



Six for Success

by Greg Pickett

My first few months with the Neo-Life Company as Vice-Chairman have been exciting, memorable, and extremely enlightening. I say this because, after my first six weeks in the field, it occurred to me that the really successful Neo-Life Distributors were all employing the very definite parts of a formula for success. Yet many of them were not completely aware of the full formula, or that they were in fact following any formula at all. This formula for success in Neo-Life is based on six basic parts. If you keep telling everyone you meet about Neo-Life's *Six for Success* formula, you will be on the way to Prestige Club, and **your** new life!

Let's start out with the first part of the formula, *a new life with Neo-Life*. There are just six words in that statement. Yet those six words are vital to the start of achieving a new life with Neo-Life. We believe you must really want a new life as well as a new life for other people to be really successful in Neo-Life.

How does Neo-Life help you achieve a new life? How has Neo-Life been helping people achieve independence for more than 20 years? Once again, the magic formula for success commands attention. Hasn't Neo-Life been talking about the *Six Links in the Chain of Life* since the Company first began in 1958? Today the **Formula IV** Tre-en-en Grain Concentrate capsule is still unsurpassed in nutritional supplementation. Are you telling everyone about the *Six Links in the Chain of Life*? Or do you assume they know about it? Remember how excited you were when you first heard about Formula IV? The next person **you** tell the Formula IV story to will be just as excited as you were!

Another part of the *Six for Success* formula applies to Neo-Life's unique product formulations and their purpose, i.e., that they must fit into the *Six Stages of Nutrition*. If you're not telling the story of the *Six Stages of Nutrition*, you're missing a wonderful opportunity to establish Neo-Life's nutritional credibility. **Donald E. Pickett, Dr. Arthur Furst, Dr. Kenneth Hirsh**, and myself, all members of Neo-Life's *Scientific Advisory Board*, are committed to seeing that Neo-Life nutritional products help fill one or more of the *Six Stages of Nutrition*. Always incorporate the *Six Stages of Nutrition* in your meetings and as part of your everyday discussion

about Neo-Life. But, there's more to the magic *Six for Success*.

Do you tell everyone that Neo-Life is dedicated to serving the *six essentials to health*? That's why Neo-Life offers products for exercise: **Bounce Away**; for nutritional cooking: **PlexCore Cookware**; for pure water: **Water Washer**. Look back on the last 10 conversations you've had with prospective customers, or the last 10 meetings you've held. Have you let everyone know about the *Six Essentials to Health*, and how Neo-Life offers products to help fill the needs in each of the six areas essential to good health? If you haven't, you should be! (Review the June and October *Counselors* for more information on the *Six Essentials to Health*.)

When you talk to prospective recruits, do you tell them that Neo-Life has *six avenues*

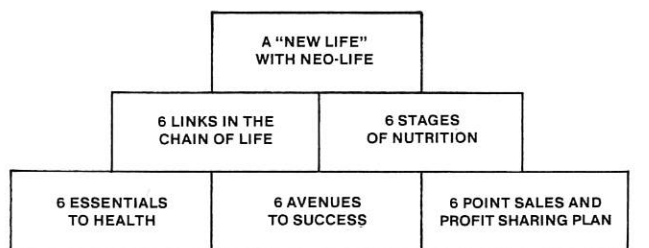
to success to help guarantee them a new life? At the end of this article is a chart telling you what those six product avenues are. Take one avenue, two avenues, three, or take them all! Their final destination is the same, a secure and independent new life.

The sixth and last part of this amazing formula will carry you along while you employ all the other elements of your *Six for Success* formula. It's the time-proven *Six Point Sales and Profit Sharing Plan*. Explain briefly to new recruits the rewards of multiplication of self. Show them how the *Six Point Sales and Profit Sharing Plan* allows them to earn an unlimited income. Use the handy Neo-Life *Sales and Profit Sharing Plan Recruiting Coin* (#958). Take some time at every meeting to explain the *Sales and Profit Sharing Plan*. It's an exciting plan and it's a plan that works. I urge every one of you to start immediately utilizing Neo-Life's *Six for Success* plan. Look at the chart below. Copy it. Put it in your pocket. Each evening before you retire, ask yourself, "Did I tell everyone I saw today about *Six for Success*?"

You, and every Distributor, have a step-by-step recipe for success. A formula that, if followed every day, will lead you and those you share it with to the top of the mountain.

Six for Success is **your** formula for a new life! □

THE NEO-LIFE BUILDERS WAY



A "NEW LIFE" WITH NEO-LIFE

- | | |
|------------------|-----------------|
| 1. RELATIONSHIPS | 6. APPRECIATION |
| 2. RECOGNITION | 7. EXCITEMENT |
| 3. SELF IMAGE | 8. ADVENTURE |
| 4. POTENTIAL | 9. FREEDOM |
| 5. INCOME | 10. HEALTH |

SIX LINKS IN THE CHAIN OF LIFE

- VITAMINS
- MINERALS
- ENZYMES
- PROTEIN
- LIPIDS/STEROLS
- CARBOHYDRATES

SIX STAGES OF NUTRITION

- DIET
- DIGESTION
- ABSORPTION
- CIRCULATION
- ASSIMILATION
- ELIMINATION

SIX ESSENTIALS TO HEALTH

- AIR
- WATER
- NUTRITION
- EXERCISE
- REST
- ATTITUDE

SIX AVENUES TO SUCCESS

- NUTRITION PRODUCTS
- GLODA SKIN CARE
- NEST
- BIODEGRADABLE CLEANING PRODUCTS
- PRODUCTS FOR BETTER HEALTH AND LIVING
- BOUNCE AWAY

SIX POINT SALES & PROFIT SHARING PLAN

- RETAIL
- WHOLESALE
- SPONSORING BONUS
- CAR ALLOWANCE
- RETIREMENT
- INVESTMENT

SIX FOR SUCCESS