for alpha-tocopherol to deplete gamma-tocopherol is particularly relevant to the issue of congestive heart failure. Gamma-tocopherol is metabolised largely to a hormone-type molecule that helps the body excrete excess sodium and fluid.

It's possible that for some people, a gamma-tocopherol deficiency caused by ingesting too much alpha-tocopherol would lead to impaired regulation of sodium and water balance. This would increase the stress that every salty meal or snack would place on the heart.

Two studies published earlier this year showed the negative effects of supplementing the diet with 400 IU/day or more of alpha-tocopherol. In one study, patients with vascular disease or diabetes were randomly assigned to receive, in double-blind fashion, 400 IU/day of alpha-tocopherol or a placebo for seven years. Compared with the placebo, alpha-tocopherol supplementation resulted in a 19% increase in the risk of developing heart

failure and a 40% increase in the risk of being hospitalised for heart failure.

The other study was a combined analysis of 19 clinical trials. The combined analysis concluded that supplementation with 400 IU/day or more of alpha-tocopherol led to a small (4 %) but statistically significant increase in deaths from all causes.

The right E for the right results)

Because of these studies, many academic and mainstream doctors are now questioning the wisdom of taking vitamin E for the purpose of preventing heart disease. But vitamin E in its whole form is not the problem. The problem is supplementing, with only one form of vitamin E - alpha-tocopherol - and upsetting the natural balance. Instead, you should take vitamin E in its whole form - as mixed, tocopherols. And be sure to always take whole vitamin E with essential fatty acids because that's the way V it's found in nature.

Although mixed tocopherols are more expensive, the available evidence suggests that they are preferable to alpha-tocopherol alone - in terms of both safety and efficacy. People who supplement with mixed tocopherols will presumably derive the benefits of both alpha- and gamma-tocopherol, without creating an imbalance in these two forms of vitamin E. Article by Jonathan V. Wright....

This article just shows one how far advanced GNLD International are concerning natural organic nutrition.... GNLD have always subscribed to the fact that Nutritional Supplements should be taken in families as found in nature... hence GNLD's Vitamin B Complex containing all B vitamins... Our Vitamin C contains VC, Flavonoids, Bioflavonoids because that's how you find it in nature... GNLD's Carotenoid Complex Containing all 600 Carotenoids ... GNLD's Flavonoid Complex which contains all 4000 flavonoids...

And GNLD's VITAMIN E WHICH CONTAINS ALL 8 VITAMIN E COMPONENTS...

❖ **Alpha, Beta, Gamma Delta Tocopherols (4)**

❖ **plus the Alpha, Beta, Gamma, Delta Tocotrienols (4)**

❖ **Altogether 8 making it a complete whole Vitamin E Complex.**

Even Our Protein supplements contain all 22 Amino Acids... all the building blocks of protein... GNLD the Best!

January 2008 Impending Events...

Fri 11th Jan	Friendly Team Rally and 2007 Year Awards Celebrations	7-9 pm
	New Venue ... GNLD HO, Longmeadow Business Estate, 2 Ayrshire Boulevard, Longmeadow	
Fri 11th Jan	Opportunity Meeting @ above Venue	18h00
Sat 12th Jan	Leadership Breakfast Meeting	10h30
	The Mug 'n Bean ... Rosebank	
	Qualified to attend... Baigent, Peterson, Aarons, Dedekind, Banks.	
Sat 26 Jan	Johannesburg Start Up Meeting @ Gold Reef City Convention Ctr.	14h00
Wed 4th Feb	January Month End	
Sat 9th Feb	Friendly Team Rally and 2007 Year Awards Celebrations	2-4 pm
	Opportunity Meeting	1-1:45pm
	New Venue ... GNLD HO, Longmeadow Business Estate, 2 Ayrshire Boulevard, Longmeadow	

JANUARY START-UP MEETINGS

BEGIN THE NEW YEAR WITH A BANG!

Southern Africa Start Up Meetings

Kemble Morgan + Brandon Masondo will be hosting dynamic Training Events. These events are a great opportunity for you to acquire knowledge on product related questions. Guests are welcome exposing them to the finest Nutritionals... Cost R10pp Guests free!

Codes	Dates	City	Venue	Time
202	Sat 12	Empangeni	Protea Hotel (Zulu + English)	14:00
217	Sun 13	Durban	GNLD Convention Centre (Zulu)	14:00
204	Mon 14	Durban	GNLD Convention Centre (English)	19:00
205	Tues 15	Pietermaritzburg	Protea Imperial Hotel	19:00
207	Thurs 17	Port Elizabeth	The Boardwalk Conf. Centre.	19:30
216	Sun 20	Khayelitsha	TBA	14:00
208	Tues 22	Cape Town	Protea President Hotel	19:30
212	Wed 23	Cape Town	Golden Tulip Lord Charles	19:30
213	Sat 26	Johannesburg	Crown Reef Convention Centre	14:00
214	Wed 30	Pretoria	Premier Hotel Pretoria	19:00
215	Sat 2 Feb	Badplaas (Swaziland)	TBA	14:00

Start Up Meetings for January

East + West Africa

Start-Ups in East + West Africa will focus on business issues and will be hosted by Kenlea Murray + Nat Fleisher in WA and by Ian Parker + Cyrus Methu in East Africa. EA Start Up meetings will take place in Mbeya, DaresSalaam, Abuja, Nairobi and Kampala. Contact DC for information

276	Thurs 17	Accra	La Palm Beach Hotel	14:00
295	Sun 20	Douala	Maison de Parti	14:00
298	Tues 22	Abuja	Sheraton Hotel	14:00
302	Thurs 24	Benin City	Oba Akenzua	14:00
306	Sat 26	Lagos	Sky Pavilion	14:00
320	Sun 27	Owerri	TBA	14:00

Notes: Start Up - Product Meetings: January 2008

The Product Meeting in Empangeni on the Saturday, 12th January 2008 will be presented in English & Zulu by Brandon Masondo, Sales Manager, Southern Africa & Nokuthula Dube, the new Assistant Product Manager. The Product Meeting in Durban on Sunday, 13th January 2008 will be presented by Brandon Masondo & Nokuthula Dube in Zulu. On Monday, 14th January 2008, the Product Training will be presented by Kemble Morgan, Product Director & Randal Bostock, new Marketing Manager in English

“Set New Year’s Resolutions and New Year’s Goals with things you are going to accomplish this year, not with things you’re going to stop doing! There is a big difference between having a New Year’s Resolution or Goal to ‘stop smoking’ and one in which you’re going to run your first Marathon... Focus on the Marathon and you’ll probably end up tossing the cigs so you can run better!” ... I.e. I am going to become a Qualified Director this year (by when?), or I am going to recruit 3 people every month instead of I will stop procrastinating this year or I will stop putting things off!”

Experience Meetings Jan/Feb/Mar 2008

All Teams are welcome to attend these exciting Experience Meetings in a town near you; an opportunity to introduce new people into this great GNLD business. Entrance Fee for Distributors – R10.00 & Guests are Free!

January 2008

DAY/DATE	TOWN	VENUE	TIME	SPEAKERS		
				COMP	PRODUCT	B/OPP
WED 16 TH	WINDHOEK	KALAHARI SANDS HOTEL	18:00	B MASONDO	N DUBE	H CRONJE
SAT 19 TH	RUSTENBURG	LIONS CLUB RUSTENBURG	14:30	K VAUGHAN	K VAUGHAN	L SMITH
SAT 19 TH	MAPUTO	VIP HOTEL	14:30	B MASONDO	N DUBE	S JELE
SUN 20 TH	POLOKWANE	GOLDEN PILLOW	14:30	K VAUGHAN	K VAUGHAN	L SMITH
SUN 20 TH	NAMPULA	GIRASSOL HOTEL	14:30	B MASONDO	N DUBE	S JELE
MON 21 ST	BEIRA	TIVOLI HOTEL	18:00	B MASONDO	N DUBE	S JELE
BOTSWANA EXP MEETINGS						
THURS 24 TH	MAUN	RILEY'S HOTEL	18:00	B MASONDO	N DUBE	F MATHUMBU
FRI 25 TH	FRANCISTOWN	CRESTA THAPAMA	18:00	B MASONDO	N DUBE	F MATHUMBU
SAT 26 TH	GABORONE	GABORONE SUN	14:30	B MASONDO	N DUBE	F MATHUMBU

February 2008

DAY/DATE	TOWN	VENUE	TIME	SPEAKERS		
				COMP	PRODUCT	B/OPP
FRI, 1 ST	SWAZILAND	TUMS GEORGE HOTEL	14:30	R BOSTOCK	K MORGAN	M MOKOENA
SAT 16 TH	CAPE TOWN	BELMONT SQUARE	14:30	K VAUGHAN	TBA	C BOLTON
SAT 16TH	JHB	Gold Reef City Convention Ctr	14:30	K MORGAN	N DUBE	L SMITH
SAT 16 TH	DBN	DURBAN DC CONVENTION CENTRE	14:30	B MASONDO	B BLAND	P JOUBERT
SUN 17 TH	PORT ELIZABETH	SUMMERSTRAND	14:30	K VAUGHAN	TBA	C BOLTON
THURS 21 ST	KLERKSDORP	PYRAMIDS CONF CENTRE	18:00	B MASONDO	N DUBE	H CRONJE
THURS 21 ST	POLOKWANE	GOLDEN PILLOW CONF CENTRE	18:00	K VAUGHAN	B BLAND	B BLAND
FRI 22 ND	WELKOM	WELKOM INN	18:00	B MASONDO	N DUBE	H CRONJE
FRI 22 ND	NELSPRUIT	ORION HOTEL PROMENADE	18:00	K VAUGHAN	B BLAND	B BLAND
SAT 23 RD	BLOEMFONTEIN	PRESIDENT HOTEL	14:30	B MASONDO	N DUBE	H CRONJE
SAT 23 RD	SWAZILAND	TUMS GEORGE	14:30	K VAUGHAN	B BLAND	B BLAND
SUN 24 TH	LESOTHO	VICTORIA HOTEL	14:30	B MASONDO	N DUBE	H CRONJE
THURS 28 TH	EAST LONDON	PREMIER KING DAVID	19:00	K VAUGHAN	N DUBE	L SMITH

March 2008 Continued...

March 2008	TOWN	VENUE	TIME	SPEAKERS		
				COMP	PRODUCT	B/OPP
SAT 1 ST	MTHATHA(UMTATA)	HOLIDAY INN	14:30	K VAUGHAN	N DUBE	L SMITH
SUN 2 ND	KOKSTAD	TBA	14:30	K VAUGHAN	N DUBE	L SMITH
WED 12 TH	NEWCASTLE	CENTURY CASINO	18:00	B MASONDO	N DUBE	L MOKOENA
THU 13 TH	VANDERBIJLPARK	RIVERSIDE HOTELVANDERBIJL	18:30	R BOSTOCK	TBA	SHABALALA
THU 13 TH	VRYHEID	STILWATER HOTEL	18:00	B MASONDO	N DUBE	L MOKOENA
SAT 15 TH	SOWETO	TBA	14:30	K VAUGHAN	TBA	S SHABALALA
SAT 15 TH	CAPE TOWN	BELMONT SQUARE CONF CENTRE	14:30	VAN DEVENTER	TBA	J CLOETE
SAT 15 TH	ULUNDI	HOLIDAY INN ULUNDI	14:30	B MASONDO	N DUBE	L MOEKOENA
SUN 16 TH	RUSTENBURG	LIONS CLUB RUSTENBURG	14:30	K VAUGHAN	TBA	S SHABALALA
SUN 16 TH	KHAYALITSHA	LOOKOUT HILL, SPINE RD, HAYALITSHA, OFF THE N2, CAPE TOWN	14:30	H CRONJE	TBA	J CLOETE
SUN 16 TH	EMPANGENI	PROTEA HOTEL EMPANGENI	14:30	B MASONDO	N DUBE	L MOKOENA

Is your Handbag worse than a Public Toilet?

Thanks to Millicent Sacks... The following article was forwarded to me and since has been featured in various Newsletters ...

I thought it prudent to put in our Friendly Newsletter... and again stress the importance of carrying an atomiser filled with a solution of GNLD's Care (Disinfectant) which at a dilution of 10 to 1 is recommended for Hospital Use... You really don't know how handy this can be to prevent a number of potential tragedy's...

"Have you ever noticed women who place their handbags on public toilet floors - then go directly to their dining tables and set it on the table? Happens a lot! It's not always the 'restaurant food' that causes stomach distress.

Sometimes 'what you don't know 'will' hurt you!' Read on...

Mum got so upset when guests came in the door and plopped their handbags down on the counter where she was cooking or setting up food. She always said that handbags are really dirty, because of where they have been. Smart Mum!!!

It's something just about every woman carries with them. While we may know what's inside our handbags, do you have any idea what's on the outside? Shauna Lake put handbags to the test - for bacteria - with surprising results. You may think twice about where you put your handbag. Women carry handbags everywhere; from the office to public toilets to the floor of the car. Most women won't be caught without their handbags, but did you ever stop to think about where your handbag goes during the day? 'I drive a school bus, so my handbag has been on the floor of the bus a lot,' says one woman. 'On the floor of my car, and in toilets.' 'I put my handbag in grocery shopping carts, on the floor of the toilet while changing a nappy,' says another woman 'and of course in my home which should be clean.' We decided to find out if handbags harbour a lot of bacteria. We learned how to test them at Nelson Laboratories in Salt Lake, and then we set out to test the average woman's handbag. Most women told us they didn't stop to think about what was on the bottom of their handbag Most said at home they usually set their handbags on top of kitchen tables and counters where food is prepared. Most of the ladies we talked to told us they wouldn't be surprised if their handbags were at least a little bit dirty. It turns out handbags are so surprisingly dirty, even the microbiologist who tested them was shocked. Microbiologist Amy Karen of Nelson Labs says nearly all of the handbags tested were not only high in bacteria, but high in harmful kinds of bacteria. Pseudomonas can cause eye infections, staphylococcus aureus can cause serious skin infections, and salmonella and e-coli found on the handbags could make people very sick. In one sampling, four of five handbags tested positive for salmonella, and that's not the worst of it. 'There is faecal contamination on the handbags,' says Amy. Leather or vinyl handbags tended to be cleaner than cloth handbags, and lifestyle seemed to play a role. People with kids tended to have dirtier handbags than those without, with one exception. The handbag of one single woman who frequented nightclubs had one of the worst contaminations of all. 'Some type of faeces, or possibly vomit' says Amy. ...So the moral of this story - your handbag won't kill you, but it does have the potential to make you very sick if you keep it on places where you eat. Use hooks to hang your handbag at home and in toilets, and don't put it on your desk, a restaurant table, or on your kitchen countertop. Experts say you should think of your handbag the same way you would a pair of shoes. 'If you think about putting a pair of shoes onto your countertops, that's the same thing you're doing when you put your handbag on the countertops' - your handbag has gone where individuals before you have sneezed, coughed, spat, urinated, emptied bowels, etc! Do you really want to bring that home with you? The microbiologists at Nelson also said cleaning a handbag will help. Wash cloth handbags and use leather cleaner to clean the bottom of leather handbags."

GNLD Recommendation: Use GNLD's Care (Carry it in a handy atomiser in your handbag).... Use it to spray toilet seats, floors, handbags, shoes, hands ... actually, everywhere! Another item women should carry in their handbags is a little sample bottle of Personal Care (PCC) or LDC... You won't believe it but I have come across Ablution facilities where there is no soap to be found! Ugghhhh!

NEW YEAR, NEW YOU, WITH NUTRIANCE!



SYNERGY CYCLE

- Step 1: Cleanse (Clean + Responsive),
- Step 2: Exfoliate (Smooth + Clear),
- Step 3: Refresh (Tone + Rebalanced),
- Step 4: Moisturise (Soft + Radiant),
- Step 5: Renew and Protect (Youthful + Resilient).

Synergy Cycle

Nutriance Synergy Cycle is the skin care system proven to be:

- ♥ **Youth Renewing:** Increases your skin's moisture level by 79%+ after application.
- ♥ **Skin Protecting:** Boosts antioxidant activity by 90%, protecting your skin against age- accelerating oxidants and UV rays.
- ♥ **Age Defying:** Reduces fine lines and wrinkles by up to 28% in just 28 days.
- ♥ **Time-erasing** benefits are multiplied with each product use.
- ♥ **Clinically tested and proven** in Europe's most prestigious cosmetics testing facility.
- ♥ **Groundbreaking Activated Cellular Response (ACR)** technology can change the way your skin ages!

5 Simple Steps to Turn Back the Hands of Time!

Step 1 and Step 2: Cleanse and Exfoliate

Refreshing Facial Cleanser 1

- ◆ Leaves skin fresh and silky smooth! Mild, soap-free formula.
- ◆ Clinically proven to:
- ◆ Remove makeup and dulling debris.
- ◆ Maintain skin's natural pH balance with selected botanicals.
- ◆ Normal to Dry Code 2317 - 150ml



Foaming Gel Cleanser 2

- ◆ Gentle foaming action cleans deep down into pores.
- ◆ Great for shaving. Oil-free.
- ◆ Clinically proven to: Cleanse the skin by gently dissolving excess oil and surface impurities.
- ◆ Maintain skin's natural pH balance with selected botanicals.
- ◆ Combination to Oily Code 2320 - 150ml



Purifying Facial Scrub

- ◆ Support youthful cellular renewal with ultra-fine grains and herbal extracts. Clinically proven to:
- ◆ Banish dull, lifeless skin cells.
- ◆ Leave skin 33% softer after a single application.
- ◆ All Skin Types Code 2323 - 100ml



Step 3 and 4: Refresh and Moisturize

Refining Toner 1

- ◆ Soothes and refreshes. . Great after shaving. *Clinically proven to:*
- ◆ Maintain skin's natural pH balance and act as a gentle astringent.
- ◆ Soothe and tone the skin while removing skin drying debris.
- ◆ Normal to Dry ...Code 2318 - 200ml



Balancing Toner 2

- ◆ Stimulates and refreshes. . Great after shaving. *Clinically proven to:*
- ◆ Reduces skin oiliness by 37%!
- ◆ Reduces visible pores by 16%.
- ◆ Removes dulling surface impurities, leaving skin 20% cleaner!
- ◆ Combination to Oily Code 2321 - 200ml



The most advanced science & technology proves Nutriance makes lines and wrinkles disappear!

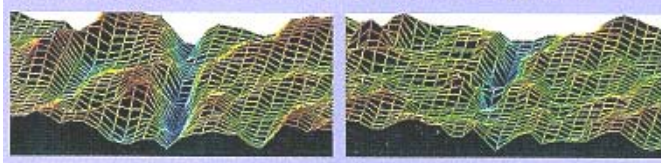


Fig. A: Before Nutriance: Skin topography is rough and coarse. Blue areas represent the deepest lines and wrinkles.

Fig. B: After Nutriance: Lines and wrinkles have been dramatically reduced or have disappeared.

Enriching Moisturizer 1

- ◆ Diminish the appearance of fine lines and wrinkles with skin-conditioning amino acids.
- ◆ Clinically proven to:
- ◆ Increase skin moisture up to 86% 30 minutes after application.
- ◆ Maintains up to 67% higher moisture levels 4 hours after application.
- ◆ Normal to Dry ...Code 2319 - 15ml



Revitalizing Moisturizer 2

- ◆ Oil-free.
- ◆ Improves suppleness of the skin.
- ◆ Calms oil production and restores balance with unique botanicals.
- ◆ Minimise fine lines! Clinically proven to: Increases skin moisture up to 70%, even 4 hours after application.
- ◆ Combination to Oily ...Code 2322 - 15ml



Look Younger, Longer.

Step 5: Renew and Protect

Renewing Antioxidant Treatment

- ♥ Groundbreaking ACR (Activated Cellular Response) Technology delivers metabolic accelerators to speed up cell metabolism naturally, so your skin looks and acts younger!
- ♥ Vitamins A, C, E and Green Tea provide a proven 90% increase in skin's natural antioxidant power to protect against premature aging.
- ♥ Echinacea strengthens your skin's immune defences, so you look younger, longer!
- ♥ UVA/UVB sunscreens (SPF 4) help protect your skin's youthful structure.
- ♥ Delivers the most effective age-defying ingredients and technical advances in the science of skin care today!
- ♥ Provides both UV-A & UV-B sun protection.
- ♥ Clinically proven to erase fine lines and wrinkles by as much as 28% in just 28 days!
- ♥ Code 2327 - 50g



Man Pays for New Truck with Loose Change

(America)...The Associated Press story covering Paul Brant, a 70 year old Indiana man who paid for a new truck with roughly \$26,000 in loose change? Apparently this isn't a new thing - in 1994, he purchased a previous new truck for \$36,000 in quarters. Asked by the AP reporter the secret to his success, the farmer maintained that his father used to pay bills in whole dollars and save the change. As long as you don't put your hand back into the till, as he put it, it will eventually add up to something. Stories like this make me excited. Here's an ordinary guy that has proven money, something that often rules and ruins peoples' lives, is easily conquered with a simplistic system, a conservative approach, and self-restraint on the spending front.

In the Spotlight! 2007 Year Awards

Congratulations to our Top Ten Award Winners.... Jan – Dec 2007

Especially the top 3 in each category 1) Top 10 Managers, 2) Top 10 Recruiters, 3) Top 10 WOC and 4) Top 10 Businesses (Emeralds)..... All of which really tried hard to maintain their positions in the last quarter and indeed the last day...And as you can see from the figures the competition was tough.

You will receive Mega Recognition, prizes and / or Certificates on the eve of the 11th January 2008.

There is no doubt that recruiting and working with your team makes all the difference to the results of your business. This year we urge all of you to take up the challenge of being in the Friendly Awards and if you look at the contests we have provided ... It is really achievable to do this... by accepting the challenge of these contests and the incentives that we and the company have laid down ... you can build a great future with GNLD. We urge you to attend meetings and rallies as this will assist you toward your success.

These Results will be published and on the web and available on the night of the 11th January at the Friendly Awards and Team Rally Evening... and will subsequently be sent out to all Friendlies on the Friendly Emailing/fax list on the 12th January. If you would like a copy of these exciting results ...make sure you on the Friendly Address list.

We take this opportunity in wishing you all the success, health, wealth and happiness in the world for 2008, May all your dreams come true! Lyn & Roy Banks



Competition for the Month – Leadership Breakfast Meeting

Leadership Breakfast will be held in Gauteng for those who achieve a point value of 250/2000PV plus 1 signing or more... Accept this challenge in this month ... and be recognised at a very special breakfast.

Let me list the qualifications again...

1. You do personal PV of 250PV's through your own name at H/O.
2. You must achieve a group PV of no less than 2000PV's
3. You must personally sign up 1 distributor....

"If you think you can or if you think you can't you're right!" ...John Paul Getty.

December 2007 Leadership Breakfast Qualifiers ...

**Jen+Rob Baigent, Erwin & Gilda Dedekind, Shirley+Richard Aarons, Muhsin+Deeba Peterson,
Sat 12th Jan - Mug 'n Bean Rosebank 10:30am**

2008 Friendly Force Annual Awards

The Friendly Top 20 Business Builder Awards

January – December 2008

- ◆ This contest is for everyone in the business irrespective of status.
- ◆ Your Position in this Top Twenty Contest will be determined by your Team. (Group PV).
- ◆ You must do 100 Personal PV (PPV) to pick up your Qualifying PV. (QPV)
- ◆ You must personally recruit 1 new distributor every quarter thus = 4 for the year
Or you can 'catch up' by recruiting 6 new distributors before the end of December 2008.
- ◆ Recognition will be published monthly.
- ◆ There will be Certificates for each quarter.
- ◆ The top 20 for the year will receive Certificates and Prizes according to rank.
- ◆ Out of this contest, further recognition will be given to the top No. 1 'Business Builder' in each of the following categories and will be determined by your Status at the beginning of January 2008 but is possible to be a Number 1 in more than category if you upgrade!
 - No. 1 Manager
 - No. 1 Director
 - No. 1 Emerald Director
 - No. 1 Sapphire Director
 - No. 1 Ruby Director
 - And the No. 1 Recruiter
- ◆ Out of this contest we will pick out the top No. 1 Recruiter for the year so bear in mind that you have to be in this category to be a contender for the Top Recruiter.
- ◆ Please remember that you have to recruit to be a contender in this contest...

General Notes and conditions!

- The Qualification period will run from January 2008 till end December 2008.
- This event will be hosted by your leaders Roy and Lyn Banks.
- The Awards Rally will take place in January 2009 AT A FRIENDLY FORCE EVENT! You must attend the event to collect your prize unless you reside outside the Gauteng area.
- Recruiting will have an effect on your results both in the Top 20 and in the success of your business!

More on Goals... "Have a list of things that you are thankful for from 2007 – and your list of things to zero in on in 2008. This can be significant to creating your goals for 2008 and your future Goals – A Vision is the starting point of all success. At the same time, being grateful for the tools, team and skills you already have adds fuel to your desire – Helping you to create it faster. All creation starts by using your memory, mixing it with your imagination – then dumping energy onto what you want, with deep breathing and enthusiasm."

500 Club and 3/30 Club

The Friendly 500 Club

You will receive a 500 Club Certificate as soon as you have achieved your 1st month of 500 Personal PV which will be checked against the results from GNLD Head Office and signed by your Sponsor/Leader.

You then hang on to your certificate as this will remind you to do it again, and again, encouraging consistency. At the end of each GNLD month you will bring your Certificate into the rally/meetings so that we can re-present the certificate to you.

It need not be done in consecutive months but you will be recognized every time you achieve 500PPV. There will be fun prizes every third month. So get started today and make sure you have your 500 Personal PV's in by the end of the month end.

The Friendly 3/30 Club

You will receive a 3/30 Club Certificate as soon as you have achieved your 1st month of 3 Recruits which will be checked against the results from GNLD Head Office and signed by your Sponsor/Leader.

You don't want to miss out on the excitement of this... So make sure that you have your 3 people recruited each month... (They do not have to have 100 Personal PV in place to count as in the Co's 3/30 Incentive). This too does not have to be subsequent months... You are aloud to miss a month and again you hold onto your certificate...Just recruit 3 people in a month and watch your business grow!

There will be a 3/30 certificate, Recognition and novelty prizes along the way... Prizes every third month and run the same way as the 500 Club.

“Set your New Year’s Resolutions and your New Year’s goals with things you are going to accomplish in 2008 and yonder and not with things you say you are going to stop doing.... i.e. There is a big difference between having a New Year’s Resolution or goal to stop smoking and one in which you’re going to run your first marathon. Focus on the Marathon and you will probably end up tossing the cigs so you can run well! Etc.” I.e. “I am going to be a 3RD or I will recruit 3 people personally every month this year instead of I will stop being so lazy or stop procrastinating!

Keep Your Goals in Sight

Excerpted from *No Glass Ceiling, Just Blue Sky*

When she looked ahead, Florence Chadwick saw nothing but a solid wall of fog. Her body was numb. She had been swimming for nearly sixteen hours. Already, she was the first woman to swim the English Channel in both directions. Now, at age 34, her goal was to become the first woman to swim from Catalina Island to the California coast.

On that Fourth of July morning in 1952, the sea was like an ice bath and the fog was so dense she could hardly see her support boats. Sharks cruised toward her lone figure, only to be driven away by rifle shots. Against the frigid grip of the sea, she struggled on – hour after hour – while millions watched on national television.

Alongside Florence, on one of the boats, her mother and her trainer offered encouragement. They told her it wasn't much farther. But all she could see was fog. They urged her not to quit. She never had...until then. With only a half mile to go, she asked to be pulled out.

Still thawing her chilled body several hours later, she told a reporter, “Look, I’m not excusing myself, but if I could have seen land I might have made it.” It was not fatigue or even the cold water that defeated her. It was the fog.

She was unable to see her goal.

Two months later, she tried again. This time, despite the same dense fog, she swam with her faith intact and her goal clearly pictured in her mind. She knew that somewhere behind that fog was land and this time she made it! Florence Chadwick became the first woman to swim the Catalina Channel, eclipsing the men’s record by two hours.

As a leader, the goals for your team must cut through the fog like a beacon in the night.

They must always be in sight. Experts on motivation disagree on a lot of things but one thing they all agree on is that your levels of motivation are directly tied to your expected probabilities of success. In other words, if you believe you can do something (the goals are realistic), you’re likely to be highly motivated. If, however, you think you can’t and your goals are not in sight, your levels of motivation fall greatly.

The lesson here is to continue to DREAM BIG DREAMS, but realize that short-term realistic goals are the real keys to success and assist you in the journey to achieving your Big Dreams.

**Your GNLD Future Starts Right Now and Together
We will Builder a Brighter, Healthier, Happier, Wealthier 2008**