



Summer Bronze

"We are just ordinary people who saw an incredible opportunity. First we became students of the business and then students of the Bi-Tron opportunity." Both Doug and Mary-Anne have achieved great success with Bi-Tron and are now **Bronze Executives**. Their **hard work, patience and determination** have allowed

them to enjoy a week's vacation last February on the Directors Cruise. With such great achievement, Doug and Mary-Anne are extremely humble.

"Our success is only achieved through the efforts of all those in our team, and it's to whom we express our gratitude." Doug and Mary-Anne would like to congratulate Tim and Joanne

Meissner who have achieved the posi-

tion of Director in, "record breaking time, together with Duane and Norma Andrew who, with consistent effort, are now enjoying the **fruits of their labor**. Doug and Mary-Anne joined Bi-Tron to create financial freedom and a lifestyle they dreamed about achieving. They are willing to work with anyone who is willing to listen and learn, "we work with everyone who wants to work." Their greatest joy is to develop an identify leadership qualities in all those in which they have the privilege of working with. "We find pleasure in listening to everyone's ideas,

discussing the possibilities and then imparting knowledge that we have proven in the field to drive the business forward."

Both Doug and Mary-Anne expect to grow their Bi-Tron business to the highest level there is to offer, as quickly as possible. Our business plan is very simple, it contains two components. **One is a timely product, and**

two is a powerful compensation plan.

Our goal is to effectively communicate what we have to offer and teach others to do the same. To be effective we must, BELIEVE in the industry of Network Marketing and BELIEVE in our company. Doug and Mary-Anne refer to their level of belief as the determining factor in



Doug & Mary-Anne Burtch, Kelowna BC

their level of personal success. **"Duplication is the key.** All you have to do is tell your story, then teach others how to tell their story and continually repeat the process."

They both feel that, along with your personal story, the simplicity of the presentation and 3-way calling have been vital to their accomplishment because success is all about imparting the value and nurturing the process." Doug and Mary-Anne look forward to seeing many Bi-Tron distributors on the next Directors Cruise and they wait to see this family of ours grow!



Teaching the way to reach Director

It is very exciting to have reached another goal in network marketing. This was a goal that we set during the first Kelowna Conference in June 2004 and with help and support of our up line and our organization we reached Director in July. It was made possible by believing in the system put in place by Bi-Tron and the field leaders and with guidance of Chuck Pinnell that kept us focused on the goal.

We joined Bi-Tron in Feb 2004 after I learned that Chuck had checked out the company and the opportunity. I remembered how well the products had performed in the 90's and if Chuck was happy with his research, it would be worth taking a serious look at the opportunity. Doug Burtch called and we decided to join as Founders the next day and I'm happy we did. We set a goal to sponsor

3 people in March and when 8 joined we qualified as Founders. **After 30 years** in MLM we were finally with a Canadian owned company based in British Columbia but having benefit of the ownership under Dick Simmonds is a real bonus. Dick has an impeccable record of successful business accomplishments and his sense of family values along with his integrity means much to us.

While we were at the Kelowna conference last year I was reminded that if we were to achieve any measure of success in Bi-Tron, we would have to plug into the corporate system put in place by the company and the field leaders. Even though we have years of experience in this industry, the key to duplicating the system was to **learn all we could** and then **teach the system** to our distributors. Being plugged into the system and teaching it kept me on focus. The core group of people on our team have stayed connected and by doing the basics over and over, as we have, we know that their goals can be reached also.

We want to encourage everyone to **become students** of Network Marketing and remain forever teachable. Our industry is not about how good you can sell but it is about learning how to teach teachers to teach and duplicate a proven system! This all starts with becoming a better person through books and seminars on personal development.

When you learn as much as you can absorb about the industry and when you become a better person you will raise your beliefs to put into practice the things that the Bi-Tron team teaches. Use all of the products and develop your own belief and testimony about their benefits to the marketplace.

Make certain that you will **do whatever it takes** to be in the room at the September Conference on September 30- October 02.

These events will help

you to develop your belief in the corporate training system, and how the system will empower you to better understand and teach what you will learn. You can rub shoulders with Dick Simmonds and Mark Wright, meet some of the corporate staff to help you know that they are supporting you. You will be trained by the field leaders who have learned how to master and apply the system and teach it effectively by moving up the ladder of success. You will know first hand who is supporting you which raises your belief in Bi-Tron, the management team, the field leaders that are guiding your education but more importantly your belief that you can achieve your dreams by achieving your goal. We have never missed a corporate event and we know that they have played a large part in helping us reach the levels that **moved us up the ladder** of achievement. We are all on the verge of something great. In our thirty years in Network Marketing we are finally home where we deserve to be.—Duane Andrew



Duane & Norma Andrew, Kelowna BC

Early Mornings and a Full Time Summer Schedule - No Excuse!

Tim and Joanne Meissner attained the rank of DIRECTOR faster than anyone else in the history of Bi-Tron!

What's more they did it through the summer months when, as a professional fishing guide, Tim had to start work at 3:30 each morning and got started on Bi-Tron as soon as he got back from fishing. Truly a remarkable accomplishment. Congratulations to you both!

Tim says **the key to success** is keeping it plain and simple.

There are several components when running your Bi-Tron

business. Tim finds that third person credibility is vital especially when dealing with people you know well. Let these people get in on a three way call with a professional in the business, someone in your up line. "Whoever you know, share your product story with them and just ask them if they would like to save money on fuel." If they're interested Tim says, the first thing to do is get them onto a three way call. "This process should be **short and sweet**: it shouldn't take longer than a minute."

Tim attributes his success to **MASSIVE ACTION**. "Create a map and set your goals high. Goal setting is very important!" This is a people sorting business says Tim. Either your going to have a distributor that is interested in the business opportunity or a retail customer that wants to buy product to save money. If someone is not interested in doing the business make sure you listen and tend to there needs, "you cannot push a rope, but if you drag someone into this business



Tim Meissner, Vernon BC (left) pictured with his supportive upline Doug Burtch –Departing on our Whale watching trip,

you'll be dragging them around forever, and its pretty hard to win a race with someone dragging behind slowing you down."

When keeping it plain and simple Tim says there are some key steps. "**The ones who succeed keep it simple** and duplicatable. You have to be direct and get the point across."

Tim also mentions that **you can't get turned on unless you're plugged in**. If you don't go to the corporate events and trainings you will loose interest. "It's critical to do these trainings. It keeps people in the business longer. If you want a good strong solid line you have to encourage corporate events." Tim wants to encourage people not to make it too complicated by trying to approach someone from five different angles. "**Do your three way calling**. You have to believe in yourself, Network Marketing, and the product."

Keeping it plain and simple is definitely the key for Tim. Along with doing the business Tim feels that the most important thing when doing any type of business is **honesty and integrity**. Keeping it simple and having belief in what you're doing while presenting your business in a honest fashion with great integrity is Tim's formula for great success.

Way to raise the bar guys!

DON'T MISS THE BOAT!

By attaining the rank of DIRECTOR by October 31st, 2005 you'll win an ocean view cabin for 2 on our cruise to the Mexican Riviera, including all cruise expenses from your LA departure to LA return except tips on board. Join our senior management team and already qualified Directors. We'll meet you in LA February 12th for a week of fun in the sun! Set your goal today and work with your upline, plan to be there!



Founders Shares Going Fast



Bob Frew,
Port Coquitlam BC

Bob's having a great time with Bi-Tron. Not only did he win our latest draw prize of a Portable DVD player, he is now a Founder as well. "It's fun talking to people. The price of gas is so high that it's easy to get people interested. I just ask what they think about **gas prices** in the future and as soon as there done complaining I offer the solution. Both the trend and the timing is right."

Bob says that it's totally different from any traditional business model. Rather than fighting for everything you are encouraged to **assist each other**. With such amazing up line support from George Moen, Robert Skinner and Donna Willon things become so much easier. "It's because these people are more than willing to help me and all other distributors out. I can't thank them enough." In any traditional style of business, says Bob, nothing is free whereas with Bi-Tron you have a support system and head office that is willing to **bend over backwards** for you. In this business everyone is on the same page, and the success pattern is extremely duplicatable. **New and exciting** ideas are constantly coming up with regards to training things are only getting better.

"People have suggested that I have done things faster then they have, but I've said that they deserve credit for that, because they have **blazed a trail** for success." For me if you can learn from other people's efforts, and take advantage of that, my success is their success." Bob says that what it breaks down to is, network marketing is the true definition of teamwork. "**We do everything as team**, all for one and one for all." Bob says that his intention is to make Director as soon as possible, because he wants to go cruising the Mexican Rivera and the company has provided him a great opportunity.

Well done Bob—we're sure to see you in Mexico!

BE SURE TO QUALIFY FOR THIS MONTH'S DRAW FOR ANOTHER DVD PLAYER AND ELIGABILITY FOR THE GRAND PRIZE DRAW FOR A TRIP FOR TWO ON THE DIRECTORS CRUISE TO THE MEXICAN RIVIERA. WE LEAVE FROM L.A. FEBRUARY 12th.



Kevin & Deborah Foley , Summerland BC

Kevin, who works full time for an international leader in the workplace safety industry, took the time to get to know Bi-Tron.

Once he was confident with the leadership that was involved he decided to attend the Vancouver conference. After seeing distributors real life testimonials and realizing that Bi-Tron is the most **lucrative compensation** plan he had ever seen, Kevin decided to make the commitment by joining in as Founder.

Knowing that the **product was phenomenal**, Kevin's belief in Bi-Tron had just begun. With two major trends in both the environment and gas prices he knew he was on to something very special that was not to be taken lightly. Kevin found himself talking to more and more people, and the more people he talked to the easier it seemed to be. "People want to get involved. They take money out of their wallet but they **save money** along the way."

"There's **value in every dollar** spent." Kevin says that all you have to do is talk to people and let them know your own personal story. "Your business plan in this industry is your contact list, and support from your up line."

Kevin plans on attending the next conference in Richmond, "new distributors will **get a vision** as to where the company is going and they will learn so much about doing the business." Kevin was impressed that the conferences are such, "**down to earth business training**." Now that Kevin has gotten a lot of his close friends and family members involved in the business, his short term goal is to help them bring another source of income into their households. He would also like to have his wife quit her, "job" in the spring. "We are a group of people really working together."



Earn a ticket in the draw this month and for the Grand Prize draw at the end of October for every new enrollee you help generate sufficient sales to activate their management center.



Reaching Founder was a landmark goal for both Mark and Lynda. It affirmed their decision in joining Bi-Tron by showing them that they really



Mark & Lynda Terry, Pentiction BC

can be network marketers. "Although it may seem like a relatively easy goal to attain, after all it's only 6 people and who doesn't want to save money on gas, most of us have experienced the frustration of "Why can't they see it?" when introducing people to the Bi-Tron opportunity or products." What Lynda and Mark have discovered is that reaching the various levels in Bi-Tron is not about trying to fit phone calls, invitations, follow-ups, or other activities into your schedule, although those are very important; it is about mindset. Full-time vs. part-time. "In Bi-Tron is not about activity, **it is about attitude.**" Just after the last conference in Kelowna they chose to make a conscious decision, "I am a full-time network marketer!" When they had that mindset, Mark and Lynda found they would always be aware of the opportunities around them. "An interesting thing happened one week. I had invited a total of 9 people to a weekly training here in Pentiction. I am sure you know how many showed up, none. I shared at the meeting that I guess I should have invited 10 so that the "10% factor" or "1 in 10" would have resulted in 1 person showing up. What occurred to me that night was that it isn't about how many show up, it is about inviting. As long as we invite, as long as we **share or are prepared to share**, our business will grow." "Bi-Tron is about people and I would like to let everyone know how great the people are in this organization: management, up line, down line, cross line is great; Lynda and I have a wonderful time at all of the Bi-Tron events and always look forward to the next one." Mark and Lynda would also like to share that, "as wonderful as it would be to attain the level of Director and attend the "Director's Cruise", that would **pale in comparison** to reaching Director and promoting my sponsor and best friend Adam Heinrich to "Bronze Executive". What better way to pay someone back for introducing Lynda and me to this awesome opportunity called Bi-Tron."

Get Registered for the Richmond Leadership School & Book your Room!

Stay with the Bi-Tron Leaders and Management Team at the fabulous Delta Vancouver Airport Hotel.

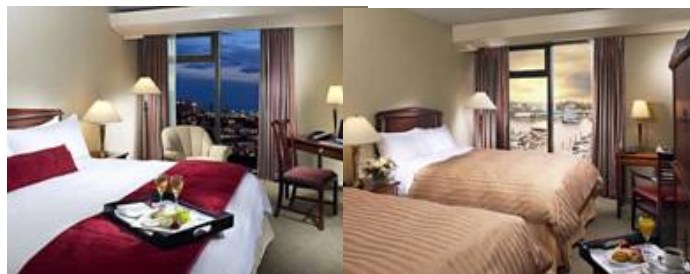


We only have a few rooms left at the Bi-Tron Special Corporate Hotel Room Rate \$105/night

September 30th to October 2nd

Over \$100 savings over 3 nights!

When talking to Reservations tell them you're attending the Bi-Tron Conference to get the special Bi-Tron Corporate Rates!



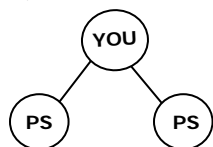
Call Reservations at: 1-877-814-7706



BI-TRON CONTINUES TO GROW!

CONGRATULATIONS TO OUR DISTRIBUTORS!

Qualified



PS= Personal Sponsor
A= Active

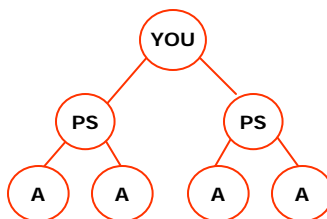
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Colin Atkinson
Hans Schulz
Mike Olsson
Doug Moffat
Lyle Williams
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Angela Cianni
Trish Landolt
Kelly Harris
Jeff Bandick
Michael Babcock
Curt & Jen Froess
Daryl Froess
Bill Millikin & Jane Kriese
Lynn Shank
Dave Graham
Howard Olsen
Dan Watson
Pigeau Ventures
Andrew Male
Knowledge Brokers Int.
Jake Wiens
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Dave Langen
Bob Frew
Reg Amyotte
Sirn Michelsen
Karl Engberecht
Irina Allen

Kristi Selhorst
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Bryan Moskaluk
Wright Pro Hardware
IN2SPD
Al Charlton
Sheela Hartley &
Phil McDonald
Dale Forsythe
Ryan Racoma
Darren Saiki
Ken MacKay
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George Ross
Valleytech Auto Service
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Lorne Gilbertson
Larry Allen
Ryan Gibson
Robert Martz
Barry Wright
Rick Waddell
Marc Beaulieu
Marc and Lynda Terry
Elmer Bell
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George Moen Jr.
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Environmental Protection
Inc
Don LeComte
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Brad Skinner
Elton Communications
Kevin Foley
Art Cowie
Edwin Epp
Al Patterson
Showroom Quality Detailing
J. Michael Forbes
Michael David
Brown
Doug Duerkson
Kathie
Valantine
Paul Gifford
Dan Fontaine
Brian O'Keefe
Tony Theoret
Rick Olsness

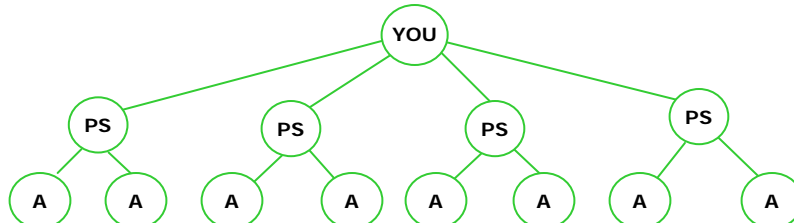
Trainers

William Atkinson
Mark Olney
Scott Miyano & Gary Au
Luigi Cianni
Lorne Gilbertson
Marianna Mueller
Cam Shipowick

David Peters
Alex Fraser
Jeffrey Wilson
Greg Bright
Andrew Tajiri
Ernie McLean



Coordinators



Robert Skinner

Della Hallowell

Leon Froess

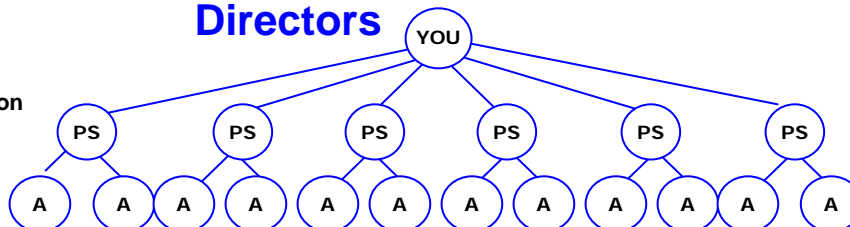
Jerry & Adam Heinrich

Jim Landolt

Donna Willon

Herb Escher & Christine Page

Directors

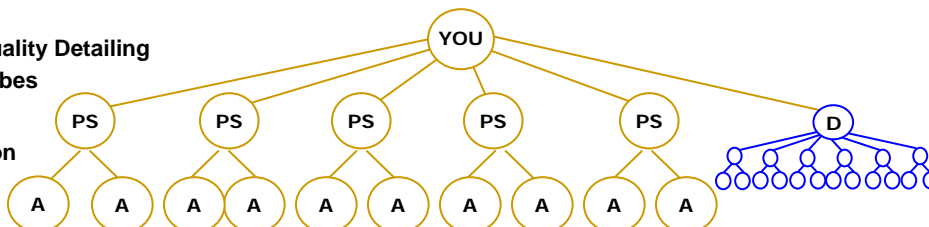


George & Sarah Moen

Tim & Joanne Meissner

Duane & Norma Andrew

Bronze Executive



Chuck and Erin Pinnell

Doug & Mary-Anne Burtch



NEWSLETTER, UPDATES AND NEWS

Cam heard about Bi Tron in the 90's but never had an opportunity to try the product. The **price of fuel** was really getting to him in April of 2004.

Cam Saw an add stating "**Save \$\$\$ at the pump** Bi-Tron is back" Doug & Mary Ann Burtch were running the add at the time. Cam wanted to get some info and try the product. Cam attended a meeting in Kelowna where Mark Wright was there telling how the

products worked. "I was impressed with the stories I heard and decided to join as Founder. At that time I had very little idea how great of an organization I had joined or how the compensation plan worked."

The **timing** of the product seemed to be **excellent** so it was a no brainer says Cam. "Now that I'm involved, I am concentrating on putting as much of my time and effort I can into my Bi-Tron Business." Cam has a job where he works long hours welding so he does his Bi-Tron business with any left over time. "I can definitely see that Bi-Tron will be another **stream of income** for my family, with the cost of vehicle maintenance and the rising price of oil and fuel it just makes sense." Cam knows that people are becoming more environmentally aware and they want to make a difference. "Who wouldn't want to share Bi-Tron's products and opportunity with friends and family. There are so many things people can do otherwise, but Bi-Tron is a **proven product**. It's a ground floor opportunity with great leaders in the field and it feels great to be involved with something that is turning out incredibly."

Cam found the product very **easy to share** right from the start, but it wasn't until his first conference that he attended and when he read "Being the Best You Can Be in MLM" that he realized that in order to become successful he had to use his up line, whether it be three way calls or the

Presentation. What it boiled down to is he could share the product but he couldn't share the opportunity himself. "I realized I had to **use my up line** and other distributors with more experience and knowledge to share the business opportunity." Cam says its works the best to share the opportunity, but you need to **share your story** and let your up line take over from there.

Cam wants to be able to have time freedom so he can spend more time doing volunteer work. "I want to use my time **how I want** rather than how I have to." In the future Cam plans to use his success with Bi-Tron by spending more time with family, and doing more work to help the community. A true class act! Best of luck Cam!



Cam Shipowick, Vernon BC Pictured with his son Braeden on the whale watching trip



Doug Duerksen, Vernon BC

It was after a phone call from good friend Tim Meissner that Doug decided to join Bi-Tron. Tim called him up and said, "Listen up I've got something for you, and **this will work**," so he listened to what he had to say and decided to come in as Founder. At the time he could quickly see the advantages of joining in as a founder as Tim did. "Some people are hesitant, they think that Bi-Tron is just another money grabber, but after watching the Product Video and with Tim's steady support, I realized **how easy** this business is." It was at this time that Doug started feeling more confident and with Tim's motivation and up line support, he started to introduce the Bi-Tron opportunity to some of his friends. Once Doug's friends became believers too it became even easier to run his Bi-Tron Business and he was able to speak with anyone **knowing and believing** in such a great opportunity. Some of Doug's friends were seeing an increase of three miles extra per gallon. Now with **great confidence** Doug is definitely going for the long hall. "If you think Bi-Tron's a money grabber your right it grabs your money, and **puts more back into your pocket.**"



FIELD BUSINESS MEETINGS AND TRAININGS

WEEKLY CONFERENCE CALLS AND BROADCASTS

MONDAYS

Live Leadership **Conference Call**

7:00 pm (P.S.T) 6:30pm Sept 5th on
To attend these live and exciting calls call: **1-212-990-8000**
and enter the pin number **1524#**

TUESDAYS

Live **Internet TV Broadcast** Join in one at www.bitrontoday.com or follow the link from your own homepage. Get your questions answered live on air!! Streaming **LIVE at noon 12:00pm (P.S.T.)** on Tuesdays!!

THURSDAYS

Live Training **Conference Call 5:00 p.m. (P.S.T)**

To attend these live and exciting calls call: **1-212-990-8000** and enter the pin number **1524#**

Expanded Training session after initial business presentation

BI-WEEKLY BUSINESS BRIEFINGS

ABBOTSFORD, BC

Second and last Tuesday each month.

7:00 p.m. registration 7:30 p.m. start

Crossroads Restaurant 1821 Sumas Way

For further assistance call Jeff Bandick at

1866-200-1269 or jbandick@shaw.ca

CORPORATE LEADERSHIP SCHOOL

SEPTEMBER 30th –OCTOBER 2nd

Make sure you reserve space for you and your team at the Leadership School at the Delta Vancouver Airport in Richmond.

Friday Night Training open to guests @7pm

Saturday Registration 8:30am, 9am-5pm. Reception & Gala Dinner @ 7pm Sunday Starts at 9am

\$149 per distributor or \$249 per couple

Don't forget to reserve your room at the hotel at our heavily discounted corporate rate of \$105!

WEEKLY BUSINESS BRIEFINGS

All Distributors and their Guests are Always Welcome!

TUESDAYS

KELOWNA, BC

7:00 Registration 7:30 start

Holiday Inn at 2569 Dobbin St. Westbank, BC,
Kelowna (Westside), BC

VICTORIA, BC

7:00 p.m. registration 7:30 p.m. start

Travelodge Hotel 229 Gorge Rd East

Ph-(250)-388-6611

WEDNESDAYS

NEW WESTMINSTER,

Westminster Club 713 Columbia Street

New Westminster, BC

For further assistance call 1-866-824-8559

VERNON, BC

7:00 p.m. registration for 7:30 start

Sandman Inn—4201 32nd St (below Denny's)

THURSDAYS

PENTICTON, BC

7:00 Registration 7:30 start

Sandman Inn 939 Burnaby Avenue West,
Penticton, BC (250) 493-7151

KAMLOOPS, BC

Hosted by: Rheal Bosse

7:00 p.m. registration 7:30 p.m. start

Maverick Motor Inn 1250 West Trans Canada
Hwy Kamloops, BC
(250)-828-0064

HALF DAY TRAININGS

KELOWNA, BC SATURDAY SEPTEMBER 10

8:30 Registration to 1:30PM

Holiday Inn at 2569 Dobbin St. Westbank, BC,

RED DEER, AB SATURDAY SEPTEMBER 17

9:30 Registration to 5:00PM

Ramada Inn, 4217 50th Avenue 403-358-7722