

## HOW BIG IS YOUR NETWORK? By: Jennifer Zoller

Recruiting is an essential component of direct selling at TIENS North America and is mandatory to any business that wants to evolve. TIENS Independent Consultants looking to build their business must remember that recruiting others and mentoring them is vital in helping them achieve their goals, however, the emphasis on selling versus recruiting must be balanced. We should all keep in mind that no business can be successful without the sale of products and services. Here are some tips that may help you build a strong, dedicated and compelling team.

1. First, it is important to understand the benefits of TIENS products and services and how our services will help others. This will help you develop a better relationship with your customer and understand who will buy from you and why they will buy from you.
2. Write 100 names. Anyone can do this. Create this visual and work with it.
3. Distribute flyers with your contact information including monthly specials and hand them out at Daycare centers, Fitness centers, Doctor's offices, etc. Join a local gym and get to know everyone; this is a golden opportunity to discuss our products.
4. Connect with your local Chamber of Commerce, local Church and attend local events.
5. Take advantage of the World Wide Web! Create a blog on [www.blogger.com](http://www.blogger.com), create profiles on sites such as [www.facebook.com](http://www.facebook.com), [www.myspace.com](http://www.myspace.com), and start a discussion board on sites such as [groups.yahoo.com](http://groups.yahoo.com).
6. Communicate with your downline! Host meetings and don't forget about the old-fashioned parties....this method STILL WORKS!
  7. Identify your leaders! Encourage and motivate them as often as possible! Share your ideas and include your leaders in your meetings.
  8. Share your TIENS stories! People will remember stories rather than product facts. Your success stories will encourage others to join the business.
  9. Train your team and emphasize the importance of studying our products and the benefits of creating their own network.
  10. Last of all, make a CHOICE to grow your network. Being successful is a choice that you make and NOT a matter of luck! Do what you have to do to make things happen and THEY WILL!

How many of you are already using these avenues to build your network? How many of you will begin to use these tips? If these work for you, write and tell us all about it and we promise to publish it in our next newsletter!

Email your story and/or suggestions to: [zoller\\_jennifer@tiensna.com](mailto:zoller_jennifer@tiensna.com)

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### DID YOU KNOW...

Every 4 in 5 direct sellers have been with their company for more than one year

85% of direct sellers say that selling meets or exceeds their expectations

88% of direct sellers report a positive experience with selling

50% of US adults purchase products from direct sellers each year

15 million people are involved in direct selling in the United States and over 59 million worldwide

During the last months of 2008, lipstick sales increased by 40 percent - common during a recession





## ASK THE DOCTOR

If you have a question for Dr. John Soliven-Llaguno, RN, DHMS, HD, NMD, email us at [connection@tiensna.com](mailto:connection@tiensna.com)

### CAN I TAKE MORE THAN ONE TIENS PRODUCT AT A TIME?

Dr. John Soliven-Llaguno,  
RN, DHMS, HD, NMD

Many people ask me time and time again which herbal supplement they should take in order to help them reach their wellness goals. After speaking with them, I often realize that all the herbal supplements in the world wouldn't help because they are under the assumption that just by taking supplements, they will totally transform their bodies into healthy ones.

Herbal supplements are exactly that, they are supposed to supplement not substitute your well-balanced diet, as part of a healthy lifestyle. Traditional Chinese herbal supplements such as those formulated by TIENS is based on the holistic philosophy of traditional chinese medicine and follows the rule of drug synergism and compatibility ; therefore, it is not uncommon that many of TIENS chinese herbal supplements combine extracts of several plants, sometimes containing as many as 5 to 10 different ingredients .

Traditional Chinese herbal supplements like vitamins and herbals supplements and even prescription medications must be used correctly to be effective. You cannot be haphazard in your approach to taking them, missing days here and there or cutting down the amount taken to make them last longer. Similarly, refrain from taking too many different types of supplements at the same time because many compete for absorption against each other and because some supplements may be formulated with multiple ingredients, you will not know which ones work and which ones do not. When taking prescription pharmaceuticals with traditional herbal supplements and or vitamins, insure you inform your health care provider to prevent unwanted drug & herbal interactions. Furthermore, if you are taking a variety of herbal supplements, stagger them - giving as much time between doses.

Finally, when in doubt read the product label to follow the manufacturer's guidelines or speak to the manufacture representative, and don't forget to consult with your registered and licensed Naturopathic or Homeopathic Doctor.

Without a doubt, traditional Chinese herbal supplements offer an array of benefits and value as part of a healthy lifestyle. Yes, you can take more than one product at a time – stagger the doses and remember, insure you read the product label and when in doubt talk to your health care professional if you have any questions.

## CONGRATULATIONS

Congratulations to the following Independent Consultants who have gone above and beyond in achieving their goals and making it to the next level. Your work is a reflection of who we are and we couldn't thank you enough for your passion and loyalty. The below mentioned TIENS Independent Consultants are some of those who reached 5 and 6 star levels during the month of December!

Gavriel Khavasov, NY

Vera Kravchenko, CA

Yuri Iserlis, CA

Tatiana Gendelman, NY

Lyubov Salamakha, WA

Tatyana Mamotyuk, WA

Maria Lucy Venegas, CA

Nohemi Cruz, CA

Juan Trujillo, CA

Maria Mercedes Prado, CA

Malika Davydova, NY

Semen Muratov, NY

Sergey Ishchuk, CA



## S P E A K E R ' S C O R N E R

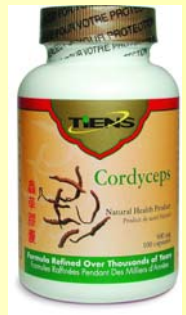
### WHAT DO YOU HAVE TO SAY ABOUT TIENS PRODUCTS?



Felisa "Baby" Pulmarit,  
Toronto, CAN, 7 Star

The reason I joined TIENS North America was because of their wonderful product, CORDYCEPS. In 1995, I developed an allergic reaction to Penicillin and doctors would prescribe Erythromycin whenever I had an infection, but it would always cause stomach aches. In 2002, I joined TIENS and started taking Cordyceps. Since then, I haven't been sick.

Cordyceps helped me, my family and friends for the last 7 years. It boosts our immune system, especially in the cold winter months and the dry summer days. It is also a natural antibiotic that can help us fight infections and flu like symptoms. Since it is a herbal product, and comes from a natural source, specifically mushrooms, it is very safe to take in combination with other medicines. It comes in capsule form, is easy to swallow even for children. All my friends who take Cordyceps daily are really happy and enjoy the benefits of this product. Since taking Cordyceps, we haven't had one flu shot in the past seven years! As of today, I haven't had a single infection, bad cough, nor flu like symptom because of the protection that CORDYCEPS provides me, my family and friends. We will continue to have confidence in Tiens products for many years to come.



Marco Solis,  
Santa Ana, CA, US, 4 Star

Tiens has many high quality and effective products, but one of them has become my favorite. Mobility Enhancer has been a miracle supplement for my family as well as a few of my massage therapy clients who constantly complain about joint and bone pain. As an athlete, I recognize the importance of having a healthy bone structure that's able to withstand strong impacts. Mobility Enhancer is not just for older folks with bone problems, it's for people of almost all ages that want a higher quality of life. What makes Mobility Enhancer superior to many supplements is the high adsorption calcium it's created with, along with a perfect combination of chondroitin sulfate and glucosamine.

*\* This product is currently on promotion! Check our website for more details! [www.tiensna.com](http://www.tiensna.com)*



Irina Connick,  
San Jose, CA, US, 6 Star

One of my favorite products is the Far Infrared Comforter, which has Tourmaline powder blended within the fiber. Tourmaline is a natural, semi-precious stone that can produce negative ions that actually improve our blood circulation and oxygen supply while we sleep. I bought this blanket out of curiosity at first, but I was so surprised when I noticed a huge difference right away. I have to get up really early to be at work by 7am, and I always felt tired in the morning. Now that I use the Far Infrared Comforter, I have a very deep, restful sleep, and I wake up refreshed and energetic. It's just amazing! Most of my customers to whom I recommend this blanket have told me that their sleep has improved, and they feel less fatigue during the day. What I also like is that this blanket is very cozy. It is warm enough for winter time and very light for summer.



VISIT OUR WEBSITE AS  
OFTEN AS YOU CAN!!!

There are always plenty of updates and important information for our Independent Consultants! If you have any suggestions about our website, we want to hear from you!!! Contact us at:

connection@tiensna.com

[www.tiensna.com](http://www.tiensna.com)



## WHO IS TIENS

Our Mission is to offer high quality products and services that provide the Keys to Health and Wealth for our family of customers in harmony with the highest international professional standards and ethical values.

TIENS Group envisions a community knit together with the common goal of health, wealth and welfare for all of humanity.

# MOBILITY ENHANCER IS NOW ON SALE!!!!

VISIT OUR WEBSITE FOR MORE DETAILS!

[www.tiensna.com](http://www.tiensna.com)

## BENEFITS OF JOINING TIENS

Extra Income

Flexible Hours

Meet & Socialize With New People

Low Risk

Build Confidence

Build Communication Skills

Work From Home

Incredible Rewards

For more information, visit our  
website:

[www.tiensna.com](http://www.tiensna.com)

Over 4 million North Americans are stricken with arthritis or joint pain  
Support your bone health with TIENS Mobility Enhancer



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