

A Consumer Action Publication



*A View From The Top...*



*The Truth About Networking*

*by Kare Possick*

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## *The Truth About Networking*

### *A View From The Top The Truth About Networking*

I love my lifestyle. I love everything about my life. I love my husband. I love my children. I love what I do -- my work and my play and my passion have all become one. I love my health, my state of mind, my place in the universe and my mission.

Networking has made this all real for me.

And...I believe Networking can save the world.

"Whoa, there"...some of you must be thinking to yourself as you read this.

I know these may sound like exaggerated statements...but hear me out and I will share with you...A View From The Top -- The Truth About Networking...as I see it.

I have allowed myself to think very positively for a long, long time. Way back in college (it hurts a little to say "way" back, but its true) my best friend and the Dean of Women always used to tell me to please quit using so many superlatives! (I had to look up the word before I could be insulted.)

I liked my superlatives! How could I not use superlatives when everything was super? I loved my life and my school and the idea of my future. I looked at any problem (and I had as many as the next person) as an opportunity; any hurt as a teaching. I studied what I needed to know (most of which I found was not taught in school).

## *A View From The Top...*

I studied and then taught relaxation. I studied and taught creativity. I studied and taught about supra health. I studied and taught success. I studied and taught freedom. I studied and taught about life and loving and service. Socrates said that you teach best what you most need to learn...so I taught it and learned it well.

And along the way -- Networking showed itself to my husband Charles and me as a perfect vehicle to accomplish our mission in life of helping others while living our dreams to the fullest.

Let me show you why...



*Networking can be your perfect vehicle to accomplish your mission in life--of helping others while living your dreams to the fullest!*

## *The Truth About Networking*

### **Networking Holds The Promise For A Better Way...**

#### *A Better Way To Buy*

First of all, Networking can allow us to buy direct from the manufacturer -- thus avoiding the huge advertising expenses that get tacked on to our product costs (accounting for at least 1/3 of the total product cost in most cases).

When we buy a product from our local store and pay those advertising costs -- do you know where much of your money goes? It goes to support inane and violent television programming. Those advertising expenses are exorbitant...and both the commercials and the program content can be damaging to us and our children.

When we buy directly from a networking company -- we can also avoid many marketing expenses...tacked on by the multitude of middlemen who had anything to do with getting the product from the manufacturer to us. This also includes paying the overhead for all those big fancy stores.

In networking marketing -- the only people between you and the company are the people who care enough to share the product with you and the people who shared it with them. They are families like yours and mine who are committed to sharing better products and living their dreams. They share because they believe in the products and they care about you. It's not a job -- they're not in it to make money off their friends. Sharing and caring is the backbone of the networking industry.

When we order direct from most networking companies we can also be assured that our products are fresh -- they haven't been warehoused and they haven't been sitting on store shelves for two years. Purchase from a networking company and our products are





*Participating in Network Marketing can allow you, as a consumer, to buy direct from the manufacturer-- and to buy at wholesale--thus avoiding the extra costs tacked on to most products.*

shipped direct to our door and we avoid the time, the hassle and the waste of shopping. So networking is somewhat similar to catalog shopping.

But when we buy direct from a networking company -- behind the product is a company that cares about us as customers and that wants to educate us about their entire line of products.

Networking companies want us to understand why their products are the best and what their products can do for us, our families and our friends.

Because a real person, probably a friend, introduced you to the product and the company in the first place -- that person will usually take a special interest in helping you learn how to use the products most effectively -- and then help you to share these products if you so desire.

**This is truly a better way to buy!**

### **Networking Holds The Promise For... Better Products**

Networking also allows us access to some of the best and most unique products in the world.

Typically, networking companies offer new and revolutionary products that require one-on-one explanations. These products will not commonly be found in stores -- as their explanations require more than a 30-second TV spot.

The networking industry provides us with some of the most unique and revolutionary products ever. And these products can be brought to market quicker than through traditional marketing systems.

Many visionary thinkers, many holistic professionals, many environmental specialists and many Nobel Prize winning researchers -- are choosing the networking industry as a vehicle to introduce their products to the world...because networkers will educate their customers...who will educate their customers...who will educate the world!



*As a consumer, when you buy through a Networking Company, you enjoy better values and better products than those available through traditional channels of distribution.*



### **Networking Holds The Promise Of A Better Way Of Life**

If you choose to be more than a customer...and to also share the company's products because you believe in them and want your friends to know about them too...then network marketing can also hold the opportunity for you to lead a better lifestyle -- the one of your dreams.

Networking offers you real freedom...freedom to choose when and how and with whom you wish to work and play...freedom to choose how you spend your days...freedom to design a lifestyle rather than struggling to earn a living...freedom to realize your own dreams rather than working for someone else to help them realize their dream.

True networking also helps you to help others to reach their goals in a system where everyone wins and everyone has the opportunity to create their desired lifestyle.

I love the concept of freedom and I love the concept of true networking.

Charles and I have been full-time networkers for nearly 15 years now. When we were first married we had the dream of working together out of our home, raising a family and being there for our children, maximizing our own special talents, traveling, helping others to realize their dreams and sharing health through life changing products. And through this process we saw we could also achieve real personal and financial freedom.

We have achieved all this...and so much more. I measure that success not just by how successful we are financially -- but also by how many people we've helped -- how much impact our lives have had -- and how much we have celebrated. We are having so much fun. We have created the lifestyle we dreamed about. And it continues to get better and better.

Networking has become a way of life for us. I network with a passion. I share what I believe in and what I know can be of benefit -- and with that comes a sense of mission and accomplishment.

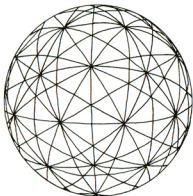
Let me explain a little of the passion I feel about networking.

A network is a web of connections between people...a safety net of caring and support...of people helping people to achieve their goals. It is a web through which valuable products and services,



*Networking is the process of building a web of connections between people...to help others achieve their goals, and to learn about and share valuable products and services. In the process of participating in this system--we all achieve our own goals.*

caring and education can flow. And this structure has the potential to expand at an amazing rate -- if the products, services, support and caring are strong enough. So, I am passionate about what can be accomplished when an ethical, caring network is built.



### **The Diamond Net**

(You say you have never seen a network quite like the one I have described? Rest assured -- there are plenty. Mine is like this and I keep connecting with others. We are becoming...The Diamond Network.)

I have seen people become truly healthy because of networking. I have seen people form lifelong relationships through their network. I have seen people achieve all levels of personal success and financial freedom because of networking. I have even seen some companies and their distributors band together to accomplish great humanitarian service projects -- which expand the network and its effects far beyond the people who have chosen to become involved. Networking can produce such good works! It is my passion to help spread this caring philosophy.

### **Promises, Promises**

**Can Networking  
Fulfill This Promise For You...  
The Promises of a Better Way to Buy,  
And A Better Lifestyle?**

**YES.**

Especially if you fulfill these promises to yourself and those you share with...

- ✓ **Always look for the highest and best in:**
  - the products you use and share,
  - the companies you associate with,
  - the people you work with,
  - and in yourself.
- ✓ **Exemplify the philosophy of caring and sharing for the good of all.**
- ✓ **Seek the healthiest, happiest lifestyle you can imagine -- and work to achieve it.**
- ✓ **Do the very best for yourself and the planet -- beginning with how you care for yourself and then spreading that caring outward to others and the earth.**

Unfortunately, not all networkers -- or networking companies -- seem to have this same global vision.

A few networking companies still have the rules that don't fully recognize who we, the customers and distributors, really are...and how independent we wish to be. The archaic philosophy of limiting one's participation to just one company confounds me. It seems to be a throwback rule to when network marketing was done strictly on business opportunity and "junkies" would jump from one hot offer to the next and try to take with them whole downlines. This doesn't really happen very often any more. Most people are smarter than to follow someone hither and yon on the promise of big bucks -- especially if they have bonded to the products of their present company. People are wiser and are making their own decisions now. They are making commitments to companies which have life changing products that they can believe in and marketing arrangements which are fair to everyone.

This New Breed of Networker is Product-Focused, not Business-Focused -- and shares great products with those people she or he cares about. And he or she may be sharing great products from several different companies at the same time -- because there are many products which can benefit them and their friends..

I shop from more than one store, don't you? And I buy from more than one networking company. I can't imagine knowing about something of value -- and having a company tell me I can't share it with anyone I want!

Companies with those archaic policies are caught up in greed -- instead of participating in the bigger spirit of what networking can accomplish globally.



*Ethical Product-Focused Networking can fulfill the promise of a better lifestyle for you and your family.*



### **"We" The People**

In Product-Focused Network Marketing, "we" are the company in a very real way -- because product does not move unless "we" share it with someone. The company image also depends on us, since "we" are the company's first contact with new potential customers. "We" are the grass roots of the companies we work with..."we" are the reason networking will succeed and to what degree.

We are the New Breed of Networker -- we look for the best in everything -- from the food that we put into our bodies, to the personal care and home hygiene products we use, to the water we drink, the air that we breathe, and any other product or service we subscribe to -- we look for the best, the most economical and the most natural...and then we share what we've found with others.



*We not only represent the companies we buy from -- "we" are the company. As a group...Product-Focused Networkers have the power to demand the very best from the companies we work with and buy from.*

### **What I Choose To Do With My Purchasing Power**

I personally buy every product I can through the networking industry -- because by buying as much as I can through networking, I can get the best products, I can help support the networking industry that I love, and, at the same time, I can help to support all the people who are striving to make their dreams come true through network marketing.

I also strive to be a relaxed, positive, healthy example of success through network marketing.

What better way to honor the industry and prove the power of this philosophy -- than to be one of its best examples.



*You can choose to support the entire networking industry by buying as many products as you can through ethical networking companies.*

### **My Responsibility**

As a networker, I feel it is my responsibility to avoid and expose unethical companies, marketing plans, practices and people...just as it is my responsibility to share our knowledge about a better way to buy and a better way to live with everyone who wants this information.

I refuse to buy from companies who sell us inferior, toxic or polluted products which can hurt us rather than serve us...all in the name of the almighty dollar.

I refuse to buy from companies who sell us over-priced goods...all in the name of the almighty dollar.

And I refuse to buy from companies whose marketing practices take unfair advantage of the consumers or the distributors.

I feel I can make a difference when I accept my responsibility as a networker and a conscious consumer.



*As a Product-Focused Networker -- it is my responsibility to avoid buying inferior products from unethical companies whose policies or practices hurt their customer/distributors or limit their freedom from doing business.*

**Networking offers everyone  
who wants it --  
A Better Way to Buy  
A Better Way To Live  
And A Way  
To Make A Difference!**



### **Who Is Looking For What I Offer?**

How do we know who is looking for a better way to buy or a better way to live? How do we really know just what people are looking for?

We have to ask them. It's that simple.

**That is what network marketing is all about -- asking.**

**Would you like to know about better products?  
Would you like to know about a better way to buy?  
Would you like to know about a better way to live?  
Would you like to know about a way to make a difference?**

One of the greatest networkers of all time said, "Ask and ye shall receive."

Some people forget that this is really a universal law and that the Bible applies to the business world as well as to the spiritual world.

### **But Ask This Question First**

If John F. Kennedy had been a networker he might have uttered another famous quote:

*Ask not what you can do for your company*

*Ask what your company  
can do for you and your world.*

And then --

If you receive the right answers...and you feel a passion to buy or share their products, get involved with that company or companies

and help them to enhance your life and help you to touch the lives of the multitude in positive ways...by providing others with a better way to buy, a better way to live and a way to make a difference.

Share what you believe in.  
Show that you care.

Networkers really *can* change the world!



### **Lost Heart**

The mega companies and the mega industries have grown so large and complex that the heart and soul of many of them have been lost. They will either crumble...or they will have to change. This will happen when enough of us begin to educate everyone about the benefits of networking and the gifts it holds for freedom -- to own our own lives, to make a difference, to be part of the Diamond Net that is changing the world one friend at a time.

Networking truly offers anyone a better way to buy, a better way to live and a way to make a difference.



### **The Clock's Ticking**

We need all the help we can get. The clock is ticking. Our earth and our bodies are being poisoned with chemicals, and weakened with depleted foods, with unpure water and toxic air. We are being cheated and lied to by some of the companies out there who have lost sight of our best interest in their quest for their profit.

We need to avoid these companies, whether they be networking companies or traditional retail companies. We need to quit supporting them with our purchases. We need to educate them, their employees, distributors and customers that there really are better products -- and there is a better way to buy and a better way to live.

We truly are "the pivotal generation." The time is now -- to do what is necessary for our future to be healthy, safe and secure.

### **The Promise Of Ethical Networking Is Real -- So Is The Mission**

Will you join us in this sacred venture towards a better way...towards health, peace and prosperity?

We can each make the commitment to learn all that we can about products and companies so we can make the best choices for the health of our families. And we can make the conscious decision to share with the world the message that Networking is the Answer -- beginning with our friends and neighbors.

We can make the commitment to teach others to become informed consumers. We can keep companies honest and ethical by making it our requirement of them before we do any business with them. We must hold them accountable in exchange for our joining with them as a consumer or as a person who recommends their products to our friends, or as a person who includes sharing a company's products in our own personal mission for success.

Please choose your networking company and your products wisely.

Choose the people you want to be associated with -- for they also represent who you are.

Choose only the best for yourself, your family and your world.

...And we will all reap the benefits!

## *A View From The Top...*

Let's network together...  
and help each other along the way.

The potential for making this a better world lies in our hands...

Let's join together...  
It really *is* up to us.



## *The Truth About Networking*

### **The Truth**

*I have learned through years of networking  
the power and potential  
of the network.*

*I have evolved  
into a real consumer advocate  
and lifestyle advisor.*

*Because networkers shared with us  
we were given access  
to a whole new world  
of life changing products  
and a whole new concept  
of personal business freedom and success.*

*Because of the network  
we began to recognize  
the the way to success,  
the way to real health and happiness  
comes from working together  
sharing, supporting and caring ....*

*Success comes from ....  
helping each other  
understand the problem  
of our products and foods,  
of our water and air.*

*Success comes from  
helping each other understand  
that we do not have to be victims  
of big businesses, that  
because of the profit motive,  
have denatured, chemicalized,  
poisoned our products ....  
our foods, air and water,  
have inflated the costs  
and made us work harder ....*



*So now we work harder  
To pay the great price  
for the poisonous produce  
which makes us much weaker  
and ruins our health.*

*Health?  
Oh, don't worry.  
Now we have health care!  
Which followed big business' lead  
to serve profit ...  
not people.*

*So thank God for the Network ....  
Solution to Madness.  
Thank God for the Network  
A system that cares  
A system like family  
A system that shares.*

*It shares out of caring  
It shares out of love  
It shares a rich blessing  
Of light from above.*

*That light is the knowledge  
of nature's own way.  
That light is the message  
of owning your day.  
That light is the freedom  
to create all your dreams,  
And teach that to others.  
It's easy as it seems!*

*Yet not all networkers -  
and not all networking companies,  
have evolved to this space.  
But the more that we share  
we can quicken their pace.*

*And the pace is important  
The time's drawing near.  
We've damaged our world  
And the ones we hold dear.*

*It's time to wake up.  
It's time to speak up.*

*To empower ourselves  
and take responsibility  
for our own health,  
our own lifestyle.*

*It's time to live our dreams  
and create a bright future  
for ourselves  
for our children  
for our grandchildren's children.*

*It's time for a change.  
We can make a difference.*

*The Network is the Supreme Vehicle.*

*I am proud to be part of this well thought out plan.  
I have taken the torch  
to light up my way.  
And then I reflect it  
so others might see.  
It's of value to them.  
It's of value to me.*

*A network is special.  
No leaders or followers.  
Only people  
like you and me  
working together  
to create a better way.*



## About the Author

Networking can be considered both a philosophy and a business.

As a philosophy it can be looked at as a pathway of life -- bringing with it a sense of mission for sharing with and educating friends and acquaintances about exceptional products and services which can make a difference in people's lives and health.

As a business -- it can be a way to support a family -- and yourself -- while allowing you to escape the work-a-day world of "jobs, bosses and salaries" -- while you create the personal and financial freedom associated with successful networking.

For Kare Possick -- networking truly is both a philosophy and a business. She is an articulate networker who has enjoyed the benefits of being able to practice -- as her work -- a philosophy of life -- that allows her to be of real service to others.

In this pursuit -- Kare is both teacher as well as accomplished networker. She has built large networks of customer/distributors in three nationally-known networking companies -- all to the top leadership position -- earning exceptional full-time income -- while working part-time from her home.

Recently, Kare and her husband, Charles, have built a down-line family of over 18,000 customer/distributors -- sharing more than \$1,000,000 in products monthly. They accomplished this goal in less than a year -- by sharing -- and by practicing both the philosophy and the business of networking.

Kare is also a nationally known author, award winning designer, lecturer, biofeedback therapist, yoga teacher, artist and networker. But first and foremost -- Kare is a wife and mother -- who is concerned about providing the healthiest environment and lifestyle for her family -- in which each member of the family can live and grow.

And in this process -- Kare has become a vocal consumer advocate. Her real passion has been to educate people about the dangers found in common foods and products which we have been buying off our store shelves -- believing them to be safe for ourselves and our families. She then shares the healthiest, most natural products she has found -- as a way to help people live healthier, happier lives.

The **Consumer Alert Series** of "little books" that Kare has written...have become nearly overnight best sellers in the networking industry. **"Why Are You Poisoning Your Family?"** is an eye-opener which exposes the toxic ingredients in household and personal care products -- and shows the need for alternatives. **"Antioxidants: Halting The Disease Process In Your Family"** is a generic tool documenting medical research's conclusions on disease and aging, and **"Tired Of Being Tired? Sick Of Being Sick? Just Fed Up?"** clearly shows the health problems resulting from soil depletion and toxins in our foods. The book then points towards natural answers to this dilemma. All generic in nature, these books are being used as "door-opening tools" for myriads of networkers and companies. These well-documented, yet easy-to-read books, get people to understand the problems -- and then ask for solutions. So they ingeniously have people "asking you for a presentation about your products!"

Kare also has a passion for helping people build businesses that can provide personal and financial freedom for themselves -- and a way of life that fulfills their dreams.

Her background in networking and psychology gives her training tools a beautiful balance. **Sharing From The Heart**, a 6-tape series, walks you through the philosophy and the "how-to" of networking. Then, Kare shares powerful exercises which help you to release old programs which have stopped you from reaching your full potential.

The **Kare Package Newsletter** is another tool for teaching people how to build a profitable, product-focused business.

Her exploration of the body-mind connection led her to develop **The Kare System for Wellness**, which gained international recognition in 1991 when she was invited to represent the U.S. at the World Congress of Natural Medicine in Beijing, China. There, she taught medical doctors from around the world the gentle body-mind-spirit system for balancing lifestyles and enhancing growth and wellness.

Kare is a person who walks her talk--and shares from the heart.

She lives with her husband, Charles, and children in the St. Petersburg area of Florida. If you would like to reach her by telephone -- you may call (727) 397-0202



Kare Possick

## Other Books, Tapes, Videos and Newsletters by Kare Possick

### The "Consumer Alert" Series

The little door-opener series -- that educates and gets people to ask you what products you have to share with them! "Why Are You Poisoning Your Family?" "Antioxidants: Halting The Disease Process In Your Family." "Tired Of Being Tired? Sick Of Being Sick? Just Fed Up?" Sample copies: \$3.50 each

### Sharing From The Heart

(book and 6-cassette tape album)

This tape album is a brilliant, conscious approach to sharing the things you believe in with others. These tapes feature the benefits of networking, how to communicate effectively with others and how to manifest what you want in life. Several tapes include experiential exercises in which Kare guides you through a process of releasing old programs that have stopped your full success and exercises which will powerfully implant your dreams into your realizable future. A rare and beautiful combination of wisdom and caring which can change your life and help you create your purposeful future. \$59 + \$4 shipping

### The Kare Package Newsletter

(the first product-focused newsletter of its kind--monthly)

Each month, Kare and Charles teach the secrets of networking and sharing yourself, your products, and your ideas with others more effectively. Kare and Charles are two of the most successful networkers in the industry. Kare's gentle, product-focused approach is sincere and heartfelt. Charles' clear-sighted, "cut to the chase" style is illuminating. He speaks the simple truth -- as he sees it -- with directness and punch. Let them mentor you each month. \$20/year; Compilation of back issues - \$20; Combination offer...1 year subscription and back issues - \$30

## The Kare System for Wellness

### The Kare System For Your Own Growth Awareness

(basic 1 hour video)

Come to the lush tropical setting of Sunken Gardens in Florida as Kare leads you through her system of grounding, breathing, stress release, energy postures and meditation. Taught in a class format with students of all ages and capabilities, this video is one which anyone can participate with and benefit from--over and over again. Let this gentle video class become the way you begin or end your day in a way that shows you "kare" about yourself! \$19.95 + \$2 shipping

### The Kare System For Balancing Your Lifestyle

(1 hour video)

Greet the Sun--in this one hour video which explores the nature, patterns and flow of the energy in your body and in the universe. Experience the five elements of the Kare System and how they integrate with the five elements in nature and the five systems of the body to create balance in your life and lifestyle. Meet Kare by the Lotus Pond for your morning Sun Salutation--a moving meditation which grounds, oxygenates, relaxes, revitalizes and focuses your physical, mental and spiritual energies. \$19.95 + \$2 shipping

### The Kare System

(1 hour audio tape)

Let Kare guide you through a gentle breathing, stretching and meditation exercise that will help you to gain new levels of relaxation and understanding about yourself and your achievement of maximum performance in this one hour audio yoga tape. \$6 + \$1 shipping