

From the author of the New York Times
bestselling *The Hidden Messages in Water*

The Secret Life of Water



masaru emoto

Are you an Investor In your Bitron Business!

I [Alex] call
this the
**POWER
OF A
THANK
YOU!**

The following
is from the
book I am
reading, titled

The Secret

Life of Water by Masaru Emoto 2005,
ISBN13 978-07432-8982-5, p20
In my [Masaru Emoto] previous book,
I explained how We put cooked rice in
three glass jars, and to one of the
jars we said "Fool" To another we
said "Thank You". and simply ignored
the rice in the third bottle. The rice
that was told "Thank You" fermented
and has a nice fragrance. The rice
that was told "Fool" darkened and
rotted. The rice that was ignored
turned black and emitted a highly re-
pugnant smell.
However that's not the end of the
story. I took these same jars of rice
to an elementary school, and the
students said "Thank you" to the rice
in all three containers. It wasn't long
before the rice in all three containers
fermented and started to emit a
pleasant smell -- even the rice that
had spoiled.

Your Mindset

*How SET is your MIND SET! Is it set in
immovable stone. Is it set to be open to
new possibilities or does it require
some Bitron Penetrating Lubricant to
supple up the rusty hinges of it's closed
door in order to view a perspective
from a different angle??*

Going from Zero to Hero

Are you at a loss
as to what to say
to prospective
customers? Are
you over-
whelmed with
the whole
process of build-
ing relationships
with strangers?
You are not
alone.
The intent of
the following
guide is to help

you overcome those initial fears or
apprehensions.

Step One Breaking the Ice

How do I approach people
about the various opportunities
offered by Bi-Tron?

Insight #1: Give presenta-
tions to only those individuals
who ASK for it.

Insight #2: Only use ice-
breakers that:

- are rejection free
- have a good success rate
- never pressure or embarrass

Insight #3: Top five reasons
why people will buy into what you
are saying:

- make money
- save money
- save time
- avoid effort

• get out of pain, discomfort or excessive stress.

Insight #4: People spend money either to:

- obtain desires or wants
- solve problems

Skill #1 I just found out

Say: I just found out [select an appropriate comment].

If you would like to know how, I would be glad to tell you.

Possible comments:

1. how to get an extra pay check every month.
2. how we can fire the boss and start our own business.

4. how we can retire five years earlier at full pay.

5. how we can take a one-week holiday every month.

6. how we can get a \$100 tax refund every month.

7. how college students can earn more money part-time than their professors do full-time.

8. how housewives can earn more money part-time than their husbands do full-time.

9. how secretaries can earn more money part-time than their bosses do full-time.

10. how we can help the environment and it won't cost us any money.

11. how to save money every time we fill up.

12. how to save money and the frustration of car repairs.

Skill #2 What do you do for a living?

Say: What do you do for a living?

- Listen intently.
- Show interest.
- Ask open-ended questions that draw out more information.

• And if you are asked:

What do you do for a living?

Option one: Say: I show people [select an appropriate comment from the above list].

Option two: Say: Well, you know how [outline a problem].

What I do is [solution].

Examples

Problems Solutions

1. You know how gas prices are on the rise.

What I do is help people save money on gas.

2. You know how costly car repairs have become.

What I do is help people save money on repairs.

3. You know how we waste so much water washing our vehicles.

What I do is show people how to do it without water.

4. You know how we spend a lot of time cleaning our vehicles.

What I do is show people how to save time in doing so.

5. You know how we seem to pay more and more in taxes.

What I do is show people how to get a tax refund every month.

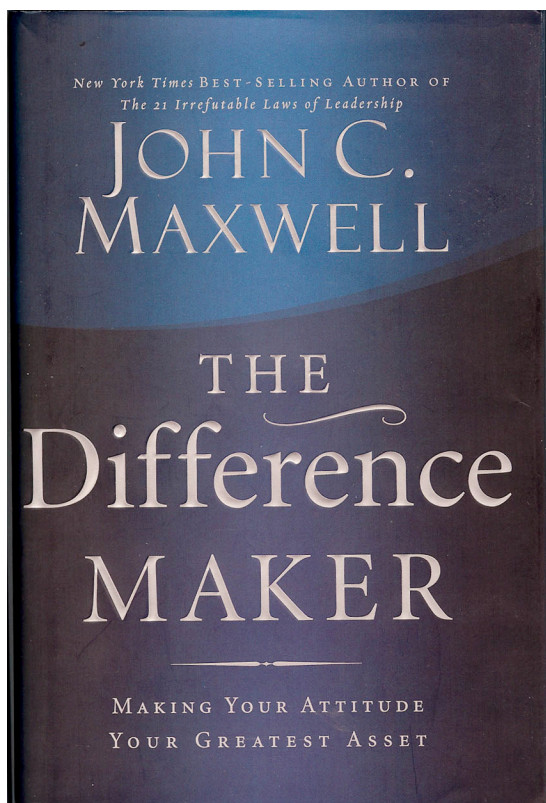
6. You know how people end up in a dead-end jobs.

What I do is help them fire the boss & start their own business.

7. You know how many people are concerned about having enough to retire.

What I do is show them how to retire in five years at full pay.

8. You know how costly college/ university is for most students.



3. how we can stay at home with our children and still get a full-time pay check.

What I do is show how students can earn more money part-time

than their professors do full-time.

9. You know how there never seems to be enough time for vacationing.

What I do is show people how to take a one-week vacation every month.

10. You know how difficult it is to stay at home with the kids & bring in a pay check at the same time.

What I do is help people do just that.

Skill #3 Dealing with a negative attitude

Possible questions to ask:

- Would you like to do something about it?
- Have you ever considered doing something about it?
- Would you like to have more time, more freedom or more control over what you do?

Skill #4 Induce negativity

Say: What are your two biggest [name a problem] ?
career problems?
car problems?
environmental concerns?
expenses in running your vehicle?

problems with your job?

Skill #5 Create disagreement

When talking about one's job or career, say:

That's wonderful! I hear that it is a terrific way to make a lot of money?

or

That's great! I hear that it is a super way to have a lot of free time?

Step Two Establishing Rapport

Insight #5: Try to leave each individual feeling better for having talked to you.

Make them feel important.

Ask yourself: How can I add value to the people I come in contact with each day?

Help people make a decision that is good for them.

Skill #6 Be a sympathetic listener

- Listen with your eyes. Are you maintaining eye contact with that person?
- Listen with your body. Observe your body language.

Are you engaged in other distracting activities?

Are you square to the person?

Are you using facial expressions to express interest and comprehension?

- Listen without your mouth. Avoid the temptation to interrupt.
- Express your understanding with positive affirmations and by paraphrasing (restating) for clarification.

fication.

Insight #6: Sell the sizzle, not the steak. The power in selling is not in the telling.

Skill #7 Get all the facts first
Ask open-ended rapport-building questions to determine an individual's wants or concerns, such as:

- How have rising fuel prices affected you personally?
- What is your opinion about what we should do about global warming?
- What is the one thing you would make better, if you could change?
- What do you think about becoming your own boss or having your own business?
- What do you like least about?
- What do you like most about?
- What kind of marketing have you used in the past for your business?
- How has it worked for you?
- How would your spouse feel about having a home-based business?
- How much free time does your present job give you?
- If time and money were not the issue, where would you like to travel?

Insight #7: People make the following five decisions in this

precise order before you are able to convince or persuade them:

1. about you –Do they trust, respect and like you?
2. about your company – What is its reputation? What values does it portray?
3. about your product or service –Does it solve a problem or address a want?
4. about your price –Do they see the value in it? Why should I buy your product/ service?
5. about the time to buy –Is this the appropriate time to buy?

Skill #8 Deflecting the Telling

Should an individual ask for all of the facts right away say:

I would like to tell you everything about who we are and what we do, but first I need to see if there is a fit between what we do and what you might be looking for. Do you mind if I ask you a few questions first. Would that be all right?

Insight # 8: Seek to clarify and understand first, before suggesting a course of action.

Skill # 9 Ask for Clarification

Say: So, if I understand correctly, you are looking for [paraphrase the want or solution]

Is that correct?

or

Do I have an accurate picture?

or Have I missed anything?

Step Three Calling in the Troops –Team Support

Insight #9: Enlist the support of your Success Team.

In the beginning, focus on selling the sizzle, not the steak.

Let more knowledgeable team members help you.

Possible team strategies are:

- 3-way calls
- 3-way meetings
- an invitation to a business networking event
- an invitation to a teleconference networking event
- an invitation to a training event

Insight #10: Get into the habit of using proper phone etiquette. Some points to keep in mind are to:

1. say hello
2. use the person's name
3. identify yourself
4. ask a polite How are you?
5. ask if this is a good time to call.

Skill # 10 Touching Base on the Phone

Possible openers:

- I was just going through my phone list and we haven't talked for awhile. Do you have a minute to chat?
- I was thinking about your situation and

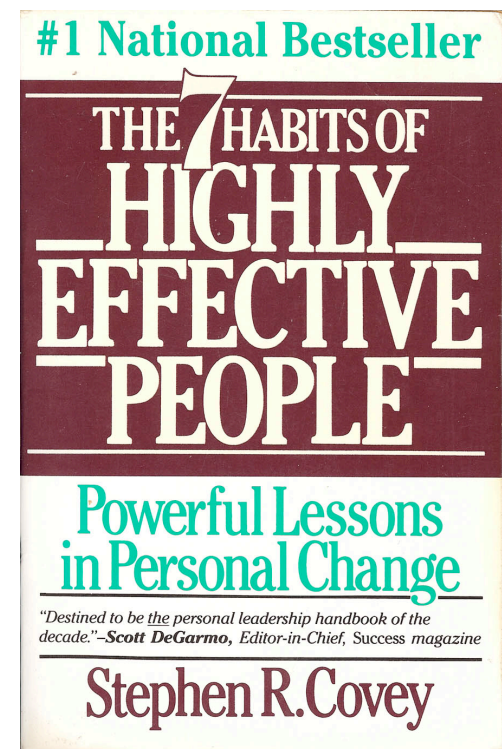
• I came across an idea that I believe will interest you! Could we get together in the next day or so to discuss it?

• The other day you shared with me that you had a challenge with [their problem]. I think I may have a solution that will work for you. Can we get together?

• I'm just running out the door and I don't have much time. However, I want to share an idea with you that I believe will interest you! I would like to get together so that we can talk about it. Are you available today or tomorrow?

Randall Stewart: January 16, 2007

From the bitron web site back office, library.





Taxi Cab Fleet: The cabs were treated with Bi-Tron. Compression readings ranged between 149 and 154 (equivalent to that expected from a brand new engine). The Bi-Tron treated cabs ran quieter and smoother. The average operating temperature was reduced by 20 degrees. Drivers reported mileage improvement.

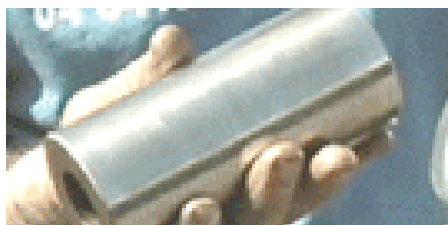
Emission: In a controlled



laboratory test, Bi-Tron Fuel Conditioner reduced CO² emissions drastically. During the same test CO emissions were reduced as well as hydrocarbon emissions! In a similar test diesel engine smoke emissions were reduced dramatically when using a Bi-Tron Fuel Conditioner.

<http://www.glengarry.neverpayforfuel.com/racing.html>

This newsletter is also downloadable



Asphalt Quarry: A diesel engine, in which Bi-Tron had been used for almost 3 years, was taken apart. No traces of wear were found and the engine parts looked completely clean and almost new. Additional tests were done and show amazing oil characteristic retention; not common under normal circumstances.



Dragster Engine: One piston was taken out of a dragster engine after 70 runs without Bi-Tron. The piston skirt has a severe scuffing. Another piston 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.

<http://www.freegas.neverpayforfuel.com/special/flash/howitworks.html>

From
<http://heavymetalclimbers.blogspot.com>
As are the back issues



Seamus Kennedy

"I noticed that my car's gears were hard to change so I got my mechanic to drive the car and he noticed the same. I added the Powertrain Treatment to the gearbox and power steering pump and have found the gears change much smoother now."



Bob Frew

"I used to drive a car that only took premium fuel. I tried Bi-Tron's Gasoline Conditioner with regular fuel. Immediately with the first use of Bi-Tron I was already saving 10+ cents a litre!"

http://www.glengarry.neverpayforfuel.com/audio_results.html

Experience Something rather the Expect something.

You can never change your life until you change something you do daily -- Today Matters p19

Devoting a little of yourself to everything means committing a great deal of yourself to nothing -- Michael LeBoeuf.

Be the change you want to see in the world -- Mahatma Gandhi

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The Way Way We Go!

When you look at business and where it has been and where it is going you need to look at the last 100 year. What ever you see the wealthy do, with in the next 10 to 20 years that is the way the world will be doing business.

In the early 1900's the most popular way of doing business was what we call Mom and POP stores, they were very wealthy and popular, you were well to do if you had a Mom and Pop Store.

Now what happened 50 years later around 1950? The wealthiest Mom and Pop Stores started expanding and developing more stores. We

call chains of stores. So Now what do you see out there? Stores, Restaurants, Hotels, all franchised out and they have thousands of them under the same name, Hilton, McDonalds, Starbucks, and Wal-Marts. Now we must look at what the Wealthy have been doing the last few years. I am not talking about the Millionaires out there But I am talking about the **Billionaires** out there. What are they doing? I will name 4 of them. Billionaire **Bill Farley** Owner of Fruit of the Loom, Chicago White Sox, He in 2008 bought his first MLM company. **Robert Kiyosaki**, author of the best seller Rich Dad Poor Dad, Real-estate Billionaire, Owner of an MLM company. You know this name **Donald Trump** He has bought 2 MLM companies over the last 2 years. The Last person and the Wealthiest is Billionaire **Warren Buffett**, He himself last year bought 6 MLM companies. The reason I say this is Look at whatever the way the Wealthiest are doing things we will be their in the next 10 to 20 years. **Weather you like MLM or not it is the way business is going. The world is changing and if you want to survive in the future you need to change as well.**

So We believe we have the answer for you with are company. We looked at MLM and saw all the issues, that the average person was having and we addressed them. We have a product with a 100%

money back retail Guarantee, Plus we have a product that puts money back into your pocket by using just the product alone. Then we look at making money. The average person make no money in MLM, it is to hard for them they cant go out and find 50 to 100 people to join there company. Well we addressed that as well. All you have to do is find 2 people that want to Make Money, 2 people only. We will teach you the simple way of the Power of 2 people. If you have been looking for the answer to a way out of these tough times, We believe we have the #1 solution. You will have to do some work. But it is not hard at all we made it simple, but you will have to do some work.

Thank You For Being You!

JAMES BUCKER

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Take Care & God Bless
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NB

We are changing the name of this newsletter to meet the current Bitron levels which is STAR. MORE ON THIS LATER

Bitron Tri-Wash -Waterless Car Wash

Bitron Tri-Wash: Frequently Asked Questions

In an effort to streamline our Customer Service Department's Call Center the responses to some of the most commonly asked questions may be found below.

1. Protective Glaze?

Tri-Wash® & Protective Glaze is a combination car wash, polish and protective glaze which is applied directly to a dirty surface without the use of water. It cleans, polishes and protects in one easy step! Tri-Wash® & Protective Glaze combines the best features of waxes, polishes and paint sealants without any of the drawbacks.

2. Why is it possible to apply Tri-Wash® & Protective Glaze over a dirty surface?

Tri-Wash® & Protective Glaze contains wetting agents, lubricants, protectants and detergents which combine to soften and emulsify surface grime. Tri-Wash® bonds to dirt molecules and protects the cleaning surface against scratches with a protective layer of lubricants

3. How do I care for my vehicle between Tri-Wash® & Protective Glaze applications?

You need two soft terry cloth towels. Wet one with water



until it is almost dripping, then lightly run over the area to be cleaned. DO NOT APPLY A LOT OF PRESSURE. The dirt and water will not stick to the Tri-Wash® on the surface. Now take the dry towel and lightly buff the area dry. That exclusive Tri-Wash® shine will be immediately restored!

If your car is extremely dirty with mud, pebbles, or any other foreign matter remove it from the surface with care.

4. How durable is Tri-Wash® & Protective Glaze?

A vehicle surface protected by Tri-Wash® & Protective Glaze will bead water for a year or more. When applied to paint on a new vehicle, then reapplied twice a year, the paint will not fade. On older, extremely oxidized paint, Tri-Wash® & Protective Glaze may need to be applied as often as every 2-3 months, even though the paint is still protected and beading water.

5. What are the benefits of Tri-Wash® & Protective Glaze on glass, and are there any precautions to its use?

There is no other product for use on glass which will give the brilliant clarity of Tri-Wash® & Protective Glaze. The glass will

seem to disappear. The product also makes a glass surface smoother, or slippery, so that water runs off a windshield without a trace. This "slick" surface also means that insects, bird droppings and tree sap can be removed effortlessly. In winter, windshields and outside mirrors protected by Tri-Wash® & Protective Glaze are more easily cleared of snow and ice.

6. Can Tri-Wash® & Protective Glaze be applied over other waxes and polishes?

Yes. It will cut through any wax or polish and leave a brilliant, bonded layer of protection.

7. If I decide to wash my car before applying Tri-Wash® & Protective Glaze, must I dry it?

Yes. Tri-Wash® & Protective Glaze works best on a completely dry surface and should not be mixed with water at any time. Why use water anyways?

8. What happens if Tri-Wash® & Protective Glaze freezes?

Tri-Wash® & Protective Glaze has been subjected to repeated low temperature tests with no damage to the formulation. However, it is recommended that Tri-Wash® & Protective Glaze be stored at room temperature at all times.

9. Does Tri-Wash® & Protective Glaze contain silicones?

No.

10. Do I need to shake the Tri-Wash® & Protective Glaze bottle before use?

Yes and no. If the product has not been used for a long period of time some of the ingredients fall out of solution and need to be remixed before use. Otherwise, shaking the bottle is not necessary.

11. Can another type of spray bottle be used to apply Tri-Wash® & Protective Glaze?

Yes.

12. Is frequent use of Tri-Wash® & Protective Glaze harmful to the paint?

No. Tri-Wash® & Protective Glaze can be applied daily without harming the painted surface.

13. What other surfaces can I use Tri-Wash® & Protective Glaze on?

Tri-Wash® & Protective Glaze can be used on any hard non-porous surface. Do not use it on leather or fabrics. It will do a great job cleaning mirrors, countertops, glass, jewelry, gold, silver, brass, granite, tile, steel, aluminum and anything else you can get your hands on.

If you do get some overspray onto a porous surface such as leather there is no cause for concern, just wipe it off before the product dries.

14. I've noticed that some of the Tri-Wash® & Protective Glaze droplets get past door, trunk and hood openings. Is it harmful to leave them there?

No. Such over spray is unavoidable. These droplets can be wiped off anytime, even several months later.

15. Can I use a buffer when using Tri-Wash® & Protective Glaze? What buffer speed is best?

Yes. Use a conventional or orbital-type buffer equipped with a foam polishing pad. Do not exceed 2,400RPM when using an orbital buffer.

16. How and how much should I spray on the cleaning surface?

More is not necessarily better. An average size car can easily be cleaned with 2-3oz of Tri-Wash® & Protective Glaze. Spray in long sweeping motions, holding the bottle around 12" from the surface.

17. Should Tri-Wash® & Protective Glaze be removed while still damp, or let it dry completely?

We recommend you let Tri-Wash® & Protective Glaze dry until you see a haze on the cleaning surface (usually under 30 seconds depending on weather conditions) for best results.

18. How many waterless washes can I expect from a bottle of Tri-Wash® & Protective Glaze?

A 32 oz bottle of Tri-Wash® & Protective Glaze should easily clean, polish and protect 10 medium size vehicles. Of course, the larger the vehicle, or the worse the condition of the paint, the more Tri-Wash®

& Protective Glaze you will use. But remember, a little goes a long way!

19. How often should Tri-Wash® & Protective Glaze be reapplied to keep a vehicle looking good?

Once a month application is recommended for daily drivers. Of course, that depends on the color and condition of the paint, the weather conditions and the vehicle owner. Some people like their cars cleaner than others!

20. How economical is Tri-Wash® & Protective Glaze?

If a 32 oz. bottle of Tri-Wash® & Protective Glaze results in around 16 cleaning/polishing jobs (2oz per wash), you're getting a bargain at a little over \$2.00 each time. Compare that with cost of having your vehicle detailed! The biggest saving is in the most valuable resource of all, water!

21. Is Tri-Wash® & Protective Glaze safe for clear coats?

Absolutely.

22. How soon can Tri-Wash® & Protective Glaze be applied to a repainted vehicle?

We recommend you wait 90 days during which time thinning solvents evaporate from the paint, allowing it to cure.

For the rest of Tri-Wash FAQ's go to

http://glengarry.bitronglobal.biz/product_wash_faq.html