



TAKE CHARGE



Welcome to Neways

Congratulations on your decision to join Neways and start building your own successful Neways business. This Take Charge Workbook explains the basic steps you can take to get your business off the ground with maximum potential for success. These principles and approaches have worked for thousands of Neways members, and we know they will work for you too!

This booklet is not meant to replace the face-to-face training you should expect to receive from your sponsor—in fact, your sponsor will probably use this workbook as a basis for your training. Within a day or two after becoming a Neways member, make sure you start meeting regularly with your sponsor for proper training and help to put into practice what you've learned.

And here's the beauty of a referral-marketing system like Neways: Once you learn the important principles in this workbook and start applying them in your business, you can then support, train, and help your own downline partners do the same. This is a fully duplicable system, and it can bring you great success!



Take Charge Challenge

Your upline sponsor will mentor you through these important activities, which are fundamental for achieving success with your business:

- Register for 150 Personal Volume Direct Ship.....4**
Order your 150 Personal Volume Direct Ship to enjoy many cost-saving benefits and maximize your earnings.
- Create and Manage Your Contact List5**
This is the single most important step in getting your Neways business started. Write a list of the people you know who would be great business partners.
- Determine Your #1 Reason for Doing the Neways Business (Your “Why”)6**
You’ve got to know where you’re going in order to get there. Define your most important reason and motivation for starting your own Neways business.
- Identify Your income Goals and Three Most Important Uses for It.....7**
Do you want to get out of debt? Save money for education or retirement? Travel and enjoy life’s finer things? Define your Neways income goals for a better life.
- Define and Use Your Action Plan.....8**
In any endeavor, you need a solid strategy to accomplish something worthwhile. The same is true for your Neways business.
- Follow the Success Cycle.....9**
True success comes from learning, teaching, and duplicating, which is the aim of the four-step success cycle.
- Be Part of Events and Training10**
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- Know Your Leadership Support Team.....12**
Experience is priceless, and your upline support team is committed to sharing their experience to help you succeed.
- Access Your Online Back Office.....13**
Familiarize yourself with the vast online library of resources and personal account information to efficiently run your Neways business.
- Set Up Your Free Personalized Website(s).....14**
Portray a professional image with your own personalized website(s), which you can use to share Neways with your potential team members.
- Earn More Commissions and Bonuses.....15**
Tap into the six ways to make money with Neways to meet your income goals.
- Be Recognized for Your Efforts.....16**
Progress through Neways rank advancement program, and be rewarded and recognized for your efforts.

Register for 150 Personal Volume Direct Ship

Make sure your first order from Neways is a 150 Personal Volume (PV) Direct Ship. By setting up this order, you will be able to tap into many benefits, such as:

- Receive a free product with your first order
- Receive significant shipping discounts and free shipping on your subsequent 150 PV orders
- Participate in monthly leadership calls
- Gain access to special promotions and incentives
- Maximize your commissions
- Qualify to earn \$50.00 Fast Cash Bonuses
- Participate in monthly prize drawings and more

Your first Direct Ship order will be sent out immediately. The following month, your order will ship on a certain day based on the state you reside in:

State/Country	Date	State/Country	Date	State/Country	Date
Alabama	7	Indiana	10	North Dakota	9
Alaska	8	Iowa	9	Ohio	8
APO	8	Kansas	9	Oklahoma	7
Arizona	10	Kentucky	9	Oregon	7
Arkansas	9	Louisiana	9	Pennsylvania	7
Bahamas	8	Maine	9	Puerto Rico	8
California (zip codes 90000 - 91999)	5	Maryland	9	Rhode Island	8
California (zip codes 92000 - greater)	6	Massachusetts	10	South Carolina	7
Canada	10	Minnesota	9	South Dakota	9
Cayman Island	8	Mississippi	10	Tennessee	7
Colorado	10	Missouri	10	Texas	7
Connecticut	10	Montana	8	Utah	8
Delaware	10	Nebraska	9	Vermont	8
Florida	7	Nevada	8	Virginia	10
FPO	8	New Hampshire	7	Washington	7
Georgia	8	New Jersey	10	Washington DC	10
Guam	8	New Mexico	8	West Virginia	9
Hawaii	8	New York	8	Wisconsin	9
Idaho	10	North Carolina	8	Wyoming	9
Illinois	10				

My Direct Ship day is _____.

To change the contents of your Direct Ship order, your changes must reach Neways by noon Mountain Time one day prior to your Direct Ship day.

Determine Your #1 Reason for Doing the Neways Business (Your “Why”)

Successful Neways members start their business knowing *why* they’re doing it. By keeping your why in front of you, you can feel more motivation and commitment to overcome any obstacles. Your why helps you keep your eye on the target.

Answer these simple questions to help you determine your why:

What inspired me to become a Neways member?

What are my dreams?

If I had all the time I needed, what would I do with it?

What do I want for my loved ones?

Here are some whys of other successful Neways members:

- I want to have the time to attend my children’s activities.
- I want to expand my retirement portfolio.
- I want to help others and make a difference in people’s lives.
- I want to travel and take my friends and family with me.
- I want to stay home with my children.

My Why

Today’s Date _____

Identify Your Income Goals and Three Most Important Uses for It

Now that you know your *why*, you can get more specific about your *what*. For starters, you can identify the amount of income you would like to earn with Neways. From this you can determine how many new members you should introduce to your team and what type of activity is necessary to achieve this income with the help of your upline sponsor.

Set your income goals for your Neways business:

Month 1 _____

Month 6 _____

Month 12 _____

With extra income, you can start dreaming about meaningful ways to use it. What will be your three most important uses for your Neways income?

- 1. _____
- 2. _____
- 3. _____

Define and Use Your Action Plan

In any endeavor, you need a solid strategy in order to accomplish something worthwhile. The same is true for your Neways business. To get started, you can define and put into practice the following basic action plan:

I will work my Neways business _____ hours per week.

I will work my Neways business on _____ (days of week).

I will **CONTACT** _____ people per week.

I will **PRESENT** the Neways opportunity _____ times per week.

In six months, I will have _____ 150 PV Direct Ship members on my team.

A member who knows where he or she is going will motivate and inspire others. Identifying goals as part of your action plan will provide you with focus and direction for success. Goals help you make the most effective use of your time. Goals do not need to be complicated. To be effective, your goals should be written, spoken, and regularly affirmed.

Follow the Success Cycle

The success cycle is a simple four-step pattern for business building. With the help of your Sponsor, you will move through each of these cycles every time you approach someone about Neways. Get started by contacting those on your list.



- 1. Contact and Invite:** The more people you contact, the more people you will partner with.
- 2. Present:** With the help of your Sponsor and many of our automated presentation tools, present the Neways opportunity and your why for starting your own Neways business whenever possible. Follow the system your upline Sponsor is using; it is proven, and it works.
- 3. Sponsor/Integrate:** Identify how your contact can best benefit from Neways, and get them plugged in, just like your Sponsor did with you.
- 4. Follow Up:** This is one of the most critical steps of all. Continually reaffirm their commitment and help them grow their business.

Be Part of Events and Training

Corporate trainings, local meetings, webinars, conventions—all these events will educate you and help you build tremendous belief and excitement.

To start with, schedule your training with your upline Sponsor within one to two days of joining Neways:

Date: _____

Time: _____

Location: _____

Once your Sponsor has trained you, you're ready to schedule your own first presentation about Neways:

Date: _____

Time: _____

Location: _____

Number invited: _____

Through Neways communications and calendars, you can find out about upcoming training events, including conference calls and webinars. Plan now to attend your next training event:

Event Name: _____

Date: _____

Phone: _____

Time: _____

PIN#: _____

Commit to Personal Development

To become a successful businessperson and leader, it's vital to continually educate and motivate yourself with books, audios, videos, and seminars produced by highly successful people. Finding time for personal development is easier than you think; you can listen to audios while driving and read books on your lunch hour or in the evening.

How many hours per week will you commit to your personal development? _____

With your sponsor's help, identify several good sources for personal development, and start studying them on a regular schedule.

Here are some suggestions:

Building Your Network Marketing Business, Jim Rohn

Brilliant Compensation, Tim Sales and Dr. Charles King, Ph.D.

The Perfect Business, Robert Kiyosaki

The Next Trillion, Paul Zane Pilzer

Know Your Leadership Support Team

You may be in business for yourself, but you have an entire support team committed to your success. Allow your upline sponsors to provide guidance and support while you tap into their experience. Even the most successful leaders rely on a support system.

My Sponsor is:

Name: _____

E-mail: _____

Phone: _____

My upline Executive is:

Name: _____

E-mail: _____

Phone: _____

My upline Diamond Ambassador is:

Name: _____

E-mail: _____

Phone: _____

Neways Support Center

E-mail: distributor_rel@neways.com

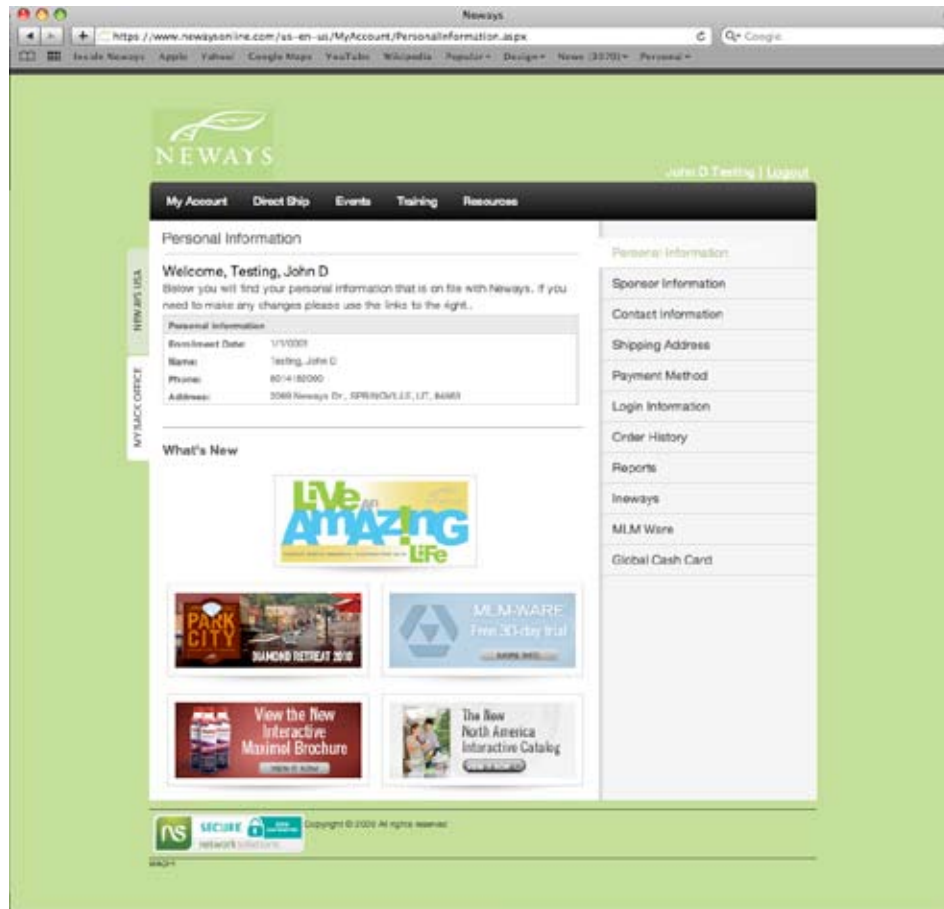
Phone: 800-998-7232

Access Your Online Back Office

By going to www.neways.com/usa, you can log in to your online back office by simply entering your member ID and your password.

My member ID: _____

My password: _____



In this member-only section of the website, you can verify your account information, view members in your downline organization, see what's new, receive notification of upcoming events, and access numerous training modules and other important resources.

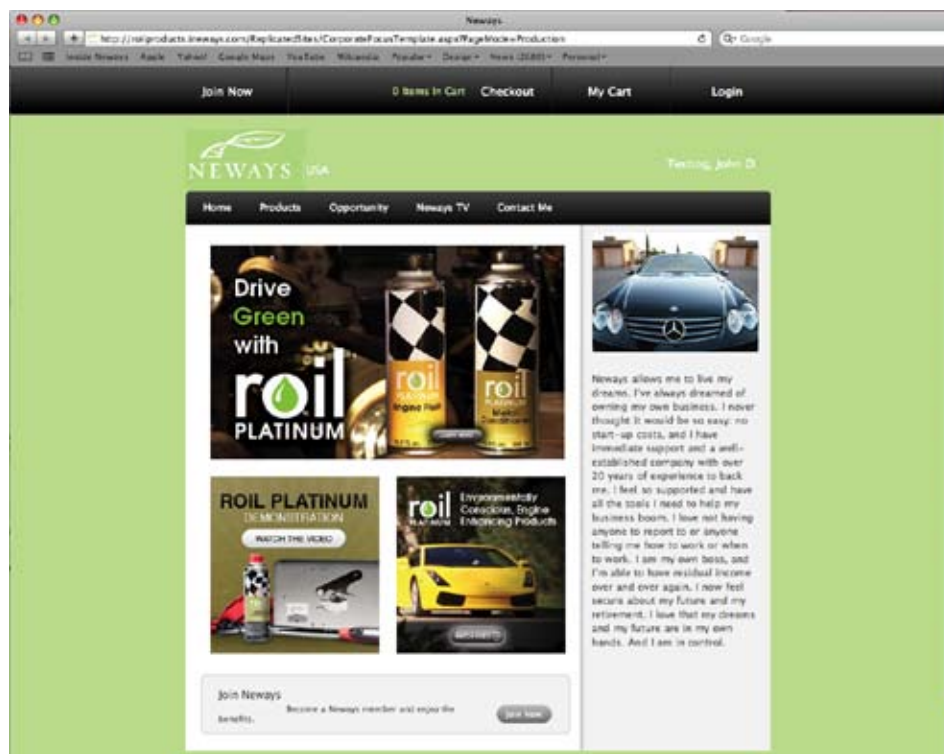
Set Up Your Free Personalized Website(s)

Take a few minutes to create and customize your own personalized iNeways website(s), which will provide a professional image for your business. You can set up multiple iNeways sites with a different specific focus for each.

You can easily set up your site(s) by logging in to your online back office, clicking the My Account tab, and then clicking on iNeways:

- Select the URL that best fits you and the way you want to brand your Neways business.
- Select the desired template to best suit your business, and then make the content selections for the messages you want your viewers to see.
- Last but not least, upload your personal photo and include your contact details.

Be sure to include your iNeways web address(es) on your business cards and other marketing materials.



My iNeways website(s):

Earn More Commissions and Bonuses

1. Get started by focusing on earning **Fast Cash Rewards**. Each time you sponsor a new member on your team, you will receive a \$50.00 Fast Cash Bonus when they join on a 150 PV Direct Ship, as you did. For those who have set up direct deposit with Neways, Fast Cash Rewards are paid weekly.

During my first month, I will earn _____ Fast Cash Rewards.










2. Earn a 10% commission on the first 100 PV of each of the members in your organization. *(During a member's first month, if they join on the 150 PV DS, the first 100 PV is paid through the Fast Cash Reward.)*
3. Buy product at wholesale, sell at Neways' suggested retail price, and earn a 30% profit.

As your team develops and you advance through different qualifications, you will tap into other ways to earn money:

4. Earn up to a 25% personal rebate and 10 to 25% on members in your personal group on volume over 100 PV.
5. Qualify as Executive and begin to earn Leadership Bonuses and Affinity Bonuses for up to an additional 12% on your Executive groups.
6. **Car bonus**—Become a qualified Senior Executive with earnings of \$2,000 per month for three consecutive months, and you can earn \$300 to \$1,000 per month toward a new car.

Be Recognized for Your Efforts

Celebrate your successes, both big and small! As your business advances, so will your status with Neways. We will recognize your efforts with certificates, pins, awards, spotlighting in company communications, recognition at events, and more. In addition, we provide luxurious international events for our Crystal Diamonds and Crown Diamonds.

ACHIEVEMENT	REQUIREMENTS	
	Supervisor	Accumulate 1,000 Personal Group Volume (100 PV in qualifying month).
	Manager	Accumulate 3,000 in Personal Group Volume (100 PV in qualifying month).
	Executive	Accumulate 6,000 total Personal Group Volume or 4,000 Personal Group Volume within one or two consecutive months (1,000 PGV and 100 PV in the qualifying month).
	Senior Executive	Become an Executive with three qualified Executive legs.
	Master Executive	Qualify as an Executive with four qualified Executive legs.
	Presidential Executive	Qualify as an Executive with five qualified Executive legs.
	Ambassador	Qualify as an Executive with seven qualified Executive legs.
	Diamond Ambassador	Qualify as an Executive with nine qualified Executive legs.
	Sr. Diamond Ambassador	Qualify as an Executive with nine qualified Executive legs and at least three qualified Diamond legs.