

STAR'CEPTORS -- THE MINDSET FOR STAR 8+

Newsletter, We now have a new name for our newsletter. **Heavy Metal Climbers** has been faded out, replaced by an aspect of the name STAR. The newsletter will have the name

Star'ceptors

This newsletter is mainly for the Bi-tron downline of Leon Froess & Alex Fraser, consisting of tips, info, comments for the empowerment of all readers, within or outside of our Bitron Downline should their mindset allow that step.

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Commitment

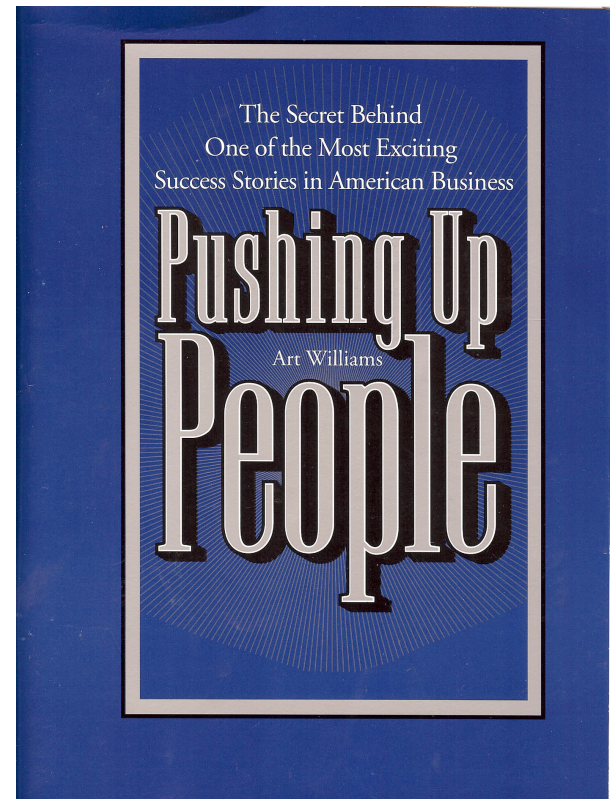
The man on top of the mountain didn't fall there. The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of WILL! Received from James Buckner

The Mindset for Success - April 2006 Bitron Conference Talk by Leon Froess, Regina Sask •

A Topic that is still Extremely Revelent in your present day life, business activity.

What is success? It is different for everyone

- Winston Churchill said success is going from one failure to another without loss of enthusiasm
- Charlie Finley said success is sweat plus sacrifice.
- Napoleon said success is perserverance.



- There are no definite answers but for one thing success is a feeling.
- It is almost always tied to an achievement or a material accomplishment.
- Think about how you felt when you accomplished something in your life

• Since success is a feeling we can choose to be successful because we can program our minds to be successful. That is what I will be talking about today.

• Quotation by Norman Vincent Peale: **Change your thoughts and you change the world.**

• We are all involved in a lifelong process to bring about success and happiness. The problem is we are not very good at directing ourselves. Most people don't even have a clear idea of what personal happiness of success would look like.

• External cues from the media, whiter teeth, more hair, less hair, etc won't get us happiness

• To be happy and successful you have to choose to be happy and successful

• It's relatively painless but you will have to change some of your most closely held beliefs and that is not something we let go of easily.

• With proper training we can experience dramatic growth in our lives

• We are all capable of so much more.

• Question - **what IS possible in your life?** Something you could achieve if you TRULY DESIRED it?

Truly is the key word here because it changes the answer considerably.

• You have to truly believe in something for it to be possible.

• If you are convinced something will never happen for you, you will be right.

• See it to believe it or believe it to see it

• **Success IS a choice.**

• If you are surrounded by people making \$30K per year then you will probably find a job paying \$30K per year

• if you hang around with millionaires you will likely learn how they did it, what it took and find out it isn't so tough, you can do it too.

• **It IS our LIMITING beliefs that keep us down.** They limit what we will attempt and therefore limit our possibilities.

• **When we commit ourselves to excellence and do whatever is necessary to bring about the best in our lives, remarkable changes take place.**

• You can literally change your reality.

• You get what you focus on.

• If you focus on positive things, you get positive results

• If you focus on negative things you get negative results

• You have to live with intent Too many people go through their whole life without a specific intent or goal

• **THE first step is to decide on your goal or purpose.**

• The second step is to take deliberate actions that to support that goal.

• People who make their intent clear are the ones who fulfill their desire\$.

• Make your intent crystal clear. Reaffirm it over and over. Reaffirm it every morning and night The more you do this the more it becomes real and it has to be real to you for it to happen.

• **Before you begin to change yourself for the better you must understand your desires.**

• You must face yourself and assess your reasons for wanting to change in the first place

• Your motivations must be fully explored or they may not overcome obstacles along the way

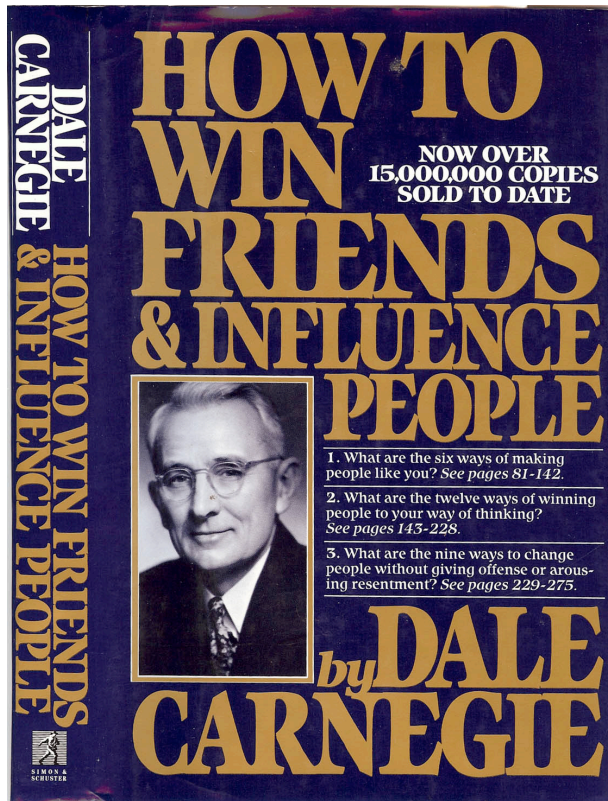
• It is your internal desire that will drive your actions.

• Success is spurred by a desire for positive results and knowing what you must sacrifice in order to achieve your goals.

• You may have to give up some television to reach your goals not the other way around • You get what you focus on

• **Focused energy creates results**

- It is the difference between activity and productivity
- Focus helps define the way our lives evolve.
- How do you see the world around you? If you see it in a negative way you will be rewarded with bad experiences, if you see it in a positive way you will be rewarded with positive experiences



• **The lens through which we see the world is a lens of our own making**, ground and crafted through experiences and beliefs, tragedies and triumphs. It is uniquely ours. If what we see is fuzzy or dirty the only way to alter the view through the lens is to clean it. As you change the lens, so changes your reality.

• **Without goals you have no plan. Without a plan you are leaving your life to chance.**

- Working hard and getting a raise is not reaching a goal
- Goals are specific milestones that you want to reach in a certain time
- Goals should reflect a heartfelt passion and your vision for the future.
- Your goals should be part of an overall plan
- Visualization has been used by successful athletes, politicians, and business people.
- Visualization ties your imagination to reality.
- Use visualization to project yourself in the desirable situation you want to achieve.
- See and feel yourself getting and enjoying whatever your heart desires in the present tense as if it is occurring right now. Not a dream, not a wish but a full size image from your imagination made so authentic that it feels real.

• **First determine what you want to visualize**

- Find a quiet spot where you can take a deep breath, relax and concentrate inwards.

- Spend several minutes with your imagined reality.
- If used intermittently, visualization can be a pleasant diversion like daydreaming
- When practiced vividly and daily without exception it acts as a powerful tool drawing you towards the achievement of any goal.

• **Repetition is the key.**

- Use affirmations to help you achieve your desires
- Affirmations are words and phrases that support your goal and prevent negative thoughts from undercutting your progress.
- Keep affirmations simple and to the point.
- By repeating simple statements to yourself or out loud you are underscoring in your subconscious mind that this is a desirable outcome.
- Start each day with a positive affirmation
- When you do accomplish a goal take the time to enjoy your success. Don't immediately rush off to the next goal. The trick is not to be content but to feel successful.

• **To understand why fortune or misfortune is happening to you in any area of your life, you need only to look within.**

- We only use a small fraction of our brain power. The subconscious mind is where our unlimited power lies.
- Hunches, intuition, an idea that comes out of the blue are all from the subconscious mind.
- If we regularly and repeatedly feed our subconscious mind our heartfelt passion, thoughts, desire, purpose we will change our physical reality to whatever we want.
- It doesn't happen easily and takes a concerted effort from your conscious and subconscious mind.
- The subconscious mind cannot evaluate as the conscious mind does.
- The subconscious mind will accept any passionately felt thought or belief. Whatever you press on it, good or bad, positive or negative, true or false.
- Whether you know it or not, your intensely felt thoughts and beliefs are the seeds that you are planting in your head, it is what your subconscious mind will respond to.
- If you truly believe you are always unlucky then your subconscious mind will seek out circumstances to provide proof that you are unlucky and in the end it will be beaming with pride on a job well done. It will say this is what is important to him and what he believes in so I gave him what he wanted

• **Positive energy/people**

• Negative energy/people

o Negative people are using their minds to focus more consistently on negative thoughts and images.

- It is easier to see what is wrong in the world than to see what is right.
- Don't let negativity, fear or day to day annoyances overrun your positive mindset.
- Reserve a special place in your conscious mind for thoughts of health, wealth, hope and freedom.
- o What I've been talking about is a means of changing your life from the inside out.
- o Crossing your fingers and hoping for a better life pretty much guarantees you won't get it.
- You have to change the way you think first before your circumstances will change.
- o Quotation by Norman Vincent Peale: **Change your thoughts and you change the world.**
- Money bank, \$1 for every positive thought, -\$1 for every negative thought
- " More careful of your thoughts, already happening but worth a lot more than \$1
- Your subconscious mind is always there full of wisdom and info and ready and willing to help but you have to learn when it is offering opportunity.
- The subconscious mind communicates through concepts, emotion and feeling.
- The most obvious way we communicate with our subconscious mind is through intuition
- We all have beliefs that we are sure about. They are etched into our subconscious mind.

- Some of them are very limiting beliefs that we got from a very early age and it takes work to recognize and change them.

- **So look for 1 or 2 of the most damaging or limiting beliefs you have and write out a new positive belief to replace the old one.**

- o Then focus on the new belief 5 minutes every day and repeat and reaffirm it.

- Consider the possibilities the new belief offers. Make it real.

- o **It is not even necessary to believe it is true at first, but repetition is important**
Helen Keller: Life is either a daring adventure or nothing.

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A peak from the Bitron Past November 1999 Nato/Bitron newsletter article

Belief in The Value of Bi-Tron

Why isn't everyone using Bi-Tron? The value of our products are proven. Here are a few examples.

Accepted in Europe as a positive step in the reduction of emissions

Recognized by Volvo, as beneficial to the maintenance of vehicles

Heavy equipment operators in the Fraser Valley significantly reduced operating temperature resulting in an extreme reduction in down time

One of the largest trucking companies in Northern Alberta.... remarkable reduction in both maintenance and operating cost

Auto & Motorcycle racing teams in Western U.S increase in horsepower and dramatic savings in maintenance time and cost

World wide Drilling company.... significant reduction in operating temperature, cost and maintenance time

Belief In The Value at the Industry

Each one of these customers are currently using Bi-Tron because someone approached an individual with the benefits of our products

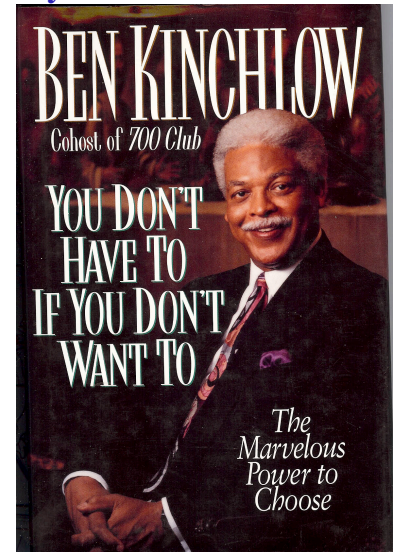
... Note; In each case, these business' became customers through individuals using the products in their own vehicles and recommending them

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The following came from Todd Falcone via Dick Simmonds. It is included here for your consideration.

10 Things you Should Never Say or Do When Prospecting !

1. **Never prospect when you are in a bad mood.** It will come out in your conversation and your prospect WILL pick up on it!
2. **Never lie or exaggerate.** There's enough lying and exaggerating going on in this profession as it is. Let's not perpetuate it.
3. **Never show your check to get someone in.** It is illegal. And...if your company finds out, they will boot you. Worse yet, if the FTC gets wind of it, your company might get into trouble.
4. **Never ask for permission to do a 3-way call.** Your BLOWING it when you do this. Maintain control at all times and simply ask your prospect to "hang on" for second while you go grab an upline leader for help.
5. **Never, ever be multi-tasking while prospecting.** You only have ONE chance to make a great impression. Don't ruin it by playing video games, online chatting, watching tv, or anything else.
6. **Never try to answer a question that you don't know the answer to.** If a prospect asks you a question and you don't know the answer, simply let them know that you'll get the answer and get back to them.
7. **Never prospect while unprepared.** If you are taking the time to initiate a call, be ready! Know exactly what you are going to do with your prospect and where you are going to guide them for further information. And...please, please, please, practice your scripts before you make the call. If you don't have any good scripts, you can get some here:
http://www.toddfalcone.com/product_details.asp?PID=19
8. **Never put down another company or person.** You don't need to trash talk anyone or any company to get ahead. It will almost always come back to bite you.
9. **Never, ever pay someone's way in.** If you have to pay someone to get in, they will never build because they have no vested interest in the program.
10. **Never, ever, and I do mean ever stop prospecting!** You must always lead by example. Your people will always do what you do. Momentum is maintained by you leading by example. Be the leader for everyone else to follow and you will build a big check.



COURAGE

Courage is the door that can only be opened from the inside!

All of Your Dreams can come true if you have the Courage to Pursue them!

Thank You For Being You!
JAMES BUCKER



THE BI-TRON SENSIBLE DRIVING GUIDE

We at Bi-Tron are very serious about *saving money* and *protecting the environment* and while we are very proud of our line of products and what they do to help us in this regard, we understand that the use of our products is just one important step in the pursuit of better fuel economy, less repairs and less harmful emissions. For this reason we emphasize to all our customers that the maximum performance of our products will be realized when users also adhere to the following, "Bi-Tron Sensible Driving Guide."



Completely
Bi-Tronizing your
vehicle will optimize
your car's operation
and **SAVE YOU GAS!**



Properly inflated tires
can decrease fuel
consumption!



By using Bi-Tron Fuel
Conditioner you can
save money not
having to fill up with
premium gas!



Keeping your vehicle
well maintained with
Bi-Tron products can
save you gas and
help you avoid costly
repairs!

- 1) **Fully Bi-Tronize your vehicle.** Install the Engine Formulation at 10% to 15% for maximum efficiency of the motor, install the Powertrain at 6% to 8% for the maximum efficiency of your Transmission, differential and steering box and install the Tire Safety Solution in your tires to reduce the potential for leaks and under inflated tires. Now add Bi-Tron's gasoline conditioner to clean your fuel system and top end, oxygenate the fuel and improve combustion which allows for a cleaner, more efficient burn with less harmful unburnt fuel going out the tailpipe.
- 2) **Keep your tires properly inflated and aligned.** Check your tire pressure regularly, especially after a drop in temperature occurs. Each tire that is under inflated by 2psi can cause a 1% increase in fuel consumption. Properly inflated tires can increase fuel economy by up to 3%!¹
 - Almost 70% of cars and light trucks on the road have at least one tire that is over or under inflated and one third of these vehicles have three or even all four tires improperly inflated!
- 3) **Try switching from premium to regular gasoline with the addition of Bi-Tron Fuel Conditioner.**
 - Unless your engine is knocking, buying higher octane gasoline is a waste of money.²
- 4) **Warm Up By Driving.** Once a vehicle is running, the best way to warm it up is to drive it. With computer controlled, fuel injected engines; you need no more than 30 seconds of idling even on winter days before driving away. Anything more wastes fuel and increases emissions.³ (Remember Bi-Tron's Engine Treatment protects your engine during cold starts)
- 5) **Aggressive Driving.** Accelerating is by far the, "thirstiest" work you can ask your vehicle to do. Fast acceleration guzzles gas and wears out your engine and tires quicker.⁴

¹ Natural Resources Canada-<http://oee.nrcan.gc.ca/transportation/personal/maintaining/vehicle-maintenance.cfm?attr=8>

² Federal Trade Commission, Office of Consumer & Business Education-September 2005"FTC Consumer alert" – www.ftc.gov

³ Natural Resources Canada-<http://oee.nrcan.gc.ca/transportation/personal/maintaining/vehicle-maintenance.cfm?attr=8>

⁴ IBID



THE BI-TRON SENSIBLE DRIVING GUIDE



Following posted speed limits can save you gas!

6)

- Drivers who manage their driving habits- accelerating gradually, driving smoothly and with care- can boost fuel economy as much as 20 percent compared to more aggressive driving styles.⁵

Keep Your Vehicle Well Maintained. A poorly maintained engine can use up to 50% more fuel and produce up to 50% more CO₂ than one that runs properly. Neglecting to replace worn out oil and gas filters results in poor engine performance, higher fuel consumption and possibly, severe engine damage.⁶



Air Conditioning use increases you fuel consumption by as much as 20%!

7)

Use Your Vehicles Air Conditioning Sparingly. Using your air conditioning system in stop and go traffic can increase your fuel consumption by as much as 20%.

8)

Don't Idle. Idling for 10 minutes a day can produce a quarter of a tonne of CO₂ emissions each year and costs you about \$70 in wasted fuel. If you stop for more than 10 seconds, except in traffic, turn off your engine and save.⁷

9)

Drive At The Posted Speed Limit. With most vehicles, increasing your cruising speed from 100 kilometres per hour to 120 kilometres per hour will increase fuel consumption by 20%.

Speeding also reduces the life of your tires.⁸



Overdrive and cruise control can improve fuel economy!

10)

Use overdrive gears and cruise control when appropriate. They improve the fuel economy of your car when you're driving on a highway.⁹

11)

Remove excess weight from the trunk. An extra 100 pounds in the trunk can reduce a typical car's fuel economy by two percent.¹⁰



Try to avoid putting items on top of your car. Air resistance can decrease fuel economy!

12)

Avoid packing items on top of your car. A loaded roof rack or carrier creates wind resistance and can decrease fuel economy by five percent.¹¹

Follow the above driving guide and feel confident that you are doing your best to save money and protect the environment!



SAVING YOU MONEY

⁵ U.S. Environmental Protection Agency – www.epa.gov

⁶ Natural Resources Canada-<http://oee.nrcan.gc.ca/transportation/personal/maintaining/vehicle-maintenance.cfm?attr=8>

⁷ U.S. Department of Energy – <http://www.fueleconomy.gov/feg/factors.shtml>

⁸ Natural Resources Canada-<http://oee.nrcan.gc.ca/transportation/personal/maintaining/autosmart-maintenance.cfm?attr=8#defensive>

⁹ Federal Trade Commission, Office of Consumer & Business Education-September 2005"FTC Consumer alert" – www.ftc.gov

¹⁰ IBID

¹¹ IBID

4 Step Proven Plan of Action for Success

Greetings,

Now that you're part of Bi-Tron, and you know about the incredible timing of this business opportunity and the type of income that will allow you to live the life of your dreams, let me share with you how simple it is to get started.

Step #1 is to Make the Decision to Become a Distributor. You've already done this! Cross it off your list!

Step #2 is to decide how much and what Products you would like.

I recommend starting wherever you are financially comfortable, however, **getting started with a GOLD Activation Pack is best.** Here are 3 reasons why:

A – You don't want to run out of Bi-Tron. You want to be sure to have some for interested family members and friends.

B – By starting out with a Gold Pack, you will maximize Bi-Tron's Compensation Plan. Simply, you will earn more money when others join your team.

C – Others will do what you do, so when you get started with a Gold Pack, your own new distributors will too. This will mean half the people for more than double the income; a true win, win!

Step #3 is to share Bi-Tron with other people.

Who do you know that may be looking for a new way to make money, pay off some bills or get out of debt? Who do you know that might be looking to supplement their current income or take some financial pressure off themselves? How about someone who would like to catch up on some old promises or start reaching some of their own personal dreams and goals? This is your first list.

Your 2nd list is this: Who do you know that takes an active interest in the environment? Who do you know that loves cars? Who do you know that drives a large truck? Who do you know that is complaining about the performance of their vehicle?

So Step #3, is to make your list.

Step #4 is simple. It's to plug in and pay attention. The Bi-Tron Team has everything in place for you to succeed. We have LIVE Training Calls, LIVE Training Events, Training Websites, Manuals, Scripts and Training Documents, all designed to teach you exactly what to do and say, to succeed in your own Bi-Tron Business. But you must plug in and pay attention if you truly want to succeed.

Philip, have you printed your Bi-Tron Business Plan? If not [click here](#) for a copy and start using it right away. It is a proven guide to creating a booming business.

So there you have it Philip, a 4 Step Proven Plan of Action.

Try Some Products FIRST!

Log in at <http://username.bitronglobal.biz/login.html>

In just a few minutes your first Bi-Tron order can be well on its way and then when you are ready to begin sharing Bi-Tron with others, I will show you exactly how to begin earning income with us.

Get Started Today!

I look forward to speaking with you soon!

Successfully,

Word of the Week from James Bucker Thank You For Being You!

Discipline

It is easier to go down the Mountain than up, but the view from the Top is the Best!

Desire

The longer I live, the more I am certain that the difference between Great and Weak Men is simply an invincible determination!

WOW will be the name for Word of the Week from this day forward. Read then watch this video.

Facing Your Fears

We all Face the **Fear** of Rejection

We all Face the **Fear** of Failer

Those whom **Press on** and Puts **Action** into facing the **Fear** will see the Reward!

Watch this video <http://www.youtube.com/watch?v=9lp0IWv8QZY>

Watch this video then tell me if you and your team can not become successful in Bitron

<http://www.youtube.com/watch?v=YAUY5ZKllpQ&feature=related>

Thank You For Being You!

Take care and God Bless

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Bitron 6 Star & 4 Star Distributors, Founder, & Presidential Founder