

HEAVY METAL CLIMBERS

March 2009 issue # 8

Today Matters!

Being open minded matters!

Viewing things differently matters!

You can realize your dream!

The secret seems to be to find the approach that best fits with your personality and skill set.



WELCOME;

This issue of **Heavy Metal Climbers** is on a different slant. That of self improvement via reading and applying the ideas of mentors whoever they may be.

After this short introduction it starts of with 2 messages from Dick Simmonds President & CEO Bitron about a book he is reading Called Beach Money. That is followed by a bunch of quotes from books I have read. To see my book list go to this web site

<http://www.increasefuelefficiency.com/site/1495973/page/779448>

At present, I am re reading the Conversations with God Series by Neil Walsch for about the 3rd time

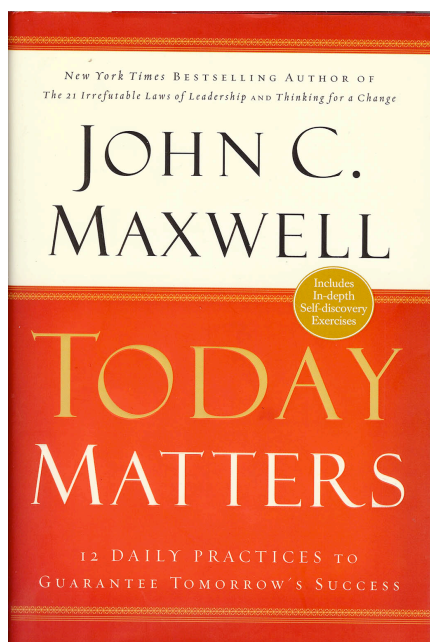
One of my observations,

No matter what you determine or choose to do in your life or with your life the biggest challenge is going to be how you deal and handle you in that journey.

That result will determine how you deal with others and they with you. Do nothing gain nothing, do something gain that reward good or bad. Your thoughts bring forth your reality.

Another observation is that you can offer advice and make suggestions, lead a horse to water but beyond that you have to let go by accepting the situation and or circumstance at that moment so that a further step can be taken in time. The mindset of each of us is different, as such we have to learn to perceive things differently. we have to have the ability to suspend our disbeliefs on whatever. We have to have the ability to let our mindset be flexible and grow with and into new perspectives. We also have to allow our inner wisdom to come forth to assist us in accomplishing these steps so that we can continue to begin with the end in mind of what ever goal we are presently presuing.

Another thing that I have learnt is that --When something works, it works period,-- regardless of YOUR, my or anyone ELSE'S view, comprehension, understanding, belief of that item that works period. **As a result, we each have to choose to voluntarily to bring our mindset up to**



from cwg
p.109

**seek not
a set of
beliefs
seek an
aware-
ness of
what you
know.**

from cwg
p.129

**Every act
is an act
of self-
definition.**

date to meet that new perspective, understanding, comprehension. Thus no view or understanding or lack of same affect the way When something works, it works period, The item, product works independently of our view, understanding or comprehension of lack of same. That item in our case are the Bitron products. Thus the educational journey begins.

It all boils down to our choices and the resulting mindset we choose to maintain.

There are a lot of interesting distractions out there which are becoming, is one of our biggest challenges that we are facing with our self discipline.

Yet now I invite you to open wider the space of possibility. That it is possible for someone to do, to bring forth a new understanding. From p.80 from nr cwg

Enjoy perceiving things differently. Alex Fraser



Message from Bi-Tron President & CEO

Jordan Adler, the author of "Beach Money", was in network marketing for over 10 years before he started to make any money!

We all know that there are many different ways to approach this business. The secret seems to be to find the approach that best fits with your personality and skill set.

In his book, Jordan lays out what the breakthrough was for him. Here are a few excerpts that caught my eye:

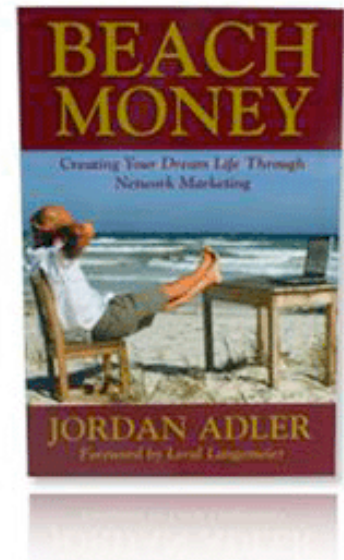
"And then I met Russ. Russ was a young multi-millionaire in the networking industry.....I told Russ my story. I needed to know how Russ did in 5 years what! most others failed to accomplish in an entire lifetime.

He said, "In the business of recruiting, you'll need to be prepared to recruit twenty to thirty people. It doesn't matter if you are in real estate, financial planning, insurance or network marketing. You must recruit 20 to 30 people to start with." He then said, "One third of your recruits will do absolutely nothing. One third will do a little. And one third will make a good income. Usually, one of them will build a group of thousands."

"He told me that he had seen many people try

To change these numbers. He watched as many newcomers tried to motivate their slower-moving distributors by holding workshops and trainings.

He said, in the end, some will do it and some won't. **All the energy and**



from cwg p.140

What you call many failures are actually successive experiences. And how can any experience which you call "successive" be a failure?!

time you put in to trying to get your weaker team members to grow is time wasted. You are better off using that time to help your motivated distributors and to recruit a few new people to get started in the business”

“I had never in my life recruited anyone for anything. But I knew that if I would consistently meet with three or four people per week, I could certainly sponsor one person per month. A two year plan sponsoring one person per month would give me somewhere between the necessary twenty and thirty people. So I joined my twelfth network marketing company, I was still working a job in management at the airline and had a staff of six trainers working for me. I had very little time to build a side business, except for my lunchtime.”

Jordan went on to become the top income earner in his company making a six figure income, MONTHLY! He goes on to talk about the use of “Technology”:

“I see many young entrepreneurs struggle with the fundamentals of growth in a network marketing company. Their biggest problem is leaning too heavily on the Internet and technology to build their business! Many will completely abandon the basic principles for growth and trade them in for automatic systems designed to scoop people up in mass quantities. They expect the technology to do the work for them. Inevitably they are baffled by how to attract a group of loyal entrepreneurs and keep them for the long haul.”

“Here are some points to consider:

1. You must have a plan and stick to it for 18 to 24 months.
2. You can build serious income on a lunch time schedule.
3. Usually your big income growth will be tied to the work of 1 or 2 people.
4. To find the 1 or 2, you must sponsor and train at least 20 to 30 people.
5. Sixty to 90 percent of the people you show your opportunity to will probably be uninterested.
6. Technology will not replace the fundamentals of building a successful business.
7. Regardless of how financially tough your situation is, you can turn it around in 18 to 24 months with a consistent plan.”

I will pass on some more thoughts from Jordan, later next week.

Cheers,
Dick Simmonds President & CEO
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#2

two men
looked out
from
prison
bars
one saw
the mud
the other
saw the
stars

from

How to stop worry-
ing and start living
by Dale Carnegie
p. 152

What do you see!

Jordan Adler, the author of "Beach Money", was in network marketing for over 10 years before he started to make any money!

He shares the lessons he learnt the hard way in this book and this lesson in particular is one that many have trouble with. In network marketing we are all connected and sometimes we feel that we are personally responsible for the success of everyone in our group, however, we forget that we are all also independent business owners and we cannot assure the success of our business if we're trying to assure the success of many others at the same time.

Here is an excerpt from Jordan about successfully Managing Your Team:

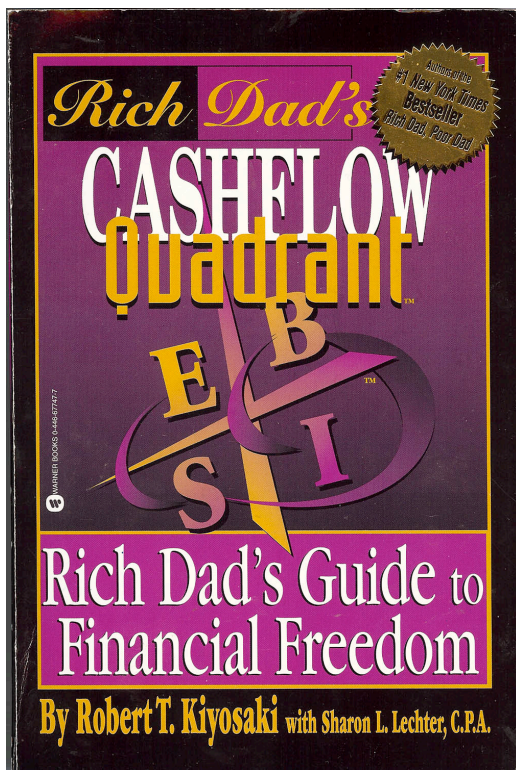
"If you are currently building or planning on building a big team, this is probably the most important part of this book. Your job when sponsoring someone is to simply get them started. It is not your job to manage them. Each person who joins you is an independent business owner and is responsible for his or her own business. If you plan on managing thousands of people, you will have a big problem. There are not enough hours in the day. The formula for burnout is a belief that you must manage your whole team.

If you are moving quickly in your new business, you may personally bring in about one new person per week. I don't recommend sponsoring more than one per week if you plan on doing a good job getting your new distributors started.

1. You sign them up.
2. You train them for an hour.
3. You help them bring in their first two or three people.

That's it! Any other phone calls or visits are strictly social or a periodic coaching call.

It is not your job to manage your people. If you need to manage all your people and their people, your group will only grow as far as you can reach (arm's length). You will limit your growth to only the people you can per-



Today Matters!

**For things
to change
You have to
change**

Jim Rohn

**Yet now I
invite you
to open
wider the
space of
possibility.**

sonally work with. Think about it: how big will your group really become if all your organizational growth depends on you? Again, your job is simply to get your new distributors started, and then go work with someone new!

It is not your job to answer the questions of all the people in your group. Your job is to train your new people to answer the questions of their new people. Everyone is responsible for the few people they bring in. If I had to manage the thousands of people in my group, I would go crazy!

You will never abandon your people, but you do need to delegate the responsibility for new distributors to the person who signed them up. Occasionally there will be times when a distributor is not very active in the business and may need to lean on you to pick up the loose ends of training a new person. Be careful about crippling your group by always doing it for them.

If you find yourself “spinning plates”, you will have a tough time growing a large business because you limit the number of people that you work with. Most likely you will experience burnout within a short time. Your job is to sign them up, train them, and help them sign up their first few people so they know how to do it. That’s it. Then do it again and again.”

The ultimate goal in network marketing is to achieve financial and time freedom - don't let anyone hold you back.

I will pass on some more thoughts from Jordan in the coming weeks.

Cheers,

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It is the size of ones W I L L which determines Success

For things to change You have to change Jim Rohn

What you think, you get,

RECOGNIZE THERE ARE MANY KINDS OF THINKING

What is important is ideas.!

Thoughts For Your Consideration

Life begins at the end of our comfort Zone

Remember it's always your new thought that creates your reality. Always Who do you choose to be. What do you choose as your grandest visions.

No matter what your philosophy is, it will be tested on a regular basis.

“Einstein was a great believer in the theory that 90% of the solution to any problem consists in awareness of the problem”. We believe a similar theory: namely that 10% of success in Networking consists in the choice to participate in our field. The other 90% consists in learning about and capitalizing on some fundamental secrets. Holy Grail series

Faith is to believe what we do not see; and the reward of this faith is to see what we believe. St Augustine of Hippo

Start with the End in mind.

Believe in your Dream, believe you have now reached that goal, that goal you have set for yourself within this journey called life, Allow & choose it to come forth.

Faith is trusting in advance what will only make sense in reverse. Phillip Yancey

Things turn out best for the people who make the best of the way things turn out .. John Wooden

You can pay now and play later, or you can play now and pay later. But either way you are going to pay. Today Matters p.19

But no matter what work you do or where you do it, your greatest challenge is you. Today Matters p.283

If you truly want to grow then commit yourself to not only accepting change but seeking it. Today Matters p.286

So, it seems, we are In this together. And there's nothing to fear. We are what we are, and we do what we do as a result of that, and all we have to do is stay true to that and there's nothing to fear.

But no matter what work you do or where you do it, your greatest challenge is you. Today Matters p.283

Thought is the original source of all wealth, all success, all material gain, all great discoveries and inventions and all achievements. --Claude M Bristol

Think outside the Box. *Question your perspective constantly!*

What is the next grandest version of the greatest vision you have of WhoYou

Are!

Your Intent, your thoughts is what brings you to what you get.

What you think, you get, whether you like it or not.

The more things stay the same the more things are on a circular downward spiral.

quote from the book Today Matters by John C Maxwell p. 136

If you want to become a great thinker, you first need to become a good thinker. Before becoming a good thinker, you need to become a thinker.

In order to become a thinker, you need to be willing to first produce a bunch of mediocre and downright bad ideas. Only by practicing and developing your thinking daily will your ideas get better. Your thinking ability is determined not by your desire to think, but by your past thinking. To become a good thinker, do more thinking. Once the ideas start flowing, they get better. Once they get better, they keep improving.

RECOGNIZE THERE ARE MANY KINDS OF THINKING like as follows:

Big Picture Thinking, Focused Thinking, Creative Thinking, Realistic Thinking, Strategic Thinking, Possibility Thinking, Reflective Thinking, Questioning Popular Thinking, Shared Thinking, Unselfish Thinking, Bottom-Line Thinking

What is important is ideas. If you have ideas, you have the main asset you need, and there isn't any limit to what you can do with your business and life. Harvey Firestone quote from Today Matters by John C Maxwell p 134

God Bless

Alex Fraser,

Leon Froess

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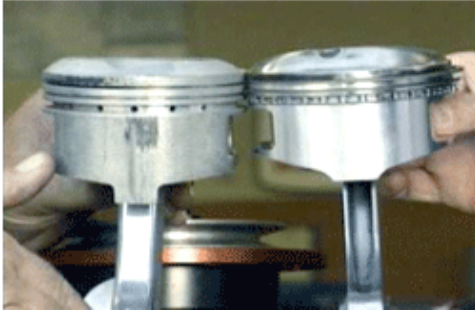
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Knowing, Awareness is above proof.

Proof can always be denied, easily eliminated by a couple of words--Like it can't work, I don't believe it, it is too good to be true, etc. **Acceptance makes a difference even when you do not understand completely. Acceptance opens the door to further possibilities. ww**

DRAGSTER ENGINE

The piston on the left was taken out of a dragster engine after 70 runs without Bi-Tron. The piston skirt has a severe scuffing. The piston on the right was taken out of an engine after 350 runs with Bi-Tron. The piston has no signs of wear, is completely clean, and all the friction surfaces are polished!



Crankshaft area on which the piston-rod bearing slides. After 350 runs the surface is mirror-polished and has no signs of wear.



A close-up of an upper end of a piston after 350 runs with Bi-Tron Engine Treatment. Since in Dragsters it is prohibited to use any fuel conditioners, only Engine Treatment was used. As you can see, there is carbon deposit above the upper ring, but none under it and lower. The ring surfaces are polished and clean. The cylinder skirt is completely clean. Because of the polishing effect of Engine Treatment, the tighter seal of the piston rings prevented the penetration of combustion gases into the oil system.



A close-up of a liner wall of one of the cylinders. After 350 runs, totally clean and polished. In all the cylinders you can find traces of cross honing pattern of the original bore, indicating that virtually no wear took place.