

# The Friendly Force

The Friendly Newsletter – Volume 21 Issue 11 – November 2007

*It is only as we develop others that we permanently succeed.*

*--Harvey S. Firestone*

PO Box 87453 Houghton 2041 Tel/Fax/Ans. 011-880 0942 Email – friendly@global.co.za Website – www.friendlyforce.co.za

Hi Friendlies...

Excuse me ... What happened to October?

Our South African Rugby Players (The Bokke) had an awesome month! It's great to have won the World Cup! Our SA Cricket Players (Protea's) had incredible results in Pakistan... What happened to the Friendlies...? One thing we do know is that building your own business, any business, especially in South Africa, is not for 'Sissies'... Building your own GNLD business takes tenacity, strength of character and a positive, successful quintessence, all the time. One thing we do know is that we have strong, powerful, dynamic and wonderful People in the Friendly Group... and when the going gets tough, the Friendlies get going.

OK! We will give it to you... October was a really short month... and there were interest and petrol hikes... and all the rest... but, excitingly, November is a whole four weeks month... and it's the last Bonus Cheque to be earned before Christmas and the holidays... You could have your 'Best Ever' month of this year, this November... so we challenge YOU, Yes, You there reading this Friendly Newsletter... show us what you are made of... Lets all pull it together to have an Awesome November.

"If I accept you as you are, I will make you worse;  
However, if I treat you as though you are what you  
are capable of becoming, I help you become that."

*--Goethe*

Here's the Funny! ...Seeing the Big Opportunity

"When Dan found out he was going to inherit a fortune when his sickly father died, he decided he needed a woman to enjoy it with. So he went to a singles bar, where he spotted the most beautiful woman he had ever seen. Her natural beauty took his breath away. "I may look like just an ordinary man," he said as he walked up to her, "but in just a week or two, my father will die and I'll inherit \$20 million." Impressed, the woman went home with him that evening - but she was a lot smarter than Dan. Three days later, she became his stepmother."

*"The important thing in our business is to get your new distributors seeing the bigger picture...that this opportunity can and will change their lives for the better in such an awesome way. There are many distributors making good money from their GNLD Opportunity but there are loads of Top Successful Distributors (Diamonds) that are making enormous amounts of money... and in GNL, that brings Quality of Life, Freedom, health, Financial Security and many other side benefits... It is well worth it, building an opportunity like ours and having fun with it all along the way to Success!"*  
*Lyn and Roy Banks...*

## The Africa Convention in Cape Town

Have you booked to attend the **Convention in Cape Town...9<sup>th</sup> and 10<sup>th</sup> November.**

A Spectacular Gathering of GNLD Distributors...

1. 9<sup>th</sup> Nov =GNLD Experience CTICC 18h30 till 20h30
2. 10<sup>th</sup> Nov =GNLD Convention CTICC 10h00 till 16h30
3. 10<sup>th</sup> Nov =GNLD Cocktail Party for WTM 17h00
4. 10<sup>th</sup> November = Friendly Team Get together 19h00/19h30 till late. (Optional but must book through Lyn)  
Willoughby's & Co. Shop 6132, Lower Level, Victoria Wharf, V&A Waterfront (Tel 021 418 6115)

**Capetonians...** You better all be there... We want to see you and meet those of you we have not met before... We are looking so forward to that! Please make an effort to attend at least on the Saturday.

We are going to get together as a team 'going Dutch' on the Saturday night at the V & A Waterfront... Blanche Stephenson and Susi Muller have organised a Restaurant for us at the Waterfront called Willoughby + Co. (Very Popular Fish Restaurant) Check @ 'i' for exact location. (Budget R150 – R200 per person depending on what you eat and drink)... Please be aware that booking is essential... you do need to let us know if you change your mind...Booked so far from Gauteng... Roy+Lyn Banks, Jen+Rob Baigent, Erwin+Gilda Dedekind, Richard+Shirley Aarons, Muhsin+Deeba Peterson, Hosain+Feroza Kaldien, Wallied+Farieda Flashman, Leo Lokkers, Colin+Lydia Bockel/Maake.

Please be aware that all Friendlies attending should be wearing yellow and black on the Saturday (Convention day) with all your pins including the Friendly 'Smiley' Team pin. These pins will be available from Lyn and Roy at the Convention at R15 a pin... All Senior Managers get these pins free! ... Another reason to go Senior Manager!

Feedback on the Convention will be on Saturday 17th November 10:30am at the Melrose Bowling club...

We would love everyone to attend. Come and hear all the news!

## In this Issue

Amendment to GNLD  
Marketing Plan  
Exciting New Contests  
500 Club & 3/30 Club  
Qualifier Breakfast  
Gauteng Impending Events  
The Nov Africa Convention  
Year End Awards to date...  
Wound healing  
The latest on Vitamin D.  
A Permanent Solution to Gout  
The Marketing Plan refresher  
Stay young with GNLD  
Why Multi-Level- Marketing  
Building your GNLD Steps  
Antioxidants 4 Cancer Prev.  
November – Make it Great!  
Product Programmes.

# Building Your GNLD Business will Ensure Your Secure Financial Future!



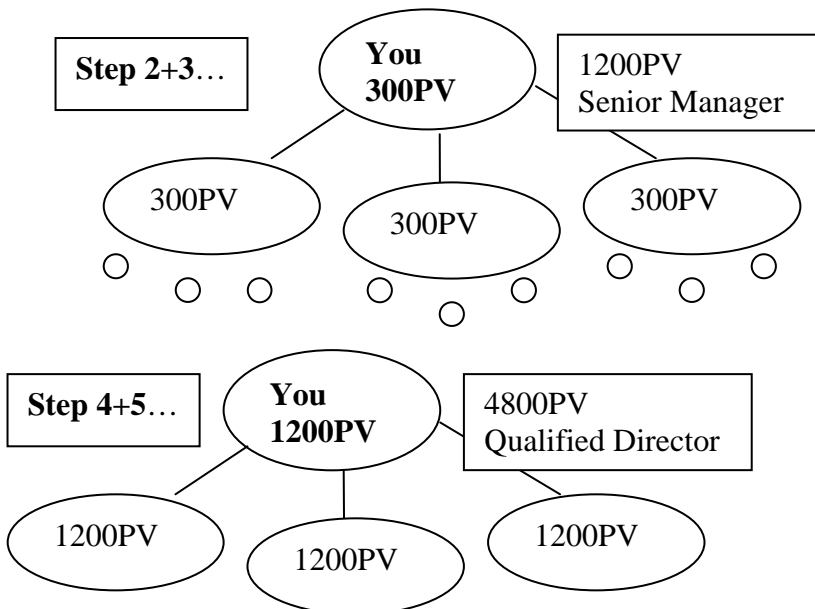
- ✚ Be your own best customer!
- ✚ Convert your Friends and Family to GNLD.

Obviously, **the more you personally sell the more profit you make... 20% on Retail Sales plus the bonus at the end of the month.** So imagine building a Retail Business of Note and the money you can make...

500PV -	R1000 + Bonus R 175	=	R 1 175
1000PV -	R2000 + Bonus R 700	=	R 2 700
2000PV -	R4000 + Bonus R2100	=	R 6 100
3000PV -	R6000 + Bonus R4200	=	R 10 200
4000PV-	R8000 + Bonus R7000	=	R 15 000

The above is purely profit and bonus made on retail sales made on the purchasing of cases. This can be hard work! The best way to secure financial success and a great future is to build a team! This will give you residual INCOME!

Recruiting and working with your new Distributors is imperative in building a fabulous GNLD Business and an awesome future! Let's take a look at the basic requirements to building a successful GNLD Network.



**Step One...** Building your own usage and your Customer Base to 300PV  
**Step Two...** Recruit 3 new Distributors and teach them to do the same thus giving you a total business of 1200PV...  
**Step Three...** Assist those same 3 distributors to recruit 3 new distributors each with a customer base of 300PV thus making each leg 1200PV strong...  
**Step four...** Start again with step one and two yourself... and together with your 3 legs each 1200PV strong will give you a business doing 4800PV.  
**Step Five...** Qualify with 4000PV+ every month for 3 months and you will be an EMERALD DIRECTOR! Your Earnings could be in the region of R7000pm!

The Aforementioned Steps Will Make You A Very Strong **Emerald Director** ...Well Onto Your Way To **Sapphire Director**. Of Course ... You Could Always Personally Retail 4000pv in a Month ... Hard work....It has been done and you will earn a Load of Money!

## How to become a Manager & Senior Manager

Please note that the Manager & Senior Manager qualifications have been adjusted to help you the GNLD Distributor achieve success & financial rewards, faster!

The following will apply to Distributors stepping up to Manager and Senior Manager:

### 1. Become a Manager by:

- Placing a **single order** directly with GNLD of **250 PV in a month**, this can be achieved during any month from joining GNLD.
- **Accumulating 500 PV in one month**, with at least 100 Personal PV in the month, and this can be done during any month from joining GNLD.
- Bonuses will be paid according to the GNLD Marketing Plan.

### 2. Become a Senior Manager by:

- Placing a **single order** directly with GNLD of **500 PV in a month**, this can be achieved during any month from joining GNLD.
- **Accumulating 1,000 PV in one month**, with at least 100 Personal PV in the month, and this can be done during any month from joining GNLD.
- Bonuses will be paid according to the GNLD Marketing Plan.
- A NEW DISTRIBUTOR in GNLD who places a single order of 500 PV during the **first full month in the business** will receive an additional 500 PV as a personal qualification credit towards their 10,000 PV Director Qualification.

## Getting ready for Christmas And the Holidays...

# November

is the last chance to earn a great bonus and to make money before Christmas... The Year end Holidays and the New Year Celebrations... Most GNLD Distributors have a fantastic November/December because most of the production revolves around Christmas and the holidays and so both your bonus cheques for Nov/Dec can be great and will carry you nicely through to the new year.

It all depends on your attitude, really... People are out there shopping... they could be shopping with you for GNLD's exciting gift alternatives. Don't forget the old adage, People are walking around with your money in their pockets... you just have to swap their money for your products.

If you are really geared up for success, consider upping your recruiting over November and December... Most people are really worried about all their debt, their over spending... and would love to supplement their income with their own 'flexi-time' Business Opportunity that they can work from home. Think about it... Christmas spending, going on holiday, New Year celebrations and then the expense of kids going back to school early January... this all costs money... and leaves families broke and in debt. Your GNLD Opportunity can solve all their problems... GNLD "People Empowering People".



## The Latest on Vitamin D?

We all know that vitamin D helps build strong bones. In recent years, researchers have found that vitamin D seems to enhance immunity, improve balance and cardiovascular function and can even help with certain neurologic health concerns. However, there is yet another benefit that seems to be coming to light on vitamin D; that being in regard to pain reduction.

A study was recently presented at the American Society of Anaesthesiologists' Annual Meeting in San Francisco and found that one in every four patients who suffers from chronic pain also had inadequate blood levels of vitamin D<sup>1</sup>. This study indicated that the median intake of vitamin D for adults in the United States was only 230 IU while researchers are recommending 2,000 IU per day. The study involved 267 adults undergoing treatment for chronic pain at the Mayo Clinic. It was found that of these patients, 26% of them had vitamin D inadequacy and, interestingly, needed almost twice the amount of morphine of the group that had more normal levels of vitamin D. The lead author of the study, Dr. Michael Hooten, anaesthesiologist at the Mayo Clinic indicated, "This is the first time that we have established the prevalence of vitamin D inadequacy among a diverse group of chronic pain patients."

In a follow up to this recently reported study, there was an article published in the November 2007 edition of the *Journal of Clinical Rheumatology*. The article reported on a study that involved 60 female patients complaining of low back pain lasting more than three months. These patients were studied both from a rheumatologic and neurological standpoint. It was found that these patients had significantly lower vitamin D levels compared to controls.

There was another study out of Turkey published in the November 2007 journal *Quality Life Research*<sup>2</sup>. The researchers noted that vitamin D deficiency is known to cause muscle weakness, impair bone formation and neuromuscular coordination leading to increase in fracture risk. They note that there were very few studies, however, investigating association between vitamin D status and actual quality of life. Two hundred fifty nine Turkish women with known osteoporosis were evaluated with a series of testing including vitamin D blood levels. It was found that there was a direct correlation between vitamin D blood levels and quality of life. They concluded that vitamin D insufficiency appears to effect physical, social, mental functions of osteoporosis patients and impairs quality of life. Obviously, this is not the only factor controlling quality of life, but was noted to be one of the factors.

**GNLD Sources of Vitamin D... In Formula IV and in Vit. A+D... enjoy!**

# Stay young and vibrant!

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Since the main cause for aging is the production in our bodies of free oxygen radicals during metabolism, our first recourse are those micronutrients that "quench" or "scavenge" free radicals.

Antioxidants such as Vitamin A, Carotenoids, Flavonoids, vitamins C and E are vital in combating aging. The essential fatty acids (EFAs), found in seeds and to a lesser extent in vegetables, if unaltered by high heat; and zinc, the next (after the EFAs) most frequently deficient and most important anti-aging nutrient: For its antioxidant protection of cell membranes, Vitamin E, Carotenoid Complex and zinc and essential fatty acids as a valuable anti-aging nutrient."

The benefits of vitamin C are well known for anti-aging because of its antioxidant properties and Vitamin C is essential for the synthesis of collagen in connective tissue. Vitamin C helps to detoxify and get rid of carcinogens including alcohol, nicotine and caffeine. Vitamin C aids in tissue repair.

## Carotenoid Complex, Vitamin C, Vitamin B Complex Sustained Release, Zinc and Omega 3 Salmon Oil Plus.

- Revitalize your skin and reduce the signs of aging
- Significantly diminish the appearance of fine lines and wrinkles
- Smooth rough skin texture for ultimate skin care
- Clear darkening under the eyes
- Stimulate the renewal of skin cells
- Restore elasticity to Sagging skin
- Hydrate Skin Dryness
- Produce Healthy Skin coloration
- Prevent other external and internal threats affecting aging skin

Regular exercise, a healthy diet (which includes plenty of coloured Vegetables + fruits, nuts, seeds) and the use of GNLD's non-detergent Personal care products and nutrient enriched skin care will go a long way to keeping you looking your best! Add to this your Nutritional supplement regime and you have a winner.

Cataract formation in the lens of the eye is caused by free oxygen radicals causing cross linking of the lens protein. Carotenoids, Omega 3 Salmon Oil Plus and Vitamin C are recommended to help prevent cataracts in the elderly.

Vitamin B Complex especially folic Acid, B6 and B12 (most likely to be deficient in the elderly and in women during childbearing years) are fantastic for the condition of the skin and for controlling Homocysteine levels... Excessive Homocysteine levels are known to cause aging, heart disease and other chronic conditions. Another anti-aging nutrient is selenium.

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"Do supplements of these nutrients work? I take all of them. Do I need all of them? I don't know, but I do know that there is good scientific evidence for each one, and I do seem to enjoy unusual vigour and energy, with keen daily enjoyment of my GNLD business, for my running and living life...I do not have high blood pressure, disabling arthritis, diabetes, heart disease or symptoms of arteriosclerosis. . . . When something seems to work, it seems sensible to continue it. So I do."  
Lyn Banks ... Mother, Grand Mother of 6 and enjoying it!

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## News on Zinc...

- ♥ The increased tendency toward zinc deficiency in the elderly can cause tinnitus and nerve-type hearing loss. Since the retina and choroid of the eye are nearly as high in zinc as the inner ear, progressive macular degeneration leading to blindness can result from zinc deficiency. Presbycusis, tinnitus, imbalance, and blindness in the elderly can be prevented, even improved a little, by sufficient zinc supplementation.
- ♥ zinc is most essential for immune function. Zinc is also beneficial for the prostate and for male fertility and is an essential constituent of over 200 enzymes. A vital micronutrient indeed!

# Restore Young Skin and Fight Signs of Aging:

Many people who are dissatisfied with their fine lines, eye wrinkles and other signs of aging are reluctant to turn to plastic surgery. Even though procedures like facelifts can tighten up skin and reduce other signs of aging, the risks that come with going under the knife, like facial scarring, are too much of a deterrent for many. If surgery's not for you, what exactly can you do to help keep your skin looking young? In order to answer that question, let's take a look at exactly how our skin ages and what causes wrinkles and other signs of aging...

## Slow Sloughing...

The smooth, flawless skin that we're born with as babies can become wrinkled and saggy as we advance in age. This is due in part to extrinsic, or external, factors that can oftentimes be controlled or eliminated. They include sunlight, cigarette smoke and pollution. On the other hand, time, which is an intrinsic factor of aging, is unstoppable. Let's take a look at how both these factors result in fine lines and other signs of aging.

The stratum corneum is the outer layer of your skin. It's made up of a protective layer of dead skin that is formed when fresh skin cells push their way to the top of the skin and then die. As new cells die, the stratum corneum is constantly sloughed off, renewing and refreshing itself. Unfortunately, this sloughing process winds down as we advance in age. In a child, cells turn over every 28-30 days, but for a person who's in their sixties, this process only occurs around every 45-50 days. In short, the older we grow, the slower our skin is able to regenerate itself.

## Wrinkles in Time

Collagen is a protein that helps our skin to look young and taut. Collagen is especially susceptible to attacks from free radicals, and over time these attacks lead to a destructive chemical change that causes signs of aging. Healthy collagen molecules slide over each other, giving way to

soft, young skin, but after they're damaged they become "cross-linked" or stiff and rigid, making skin look old. How do these healthy molecules become damaged?

Free radicals harm our cells by randomly bouncing around in their interior and even between them. They can damage every single part of our cells, including the nucleus, where our DNA is stored, and the mitochondria, which makes the energy for our cells. Because the plasma membrane, or the exterior wall, of the cell is the most crowded, free radicals do more damage there than in any other part of the cell.

Free radicals can be triggered by sunlight and pollution, **the production in our bodies of free oxygen radicals during metabolism**, among other elements. When your skin absorbs UV light or is exposed to harmful toxins like cigarette smoke, free radicals are activated. An enzyme that breaks down fat in your skin is also activated. Though fat loss may sound desirable, your skin is one place where fat cells are actually good – they keep skin supple and moist. As fat continues to be broken down, a chemical is produced that paves the way for inflammatory molecules, which cause eye wrinkles, fine lines and other signs of aging.

These inflammatory molecules are called transcription factors. Their job is to send chemical messages to your body, telling your DNA to produce proteins and telling

your cells what to do. These otherwise harmless molecules can be turned on by free radicals that have been activated by sunlight or toxins. These molecules then travel to the nucleus and tell your DNA to start producing various chemicals. When the transcription factors are triggered by ultra-violet light, they turn on something called AP-1, which starts secreting enzymes that digest collagen, causing tiny scars. You know these tiny scars by another name: wrinkles.

Other factors that can precipitate signs of aging are sleep deprivation, the use of harsh soaps, stress, excess alcohol consumption, and a diet low in nutrients and high in salt. However, even if you took a clue from Smokey Bear and hibernated in a cave for the rest of your life, your skin would still fall victim to the passage of time. As time passes, your skin will experience: fat loss, dryness (because your skin's ability to produce oil glands will decrease), sagging and loss of firmness, and a decreased ability to repair damage. Your skin's collagen structure will also break down. But don't give up hope just yet. Although you can't help the fact that time will pass and your skin will look older as you advance in years, it's still important to protect and care for your skin. By doing so, you can put your skin on the right path toward aging gracefully.

## True beauty is a combination of looking your best on the outside and feeling your best on the inside.

- ♥ Refresh and renew your most unique feature - your face - with the breakthrough Nutriance anti-aging system
- ♥ Support your body's nutrient needs with a Free Personalized Nutrition Profile from GNLD today. Let your beauty shine through, from the inside out! Contact a GNLD Distributor today! ... or speak to your Sponsor/ Leader (or Contact Lyn Banks on 011-880-0942).



# Wound Healing

Also Cuts, Scrapes, Skin Wounds

Repair the damage to your skin and other soft tissues by caring for affected areas and focusing on your overall health. According to research or other evidence, the following self-care steps may help with the healing:

1. Deal with deficiencies ...Stick to a healthy diet and take a multivitamin such as Formula IV to prevent deficiencies that can slow wound healing.
2. Get support from vitamin C and Zinc ...Take at least 1,000 mg a day of vitamin C to promote connective tissue repair ... Zinc is also known as the healing mineral.
3. Treat topical... Spray with Care to disinfect... then apply soothing and healing Aloe Vera Gel.



## Best Antioxidant Foods for Cancer Prevention

*A hot topic at many dinner tables is which foods high in antioxidants are best for cancer prevention. Although lifestyle factors and genetics play a role, finding and making use of the best antioxidant foods available is crucial for cancer prevention. Millions of Americans are taking steps to reduce their risk of heart disease; many people do not know which steps to take for cancer prevention. During National Nutrition Month, take time to learn how choosing the best antioxidant foods can play a key role in cancer prevention...*

According to the American Cancer Society, about one-third of all cancer deaths may be prevented if people were more active and ate better. Cancer prevention has been the focus of a wide body of research in recent years. Although there is no way to prevent all cancers, experts agree that for most people a handful of small changes greatly increases the odds of living a longer, healthier life. In fact, many health professionals have urged those people with a strong family history of any type of cancer to consider additional steps to stay healthy, such as being screened at younger ages.

### Which Foods High in Antioxidants are Best?

Help your family to prevent cancer with simple lifestyle changes. According to the American Cancer Society, lifestyle changes that can increase the odds of living a healthier life include consuming more antioxidant foods such as fruits and vegetables, which are considered by some to be the best antioxidant foods of all for cancer prevention. In addition, doctors recommend avoiding tobacco, avoiding saturated fats, and exercising 30-60 minutes a day. A recent study found that women who exercised moderately for three to five hours a week were less likely to die of breast cancer than women who exercised less than an hour a week.

Try to add colour to the family meal plan by centring many entrées on fruits and vegetables to help protect against cancers of the lung, mouth, oesophagus, stomach, and colon. Most fresh produce naturally contains potent cancer-fighting substances.

Tomatoes, for example, are high in the antioxidant lycopene. Meanwhile, strawberries, raspberries and blackberries contain the compound ellagic acid which is known to help combat carcinogens.

Cruciferous vegetables may be among the most potent antioxidant foods of all. Studies have shown that broccoli and Brussels sprouts can help reduce the risk of breast cancer and ovarian cancer among women.

Overwhelming scientific evidence shows that the more fruits, vegetables and other foods high in antioxidants that people eat, the lower their rates of cancer, including breast cancer. Scientists believe the best cancer protection comes from the vast array and balance of nutrients and phytochemicals found in real food.

Diets high in the best antioxidant foods have been shown to be helpful in reducing the risk of many diseases. According to an article published in the Journal of the American Medical Association, those people who ate the most red and processed meat had a 30% higher risk of colon cancer and 40% greater risk of rectal cancer compared with those who consumed more plant-based foods. And, people whose diets were rich in poultry and fish were 30% less likely to develop colon cancer.

Another way that many Americans can reduce the risk of many diseases, including cancer prevention, is to maintain a healthy weight. Scientific studies have shown that being overweight increases the risk of tumours of the colon, oesophagus, uterine lining, kidney, and pancreas. And, the more weight women gain after high school, the greater their risk of postmenopausal breast cancer. In addition, studies have shown that low-fat diets might help reduce the risk of breast cancer.

**GNLD Recommendations...**Often, families are not consuming enough coloured Fruits and Vegetables...

**Vitaguard** for Children contains all required antioxidants and **Betaguard** for Adults...

The Rolls Royce of the range of antioxidants is the

**PhytoDefence... With Carotenoid Complex, Flavonoid Complex and Cruciferous Plus...**



# The Permanent Solution to Gout

(that your doctor probably doesn't know about)

If you've always thought of gout as something old ladies complained about when they couldn't pinpoint the exact locale of their aches and pains, you're wrong! Gout has been recognised for more than 2,000 years, making it one of humankind's oldest known diseases. It's a complex disorder that can affect anyone.

**What doctors don't want you to know about gout medication... Well, if you wake up and your big toe is so hot, swollen and tender it feels like it's literally on fire, you're probably experiencing an acute attack of gout, a form of arthritis that's characterised by sudden, severe attacks of pain, redness and tenderness in joints.**

Mainstream treatments for gout include non-steroidal anti-inflammatory drugs (NSAIDs) including the prescription drug indomethacin (Indocin) or over-the-counter NSAIDs such as ibuprofen (Advil, Motrin, others), which help relieve the symptoms. Your doctor may also prescribe a steroidal anti-inflammatory drug such as prednisone. But they don't fix gout, so you have to keep taking them every time it flares up. And long-term use of these medications can have serious side effects, including ulcers and intestinal bleeding.

Another patent gout treatment is called Probenecid and works by removing the extra uric acid from your body. This medicine will help prevent gout attacks only as long as you continue to take it and its side effects range from headaches and vomiting to painful or difficult urination and irregular breathing.

## The (natural!) solution to gout that's worked for 20 years!

That being said, if you'd prefer to try a natural treatment with fewer side effects and a long track record for gout control, there is good news. There's a safe, effective, all-natural formula that can control gout on a long-term basis. It's based on research dating back as far as the 1800s, the *AMA journal* published a brief article noting that uric acid could be made more soluble (thus less likely to crystallise) if lithium were added to the solution containing uric acid.

Then, in the 1970s, researchers found that high doses of vitamin C cause the kidneys to excrete more uric acid into the urine. This is a problem for people prone to forming uric acid kidney stones. But for people suffering with gout, it's exactly what they need.

Actually, the widely prescribed patent medication for gout, Probenecid (mentioned above), works in exactly the same way: Deliberately causing the kidneys to dump uric acid into the urine, thus lowering serum uric acid and lessening the chances of uric-acid crystallisation in the joints. Following these two clues, naturopathic doctors now recommend that you take: Lithium (1-4 Multi-Mineral + Alfalfa), three times daily and vitamin C, 1 to 2 grams three times daily. Often that's all that's needed to control gout.

## In a Nutshell...

GNLD's Recommendation... You don't have to take harmful drugs to fix your gout.

- ♥ A combination of lithium (**Multi-Mineral Plus Alfalfa**).
- ♥ and **vitamin C Sustained Release** will not only heal your gout today - but stop it from coming back tomorrow.
- ♥ For great results Include **GNLD's GR2- Thermogenic Enhancer**.
- ♥ and take about 1-3 **Omega 3 Salmon Oil Plus**.
- ♥ and/or 1-3 **Tre-en-en** a day, along with 4001U of **Vitamin E**.

## Barry + Pat Bland's Incentive

### Incentives for 4th Quarter 2007 - (Oct/Nov/Dec)

Earn EXTRA by working YOUR business to the basics

For All Distributors, Managers, Senior Managers and Directors

3:30

Do a 3:30 in any month of the quarter and earn R50.00 bonus!

Do it 2 months in 3 and receive R100.00!

Do it three times in the 1/4 and receive R150.00!

For all Qualified Senior Managers

In each month of the quarter:

- 1) Be Qualified as a Senior Manager (Team PV of 1000PV)
- 2) Have a Personal PV of at least 250
- 3) Introduce 1 new Distributor each month (or introduce at least 3 new Distributors in the 1/4)

Do the above each month of the 1/4 and earn an extra R300.00

Build your business for the future and earn more this 1/4!

NB You must be at the Quarterly meeting to receive your incentive

These incentives will be paid out at the end of the quarter i.e. Oct 2007

# The Two Vitamins That Could Save Your Life In The ICU And Why Many Hospitals Won't Give Them To You...

By Jonathan V. Wright, MD.

I've been called a cynic on more than one occasion, particularly when it comes to mainstream medicine. There are a number of general reasons why - things like the patent medicine industries greed. But there are also some very specific reasons - things that I've experienced first-hand - that have contributed to my continued mistrust of the medical system in this country. One of the worst examples occurred several years ago, back in 2002, when a hospital in Seattle refused to implement a treatment protocol that would save more lives and cost less money simply because the treatment involved using vitamins.

This was actually one of my first experiences as one of the members of the Board of Trustees for the regional "Level 1" trauma centre hospital, located in Seattle, but serving Washington, Alaska, Idaho and Montana. Fortunately for me, a well-respected naturopathic physician had been appointed to the Board two years or so before, so the very intense and public opposition from "conventional" medical doctors and their allies that greeted her was considerably muted in my case. Nonetheless, when it came time to choose a subcommittee to serve on, I deliberately steered clear of the one with "health care" in its title, figuring that my background in naturally oriented health care wouldn't earn me a very friendly reception. Instead, I joined the "finance" subcommittee, which I thought might not seem as threatening to the administration or some of the staff.

The same year I was appointed to the board, a team of physicians based at the very same hospital published the results of a randomised, prospective trial of 595 critically injured individuals admitted to the intensive care unit (ICU). The research concluded that early, preventive administration of anti-oxidant vitamins' E and C significantly reduced the incidence of multiple organ failure, decreased pulmonary complications and the need for mechanical ventilation and shortened the length of time spent in the ICU, with no side effects attributable to the antioxidants.

It occurred to me that this use of antioxidants might save the hospital considerable money, too. So I asked the hospital's chief financial officer to analyse this aspect. The answer I received was that the total hospital charge for each patient receiving antioxidants was \$88,897 (about R622,279) compared with \$93,874 (R657,118) for those who did not, a difference of about R35,000 per patient.

When I did the math and applied 1 that savings to each of the 595 patients in the study I found that the hospital could have saved \$2,975,000 (R20,825,000) if the entire group had been treated with the antioxidant therapy. I also learned that the hospital treated approximately 2,500 patients for similar injuries each year. If all of those patients were treated with antioxidants it was possible the hospital could save up to R105 million per year.

Potentially saving almost R105 million per year certainly seemed like a financially worthwhile matter to me, so I proposed to the finance subcommittee that this research - done at our own hospital, with no reported side effects - be applied in the future to all ICU patients admitted under the same circumstances.

My suggestion was referred to a committee of the medical staff. After six months of "study", the finance subcommittee was told that my suggestion would not be implemented, as the antioxidant E and C give "might not be safe" ... When I pointed out that the physicians at our very own hospital who conducted the study found no adverse effects, I was told that it was a "medical matter" and none of the finance subcommittee's) or the entire Board of Trustees') business.

So much for the Hippocratic Oath. Here the hospital's own physicians had discovered a side-effect-free treatment that could potentially save the hospital up to R105 million yearly - not to mention potentially decreasing multiple organ failure in critically injured human beings. And they refused to use it for the singular

reason that it involved nutrients! It's enough to bring out the cynic in even the most optimistic of people.

But in the five years since this scene transpired, whenever time allowed, I've looked for evidence proving the safety and effectiveness of vitamins E, C and other antioxidants for treating critically injured individuals.

I've found quite a bit of research that supports this treatment protocol for all sorts of very serious injuries. And while I doubt it will change any policies at our "level 1" regional trauma centre, the information below could very well save your life or the life of someone you love. So if any of your loved ones are severely injured, give the rest of this article to the doctors involved! I hope they're more open minded to "evidence-based-medicine" (even if the evidence supports nutritionally based therapies) than the committee that reviewed the study done at our own hospital in 2002.

## When Fighting Free Radicals Becomes a Matter of Life or Death

Even when you're healthy, normal metabolic processes generate free radicals. Normally, though, most of these free radicals get eliminated by the antioxidants you get from your diet and supplements. But when you're critically ill or have undergone severe trauma, your body experiences a variety of physiologic stressors above and beyond those caused by the illness or trauma itself. Inflammatory processes are much worse and the body's normal methods of coping with oxidative stress are interrupted, which causes an imbalance between the formation of free radicals and the ability to remove them. This leads to an excess of free radicals circulating in the bloodstream and tissues. And all those excess free radicals wreak havoc throughout the body, breaking down cell membranes, damaging DNA and even killing cells. Recent research shows a link between oxidative stress and dysfunction in organ systems.

In fact, most deaths that occur in intensive care units (ICU) result from the cascade of events that follow severe oxidative stress – things like multiple organ failure, septic shock and acute respiratory distress syndrome (also known as ARDS).

This is where antioxidant therapy comes in. First, let's go over some additional details from the study done at the Level 1 regional trauma centre where I serve on the board.

### More Vitamins, Fewer Deaths

In this particular study, researchers enrolled 595 individuals between the ages of 16 and 74 who were either general surgery or trauma patients and had come to the hospital within 24 hours of injury. Patients were randomised to receive 1,000 IU of vitamin E via the intestines and 1,000 mg of Vitamin C intravenously every 8 hours for the duration of their stay in the ICU.

The researchers chose these particular vitamins not only for their general health promoting and immune boosting benefits but also because a number of studies have demonstrated their ability to work together to improve antioxidant defences. Vitamin E prevents damage to the cell membranes by squelching free radicals and when it's used in combination with Vitamin C, which has its own free radical scavenging abilities, the nutrients work together to dramatically decrease oxidative stress and all the complications that come along with it.

Among the group receiving the antioxidants, there was a 19% reduction in deaths from pulmonary causes (ARDS and pneumonia) and a 57% reduction in the incidence of multiple organ failure. The anti-oxidant group also had a decreased need for mechanical ventilation, which resulted in a shorter time spend in the ICU and as I mentioned earlier, on top of all these benefits there were no adverse effects.

Another randomised, double blind, placebo controlled study on the same vitamins showed similar results. The researchers examined the effects of oxidative stress in 216 critically ill patients received a combination of 500 mg of vitamin C and 400IU of vitamin E feeding tube for 10 days, the other 111 patients received a placebo mixture.

The researchers found that antioxidant supplementation not only reduced oxidative stress but it also reduced overall mortality over the course of 28 days.

### Reduce burn complications by 45%.

But there are even more specific studies supporting the potential of antioxidants to help severely injured patients get on the road to recovery more smoothly. For example, the oxidative stress that occurs after burn injuries often results in the release of excess histamine. Excess histamine increases the production of the enzyme xanthine oxidase, which generates hydrogen peroxide and superoxide, two potent free radicals that cause additional tissue damage. Another critical aspect of burn injuries is the significant loss of body fluids caused by the burn. To combat this, patients receive what are known and "resuscitation fluids".

So in a prospective, randomised study in a Japanese trauma centre, researchers examined whether high dose vitamin C could prevent some of these complications in burn patients.

The Japanese study enrolled 37 patients who were burned over more than 30% of their total body surface area and who were treated within 2 hours of injury. Patients were randomly divided into group to be given IV vitamin C or a control group. The researchers found that the vitamin C reduced resuscitation fluid requirements by 45.5%, decreased wound swelling and reduced the risk of respiratory dysfunction.

While this study was small, other studies have also shown that high-dose vitamin C can reduce the tissue damage following burns as well as decrease the need for resuscitation fluids.

### The "other" antioxidant you need in urgent situations.

While vitamins C and E have produced some amazing results, they're not the only antioxidants worth taking in critical situations. It's always best to cover as many bases as possible and adding selenium to the mix can help you do that.

Selenium is another antioxidant that supports the immune system, protects

the body from tissue damage and helps maintain thyroid function. And research shows that, like Vitamins C and E, it may also decrease rates of infection, promote healing and increase survival in critically ill patients.

It certainly can't hurt, considering that in a study of 60 critically ill patients in an ICU, plasma selenium concentrations were found to be well below minimum values. Decreased levels of plasma selenium have been associated with increased amounts of tissue damage, infection, mortality and organ failure. Most of the clinical trials that have been done used daily doses of selenium ranging from 200 to 1,000 mcg and showed significant reductions in infection and time spent in the ICU.

Of course, despite the fact that these studies on selenium have been very promising, the "experts" claim that "more research is needed". But after reviewing the existing evidence for the past five years, I can firmly say that the only thing that we really need more of is a willingness on the part of mainstream, conventional medicine to use these safe, effective nutrients to save the lives of people who need urgent, critical care.



*Obviously, with GNLD we would recommend the best in antioxidants the Rolls Royce... and that is the Phytodefence*  
Lyn 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... At the WANDERERS CLUB...or if necessary another appropriate venue... Accept this challenge in the month of November ... 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.*

**October Breakfast Qualifiers ... Jen+Rob Baigent, Shirley+Richard Aarons, Muhsin+Deeba Peterson, Erwin & Gilda Dedekind. Sat 24<sup>th</sup> November - Wanderers. 8:30am**

## Friendly Impending Events - November

**Fri 9<sup>th</sup>+Sat10<sup>th</sup> Nov Convention in Cape Town - Exciting Stuff – See you there!**

**Friday night the 9th November** will primarily be a night of Recruiting and Team Building. A GNLD Exposition of the products and the opportunity (GNLD Experience) on a humungous scale... will ensure that any guests you invite will ultimately get involved in your business. By planning your guest list now you could undoubtedly build 'A GNLD TEAM' in a weekend. So do not miss out on this exclusive opportunity. It will be a whole year before an event of this magnitude will happen again. Capetonians, you can really make this event very successful in building your team.

**The Saturday Convention on the 10th November** starts from 10am onwards... This is the day to make sure that all your team attends... Create team spirit by getting your team to sit together, but remember that to do this everyone needs to arrive early. You cannot book up seats if there is no one sitting in them. You would have to open up your seating at least a half hour before the event is due to start. So make sure your teams are there early. All your new Distributors who join up on the Friday evening may attend the convention on Saturday absolutely free. There will be loads of Prizes and draws.

See Front page for more details...

Sat 17 Nov	Training with the Banks' Melrose Bowling Club, Venus St, Birdhaven <u>Feedback from the Convention!!!</u>	10h30
Sat 24 Nov	Leadership Breakfast Meeting Wanderers Club Qualified to attend... Baigent, Peterson, Aarons, Dedekind, Banks.	08h30
Mon 3 <sup>rd</sup> Dec	November Month End	All Day!
Sat 8 <sup>th</sup> Dec	Opportunity Meeting	13h00
Sat 8 <sup>th</sup> Dec	Team Rally Eagles Nest Conf. Ctr. Cnr. William Nicol and Leslie Ave, Fourways - Great speakers including Dr. Barry Bland. Ladies! Please bring a Packet of Biscuits or Plate of snacks.	14h00
Sat 15 <sup>th</sup> Dec	Training + Team Get together. Melrose Bowling Club, Venus St, Birdhaven Ladies to bring a plate of snacks Each person to bring one gift, wrapped (no more than R50) Label it 'male' / 'female' / 'Both' Each Person to come with a short 'motivational' to share ... This is optional... + Their GNLD wish for the New Year!! No longer than 5 minutes! Either read or spoken... R5 charge - donated to charity – Gifts for children	10h30
Wed 2 <sup>nd</sup> Jan	December Month End	
Sat 5 <sup>th</sup> Jan 2008	Opportunity Meeting	13h00
Sat 5 <sup>th</sup> Jan 2008	Friendly Team Rally and 2007 Year Awards Celebrations New Venue ... GNLD HO, 2 Ayrshire Boulevard, Longmeadow Business Estate, Longmeadow...	2pm

# Friendly 2007 Awards

The Top Ten Results - January to December 2007

## Top 10 Managers Jan - Oct 2007

		Group PV	Signings
1	Wallied + Farieda Flashman	27 374	17
2	Jean + Leo Wetselaar	13 390	4
3	Maydon & Collet Mashinini	11 557	5
4	Katijah Khan	11 056	3
5	Hosain + Feroza Kaldine	9 657	9
6	Lydia Maake + Colin Bockel	9 229	7
7	Barnie & Desree Robertson Malitaba Alphonsina	8 221	5
8	Mohasoa	6 409	6
9	Aysha + Shammieg Ismail	5 845	4
10	Aziz + Aasiah Badsha	5 505	3

(NB! You must have 4 recruits by end December to stay in this contest)

## Top 10 Recruiters Jan - Oct 2007

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
1	Peterson	3	3	5	2	1	1	6	3	3	3			30
2	Aarons	3	3	3	3	3	3	3	3	3	1			28
3	Flashman	3	3	3	3	3	0	1	1	0	0			17
4	Nguessen	3	3	1	4	0	1	0	1	0	0			13
5	Dedekind						1	3	3	3	1			11
6	Kaldine	3	0	1	0	3	1	1	0	0	0			9
6	Freemantle					2	3	3	1	0	0			9
8	Baigent	0	0	4	1	1	0	0	2	0	0			8
9	Maake/Bockel	3	3	1	0	0	0	0	0	0	0			7
10	Gogo	3	0	3	0	0	0	0	0	0	0			6
10	Mohasoa				3	1	1	1		0	0			6

## Top 10 World of Championship Medals Jan - Oct 2007

**NB. 100 W.O.C Points will give you 100% towards your London Trip!**

This is totally un-audited and needs confirmation!

		1st 1/4	1	2	3	2nd 1/4	1	2	3	3rd 1/4	1	2	4th 1/4	Total
1	Peterson	392	47	73	27	147	72	27	45	144	23			706
2	Aarons	143	63	58	83	204	53	28	19	100	9			456
3	Baigent	88	25	18	22	65	17	33	14	64	12			229
4	Flashman	126	24	34	2	60	8	4	2	14	0			200
5	Allie	96	0	2	2	19	0	2	48	50	7			172
6	Dedekind	59	8	8	8	24	38	27	33	88	8			179
7	Malherbe	90	17	2	2	21	2	17	2	21	2			134
8	Stephenson	42	8	8	10	26	8	8	30	46	8			122
9	Swan	56	8	23	2	33	8	8	2	18	2			109
10	Roodt	26	4	8	8	20	18	18	20	48	8			102
11	Estherhuizen	22	2	4	2	8	38	4	2	48	2			82
12	Walker	36	0	8	4	12	8	8	8	24	2			74
13	Gordon	46	8	2	2	12	2	0	2	4	0			71
14	Du Plooy	12	23	2	2	27	2	4	2	8	4			51
15	Muller	23	0	2	4	6	2	2	2	6	2			37
16	Baily McEwan	8	8	0	0	8	0	0	8	8	0			24
17	Algie	6	2	0	2	4	2	2	2	6	0			16
18	Dosramos						8	2	2	12	2			14

## Top Businesses

(Emerald Dir+Up) Jan - Oct 2007

Group PV accumulated Jan - Dec 2007

1	Baigent	231 238	(1RD)
2	Roodt	138 191	(SD)
3	Peterson	86 358	(SD)
4	Stephenson	60 029	
5	Dedekind	51 833	
6	Aarons	39 868	
8	Baigent P	37 424	
7	Swan	34 600	
9	Walker	33 666	
	FRIENDLY FORCE	618 469	3RD

# Action Takers are Success Creators!

## Congratulations to our 500 Clubbers for October...

(this is done on Personal Production through Head Office in your own name)...

Congratulations and Well Done! We salute you!

3	<a href="#">•••Annelies &amp; Evert Vanleusden</a>	QSM				1,210	2 <sup>nd</sup> Month	
2	<a href="#">••Erwin &amp; Gilda Dedekind</a>	ED <b>Pro</b>	ED	1		1,255	2 <sup>nd</sup> Month	4,561
2	<a href="#">••Carol &amp; Wayne Walker</a>	ED <b>Pro</b>				1,071	2 <sup>nd</sup> Month	
3	<a href="#">•••Hilary &amp; John Estherhuizen</a>	DIR				747	1 <sup>st</sup> Month	
5	<a href="#">••••Danielle Rosmary Holcroft</a>	QSM				1,001	2 <sup>nd</sup> Month	
1	<a href="#">•Merle Du Plooy</a>	DIR <b>Pro</b>				836	1 <sup>st</sup> Month	
2	<a href="#">••Blanche &amp; John Stephenson</a>	ED <b>Pro</b>	ED			990	2 <sup>nd</sup> Month	4,460
3	<a href="#">•••Maureen Macdonald</a>	SM <b>Pro</b>				500	2 <sup>nd</sup> Month	
3	<a href="#">•••Susi Muller</a>	DIR <b>Pro</b>				565	2 <sup>nd</sup> Month	
4	<a href="#">••••Rosemary &amp; Rowan Algie</a>	DIR				730	2 <sup>nd</sup> Month	
2	<a href="#">••Annette Treagus</a>	QSM				920	2 <sup>nd</sup> Month	
2	<a href="#">••Shirley &amp; Richard Aarons</a>	ED <b>Pro</b>		1		586	2 <sup>nd</sup> Month	
3	<a href="#">•••Chrissie &amp; Danie Dorfling</a>	DST		1		503	1 <sup>st</sup> Month	
1	<a href="#">•Iris &amp; Frank Malherbe</a>	DIR <b>Pro</b>				502	1 <sup>st</sup> Month	
3	<a href="#">•••Lydia &amp; Colin Maake</a>	SM				506	1 <sup>st</sup> Month	
1	<a href="#">•Muhsin &amp; Deeba Peterson</a>	SD <b>Pro</b>	ED	3		1,033	2 <sup>nd</sup> Month	4,010
2	<a href="#">••Anwar &amp; Fawzia Allie</a>	DIR <b>Pro</b>				514	2 <sup>nd</sup> Month	

## Congratulations to our 3/30 Clubbers for October...

Muhsin & Deeba Peterson (2<sup>nd</sup> month) and Lyn & Roy Banks (1<sup>st</sup> Month)....

## Congratulations to our Qualified Senior Managers for October 2007

3	<a href="#">•••Annelies &amp; Evert Vanleusden</a>	QSM				1,210	1,210	
3	<a href="#">••Dianne Meek</a>	QSM				101	2,620	1 <sup>st</sup>
4	<a href="#">••••Gillin &amp; Thomas Bertram</a>	SM				188	2,039	2 <sup>nd</sup>
5	<a href="#">•••••Althea &amp; Jannie Debeer</a>	QSM				363	1,715	
6	<a href="#">•••••Francis &amp; Len Pawson</a>	QSM				476	1,155	
2	<a href="#">••Jenny &amp; Malcolm Mcconnachie</a>	QSM				154	2,022	3 <sup>rd</sup>
5	<a href="#">•••••Danielle Rosmary Holcroft</a>	QSM				1,001	1,001	
2	<a href="#">••Annette Treagus</a>	QSM				920	1,098	
2	<a href="#">••Yusuph &amp; Zaitoon Rubidge</a>	SM				152	1,160	
3	<a href="#">•••Katijah &amp; Abdul Khan</a>	QSM <b>Pro</b>				269	1,008	

## Congratulations to our Qualified Directors for October 2007

Jen Baigent, Peter Baigent, Dedekind, Roodt, Stephenson, Peterson, Banks

## Congratulations to our new Upgrades....

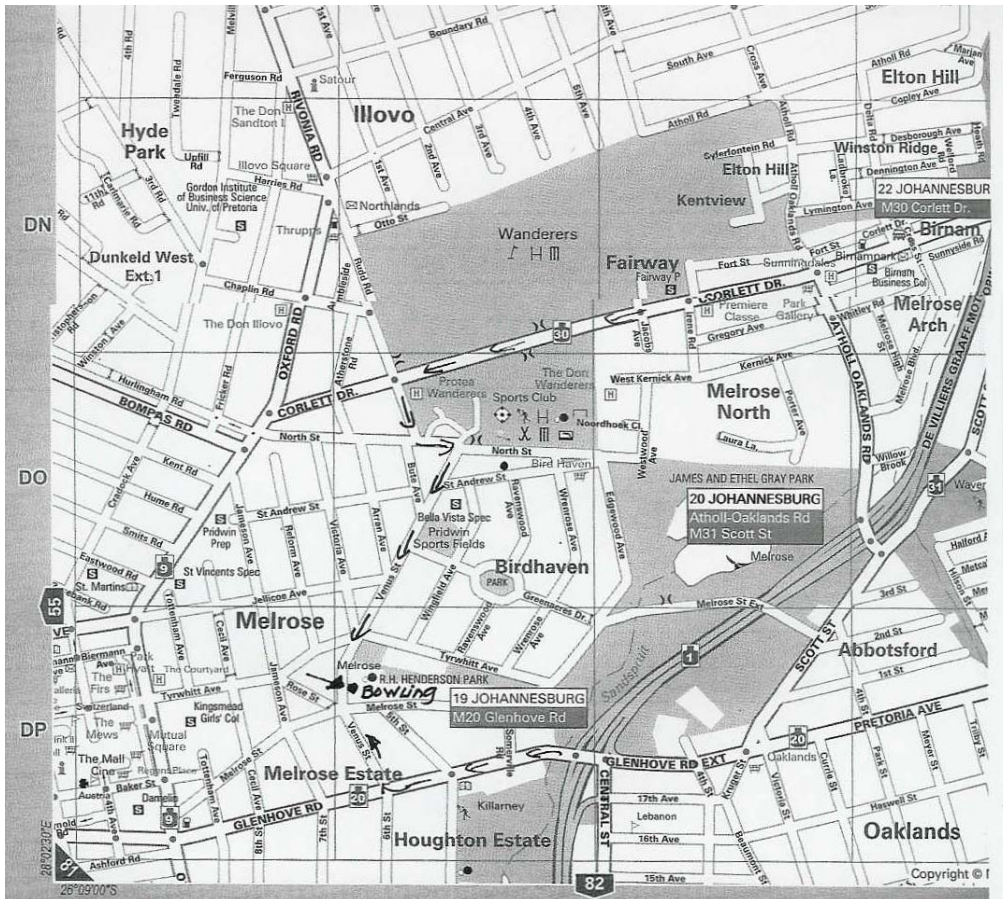
### New Managers

Chrissie and Danie Dorfling (Aarons)

Lindiwe Nkosiwane (Mashinini / Allie)

*The best piece of advice I know for dealing with change  
at work comes from flying: If you lose your way,  
keep moving --- no matter what.*

--Christine Shipp



Feedback on the Africa Convention will be on Sat 17 Nov 10h30 at the Melrose Bowling club... We would love everyone to attend. Come and hear all the news!

17 November  
Melrose Bowling Club  
Venus Street,  
Birdhaven  
10h30



## Why Multi Level Marketing MLM?

**"Visions of Wealth and Independence Lead Professionals to Try Multilevel Marketing."**

— The Wall Street Journal headline Friday, June 23, 1995

**"Unlike a job, a Network Marketing business is founded explicitly on character and values and American free enterprise."**

— Nicole Woolsey Biggart, Professor, UC Davis

## 3 Ways to Make Money

There are only three basic ways to make money in a free economy. You are probably familiar with two of these ways.

### 1. Investing

Investing is one way people claim to make money.

You can invest in gold, silver, stocks, bonds, commodity futures, real estate, antiques, comic books, or a host of other things. There are times when stocks are a good investment. Other times bonds are a good investment. Some people favour pork belly (bacon) futures. No matter what you invest in, you need extra money over and above living expenses to invest. You'll put this money at risk.

And one thing is for sure: markets go up and markets go down. Your investments are often gambles, especially when you try to do anything significant. Mostly because you have little or no control over the short term or long term trends. Government policies, world events, and the prime rate often control much of the results in the investing world.

Often, those who gain the most from investments are stock brokers. Their clients often just wind up broker.



### 2. Trading Hours for Rands

The second way to make money is to provide a service.

For most people, the service they provide consists of their time and their skills. Whether you are a doctor, teacher, librarian, secretary, web developer, or a traffic cop, you have a job and trade your hours for dollars.

No matter how good you are at your job, you'll eventually reach peak of earning potential. A doctor or a web developer can only put in so many hours a day. Their earnings per hour may be different, but each will earn only what their hours will buy on the open market.

The industrial revolution caused major changes in the economy of the United States and other "free market" economies.

Prior to the industrial revolution 95% of the people were self employed. They worked at their own business, which for most was farming. As the family grew they could cultivate more land and expanded their business.

The industrial revolution changed all that. Now 95% of the people work for someone else. They work for either for a real person who owns a small business or a fictitious person, a legal entity called a corporation.

Corporations hired more and more employees. These employees worked to reach someone else's goals and objectives. In today's competitive world, employees are squeezed and paid only the lowest cost possible. A "JOB" often means nothing more than "**Just Over Broke**".

As employees strive to fulfil the goals and objectives of their employer, they are often unable to believe in or fulfil their own dreams of prosperity. Their ability to believe in their own success has often been snuffed out.

Educational institutions are designed to teach students skills they need to get a good job and be productive citizens.

Education sells itself as the way to make people financially successful in the job market. Yet schools seldom teach students about the third way to make money.

### Results of "Investing" and "Trading Hours for Rands"

Picture a bright young person just out of school and ready to enter the job market.

Young people aged 20 to 25 expect to be successful. They expect life to give them all the good things they see on television.

Take 100 young people aged 20 to 25 and follow them through life as they reach age 60 to 65. What do you expect the results to be?

Here are the results of 100 people who tried "investing" and "trading hours for dollars".

- 1 % will retire with enough time and money to live like they want.
- 4% will retire with time on their hands, but not enough money to live like they would like. The average person dies 18 months after they retire.
- 5% will retire but don't want to. They'll be forced out of a job and have to get another job just to get along.
- 36% will be dead before age 65. The stress, strain, and anxieties of our competitive dog-eat-dog world will be too much for them.
- 54% will not have enough money to sustain them and will need some form of welfare or family support to get by.

By anyone's standards, that's a failure rate of at least 95%. Only 5% of people can be said to have a "successful" retirement. Most of the rest are either dead, working another job, or dependent on assistance.

And while many people hope that their pensions will keep them afloat, the sad fact is that when it comes to the retirement age most people are shocked that their pension payout are worth shocking little and not even enough to exist on. Pension Funds are not an investment in your future. Reports that an increasing number of "retired" workers are going back to work, just to make ends meet!

The conclusion is that working for someone else and investing a little surplus money are not intended to fulfil your dreams.

You work for somebody else so they can fulfil their dreams. And your investments are often at the mercy of forces beyond your control.

So, why not try the third way of making money?

## 3. Multiplication



Multiplication is simply the process by which a "business leader" recruits other people into their team and then receives a small override bonus on their production which is paid out from the Company.

Corporate leaders employ people to perform work that they themselves do not do. Unfortunately, in a corporation the financial rewards available to employees are often limited by competitive pressures or what the job pays.

In multi-level marketing (MLM), (**MULTI-LEVEL MONEY**) the Multiplication takes the form of recruiting or sponsoring others to perform exactly the same work that the MLM business leader performs. The work and the pay scale is the same for every person in the organization.

Each person in a MLM business is in business for himself or herself. They may also recruit and help teach others so they can benefit from the efforts of these recruits. This is building your team of People.

Each person who is recruited is helped and encouraged by the people several levels "above" them. Those "above" them provide training and techniques that will help everyone to succeed.

In multi-level marketing, you are in business for yourself, but never by yourself.

Your earnings are never limited. Income potential is not limited by authority figures "above" you or by the going Job rates. You can earn enormous amounts of money and become financially secure!

# Your Future 10 Years from Today

Look at the people who have been at jobs similar to yours for 10 or 15 years longer than you. If you like what you see and want to be exactly where they are a decade from now, by all means keep doing what you are doing. But, if you want more than those old timers now have, you've got to do what those folks were unwilling to do. You've got to start your own business. Most people are looking for the secrets to success. They are looking for the easy way to make it to the top. They want to make that one "killing" in the market or to win the lottery that will set them up for life. What they overlook is the old saying that "None of the secrets of success will work unless you do." With Multi-Level Marketing, (Multi-Level Money!), you can start to live your dreams, earn more money than you could ever have imagined and build a sustainable, secure and lucrative business... You will experience quality of Life and this is a business that you could hand down to your children one day.

- ♥ GNLD International was established in 1958, is in over 55 countries and started in South Africa in 1971...
- ♥ GNLD are considered world leaders in the field of natural nutrition.
- ♥ GNLD have helped countless people/couples to attain financial freedom...

**If you are ready to take action to gain your financial independence and begin your own business, then... Contact your GNLD Distributor as soon as possible for a free explanation of this Awesome Concept...**

### Points to Remember....

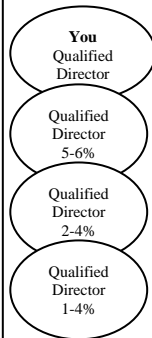
- You must always do 100 Personal PV to achieve your next step and in order to earn your Bonuses... That's why the Auto Ordering System is so important.
- You can jump from Distributor to Senior Manager by doing a single order of 500 Personal PV.
- You could become a Director within 2 months of joining the business – Senior Manager followed by a month of 9000 PV.

### SD & Up... Qualifications + Bonuses

Achieve 3 Months x Qualification in a six month period and maintain Status by qualifying 3 x in a current year. **Total Gr. Status** Leg/Group PV LDBon. NWBon.

Dir.	4000 GPV	5/2/1%	
SD	1/10000 GPV	6/2/1%	
1RD	3/20000 GPV	6/3/2%	
2RD	4/30000 GPV	6/4/3%	
3RD	5/50000 GPV	6/4/4%	
4RD	6/100000 GPV	6/4/4%	.05%
5RD	8/150000 GPV	6/4/4%	1%
1DD	10/200000 GPV	6/4/4%	2%
2DD	12/250000 GPV	6/4/4%	3%
3DD	14/300000 GPV	6/4/4%	3%
4DD	16/400000 GPV	6/4/4%	3%
5DD	18/500000 GPV	6/4/4%	3%

International Presidents Team

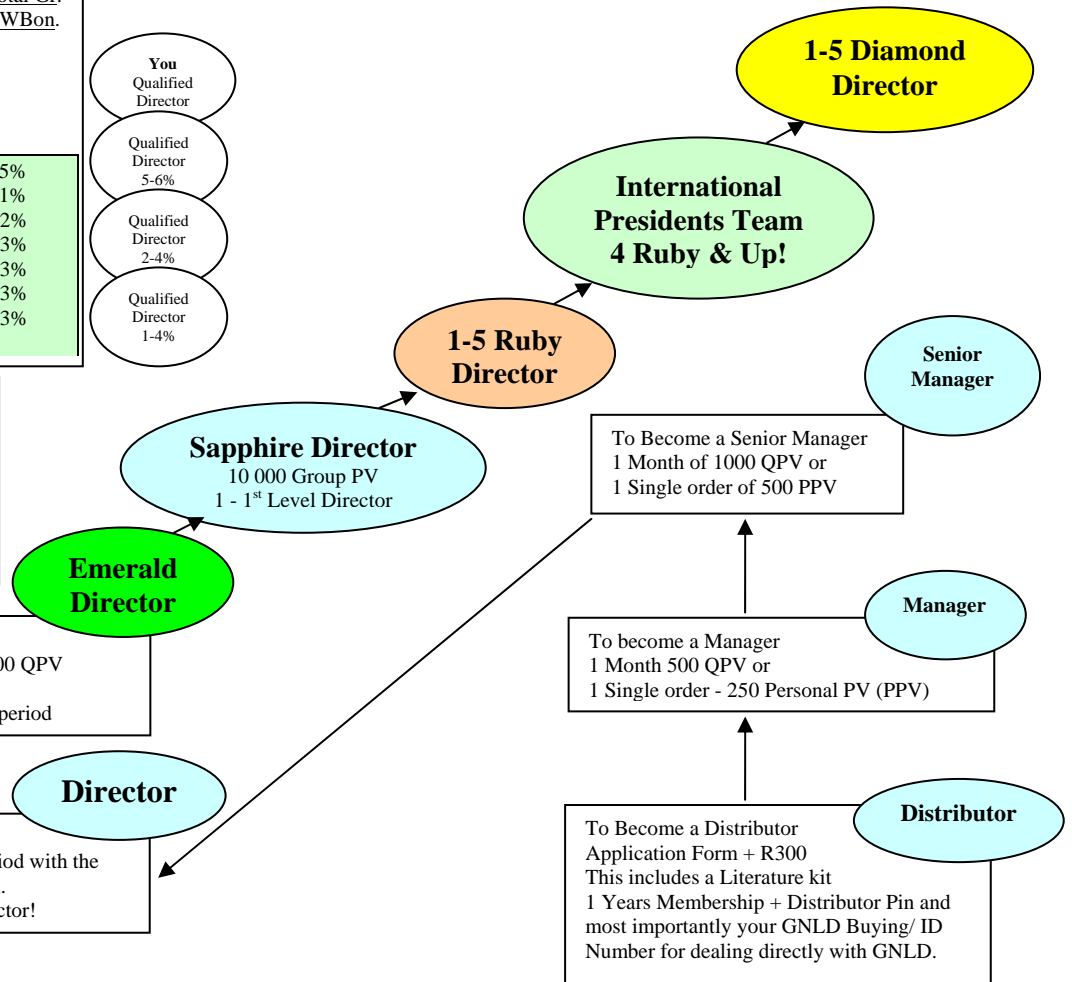


### Sales Volume Bonus (SVB)

Over 4000	25%
3000	20%
2000	15%
1000	10%
500	5%
250	3%

**To Become an Emerald Director**  
Achieve 3 Consecutive Months of 4000 QPV  
Maintain Emerald Director Status by Qualifying once in a current 3 month period

**To Become a Director**  
Do 10 000 QPV within a 6 month period with the last month being a +4000 QPV month.  
NB... Once a Director, always a Director!



## Get to know your Marketing Plan

- Personal PV (PPV) means all orders placed through GNLD Head Office in your own Name (Your GNLD ID No.).
- Qualifying PV (QPV) means your personal PV plus all the PV of your unqualified distributors...
- Qualifying Unit... (+ 4000 QPV). This is a Senior Manager or above who with their team are generating 4000 QPV in a month.
- Once achieving the status of Distributor/Manager/Senior Manager/and Director you never lose your status or your pin.
- Once you have recruited someone into the business, that person can never pass you... They might attain a higher status on the marketing plan but they will always be part of your team.