



# Burning it up in Bi-Tron

## Congratulations...

**Doug and Mary-Anne Burtch**

### Bi-Tron's First Qualified Founders AND First Qualified Presidential Founders

Chances are, you'll probably assume this photo of



Doug and Mary-Anne is from a digital camera. The great thing about that technology is, that it makes the cost of taking pictures cheaper. Well, although

you can choose camera styles and prices, what you'll pay for fuelling up your car isn't up to you, *but*, you can do something about it—and that's just what Doug and Mary-Anne did when they got involved with Bi-Tron.

"The timing for Bi-Tron is unbelievable," says Doug. "And the opportunity for this business, is probably the best we've ever seen in our 10 years of network marketing. Everywhere you look you see fuel prices increasing." And there's no time like the present.

The couple agrees that the timing for a good opportunity has to be perfect. "When Chuck Pinnell introduced us to this company, we were interested right from the start. We knew of Bi-Tron from when it was around back in the 90's; we were with another company at the time, but were aware of its success, so we knew it was a winning product."

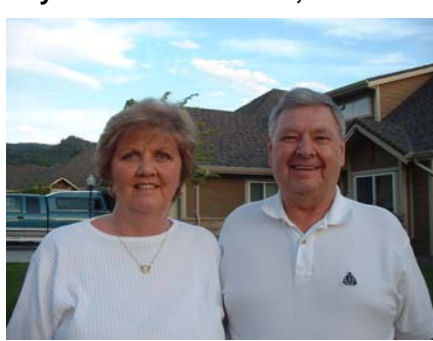
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## Congratulations...

**Duane and Norma Andrew**

### From start to Founder in 28 days Bi-Tron's Fastest Qualified Founders - To Date!

They're new to Kelowna, but not so new to net-



work marketing. With 29 years in the industry, and after living and retiring in Victoria, B.C., Duane and Norma relocated to their present home in Kelowna a

year ago. With a calm, confident tone, Duane says he was pretty excited to achieve this level of growth, and to participate in a share of the company's earnings over the next three years.

#### Success within First Month

"I never expected it to happen in the first month," Duane says. "But it did. I set a goal to bring in three people, and before I knew it, eight had come in."

#### A History of Success

The Andrew's first got into the network marketing industry in 1975—quite by accident, actually. While they were living in Victoria, Norma was buying cosmetics from her sister, who was with a networking company in Kelowna; she suggested they call someone in their area so she'd receive products faster.

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## A Message from the President

I'm really looking forward to congratulating the winning teams that Doug & Mary-Anne and Duane & Norma represent. I can also hardly wait to publicly acknowledge and recognize the efforts and achievements of all of our successful distributors. Make sure YOU and as many of YOUR team as possible join me in Kelowna on June 26th.

Dick Simmonds

WE'LL SEE YOU THERE!

Tune in to  
"Bi-Tron This Week"  
Live Online At  
<http://biz.hsnis.com>  
at noon on Tuesday



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Doug and Mary-Anne emphasize their confidence in the company and in their products, not only because they work, but also because of a sense of the company's longevity and dependability—that they'll be here 20 years down the road. "We feel very good with this company. The top people—well, there's just honesty and integrity there, and we know there's been money invested to start this business, and now we want to invest our efforts to recoup some of that for the company, as well as for ourselves. We want to help people, our downline, to enjoy success as well."

The Burtches say this has great potential for a long-term business that people can be really enthusiastic about. The products are simple to understand, and easy to use. Doug and Mary-

Anne admit that they didn't fully understand the compensation plan in the beginning, but when the cheques started coming in, they quickly knew the plan was very fair and lucrative. Also, whether you're on your own, or with a spouse, you need to depend on others for help and support—teamwork is important. As Mary-Anne puts it, Doug's the front man, while she handles the back office.

"I support Doug. He's out there talking to people, getting them interested in the opportunity, then we discuss new and better ways to improve our strengths, while helping to develop each other's strengths." They stress that this business has to be workable for the average person. "It works for us, because we go out and make it happen, but it also has to make sense for the person who brings in one person every two months, that they can still make money—we have to keep it realistic for people," explains Doug.

They stress that network marketing is a part-time business, as they've seen people quit their day jobs before, expecting money to fall from the sky. They want to encourage people to stay at their jobs, work this part-time in the beginning, until they replace their full-time income.

"We work our full-time carpet-cleaning business, morning to night, and when I'm home, I get on the phone and call people, and on days off, I'm working the phones again. It's got to be *part* of your life, so that other people can see the possibilities, and they can identify with you. So, the job you're working right now, helps put you in touch with people you probably wouldn't meet otherwise."



And, Mary-Anne says this business is an excellent opportunity to develop yourself personally, and work with all types of people. "We may not all think the same way, but we're on common ground. The personal development in this industry, to me, is huge. The friendships that are created because of it, have great value, and the money is a bi-product of the effort."

With this level of field leadership, it is no surprise Doug and Mary-Anne have reached this level of achievement in their rapidly-growing Bi-Tron business.

**Congratulations, again, guys  
Well done!**

### **Judge for Yourself!**

I bought my wife a small car to commute to and from work. The car was a 1988 Dodge Colt and only had 83000 kms on it. Knowing that the car was older we did not want to spend a lot of money doing repairs, etc. It was running rough, and for a small four cylinder car, it's mileage was not what we hoped it would be. I decided to put in the Bi-Tron oil additive, the fuel additive and some gear product for the transmission. WOW! Five minutes of idling the car, and the rough running was gone!!!

Then, after her first trip to work and back, she noticed a much quieter ride and more power; better shifting, then after a calculation of the fuel economy, another 20% in fuel savings!!!!!!

So now, we have saved money and made an older car feel like a new one! Plus, as an added bonus, we feel that we have prolonged the life of a great little car. My recommendation to any and all is that you take what ever you are driving, Bi-Tronize it, and then be the judge for yourself!!!

Dan Watson, Sales Manager  
Budget Car & Truck Sales



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"So that's what we did," explains Duane. "The next thing we knew, we were talking with a distributor. We knew we wanted to do something, and here was an opportunity being presented to us, and it became an obvious choice for us."

An electrician by trade, since leaving the Navy in 1961, Duane says sometimes opportunities just jump right out at you. Having been involved with other companies since mid 70's, but inactive for various reasons, the Andrew's got involved with Bi-Tron the same way the Burtches did—but, then, that's how networking works!

### **All It Took Was a Call From a Friend**

"Doug Burtch called and told me he was looking at this program that Chuck Pinnell is involved in," explains Duane. "I knew about Bi-Tron, because we competed with it in the other company we were with, so I knew it was a good product. They blew us out of the water every time we went head-to-head".



### **Trust in Leadership Plays a Significant Role**

Duane believes in trust. "I've known Chuck Pinnell for 10 years, and he doesn't do something unless there's a good reason, so if it looked good to him, that's good enough for me. I can see ourselves duplicating the success we had with another company back in the '90s—I see the potential with Bi-Tron, and I want to be part of its growth."

### **Persistence the Key**

Norma agrees there's so much opportunity with network marketing, and that it takes a lot of work to get it off the ground in the beginning. But, she says, the people they meet are great, and they have a lot of fun traveling. "Duane worked really hard at bringing in these people to the business, and it takes effort to keep them going, too, but there's a good market for Bi-Tron—people are in need of it!"



Duane commented that the products have made a remarkable difference in their Honda SUV. "This is the best-of-the-best of its kind out there, and for some strange reason, people will take better care of their cars, than of their bodies."

Well, it's obvious Duane and Norma are taking good care of their business.

**Continued success, guys!**

**Congratulations, again!**



## **ENGINEERED TO OUTPERFORM**

**Are you on the Founders Program?  
Ask your sponsor for details!**





## OPERATIONAL UPDATES



Mark Wright BSc MBA  
Chief Operating Officer

### Conference Around Corner

With our Kelowna Training and Leadership Conference just around the corner, space is going very fast with only a very few spots left. Those of you who haven't yet registered should do so online as soon as you can. Space is on a first-come first-served basis and we don't want you or any of your team to be disappointed.

The weekend is shaping up tremendously, and we are extremely excited to hear from our presenters, all of whom have experienced great successes and are prepared to share with you and your team how they are going about building their Bi-Tron business.

#### Build A Solid Foundation For Your Business

It is extremely important in building a successful, solid and stable Bi-Tron business, that you and as



many of your organization attend and benefit from the decades of industry experience that our leadership group are willing to share. Why make the same mistakes they and many others have made. Learn from their mistakes and not your own.

#### Industry Leaders Share Secrets to Success

Proven leaders will be teaching the fundamentals of the industry, and demonstrating tried and tested techniques, that can provide shortcuts to building truly substantial businesses in a very short time.

At only \$65 a ticket, \$99 for a couple, for a full days training and evenings entertainment, including dinner at the Grand Okanagan Lakefront Resort, this represents **unprecedented value!!**

### Successful Entrepreneur Shares Technology

George Moen will be sharing the principals behind his exciting streaming internet broadcasting technology, and explaining how you can benefit directly from the application of this simple, yet cutting edge technology.

**Join us Online:** Broadcast over the internet at <http://biz.hsnis.com> every Tuesday at noon Pacific time, "Bi-Tron This Week" has received widespread acclaim.



All you and your prospects need to tune in, is a high speed connection and **Windows Media Player 9**. Make sure you have the correct version by downloading it from <http://biz.hsnis.com>.

This casual, interactive setting is providing an informative discussion of the current issues in the media impacting our Bi-Tron business. It also provides a forum to discuss, and highlight exciting components of the compensation plan and their benefits, to building a successful business.

Email your questions or topics you'd like to hear live on air to [biz@hsnis.com](mailto:biz@hsnis.com). Also being discussed at length, are detailed features of the product line that serve to educate distributors and their prospects alike, as to the benefits they can receive and expect to share with others.

**Simply forward an email!** It's easy to invite those who you'd like to join your team. Forward an invitation by email and follow up with them after the broadcast. Should they be unable to tune in Live, simply view it with them at their convenience by clicking on your favorite **archived show**.

This informative media vehicle is providing another tool that Bi-Tron is able to share with all of our distributors, and help us build our business into the global giant we will become.

There are a number of individuals who are having great success, and we are looking forward to acknowledging their contributions in Kelowna. Once again, make sure that you take responsibility to ensure that as many of your team are there.

**We look forward to seeing you all in Kelowna!**