

# Spray Talk



## OUR HEROES

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A special thank-you to Andy Geraghty from everyone at KMI Australia and South Africa, for the time and effort put in over the last 12 months, as our Marketing Manager.

Due to the time involved in Corporate Affairs and the decision to keep our head office in Melbourne, Andy unfortunately, decided to resign as Marketing Manager for KMI Australia.

We look forward to working with Andy over the coming months, as he works towards becoming our FIRST Diamond Executive.

Thank-you also to Jeanette Mackay, David Rae, David Thompson, Charles Lambert, Dave Bromberg and Sandy Veljachic for hosting the Business Opportunity meetings, and organizing Company functions. All these Gem Executives have full-time jobs, some run their own businesses as well as manage their KMI network. They are an inspiration to us and we are very proud that they are part of our team.

**You have taken "commitment" to a higher level and for this we thank-you!**

Dr. Till Hannemann

## PAY AS YOU GO

Under the "Pay as You Go" legislation and guidelines produced by the Australian Taxation Office, all KMI Australia members will be required to sign a statement regarding their ABN registration status.

These forms have been mailed to each member together with their December downline reports.

An explanation of the legislation as well as a flowchart has been included with the paperwork. Forms are also available on the "Distributor Resources" on our webpage: [www.kmihome.com.au](http://www.kmihome.com.au), via fax or email.

By law KMI Australia must deduct 48.5% WITHOLDING TAX from all members who:

- A) do not have an ABN number,
- B) receive bonuses from KMI Australia and
- C) have not signed the statement indicating that their involvement in this Network Marketing Company is purely as a hobby.

**PLEASE CONTACT CATERINA AT THE HOME OFFICE WITH ANY TAX QUERIES.**  
TEL: 03 5941 5300 FAX: 03 5941 5311 EMAIL: [caterina@kmihome.com.au](mailto:caterina@kmihome.com.au)



**"If you've tried glucosamine in capsule form or are currently taking glucosamine in capsule form, I would very much recommend giving a liquid glucosamine product a try."**

*J.R. Rogers  
The Info on Glucosamine*

## PRODUCT OF THE MONTH- PROFLEX

Proflex is a welcome find for anyone wishing to promote healthy joints and cartilage. The chief ingredient is glucosamine sulphate—a natural constituent of joint tissue and an alternative to acetaminophen, aspirin, and other non-steroidal anti-inflammatory drugs. It's the perfect food for your joints.

- ◆ Relieve the pain of arthritis.
- ◆ Provide the substrate for rebuilding joints
- ◆ Relieve the pain of arthritis in animals
- ◆ Protects the joints and cartilage
- ◆ Maintain fluid in the joints in cartilage

### Glucosamine and Osteoarthritis—by J.R. Rogers The Info on Glucosamine

One of the most effective supplements for osteoarthritis is a compound called **glucosamine**. Glucosamine is an amino sugar produced from the shells (chitin) of shellfish and is a key component of cartilage. Glucosamine works to stimulate joint function and repair. It has been proven effective in numerous scientific trials for easing osteoarthritis pain, aiding in the rehabilitation of cartilage, renewing synovial fluid, and repairing joints that have been damaged from osteoarthritis.

Each person produces a certain amount of glucosamine within their bodies. When people grow older, their bodies lose the capacity to make enough glucosamine. Having ample glucosamine in your body is essential to producing the nutrients needed to stimulate the production of synovial fluid, the fluid which lubricates your cartilage and keeps your joints healthy. Without enough glucosamine, the cartilage in their weight-bearing joints, such as the hips, knees, and hands deteriorates. The cartilage then hardens and forms bone spurs, deformed joints, and limited joint movement. This is how the debilitating disease of osteoarthritis develops.



### So How Does Glucosamine Figure Into Healthy Cartilage?

1. Needed to make glycosaminoglycans, proteins that bind water in the cartilage matrix.
2. A stimulant to chondrocytes.
3. A regulator of cartilage metabolism which helps to keep cartilage from breaking down.

In addition glucosamine has been shown to reduce pain for osteoarthritis sufferers and improves the joint structure.

As you can see, glucosamine is a very important factor in maintaining healthy cartilage and rehabilitating cartilage that has deteriorated. It has been shown to be beneficial in the treatment for osteoarthritis. However, glucosamine products can be very different.

When purchasing glucosamine, you must make sure you look for a product which:

1. Is the highest quality glucosamine available
2. Is a liquid- for quicker and fuller absorption
3. Contains other beneficial ingredients like chondroitin, boswellin, bromelain, manganese, yucca, etc.

In addition to being in the treatment of osteoarthritis, glucosamine has been shown to significantly reduce pain in approximately 4 out of 5 people. That the quality of the delivery system and synergistic ingredients can make a huge difference on whether or not you receive relief.



## ON LINE TRAINING

### **Orbitalk:**

**Business Opportunity :** The Orbitalk Business Opportunity On-Line training has been designed to support the Independent Distributor in the retail and recruiting process. It is the ideal venue for you to pose questions and to learn more about the product and compensation plan.

Our moderators are the cream of the KMI network. They are experienced Network Marketers who have recruited, retailed and built successful businesses with other Network Marketing Companies as well as with KMI. These Executives are the Triple Crowns of tomorrow and the leaders we all aspire to become, they offer you a wealth of knowledge and are committed to doing whatever they can to help you build a strong unshakable business.

To take advantage of this user-friendly tool, all you need to do is:

- Invite prospects from other states
- Invite prospects from other countries
- Invite new members to learn more about the business
- Become a presenter and use the presentation for your own Business Opportunity Meetings

**Every** Monday evening @ 7.30pm EST and again @ 7.30pm WST  
Excluding Public Holidays.

### **Product Training with Dr. Till Hannemann:**

Our C.E.O a founder member of the Health Products Association in South Africa and a member of the Medical Advisory Board of KareMor International, presents the hour product training.

- ◆ Each product is discussed
- ◆ Oral Absorption is explained
- ◆ Nutritional myths are exposed
- ◆ The health industry vs. the sickness industry.

6 <sup>th</sup> May	7.30pm EST	7.30pm WST
3 <sup>rd</sup> June	7.30pm EST	7.30pm WST
1 <sup>st</sup> July	7.30pm EST	7.30pm WST

We have included a second time-slot to accommodate members in WA.

Simply copy the following address and paste it in your URL or just click on the link.

<http://www.orbitalk.com/room/connect.asp?name=kmi+australia>, click enter and wait for the Chat box to download (may take a minute).

Enter your name followed by a D for Distributor or a G for guest e.g. Angie-D, Julie-G.

Please start logging in 15 minutes earlier as there are only 25 places available in the room.

### **Orbitalk Contacts:**

Melbourne: David Rae (03) 9431-4948

Perth: Dave Bromberg 0421 102 551

## MONTHLY BUSINESS MEETING

### **PERTH**

**Saturday 22<sup>nd</sup> May 2004**

#### **Presented by:**

Sapphire Executive, Jeanette Mackay and Executive Dave Bromberg

Guest Speaker: Dr. Till Hannemann

#### **Venue:**

Inter City Motel,  
249-263 Great Eastern Highway 6140

**Time:** 1pm to 3.30pm

### **MELBOURNE**

**Thursday 18<sup>th</sup> May 2004**

#### **Presented by:**

Ruby Executive, David Rae & Opal Executive,  
Angelina Castagna

Guest Speaker: Dr. Till Hannemann

#### **Venue:**

Australian Graduate School of Entrepreneurship  
Corner Wakefield and Williams Streets, Hawthorn  
Ground Floor, Room 104

**Time:** 7.30pm to 9.00pm

**On-line training:  
A wealth of  
knowledge in the  
comfort of your  
own home.**

# TRAIN THE TRAINER (Part 1)

## The Key ingredients to succeeding in your Network Marketing Business

### 1. Desire

An unstoppable desire to do this business and change your lifestyle forever. If you really understand this business and have a true desire to help yourself and others – you're already 90% there.

*Most people are prepared to accept the way things are.  
People who desire a better life are the ones who change the world.*

### 2. Enthusiasm

Approach this adventure with the excitement it deserves – don't just try, decide to succeed. Brand new distributors with no training, no experience and no in-depth knowledge – go out and build a network of distributors in their first month. They don't do this with skill, knowledge or technique – just sheer, unadulterated enthusiasm.

### 3. Action

Here is your perfect and proven action plan in just 2 words – **Take Action.**

You have to get started. Will you make mistakes? Yes, mistakes are good, the more you make the more you learn. Our company manual and video/audio tapes coupled with your sponsors help will ensure you do not make major mistakes that will harm your business, so relax and start moving ahead.

You have available to you, all the knowledge and information you need to be successful in this business and you've already shown your wisdom and foresight by becoming an Independent Distributor.

*Nutrimist Team Training Module  
Charles Lambert.*

**As  
Easy as:  
1,2,3**

**Just  
Do It!**

## CONGRATULATIONS

KMI Australia members, you have:

- ◆ **increased** turnover
- ◆ **doubled** the recruiting figures
- ◆ **increased** unit sales.



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