



Greetings From

EcoQuest Master Managers
James & Jennifer Clendenin

Company Websites
EcoQuest International
www.EcoQuest.com
www.TryEcoQuest.com

November 30, 2009

Inside This issue

- 1 THE Most Important Number
- 2 THE Most Important Number
- 3 Awards and Recognition
- 4 THE Most Important Number
Subscription Information
- 5 THE Most Important Number
Important Numbers
- 6 THE Most Important Number
- 7 THE Most Important Number
- 8 THE Most Important Number
- 9 Meaning Of Residual Income
- 10 Do You Own Your Life?

The NEW EcoQuest Is Now A Bigger Opportunity.

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INSIDE SOLUTIONS

Volume 9, Issue 11

November 30, 2009

This Is The Most Important Number In Your EcoQuest Business?

There are some EcoQuesters dismayed with the numbers aspect of running a successful networking business. Since it is a people business, some think it is somehow cold and impersonal to think of their business in those terms.

While I feel you would be far less successful as a network marketer by concentrating only on that part of your business, I also believe you are reducing your effectiveness if you don't understand and take advantage of it.

The first thing to understand is, no matter how hard you try to help them, not everyone you sponsor will be successful. I know that may be difficult to swallow; but, unfortunately it is true!

What you must be aware of is this: Everyone on your team is important to your business. They all must be treated as VIP's with no exceptions and the reason being is because about 85 % of all EcoQuest products are consumed by us Dealers and distributors.

As we have discussed before, every distributor is an outlet for the products and every distributor is a consumer of the products. **Most are much better consumers than outlets!**

If you make it a personal and team goal to make ALL your team members feel good about themselves and our products, your volume of business will increase in direct proportion to how well you accomplish that team goal.

Always be a sponsor first and retailer second, but likewise, never conduct a sponsoring interview without showing and demonstrating your favorite products.

You can never go too far to help someone feel good about himself or our product line.

Secondly, one out of every 100 people on your team is a potential superstar - ***if they are treated right.***

(Continue To Page 2)

How To Build An EcoQuest Empire

(Continued From Page 1)

All superstars have four things in common. They all work very hard at their business, they all are very teachable and coachable, and they all make good things happen because they have a tremendous will to win or they always believe there is a way to win.

In addition to the will to win, they have something only superstars have. Superstars have the will to work hard to prepare to win.

Without the tremendous will to prepare, you will not have all the weapons needed to win. Only luck will save you.

Do you really want to leave those critical, make it or break it, moments in the hands of lady luck?

One out of every 30 to 40 recruits is a good, solid leader.

These people are hard-workers, they are teachable and they have the will to win. While these people are a valuable asset to your team - do not mistake them for superstars. They need the aid of a local superstar to perform at their peak.

Three or four out of about 25 are good followers and great assets to your team. They are teachable and they work hard ...sometimes.

**“Don’t Laugh - \$100 Billion
a Year is Serious Business”**

Zig Ziglar ...in his book,

**“Network Marketing for
Dummies”**

Like everybody, they want to win but it is *not* always a priority. You can count on them to do almost anything you ask of them, but they rarely take the ball and run with it and you will find they are generally product-oriented.

And, 20 out of 25 will either forget they joined your team 10 minutes after they sign-up orbe good consumers, depending on how you treat them.

Again, the secret to making them good consumers is always treat them like the VIP's they are, and always give them a product demonstration or a bunch of testimonies during the sponsoring presentation.

These people will lack in one or more of the essential things they need to win big. They will not be teachable, or, they will not work hard and long enough, or, they will not have the will to win, or a combination of these things.

Just remember to always help them feel good about themselves and our products.

Depending on your point of view, the above numbers could be alarming or the best news you've ever heard in your EcoQuest career. The fact is they aren't good or bad. It's just important to understand and use them to your advantage.

Thirdly, a lot of people will have false notions about what networking marketing really is. Many will believe it is only a marketing technique or tool used to move products from the supplier to the consumer.

(Continue To Page 4)



Team Zenith Top Producers



October 2009

November 2009

Volume - QV

Volume - QV

James and Jennifer Clendenin - FL
 David and Margaret Dyer - WV
 David and Wanda McBurney - FL

Jay and Lee Anita Huffman - FL
 Bea and Jack McNabb—TX
 James and Jennifer Clendenin - FL

Consumables - CQV

Consumables - CQV

James & Jennifer Clendenin - FL
 Rick and Sandi Gilbert - FL

James & Jennifer Clendenin - FL
 Rick and Sandi Gilbert - FL

Sponsoring

Sponsoring

David and Wanda McBurney - FL

David and Wanda McBurney - FL

Congratulations!

EcoQuest Award Winners

We Applaud Your Efforts and Accomplishments

You Make Us Proud!



How To Build An EcoQuest Empire

(Continued from Page 2)

Others believe it is a social club or religion to be attended weekly with little concern about profit.

Both are somewhat correct. While it is important to remember it is a business and, like all businesses, it requires knowledge, skills and work to be successful doing it.

It is also important to remember that it is a way of life. Something vibrant and alive.and like any living, breathing thing, it requires love and nourishment, and that requires an investment on your part.

You must be willing to consistently put in the time and effort required to make these numbers work for you and you must do it in a loving and caring manner. That is proof positive that networking is for real. There's work involved! Networking is the only place where you can have 3 to 5 years business growth ...every month.

“... (An) exciting, new business frontier.”

**Stephen R. Covey....
speaking about network
marketing**

In order to take full advantage of the numbers of the business, you must make a complete commitment to working your business and making your business work for you. You have to immerse yourself in it and become obsessed with it.

You must learn and practice the principle of compressing activity and collapsing time frames. We talked about that last week. Here is what you do to maximize it.

Take your goals for the next year and compress the activity needed to accomplish those goals into the next month. Take your goals for this month and compress the necessary activity into this week. Take this week's goals and perform the needed activity over the next 24 hours!

In other words, if you were planning on sponsoring 12 people this year, go out and sponsor them this month. **There is magic in doing this folks.**

Imagine for a moment that it takes exactly one hour to cut the grass in your lawn. Let's say you want it cut every week.

Here are two ways you could do it.

(Continue to Page 5)

Yes, I (we) want a Lifetime Subscription to The “Inside Solutions” Newsletter.
Enclosed is \$70.00 for our Lifetime subscription.

Yes, Please Keep Me On The “Inside Solutions” Newsletter Mailing List.
My \$30.00 annual subscription fee is enclosed.

Name: _____ Dealer Number: _____

Address: _____ Email: _____

Phone: _____ Fax: _____ Upline Sales Manager: _____

Send Subscription Payment to:

James & Jennifer Clendenin, 4062 Mallard Dr., Melbourne, FL 32934



How To Build An EcoQuest Empire

(Continued from Page 4)

One is to cut ten minutes' worth - everyday. The other is, to do the whole thing in one day each week. Both ways get the job done but, as you can imagine, not with the same results.

In the case of sponsoring twelve people in a month verses in a year, you will create momentum and excitement and potentially a business explosion.

The other will create some activity, some excitement and some momentum, but only in little inconsistent spurts and you will have little or nothing to show for your efforts at the end of the year.

Look at it this way. If you spread out a small amount of flash powder over a large area and ignite it - you will get a fizzle.

It makes a good show and can be impressive but nothing really happens!

If you take that same small amount of flash powder and compress it into a smaller space before you ignite it, you will get an explosion.

The same principle applies to your business activity. If you spread it out over a large time frame you may give a good show but you will only fizzle out and be looking for another hot opportunity before you've even gotten warmed up.

If you compress your activity into a collapsed time frame, you may be providing the spark to touch off the next truly "hot" momentum for thousands, even tens of thousands of people searching for a way to make their dreams come true.

In the process of course, *your dreams will come true!*

Fourth, 95 % of the investors in the stock market lose money;

(Continue To Page 6)

**“Visions of Wealth and Independence lead Professionals to try Multilevel Marketing.”
The Wall Street Journal**

*** Important Numbers To Remember ***

(all times are Eastern)

EcoQuest Conference Call Number is: (641) 594-7500 x 546009#

- **Team Zenith - Monday's @ 8:00 PM (218) 486-1300 code 203761**
- **Cadle McEachin - Mon - 8pm & Thurs @ 9:00 PM (712) 432-0075 code 690310#**
- **Jeffrey Klein - EcoPower4 Express - Wednesdays @ 10:00 AM - EcoQuest Conference Line**
- **Nutrition Calls - 9:30 AM - M-S EcoQuest Conference Line**
- **Lifeline Calls (recruiting) - 8:00 PM & 10:00 PM - EcoQuest Conference Line**
- **Mike Jackson 3-min. Business Overview (24 hours) (800) 481-3181**
- **Bob Giddens Training - Thursdays - 10:15 pm - (641) 594-7500 x 546009#**

* **Product Order Line (800) 989-2299** * **Customer Service (800) 989-2299**

How To Build An EcoQuest Empire

(Continued from Page 5)

95 % of the people will be dead or dead broke by age 65;

95 % of the people will be dependent on someone else for their income - whether it be a job, welfare, social security or friends and family);

95 % of won't be happy with their jobs;

95 % of will suffer the symptoms of the more-month-than-money syndrome;

95 % of will blame all your problems on someone or something else, and

95 % of won't control their own destiny.

....This means there will be an awful lot of people leading sad, tormented lives.

Now, if you're different from most people, and after working eight hours at your job, you go home and pull a Clark Kent and become Super EcoQuester, most of your society will think you're nuts.

If you spend years going to opportunity meetings, attending EcoQuest functions, going to self-improvement and motivational seminars, reading self-help books and listening to business tapes with little or no immediate gain, most of your friends and family will just shake their heads ...and won't even join you in a long distance calling circle.

If you really want to learn how to be rich, you must begin to know and understand the power found in networks. The riches people in the world build networks”

Robert Kiyosaki

If you keep getting up after each setback and move forward again, following your dreams, looking at each failure as an opportunity to learn something good, even your past associates will think you're weird.

Most people will think EcoQuest isn't worth the effort - Their friend Joe once tried it and didn't get rich - But what do most people know anyway? The fact is, if you're going the same direction as most people, **you're going the wrong direction!**

Remember the 95 percenters? Do you really want to be one of them? Folks, very few people make it to the top on their first try.

Most successful people invest years perfecting their craft. If you lose, it is because you quit too soon.

P. T. Barnum said 'A sucker is born every minute.' That may be true, but they are not going to be hard working EcoQuesters.

America is the last great bastion of free enterprise. Network marketing is going to be the last great breeding ground for free enterprisers in our country!

There is no other place you can go into business for yourself with about \$300 to \$3000, - start part-time with no experience and have any chance of succeeding.

EcoQuest is the only place that you will be able to go where the numbers are in your favor if you are willing to work hard enough and long enough to make them work for you.

If a sucker is born every minute, they will be the 95 percenters not willing to pay the price for independence and self-direction.

(Continue To Page 7)

How To Build An EcoQuest Empire

(Continued from Page 6)

The 95 percenters rarely realize, (until it's too late), that they pay a tremendous toll for NOT paying the price of success. In fact, the price they pay, over their lifetime, like worrying about bills, about how they're going to send their kids to school or, about how they are going to pay for this emergency or that medical bill or, arguing with their spouse about lack of money and, after all that, retiring dead broke or, worse yet, being one of the thirty million baby boomers who will not be able to retire at all.

That price is much more painful than the one you will pay to make your dreams come true.

If you work real hard to make it happen, you only pay one price, one time.

If you don't, you keep paying and paying and paying.

Unfortunately, the bill for the price of failure never totally gets paid. A lot of times, because you set the wrong example, your kids have to keep paying the same bill. To get that PAID IN FULL stamp, you must pay the price of success. There is no other way.

Network Marketing has proven itself to be a viable and rewarding source of income ...there have been some remarkable examples of success."

Donald Trump

co-author of

"Why We Want You To Be Rich"

Also, most EcoQuesters, once they've gotten started, don't realize what a tremendous asset their networking business really is.

The best description I have ever heard on the difference between rich people and everyone else is:

Most people work for their money. Rich people have their money work for them.

In other words, if you had \$200,000 in the bank, your monthly interest income would be about \$800. Your money would be working for you.

Most people don't have a lot of money to invest into a monthly income-producing account. As EcoQuesters, however, you have the ability to invest your time to get similar results.

If you were to invest 10 hours per week in your EcoQuest business for, say, four months and your bonus check was \$500, it would take \$160,000 to get the same return on your cash investment.

In other words, your EcoQuest business, after only four months and 160 work hours, is worth about \$160,000. And your time was worth about \$1000 per hour. Not a bad return on your time investment.

To find out what your EcoQuest business is worth, just take your last bonus check X 250 = cash needed to give you that same return on investment.

This formula can help you track your monthly growth in the business and it can be used as a powerful recruiting tool too!!!

(Continue To Page 8)

How To Build An EcoQuest Empire

(Continued from Page 7)

I've saved the best for last.

This number is the most important number of all. Knowing how to use and teach this number is the difference between getting by and making your dreams come true.

It will be your problem-solver. It's also the fountain of youth because anytime you use this number you will become new in your business again.

If you have a personal problem with EcoQuest, this number will solve it.

If you have a problem with your up line leaders or possibly non-leaders, this number will solve it.

If you have a problem with your downline not following you or moving on to other opportunities, this number will solve it.

Not enough money, not enough volume, too many meetings, burned out, you're about to quit and never do it again? Use this number.

The number is ONE!

If you ever experience any problems in this business, go out and sponsor ONE new person.

You are only ONE new sponsorship away from renewing your excitement and enthusiasm and being on an all-time high.

ONE new sponsorship will renew your faith and you will be young again. You will have the opportunity to experience your first glorious, exciting day in your business all over again through your new team member.

Each and every time you sponsor ONE new person it will solve all your problems.

If you don't believe it, I guarantee - you haven't done it lately.

The great news is, you are in complete control of the number ONE! You can use it any time you want. The bottom line is that the road to success begins with the number ONE.

Use it and teach it often, and all your dreams will come true!

Always remember. There is nothing more powerful to shape your future than your dream. Never, never, never, give it up voluntarily or let anyone steal it.

Your ability to hold on to your dream and move toward it daily is the only difference between success and failure.

James and Jennifer Clendenin

(321) 254-6567

***The Opposite Of Success
Is Not Failure, But Mediocrity.
To Achieve Big Success,
You Need To Pay Big Risks;
If You Take Little Or No Risks,
Mediocrity Is Guaranteed.***

The Meaning Of Residual Income

Do you really actually realize the value of your EcoQuest business?

Did you realize that your EcoQuest business goes up when interest rates go down? Even if you are only making a few hundred dollars a month in residual income, think of how much money you would need to have in the bank to earn the same amount in interest.

Are you disappointed because you only make, say, \$200 a month in residual income? Think again!

In order to earn \$200 per month, you would need \$24,000 in the bank if the interest rates were at 10%.

When interest rates drop to 5 percent, you need \$48,000 to receive the same \$200 per month.

What some would consider a measly \$200 EcoQuest check could be considered a \$48,000 asset! Sure makes you think twice about being disappointed with a \$200 monthly residual check.

Here's how to use this to your advantage. Ask your prospect this question:

"How much money do you need monthly to retire comfortably?"

Then show your prospect how much capital he would need, at today's interest rate, to earn his desired monthly income.

Here are two examples:

Imagine your prospect says he needs \$2,000 a month to retire. With the help of a calculator, you show him that to earn \$2,000 in interest a month, he would need to have \$400,000 in the bank - assuming an interest rate of 6 percent.

Let's say another prospect needs \$5,000. She would need to have \$1,000,000 (one million) in the bank at a 6 percent interest rate. One million is a big number for most prospects. Once they recover from their shock, seal the deal with this question:

"What's your plan to accumulate this money?"

To drive the point home, you could ask, "How much money would you need to save every month, over the next five years, to save \$1 million?" (The answer: \$16,000 per month, after all your expenses.)

Most EcoQuesters business builders can take it from here. They can show their prospects exactly what they need to do in their EcoQuest business to earn \$5,000 a month in income over the next five years. In most cases, this would be a much more realistic plan than saving \$16,000 a month.

Creating a retirement income through an EcoQuest business is an attractive option for most people.

Never mind the banks, let's invest in our people and our EcoQuest businesses!

***Prosperity Is A Great Teacher;
Adversity Is Greater.
Possession Pampers The Mind;
Privation Trains And
Strengthens It.***

Own Your Life

If you are ready to leave the rat race behind and take control of your finances and your life, the answer is within reach. Financial independence is possible by tapping into the same entrepreneurial spirit on which this country was founded.

Join the millions of Americans who have already decided to take ownership of their financial and personal future by starting their own home-based business.

Take back your most valuable assets, your time and your money, and start making them work for you today!

Own Your Life

<http://www.IOwnMyLife.net/JamesClendenin>

The Foundation System

www.Your-Road-To-Freedom.info

The 3-Step Life Approach System

http://www.secrets-to-lifetime-income.info/mikeswebpage_021.htm

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**“To Be Successful You Must Accept All Challenges
That Come Your Way -
Not Just The Ones You Like!”**