

Spaulding earns Senior Builder

Continues award-winning ways



Hearty congratulations to Miriam Spaulding – new Senior Builder!! Miriam, who's been earning awards from the Neo-Life Company for nearly 19 years now, becomes only the fourth Senior Builder in Neo-Life history by directly sponsoring 12 or more Gold Keys for two consecutive months!! Congratulations, Miriam!!

Also a member of the Million Dollar Club, Miriam is a resident of South Pasadena, CA. It is there that she began to build her large and dedicated Sales Team of Neo-Life Distributors which now covers the entire country.

Miriam credits her entire Sales Team whenever she receives a new honor! "My Distributors deserve the largest share of the credit," says Miriam proudly. "I had fantastic support from all of them. It goes without saying, I couldn't have done it without them."

She has always been one to plan for the future – to set goals for herself and her Sales Team. In March, 1972, Miriam made a statement that is even more true today. Speaking about her future and that of the Neo-Life Company, she remarked, "The sky is the limit – it is endless – the future for the Neo-Life Company will always be great because they will always hold the high ideal of top-most quality. We can depend on Neo-Life to always be in the foreground because of the top standards they set."

Much of Miriam's success over the years comes from her special talent for conducting training and opportunity meetings. She was one of the first to hold regular weekly meetings, and set an example for others to follow. Another important reason her meetings are so successful is the tremendous publicity network she utilizes. When Miriam holds a meeting, everyone knows about it, you can bet on that! Post cards, flyers, newsletters and advertisements are but a few of the methods she incorporates into planning of a meeting! This careful planning and preparation has been to the advantage of her entire Sales Team – as her latest achievement illustrates!

Besides her regularly scheduled meetings in Southern California, Miriam travels to Northern California once each month for meetings with her Distributors in that area. "By constantly keeping in touch with my Sales Team, they understand that their welfare is my welfare," says Miriam.

Miriam's latest success, Senior Builder, is the result of the

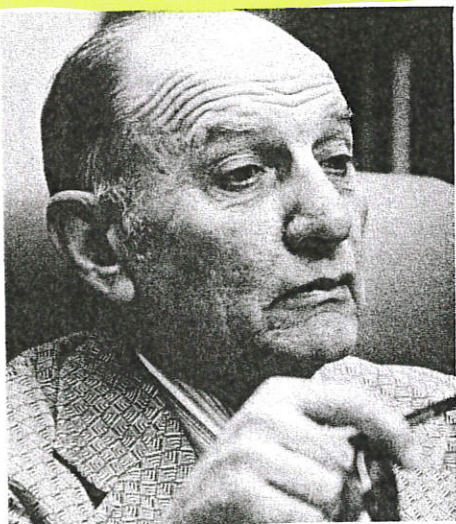


dedicated work done by her Gold Keys. "This honor is their honor," she says, delightedly.

The success of Miriam's Sales Team doesn't come easy. "Working hard is the key," she says. "I'm always burning the midnight oil." Miriam offers other tips for success and building your Sales Team. "Most important is concentrating on the work (or goal) you are doing. Keep your attention narrowed upon the thing you're working on. Don't allow yourself to become sidetracked. Too many good Distributors let this happen."

With dedication and enthusiasm like Miriam's we can count on her and her entire Sales Team to stay right on track!!

Sincere congratulations to the following keys:
Brown Associates Grant, Naomi Hodgson
Rob, Sandy Canfield Terue, Eddie Kawai
Lynne, Dave Crandall McAfee and McAfee
Corri Express Geraldine Meador
Henry Heald Hatcher Edgar Murphy
Sun Associates



Dr. Furst: More honors

Neo-Life's Director of Research, Dr. Arthur Furst, continues to compile prestigious honors in the scientific and academic communities. His latest accomplishment; being listed in Marquis 4th Edition of Who's Who in the World.

Last month, Dr. Furst was pictured in the Counselor receiving congratulations from Neo-Life Co-founder, Donald E. Pickett, for receiving the Henry Clay Hall Award from the University of San Francisco. As noted then, Dr. Furst is one of the most respected and well known scientists in the world today. His accomplishments and credits in the areas of chemis-

try and education are of the highest degree.

In addition to being included in the Who's Who in the World, Dr. Furst listed in Who's Who in America and World's Who's Who in Science.

As Neo-Life's Director of Research, Dr. Furst is intensely and deeply involved in the research and development of Neo-Life dietary products. Working closely with Mr. Pickett on the development of Neo-Life products means you can rest assured they meet the most rigorous standards!