



CHI NEWS
 St. Croix Valley Wellness Center
 15226 W. Freeway Dr.
 Forest Lake, MN 55025
 Phone: 651-483-9785
 Fax: 651-483-9781

Personalized Web Sites Now Available!

EXPOSURE MARKETING (CONT.)

A lady in a former business I was in, was going on a walk while waiting for her son to get done with hockey practice. She walked by a phone booth and saw an audio tape saying something like, "Better health in 30 days." She picked it up and kept walking. She came to another phone booth and saw another tape. She picked up a total of four. She wondered why she picked up all four. I guess she wanted better health in 30 days pretty bad.

The moral of the story is, she called the man's number on the tape, joined his business, and became one of the top three money earners in the company. **Exposure, exposure, exposure.**

TOOLS, MATERIALS TO GET EXPOSURE WITH:

- ◆ Business Cards - Call Greg in Printing @ Office Max @ 763-323-9750 Ask for the CHI Machine Business Card
- ◆ Jo Mitts' CD "Chi Talk Radio"
- ◆ Deanna Sudweeks CD "Chi Machine & Amazing Results"
- ◆ Jeff Kowalski's DVD - Call Jeff at 763-425-1699

Personalized Websites Now Available:

www.chicanada.net and www.chiamerica.net
 One-time fee of \$195.00

Add \$20.00 to include a photo of yourself
Lifelong FREE Hosting!!

E-mail: johnoldham@ezbytes.com
 John's Toll Free Phone: 1-877-369-8305

Do you have problems with:

✓Stress	✓Muscle Aches	✓Back Pain
✓Insomnia	✓Low Sex Drive	✓Headaches
✓Low Energy	✓Poor Circulation	✓Allergies
✓Depression	✓Constipation	✓Leg Pain

Then The Chi Machine® and Far Infrared Dome are for You!

Bob Nelson 651.343.8388
 St. Croix Valley Pain & Weight Loss Center

THIS CARD ENTITLES YOU TO ONE FREE CHI MASSAGE & FAR INFRARED THERMAL THERAPY TREATMENT

\$25 VALUE

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The statements in this newsletter should not be construed as medical advice or advice for any health regiments. HTE products are not intended to diagnose, treat, or prevent any said diseases and do not claim to provide any cures. Please check with your Physician before starting any new health regiments.



CHI NEWS

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CHI MEETING in BOOKFIELD, WISCONSIN HANDS OUT MANAGER RECOGNITION AWARDS!



Bob Nelson (left) and Kenny Lai (right) present an award to New Managers Tim & Christine Good!



Bob & Kenny present an award to New Manager Josephine Eberhardt!

More on Page 3!

COINCIDENCE OR NOT?

The first step in achieving the perfect state of health is oxygenating your blood. Aerobic exercise is one method for such oxygenation. Oxygen is released by stimulating your sympathetic nerves - it expands your bronchioles and reactivates your respiratory system to breathe in more fresh oxygen.

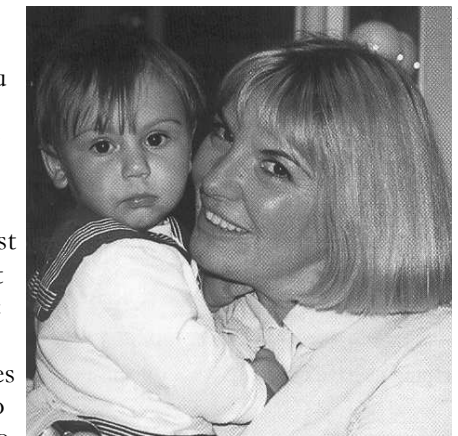
With 'Chi,' all you do is lie down with your feet on the Sun Harmony Chi Machine. It gently vacillates left to right, toe to waist, then to your chest and up to your neck. As it is stimulating sympathetic nerves, it expands your bronchioles and reactivates your respiratory system to breathe in more oxygen. To achieve harmony in your body, you need more oxygen.

I began using Cell-Ready Nutrition regularly since I learned its molecular structure is almost identical to human hemoglobin, which is responsible for carrying oxygen to the entire body. For the past 35 years I would typically spend 5 months a year with bronchitis. I haven't had it once since I started using good nutrition along with the use of my Chi Machine.

So, in conclusion, my health has been better due to my increased total oxygen intake! Try it for yourself and help your loved ones. Clarity, Vitality & Good Health to you this year!

The first information that I read about "Chi" was an article entitled, THE AGE OF 'CHI' (LIFE FORCE ENERGY). I was out of work as a result of surgery

made necessary because of a car accident. While rehabilitating in Virginia, I came across a newspaper which contained an interesting article. I was so inspired by the information that I called to find the source of these remarkable benefits - The 'CHI' Machine - an exerciser that does everything!



For me, the best benefit was an internal massage, which was instrumental in helping me to conceive our first child, after 15 years of persistence... A dear friend, who is 39-years old, also conceived while using the 'Chi' Machine regularly... This is a miracle! We are now pregnant again!

As you lie on your back (15 min - twice a day) and if you use it religiously, you will feel relief of bronchial disorders, muscle fatigue, spinal malalignment, apoplexy, calcification, insomnia, constipation, cold extremities, obesity, stress, arthritis and acne.

It sounds too good to be true, but it has actually relieved the arthritis in my 75-year-old mother's hands as well as diminished cellulite in her thighs. For me, the best benefit was an internal massage, which was instrumental in helping me to conceive our first child, after 15 years of persistence. I am 42 years old and have been

married for 20 years. A dear friend, who is 39-years old, also conceived while using the 'Chi' Machine regularly. She had been married several years with no results - until she used the Chi Machine!

My husband, who is very skeptical of new technology, uses our Chi Machine for spinal relief, muscle fatigue and asthma. He loves it, it also helps him sleep restfully, and awaken "refreshed and sharp." Best of all, it helps his golf game.

Back to the issue of infertility. I have seen several doctors along the East Coast since 1980.

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COINCIDENCE OR NOT? (Continued from Page 1)

Many procedures, even extremely costly artificial insemination, included fertility drugs, laparoscopic examinations, vitamins, etc. My husband and I travel often with our work - not always able to be together at the same time and place. One doctor's theory to our childless state was that we needed to relax! That does not work with career-minded couples. This drawn out process seemed to take over our lives and left us

feeling incomplete & frustrated.

We also tried adoption several times, but we were told our lifestyles were not conducive to "normal" child rearing.

While I was away working on a movie, a fellow crewmember had tried my 'Chi Machine.' She wanted to know if it might prevent her from conceiving. When she contacted the main office, she was told that it might help her to

conceive as it gently massages your internal organs that may have adhesions preventing conception. It was true, she conceived soon after I did!

This is a miracle and we are enjoying our miracle child!

We are now pregnant again! We thank God and the Chi Machine for helping us have our long awaited family.

- Cecelia M. Varardi

EXPOSURE MARKETING IS YOUR KEY TO SUCCESS

Written by Bob Nelson

Why have I been successful?

1. I have been blessed by God!
2. I happened to reach the right people through Exposure Marketing.
3. I supported those people with monthly meetings, training sessions, physical newsletters, Conference Calls, etc.

getting information to like-kind professionals. Pull up dexonline.com on your computer or look at any local phone book to find out who your potential client base could be.

Good marketing equals the number of exposures you get. How many times can you get your message in front of people either by reading, seeing, or hearing?

That's why in networking a blind dog standing at a busy street corner with a basket of CD's on his

What would happen if you went around saying, "Hey, you wouldn't know anybody that would like to improve their health, would you?" And then you hand them a business card that shows all the ailments that it could help with and an attached Free Value coupon that says, "Free Session"? (Business card samples are available from an Office Max in your area.. See back page for their phone number).

Other places where people have been successful:

- ◆ Church Garage Sales
- ◆ Craft Shows
- ◆ Upscale Flea Markets
- ◆ Health Shows
- ◆ Local Radio Stations (i.e., Your Health Today with Betty)
- ◆ County Fairs
- ◆ Home Garage Sales
- ◆ Toastmasters Clubs
- ◆ Network Business Meetings
- ◆ Or, find yourself a blind dog to set up shop on a busy street corner, but don't forget to sponsor the dog first.
- ◆ Don't hand out these CD's without your name and number on them.
- ◆ Edit the Chi Talk Radio CD with your name and number .
- ◆ Buy some inexpensive off-hours radio time on a small station and use Jo Mitts' CD to spread the word.



back and a note in his mouth saying, "Listen to this CD" will probably sponsor more distributors than you or I will. Why? Because of exposure.

There is a saying in the sales field: "If a new insurance agent just went around asking numbers of people, 'Hey, you wouldn't want to buy any insurance, would you?'" He would probably get at least one out of ten that might say, "You know, I've been thinking about getting some."

I Got a Lot of Exposure

When I started seven years ago, I mailed out a lot of audio tapes to Networkers. The only problem with Networkers is, they are very fickle. If things are not perfect, they move on to the next opportunity. My suggestion:

Target Health Professionals

You should print out the 30 plus pages regarding the health professionals that are listed on the HTE website. See all the different categories such as:

- ◆ Massage Therapists
- ◆ Chiropractors
- ◆ Reflexologists
- ◆ Health Clubs
- ◆ Health Stores
- ◆ Nutrition
- ◆ Etc., etc., etc.

These are people interested in improving their health and others. Start

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BEING COMFORTABLE WHILE CHIING

The average age of our Chi users is about that of my own age, 62, and it is important that we be conscious of their age and the related challenges. Making helpful suggestions will enable our older users to use their Chi machine more easily and more often.



In my office there are two wooden coffee tables that are 30" wide by 50" long, and stand about 16" high. I have them standing end-to-end and covered with throw rugs. I find that when I have my Chi Machine on this table I tend to use it more often because it's easier to get on and off of this surface.

An idea for those that are bedridden is to build a solid foundation on the end of a bed using a small end table. Place the Chi on the end table. This is much more

stable than placing it on the bed or a cutting board, as some people have done. We have even had wheelchair-bound people put the Chi Machine on the floor in the front of their wheelchair, then put their feet on it. Even though they don't get the full motion, they say they still get some benefit.

Another way to build an inexpensive Chiing table is to buy a hollow core door and place it on top of a sturdy base, such as plastic milk crates or recycling bins. Find a corner in your house that would make a convenient place to set up. You can go to Home Depot and get a hollow core door and 6 sturdy packing crates for approximately \$30-\$40.

- Bob Nelson
Saint Paul, MN

Upcoming Workshops:

"CHI, HotHouse & ERE product Meeting"
March 17, 2006 @ 7:00 p.m.

Location: Senior Center / 19 East Main Avenue / Fort Pierre, SD
Contact: David Neuharth @ 605-567-3366

"HTE Business Presentation" March 18, 2006
Possibly at David Neuharth's Ranch - Call him for more information!

Brookfield, Wisconsin / March 18, 2006 @ 10.00 a.m. to 4.00pm.
Courtyard Milwaukee Brookfield
16865 West Bluemound Road / Brookfield, Wisconsin 53005
Phone: 1-262-821-1800



On the left, standing between Bob Nelson & Kenny Lai is ERE Winner Kristy Hansen from Eagle, Wisconsin



On the right, in the middle of Bob & Kenny, is New Manager Karen Hicks of Wisconsin!



Weekly Conference Call

The first Wednesday of every month is called Testimonial Night. Listen in and record! President's Level Delores Mischleau hosts her Conference Calls every Wednesday evening starting at 9:00 p.m. (CST) with special guests who share what they know. Call:

212-461-5800 and enter PIN# 1879

Recorded Conference Calls 24/7:

Jeff Kowalski and Connie Stoner
"Understanding the ERE"
212-461-2908

Jeff Kowalski
"Compensation Plan & Marketing Strategy"
212-461-2530

Dr. Robert McClintock and Dr. John Tate
"Understanding Far Infrared"
212-461-2914

Dr. Jan Kirschner
"Imitation Machines"
212-461-2893

Dr. Nathan Lipton
"The Science & Business of Chi"
212-461-2531

Jason Derkevics
"Building Value & Overcoming Objections"
212-461-2810

Please note that all of these lessons are playable on the website (www.hteamerica.com) in the "Marketing Corner." You can listen to them from the computer, and save on your long distance charges!