

REGIONAL DIRECTORS' SEMINAR

SOMETHING OUT OF THIS WORLD...

Was how Regional Director Genny Cox described the 2nd Annual Regional Director Seminar held in Manly in February. The Manly Pacific Hotel, set amidst pine trees on the beachfront, proved to be an inspiring venue.

Regional Director, Kay Knight had this to say about the Seminar:— "Nutri-Metics spared no expense to make us feel like Royalty. I benefited most out of the unique way everybody there shared ideas. There was a unique fellowship and I would like to personally thank all concerned".

Kay's comments were echoed by many other attendees over the duration of the Seminar. Highlights included a delightful evening at the Argyle Tavern in Sydney's historic "Rocks" area, a lunch at Sydney's Centrepont Tower with a 360° view of Sydney and of course the relaxing and tranquil Manly Pacific Hotel provided the perfect place for a break from the busy programme.

The Seminar was also the perfect opportunity to draw the winner of the Toyota Seca CS from our "Strike It Rich" contest and congratulations to Mrs. J. Jordison of Kilkivan in Queensland.

The two formal Seminar sessions provided an excellent interchange of ideas. "The Seminar re-emphasised the fact that Nutri-Metics is a **simple** business" commented Regional Director Lola Keep. "I particularly enjoyed the discussions on show plan — I think we all learned the importance of this element of our business". Regional Director Genny Cox added, "It was the most exciting thing I've experienced in my 16 years with Nutri-Metics. The sharing and caring for other people really emphasised the Nutri-Metics philosophy".

The formal Banquet proved to be an emotion charged finale to the Seminar, with the Award presentations recognising outstanding performance for 1985. "It was quite a night" said Jan Atcheson. "Every Director should be a Regional — just so they can attend the Seminar, and particularly the Banquet evening. You have to **be** at a Nutri-Metics Seminar to experience the excitement and the incredible feeling that can only be generated by such incredible people".

Our sentiments exactly, and we look forward to welcoming new Regional Directors to next year's Seminar ... Maybe You!

Regional Seminar Award Achievers receive their plaques from Nutri-Metics Directors Bill & Imelda Roche.



LYNN & BUZZ O'HARA
Number One in Director Development
Number One in Regional Dollar Sales Increase
Number One in Regional % Sales Increase



BEVERLEY REYNOLDS
Number One in Regional Appointment Qualifying Volume



DEANNA & MICHAEL PURZA
Outstanding Sales Performance



NOELA & DON MAY
Outstanding Sales Performance

SUNDAY MAIL, March 15, 1987



Deanna and Michael Purza ... one of many husband-wife teams in the cosmetics' business

Husband-wife make it work

DEANNA Purza, of Goodwood, the mother of two children who are now 20 and nine, has been in the Nutri-Metics workforce for seven years.

And 18 months ago, her husband, Michael, decided to become involved as well.

Now having passed through the stages of consultants, and district directors, they are regional directors.

By May they hope to have qualified as senior regional directors.

In 12 months they sold \$800,000 worth of products and generated sales of more than \$1.4 million in their region.

They have been so successful that they have had seven overseas trips to seminars conducted by the company, and five cars.

Greek-born Deanna, a health fanatic, gave up a job in the paper manufacturing industry, to join Nutri-Metics. Her husband, of



Sylvia and Ian Taylor ... regional goal

Rumanian descent, was a taxi owner/driver.

Deanna and Michael said their jobs have been richly rewarding, not only financially, but also in terms of personal development.

Despite an initial scepticism, Sylvia Taylor, of St. Peters, is another success story.

She was impressed with the company's emphasis on individual attention, efficient home service, and promotion incentives.

A former nursing sister and the mother of a five-year-old son, Sylvia joined Nutri-Metics more than four years ago.

Because of her rapid success and a resultant increasing work-load, she persuaded her husband, Ian, a former manufacturing engineer with a bedding firm, to join the company as well.

Their hard work in selling, promotion, and arranging demonstrations, has meant elevation to regional director status, three cars and four overseas trips, and a better family lifestyle.

They have set up their own offices and training rooms for the development of other consultants.



The Million Dollar Club Awards

Second One Million Dollar Year:

Each Regional or Senior Regional Director who achieves a One (1) Million Dollar Year for the second time is honoured with a Nutri-Metics World Pin, depicting Nutri-Metics countries throughout the world. This custom designed gold pin has a glittering diamond set in close proximity to the

Congratulations DEANNA & MICHAEL PURZA New Senior Regional Directors



Deanna & Michael Purza's Team



Franca Plovesan



Nila Staples



Alana Tully



Mary Costalos



Toulia Mitris



Iris Jones



Angela Karantonis



Lucy Spear



Rhoda Delhanty



Marianna Agostino



Sharon Vincin



Sylvia & Ian Taylor
(and their group)

We are proud and delighted to announce the appointment of South Australians, Deanna and Michael Purza to the level of Senior Regional Directors.

By their enthusiasm and energy, Deanna and Michael have been a very real source of inspiration to a great many people in this business and when you listen to their comments upon success it is easy to understand why.

Taking a lead from writer, Ben Sweetland's philosophy, "Success is a journey, not a destination", Deanna is an example to all.

"Becoming a Senior Regional Director feels like I have grown up", she laughed. "I should be feeling excited and jumping up and down saying, 'I got there!', but quite frankly it was the trip that was a lot of fun — the journey was the most exciting part; the learning, the growing, the maturing along the way, and now that I'm there I think it's wonderful and there's a certain peace inside me — but I'm looking at other, greater horizons!

I believe that we are only just beginning in Australia. That's my strongest belief and I am just so enthusiastic about our future in Nutri-Metics. Although I was enthusiastic when I joined because of the wonderful incentives, let me say that originally I was frightened to have a go because I had to reflect so much on my own personal truth. I had to put myself on show — it was very frightening for me, but I took the plunge because the incentives, the rewards and the Company backing were so great I just felt that I couldn't lose. The trip has been wonderful but right now I'm more excited in a more mature way than ever before. I can see, especially with Australia being such a young country, that we in Nutri-Metics are the greatest pioneers in this particular industry, providing a business and an opportunity for people.

I think we need to become more self-reliant in this country and I think Nutri-Metics will become bigger than ever because of it. We're waking up and we're recognising that we need to be self-reliant. There is no excuse for anyone crying poverty in Australia — the opportunity is there and, to a very large extent, Nutri-Metics provides it!"

Michael added weight to Deanna's comments, complementing everything she had said. The Purza's are very much a team and Michael is obviously extremely proud of Deanna's progress.

"It has been really great watching her develop and mature as a person as well as a businesswoman", Michael said. "I have enjoyed being able to help by taking a very active part in the business. When we first joined I had my own taxi for the first five years but when we had progressed enough for me to come into the business full-time then we were really able to help each other along the way".

"Michael has been my greatest support emotionally", Deanna said. "I have my very special man to thank for my career in Nutri-Metics because it hasn't always been easy. When you set yourself goals, quite often if you think you are going to miss out you can be crushed emotionally; but through his patience and understanding, when I didn't have faith in myself, Michael would have faith in me and that would pick me up and get me going again. Michael has allowed me the freedom to pursue our Nutri-Metics career in a very unworried manner. He would provide our children with companionship and the parenting that I sometimes could not be there to give them. So, they haven't missed out."

Deanna remembers her introduction into Nutri-Metics and her sponsor, Senior Regional Director Peggy Clifford with great pride.

"I joined Nutri-Metics early in 1980. I was asked to go to a Show and I said no but then I got another phone call saying I had to go so I did — and I fell in love!

I fell in love with the style in which Peggy Clifford actually presented the Show and the professional manner in which she shared everything she felt was of benefit to us.

She dressed beautifully, spoke beautifully and had such a very caring manner; and obviously, the product and the concept is something which is very attractive. Peggy did everything in such a relaxed, informative style, offering real **service** and that attracted me because service is something very lacking in many industries today.

Something as personal as Nutri-Metics requires a caring, service attitude backing it up — that's really what it means to me — I can see that we really are a sales-service organisation, providing our product range in a manner which relaxes the client, allows her to make her own decisions, informs the client and shares information and education. At every Nutri-Metics Show, four people win — the Customer, the Hostess, the Consultant and the Company — we all win through presenting the products in that way".

Deanna particularly asked us to thank her outstanding team of Directors and Consultants.

"I have the greatest team of girls to work with — they're delightful to share with, they're open to learning and they certainly have great desires and dreams with Nutri-Metics. They have been doing some marvellous work and no man is an island — I simply could not have achieved my goals without them!

I would also like to extend my appreciation to two inspiring team members, our Regional Directors, Sylvia and Ian Taylor. I'm excited by their growth, and the respect and loyalty that they have shown in our partnership together has been something I deeply cherish. It is people like these that will make Nutri-Metics bigger than it ever was".

Congratulations, Deanna and Michael Purza, extremely well deserving Senior Regional Directors.

DIANA AND MICHAEL PURZA



Meteoric is the only word for Diana and Michael's success with Con-Stan. After being sponsored by Peggy Clifford in March, 1980, their first goal was District Directorship—achieved in May—then a Con-Stan car achieved two months later in July—then attendance at the Waikiki Wonderland Seminar in Hawaii. As if this wasn't enough success in one year, December 1 saw their appointment to Regional Directorship announced.



Diana and Michael's December 1 appointment means that in just 9 months they have risen to the second highest level in the Con-Stan Family—A fantastic effort on their part and on the part of their Consultants and District Directors.



Sue Dialeris



Helen Mouzakitis



Vlassia Stratis



Helen Vella

Sales drive relies on new cars

It was a case of a job well done being well rewarded at the Festival Centre Banquet Room.



Some of the achievers

—The News, Tuesday, December 9, 1980

Constan Industries of Australia, an international direct selling company dealing mainly with cosmetics, rewarded its outstanding salespeople — with nine cars.

And with the cars came a new title for each of the 12 "achievers" as Constan likes to call them.

Peggy and Brian Clifford, Dawn and John Johnstone, and Deanna and Michael Purza attained the rank of "regional director."

Each couple was given the choice of a Toyota Cressida or Celica.

Their promotions were the result of mammoth sales figures — each couple and their teams had to chalk up \$70,000 over four consecutive months.

Each year

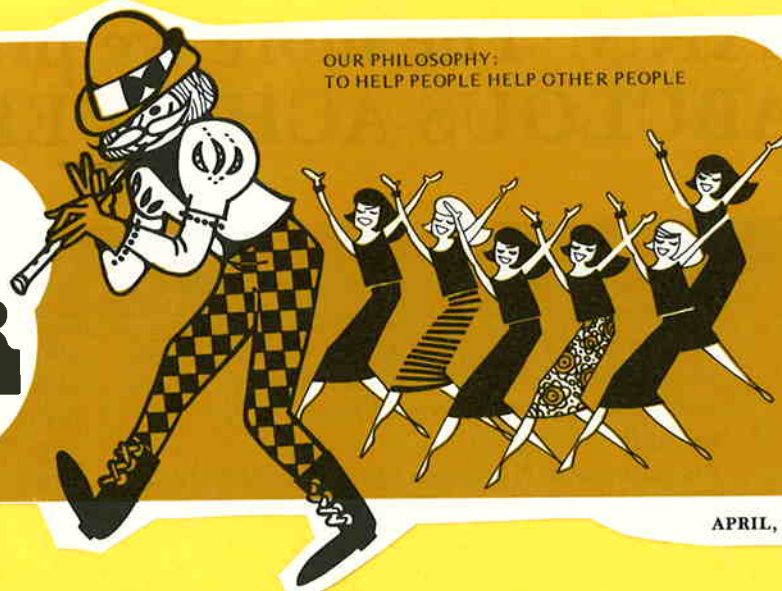
Another six people — Anne Naylor, Alison Renfrey, Leanne Wandell, Jill King, Josey Friesiello, and Suzanne Elsworth — achieved the rank of district director and were able to choose a Toyota Corolla or Corona.

Their achievements represented sales of between \$18,000 and \$22,500 over three consecutive months.

Constan's sales manager for SA, WA, and the Northern Territory, Ms Judy Moore, said the company conducted two "car programs" each year.

Early this year, the company presented 44 cars nationally.

Nutri-Metics PIED PIPER

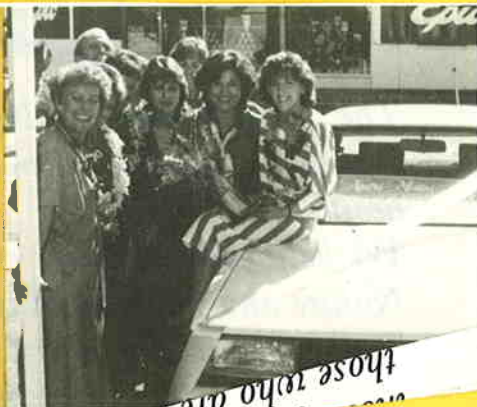


OUR PHILOSOPHY:
TO HELP PEOPLE HELP OTHER PEOPLE

APRIL, 1985

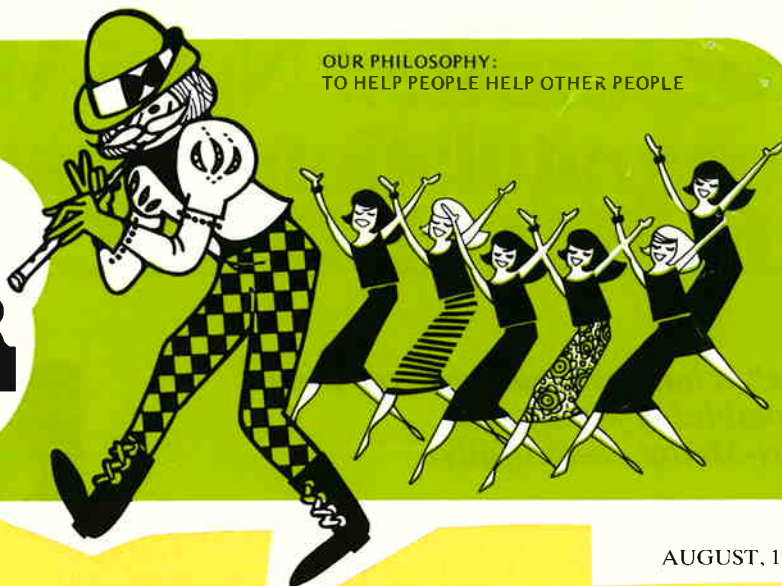


Deanna Purza, Regional Director, Adelaide



those who are introduced

Nutri-Metics **PIED PIPER**



OUR PHILOSOPHY:
TO HELP PEOPLE HELP OTHER PEOPLE

AUGUST, 1984

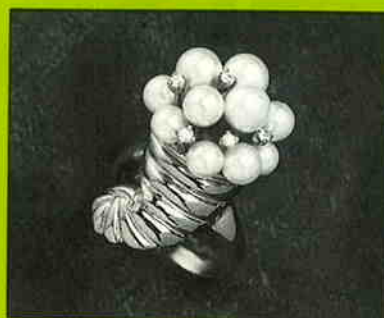
DEANNA & MICHAEL PURZA RE-QUALIFY AS REGIONAL DIRECTORS. AN OUTSTANDING EFFORT!



When this outstanding Nutri-Metics couple aren't selling and sponsoring, they're restoring their beautiful old bluestone colonial home...as well as collecting and restoring old furniture!

Our sincere congratulations on your re-qualification, Deanna and Michael — you're wonderful achievers!

And Deanna, we know you'll love the diamonds, pearls and solid gold of your magnificent Cornucopia Ring! Wear it with pride — you thoroughly deserve it!





Deanna and Michael Purza

Deanna Purza first discovered Nutrimetrics when she reluctantly attended a Nutrimetrics beauty workshop at her sister's home. At the time, she had a full-time career and two young children, the youngest being three years old. Her time was taken up with family and work commitments.

However, Deanna's sister's enthusiasm for the Nutrimetrics product convinced her that she would be missing a unique experience if she did not attend.

As a result, Deanna joined Nutrimetrics in February 1980, her goal being to get to the Seminar in Hawaii that year.

By May, she had become an ESL. By July she achieved her first company car, and by September, Deanna and her husband were in Hawaii. Finally in December that year, Deanna had achieved SD Status (a Nutrimetrics world record), yet was still working full-time in another position as well as raising two children.

Deanna has lost count of the many luxury cars she has since achieved – about 13. She has travelled all over the world in luxury with the complements of Nutrimetrics.

They have also received many exciting incentives, the best being their \$140,000 Home Award. Every year for the last 15 years they have also been recognised for a million dollars plus with a diamond on their beautiful gold 'Nutrimetrics world brooch'. In 1991 she established a business in Greece and the United Kingdom.

In developing their business over the years, Deanna and Michael have achieved many awards, including the Queen of Seminar award, Group Sales, sponsoring, ESL Development awards, and many others.

They have around 2,500 Consultants in their Group plus Downline PD, Mary Calleya, who are truly the pillars of strength of the Group.

Often asked how she did it, she doesn't know the answer. "I just went and did it!"

There's cash - big cash - in cosmetics

Winning at the skin game

Arguably one of the most exciting commercial developments in Australia was opened last week on a prime 1.4ha (about 3.5 acre) site in the Sydney Harbor-side suburb of Balmain.

The site, which was a grant to the surgeon of the First Fleet, Dr William Balmain, in 1880, has since been a boat yard, and a timber yard and more recently it was owned by the Barossa Co-operative Winery.

Now, after massive renovations, extensions and landscaping, it has become the new corporate headquarters of Australia's biggest skin-care company, Nutri-Metics Australia.

The gala opening was performed by the founder of Nutri-Metics International, Mr Mulford J. Nobbs - famed for his passionate interest in nutrition and health - who came from the U.S. for the occasion.

The stunning new headquarters are a tribute to the outstanding success the company has enjoyed since its launching in Australia 19 years ago.

Self-employed

Nutri-Metics International (Australia), now has an annual sales turnover in excess of \$60 million, which has been built on the individual efforts of its 40,000 consultants.

The consultants, mostly women, are those who have believed sufficiently in the the naturally based skin-care products to market them as self-employed businesswomen.

They are involved in direct selling, one of the oldest forms of marketing, but one that is often forgotten with the increasing presence of bigger and more sophisticated suburban shopping complexes.

By Margaret
Brenton

And they are attracted to the industry mainly because it provides them with the opportunity to combine paid work with housework and child-care.

Consultants demonstrate products in their own, or their friends' homes, and invite potential customers to try each item before buying. The products are not available from retail stores and can be bought only in this manner.

The growth of the sales force was spear-headed by Imelda Roche, vice-president of Nutri-Metics International and general manager of the Australian organisation.

Her co-workers are mothers, teachers, nurses, secretaries, professionals and hard-working conscientious women from every level of society who sell the products on a part-time basis.

Imelda believes that direct selling promotes a successful attitude to life which contributes positively to the vitality of any community.

"This type of selling builds an individual's self-esteem and encourages her, or him, to perform at their best by providing recognition and rewards at every level of achievement," explained Imelda.

"One couple within the organisation has, to date, earned 11 cars, enjoyed 18 overseas seminars and won a \$100,000 home award in addition to a substantial monthly income. Several women now head multi-



Mrs Imelda Roche... heads the Australian thrust

million dollar units having successfully recruited and motivated their own teams of consultants.

Within these larger units there are a number of still smaller units representing thousand-dollar turnover businesses on their way to million-dollar operations, and within these, smaller units again.

The individual decides how much time and effort she wishes to devote to her business and what levels of rewards she wishes to attain.

Conscientious

"The key to success," Imelda claims, "is to provide the individual with an opportunity to be successful and then to recognise that success."

"Females are no different from males, in fact, many would argue they are more conscientious workers and certainly they make very good managers."

Late last year, Imelda was presented with the Australian Pursuit of Excellence Award for her contribution to direct selling.

She launched Nutri-Metics with her husband, Bill, after they had conducted their own direct selling fashion company for 10 years.

Bill heads the Pacific expansion of the company, and so far has succeeded in establishing operations in New Zealand, Singapore, Japan, Malaysia, Thailand and Brunei, which contribute significantly to Australia's export drive.



The Sydney development... one of the city's best locations

Found - in a lost horizon

The story of Nutri-Metics International begins in Hunza, a remote valley hidden high in the Himalaya Mountains.

In the late 1950s, the president and founder of Nutri-Metics, Mr Mulford J. Nobbs, and his wife, Pat, visited the fabled valley at the invitation of the Mir of Hunza, who knew of his work with nutrition and diet.

The exceptional health and longevity of the Hunza population had inspired Mr Nobbs's interest in the valley which had already provided the theme for James Hilton's famous novel, *Lost Horizon*.

The people of Hunza frequently live - in perfect health - for more than 100 years, retaining the bloom of youth well into later life.

The stress-free and relatively simple lifestyle of the Hunza people, completed by a diet consisting largely of organically grown raw fruits and vegetables, pollution-free mountain water and almost perfect climate, were all contributory factors.

However, it was the humble apricot that proved to be perhaps the most important of all.

As well as being a dietary supplement in Hunza, the oil extracted from the apricot kernel is applied daily to all exposed skin areas by every man, woman and child.

Mr and Mrs Nobbs observed that the result was a complexion that was virtually wrinkle free.

Intrigued, Mr Nobbs returned to the U.S. and began extensive research, using apricots as similar as possible to the naturally grown fruit in Hunza.



Deanna and Michael Purza... one of many husband-wife teams in the cosmetics business

Husband-wife make it work

Congratulations DEANNA AND MICHAEL PURZA from South Australia on the achievement of your Nutri-Metics Home Award



Deanna Purza is unquestionably one of the most individual and dynamic people to embrace Nutri-Metics as a career.

A tremendous source of inspiration and creativity, there are no half measures with Deanna. If she sets her sights on and commits herself to a goal, there is never a question this very talented lady will achieve it.

Deanna thanked Tempo for inviting her to share with her thoughts on earning the Nutri-Metics Home Award.

"The Home Award is the pinnacle of achievement in Nutri-Metics and like many mountains can be an irresistible challenge.

Many of us go through life just taking in the view. Our emotions are excited by big skys and mountain tops and at the human level by stories of outstanding personal achievement, particularly if the participants are friends or are known to us. Yet, if we are not personally involved with these events then our excitement is essentially that of a spectator not the player.

Nutri-Metics is all about action and achievement. Achieving your potential and becoming an effective person in realising your goals. Nutri-Metics offers goals which are exciting yet within easy reach for relatively moderate effort.

When I discovered Nutri-Metics just ten eventful years ago, I realised immediately it was possible to achieve great things and climb to great heights within the framework of the Profit Recognition Plan.

My faith in both the Nutri-Metics product and the Profit Recognition Plan was vindicated within months of my becoming part of the world wide Nutri-Metics family.

The greatest satisfaction I received from the Plan was that it provided a structure for me to become the means of helping other people to grow and in turn share the joy of their success.

Ten years ago the youngest of my two children was just three years old and I was following a full time career with a major Australian Company.



About this time I met my sponsor Peggy Clifford-Watson at a show at my family home.

I still to this day feel the thrill I got from listening to Peggy's dynamic message and being galvanised by her enormous over-powering conviction, sweeping all before her. This lady knew where she was going.

After the show, determined I too would realise the vision of financial freedom, luxury cars, and the frequent world travel which Peggy shared and the Pinnacle of it all — the Nutri-Metics \$120,000 Home Award.

In retrospect I have to say the kit price was the most profitable investment I have ever made.

There were many trials and tribulations at the beginning but whenever the going got tough and looked unpromising, I recaptured Peggy's vision — now my dream — and embraced it even more strongly than ever before.

I would urge all of our many friends in Nutri-Metics, to never lose sight of your dream — although dreaming is not enough — you must also be prepared to work for it.

The unfailing courtesy of the Nutri-Metics family has been deeply appreciated by both Michael and I during those periods over the years, of doubt and inadequacy. Without the support of Nutri-Metics we, in turn, could not have been able to inspire, encourage, persuade, or direct our Directors in the Purza Region.

In closing we would like to give the greatest of thank yous to our original mentor — Peggy Clifford-Watson, for offering us in her own inimitable way, the Nutri-Metics opportunity of a lifetime.

A big thank you to Sylvia and Ian Taylor, our new Senior Regionals, and their creative team of talented people who have contributed enormously original ideas to our Senior Region. We are very grateful.

And thank you to Mary and Paul Costalos and their team who have shown a great commitment to the business. Hang in there, you light up our days and we thank you for it.

To all of the Directors in our own Region, an especially warm thank you for having faith in Michael and I, a willingness to learn from us and be a special part of our lives.

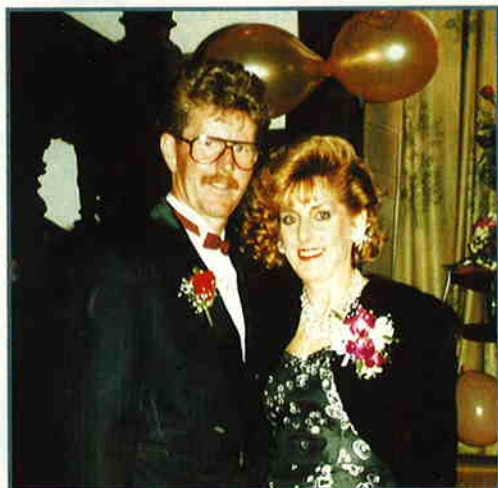
For our part we would like to reflect that the \$120,000 Home Award will help give us the financial security we have always aspired to achieve and we are grateful to Nutri-Metics for offering this ultimate award.

Finally, Bill and Imelda Roche, a most special thank you for being prepared to share with Michael and I, not just the happy Seminars and exciting travel that goes with a Nutri-Metics business, but also the pain which is a part of the fabric of any worthwhile achievement.



CONGRATULATIONS SYLVIA AND IAN TAYLOR

NEW SENIOR REGIONAL DIRECTORS FROM ADELAIDE



If one was to write a recipe for success, then Sylvia and Ian Taylor would have to have all the ingredients in abundance. Having recently elevated from the dynamic Purza Senior Region, we are sincerely delighted to announce the appointment of Sylvia and Ian to the level of Senior Regional Directors.

Eight years has gone by so quickly and some may think that we have reached our final destination as Senior Regional Directors, but to us it is only the beginning of greater things to achieve. One of the most exciting things about this business is not so much where we are today but where we are going in the future and it is all achievable. Our secret to success is having a good work ethic, a good attitude to life and a love of people.

We have always had big dreams but with an average income you can only live an average lifestyle and the luxuries of life become impossible to achieve. Our income from Nutri-Metics has given us the opportunity to transform our house that was fit for demolition into a beautiful villa. And as for the borrowed Holden Kingswood, well since giving that back we have had the pleasure of driving 7 new cars including our new additions, a Mazda 121 and a BMW 318i. It has also given our children the opportunity to experience many wonderful things but more importantly it will give them a better future. So many times we hear people say that their children are the reason why they work. We believe that if you find a job that you love you will never have to work another day in your life.



I would like to take this opportunity to thank my wife, Sylvia for her hard work and determination. Our son was only 4 months old when she joined and we had just bought our house that needed extensive renovation to which we both had to dedicate most of our time. Sylvia was working part-time as a nursing sister because like any young couple we badly needed the income, and finally what could have been the greatest excuse of them all was her poor health. Sylvia has big dreams and wants nothing more than for us to experience all of the beautiful things in life and to be able to share them with other people.

This journey has been possible because of a dynamic lady, Deanna Purza whose encouragement and belief gave Sylvia the direction she needed. We would like to thank Deanna and Michael Purza as they are two special people who have enriched our lives in many ways.



This business has not only given us financial security but also the opportunity to establish some wonderful friendships. We would like to thank all of the Consultants in the 'Taylor-Made' Senior Region for your support and to our Directors and Partners; Bea & John Myers, Mary & Angelo Calandro, Julie & Angelo Salvatore, Kerry & Mark Osborne, Kathy & Ivan Brkic, Rachel & Slavco Harrington-Cafuta, Tina & David Siviour, Julie & Robert Dove, Mary Snowball & Geoff, Helen Allman, Kerrin & Anthony Windsor-Male, Christine Mulligan & Neil, Debbie & Tom Avery. We are very proud of your loyalty and dedication and wish you greater things in 1991.

In closing, this company would not be in the position it is if it were not for the dedicated leadership of both Bill and Imelda and because of their vision and achievements they have enabled us to realise our full potential and helped us make our dreams a reality. We sincerely appreciate the effort you put in and thank you both.

And we sincerely appreciate the efforts of you and your Directors Sylvia and Ian, and look forward to sharing many more outstanding successes with you both.