



### If It's Duplicatable and You Work Your Business—You Can't Go Wrong!



Andrew and Donna Mae Tajiri

And **so-far, so-good**, for Andrew and Donna Mae Tajiri...

Timing can be a big hindrance for most people. It can determine whether or not you venture into a Bi-Tron business, and it can also set the speed and direction in which you choose to make your business grow.

Well, Andrew Tajiri claims he didn't have a lot of time to work his Bi-Tron business, due to the demands of his regular, busy work schedule, but somehow he managed to become the first Founder in Hawaii. **After only applying his efforts for less than two weeks** working his business, he's achieved his first goal.

**"I made the decision to take the time to do this,"** he says, and adds that he's enjoying his new venture. He explains that, although Bi-Tron is not a miracle product, it's definitely a good one, when you use it—you can see and feel the results, AND, you save money.

**"It's unbelievable!"** he says.

Clearly excited, Andrew explains that he drives his Kenworth Rig about 10 hours-a-day, and, depending on the weight of the load he hauls, his mileage-per-gallon varies. "But, it's clear to see the oil and engine temperatures run much cooler," he says. "I definitely get better results going up hills with Bi-Tron, than I had before using the products."

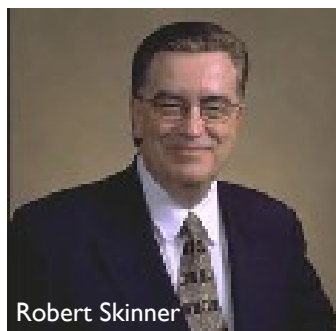
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Robert Skinner has a new Color Your World Paint, it is called Bi-Tron.

**And the color is looking very bright indeed.**

Robert has been associated with the retail and franchise industry now for over 30 years after joining Color Your World Paints in the early 70's. The paint and wallpaper business career spanned twenty-seven years including becoming a franchise owner in 1979 of the first of three, Color Your World stores he would operate in the lower mainland of Vancouver until the crash in 1984.

Robert was recruited back into management as Operations Manager, overseeing 45 stores in Western Canada. A few years later he took on the role of **Franchise and Dealership Development Manager** for the Western Region. Today, and for the



Robert Skinner

last 6 years Robert is an owner / partner in Nor-netco Systems Inc., a consulting company focused on Franchise system development, offering a diversity of services focused on the Franchise arena.

As a 10 year, active member of the **Can-**

**dian Franchise Association** including two years on the national board and 3 years as region council chair, Robert knows a thing or two about building **successful business systems**. It was during his involvement in the CFA that he met George Moen.

In August, the introduction to Bi-Tron was made by George, who called Robert to ask if he could talk to him about working together on a great project in Network Marketing with lots of upside potential.

**"The timing was right for me"** says Robert about Bi-Tron "I had some free time, and wanted to diversify my income and I knew I would enjoy working with George."

"In my business, Franchise sales is like being a Realtor. It can be very profitable, but it is hit and miss with the market, you are only as good as your last deal, and it offers no **residual income** opportunity" says Robert.

"At the age of 57, I am looking to semi retire in the next five or six years and work part time on a pet project" says Robert "and I can see by working the Bi-Tron business over the next few years, I can have a residual, retirement income and create my pet project."

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## Greg & Cheryl Bright, Welcome to the Founders, AND Presidential club



Greg & Cheryl Bright

### IT'S A CAN'T-LOSE SITUATION!

And, not only is it a no-lose situation, but, working with other people, makes you **both winners**. Because of the ambitious activities of the Brights' downline, George and Sarah Moen (who already achieved Founder) Greg and Cheryl's Foundership automatically gives them a Presidential title as well.

"**Our business is going really well**," says Greg. Despite the fact that he keeps busy working another business full-time, Greg manages to stay in the Bi-Tron loop enough to make it worth their while.

"**My heart is in network marketing**, so when I got a call from my friend, George Moen, about Bi-Tron, I knew it could only be good!" Greg's other business is a financial venture, and is linked with a donation program, which shows people how, for example, through charitable giving, they can get back more money on their tax returns, than they actually give—kind of how it works with the Bi-Tron products!

"First, **you can't lose**," he says. "You can make money, just using the products—**everyone should be using this product!**...things run better, last longer, and we're getting up to 25 percent improved mileage in our car." He then queries, "Would you give me twenty dollars, if I give you back sixty?"

That's what's happening since he Bi-Tronized his car—with each \$20 bottle of gas conditioner, Greg

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## Gary and Candy Au



Gary & Candy Au

The Bi-Tron business of lowering operating temperatures, is really heating up in Hawaii, as Gary and Candy Au have become the second Founders on Oahu.

"**Our Bi-Tron business is going great**," says Gary. "And Candy is quite excited, too; she's in the food and beverage industry, so she has a large network of people, herself."

The AUs became involved with Bi-Tron, when their good friend Scott Miyano introduced the concept to them. Gary explains that they've been business partners for some time, but when Scott told him about this business opportunity, he was a little skeptical, in the beginning.

"I drive a '95 Toyota with a V6, and I run the air conditioning constantly," he explains. "I've gone from seventeen miles per gallon, to 22; and from 92 octane to 87. The car's **running smoother, it has more power**, and I notice **considerable savings** per tank."

So, with no complaints after trying the products, and noticing the results, he thought it was definitely worth looking into. "We got each other **excited** about the idea for another business opportunity, and, just like that, Scott and I are doing the business."

The AUs live in Honolulu, Hawaii, and have two adult daughters and three grandchildren. And, the fact that Gary retired from the Honolulu police department, about 11 years ago, hasn't stopped him. Long before Bi-Tron, he's been keeping busy with a couple of small-business ventures that he has going.

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## NEWSLETTER, UPDATES AND NEWS

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Andrew works within a family-run demolition business, which began with his grandfather, more than 50 years ago. He and Donna Mae live with their two teenaged daughters (one, a recent High School graduate), on the Island of Oahu, Hawaii.

Having been involved in other network marketing ventures, which, he says, never really got off the ground, Andrew says the Bi-Tron opportunity was different, and adds that it works better when you have the support of your spouse. And, it doesn't hurt when you see those cheques rolling in!

"When my friend, Scott Miyano, told me about Bi-Tron, **I could really see its potential.** Scott's prior involvement with other network marketing companies, has made him quite knowledgeable in this area."

So, with help from his upline, Scott Miyano and Gary Au, and the company, Andrew's business can only do well. And, he's clearly impressed with the integrity of the Bi-Tron management team.

"This company is **so responsive and helpful,**" he says. "They're available as we need them, and we get all our questions answered, right away. They make it easier for everyone."

Andrew says that he is taking advantage of the company's, and others' support, to "...grab all the tools we need to help others down the road," in their Bi-Tron business as well.

Andrew says that when a person has something to offer other people, which can help them—whether financially, physically, or even a **simple-to-use** product, that you know works from your own experience, and will help them save money—it can be very motivating to move forward and succeed.

"So, if you see the potential for this business, just go for it," he says. "**You have to want it.**" He re-emphasizes that the timing has to be right for people, and that MLM isn't for everybody. BUT, if someone considering this business, says NO for an answer, they will, most assuredly, continue to ponder the pros and cons of it, while you're out there making the money.

**Congratulations, Andrew and Donna Mae!**  
**Great job...keep going for it!**



### FIELD BUSINESS MEETINGS AND TRAININGS

#### PLAN YOUR WEEK @ BI-TRON

##### EVERY MONDAY

Live Leadership Conference Call  
Monday Evening 7:00 p.m. (P.S.T)  
To attend these live and exciting calls please call:  
**1-212-990-8000**  
and enter the pin number **1524#**.

##### EVERY TUESDAY

Bi-Tron Today

**LIVE on the web via streaming video at noon PST**  
**Invite your prospects to learn about Bi-Tron**

Join them online at [www.bitrontoday.com](http://www.bitrontoday.com)

##### ALSO EVERY TUESDAY

KELOWNA

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

Comfort Inn 1655 Westgate Road (Hwy 97 South)

**Check The Schedule of Events online**  
**for Upcoming Events in Your Area.**



*I had to experience **Bi-Tron** for myself. I did a test on my 2002 Chevy Tahoe. Down the street where I live I drove the Tahoe and reached speed of 30 mph and let off the gas pedal and rolled till the vehicle reduced it's speed to 25 mph. I added **Bi-tron** to my powertrain and fuel and did the exact same test at the same location and got amazing results. The vehicle went 5 blocks more before reducing it's speed to 25 mph. The performance has also increased with better response and power. **Bi-tron is Awesome!***

*Aloha,  
Honolulu HI*



I recently doubled the recommended treatment of gas conditioner to see if more really was better. I filled up my SUV before a 4 hour highway trip and added the usual amount of Bi-Tron. On the return journey I refilled the tank and added twice as much as I usually do. Much to my surprise when I gassed up again on arriving home I had used 10L less gas than on the outbound trip. Even with the extra cost of product I saved \$6. Not bad, it really does work!

*Surrey, BC*





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Bob has noticed an improvement on his personal vehicle and says "it is not as impressive as some people's results, but, I am satisfied that the products perform. To date, I have not heard one negative comment in the field, **I find that amazing** for any group of products" states Robert.

Bob is pleased to be a Founder so soon, and is happy with his growth in the business to date. "it is **moving faster** than I anticipated. Bi-Tron is a very **easy story to tell** and most people are very receptive to talking about the products" says Robert.

A native of Portage la Prairie, Manitoba, raised in Richmond BC from the age of five when his parents moved West to open and hardware store, Robert married his High School sweet heart, Linda, they have two great kids, Sharice and Brad and a dog named Monty. Robert and Linda now reside in sunny Ladner, BC, Canada.

What advice could you offer someone just getting started in business and comparing a franchise opportunity and the Bi-Tron opportunity? "The biggest differences are the **risk and investment** required, relative to potential return." said Robert. "Both require lots of work to be successful, but Bi-Tron offers **unlimited long term potential** at a far less prohibitive entry cost and really no downside risk." Asked why Robert feels as positive about the Bi-Tron business as he does and what the future looks like for him and Bi-Tron. Robert says, "Looking at the present economic climate with the **rising oil and gas prices**, the tremendous uncertainty in the job market and of course the coming effects of the Boomer wave, the future is scary for lots of folk young and old alike. Its not all dark clouds however given our particular product line and the simple fact that we can genuinely save people money as well as offer a no smoke and mirrors business opportunity in Network Marketing. **I feel the future for Bi-Tron is very bright**"

"I like the **residual income factor**, I like the **team approach to business**, the networking and the culture of the group, and I enjoy opportunity to be working with a group of ethical men and women." States Robert.

"My Advice" says Robert, "is, buy into the system. Treat it like a business that you invested \$50,000+ to setup. Form a realistic business plan that matches the time you have for the business and follow it with all your effort."

**Congratulations on your achievements Robert and continued success in your Bi-Tron venture.**



Dick Simmonds

### Massive Action vs. Management Mode, Advice from MLM Legend Ken Seto!

As I sit down to write this article I am preparing to leave for a Network Marketing Leadership Conference in Florida with a friend of mine, Ken Seto.

Ken is one of the most successful network marketers in the world. He has built an organization with almost **50,000 members** worldwide and generated annual incomes into seven figures.

Ken has been kind enough to offer words of **advice and encouragement** over the last year or so and one of the most important pieces of advice that he has shared with me, I would like to pass on to you.

Ken believes that to be truly successful in Network marketing you must create "**massive action**". Further, one of the things that will devastate your business the fastest is to fall into "management mode"! It is, says Ken, a natural human tendency to drift into management mode because it is **easy and safe** and something we are comfortable with from traditional business. You must instead **remain focused** on the business of referring others to the products and the opportunity through 3 way calling, conference calls, living room presentations and hotel business briefings.

Ken, much to my chagrin, says that, "*there is no perfect network marketing company, product or compensation plan. Company Presidents and home office support teams all have their flaws. **Timing is never perfect**; and everything you think can't go wrong, sometimes will. If you choose to look for problems, you are guaranteed to find them. We always get exactly what we are looking for.*"

*On the other hand:*

**Massive Action = Massive Results.**

**Concentrate all your mind, might and effort on building your business and it will grow exponentially. Become a leader and others will follow. Get excited about where you are going and the world will want to go with you.**

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*Continued from Page 2*—With a son, 20, who's off at college on a golf scholarship, and a 16-year-old daughter at home, the Brights now live in the Vernon area.

Having been self-employed since the '70's, in Real Estate Development, and Construction, the Brights first got involved in MLM in the '80's, but got serious after seeing a number of business people Greg respected a great deal, doing well in network marketing.

This got him looking at the concept more closely.

"So, I kind of made it my business to know how network marketing works, and to understand all different types of marketing plans," says Greg.

"There aren't too many that I haven't heard of, or can't figure out." Well, it's a good thing he looked into it further, because, over time, the Brights had managed to develop a business in which they generated a six-figure income.

"Sure, we've had some interesting ups and downs," they agree, "but we sure appreciated the cash flow." And Cheryl points out that the income gave them the **flexibility to travel**, home-school the kids, and, while on the road, enabling Greg to keep working.

And, if there's a marketing plan out there, chances are, Greg will know how it works.

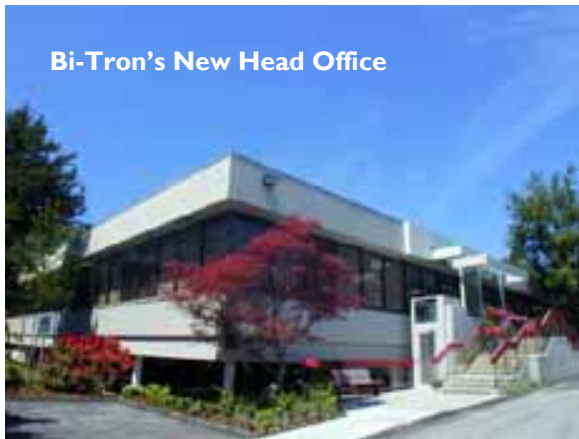
It's no wonder, then, that George, who valued Greg's knowledge and expertise in network marketing, gave him a call to tell him about Bi-Tron. Once meeting with George and the management team, it's been **onward and upward** from there.

With Greg's experience, knowledge and background, the Brights know and appreciate the time and freedom that the income of this business can allow them, and anyone else who puts in the time and effort.

The future is looking pretty Bright for Greg and Cheryl...

**Congratulations, from Bi-Tron!**

Bi-Tron's New Head Office



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**Management mode is the kiss of death for your organization.**

*As long as you are focusing on what is NOT working, you will forever be in "management mode". Your business is either growing or going backwards. It is **never standing still**. Don't be one of those who fall into the trap of thinking that they only need to build their business to a point. This is a business that is **always building and never built**."*

Wow! Ken is definitely a **no nonsense** Network Marketing Professional. He just arrived back in Vancouver today from building his business in Asia for the last 6 weeks. We're off to Florida together tomorrow morning to attend a leadership conference because as he says, "there's always so much to learn", and he just **loves what he does**.

Not everyone has the same commitment as Ken, and not everyone makes as much as he does, but I always like to hear what the industry professionals have to say and I thought you might as well.

Let's face it; he may not be 100% right. We know he's wrong about there being no perfect Company, product or compensation plan; and I can't believe he might think that ALL company presidents and head office support teams have flaws!

I look forward to seeing you all at the conference in Penticton. Remember Ken, with all the success he has, traveled all the way from Asia, spent a night with his family in Vancouver before heading to Florida. He knows the value of **being around winners**. The winners in our business will be at our conference in Penticton. **You're a winner! I'll see you there!**



## We've Moved

As if we didn't have enough on our plates with the upcoming conference in Penticton and consecutive record months we have moved offices as well.

We relocated out of Vancouver's downtown core out to the suburb of Richmond. Our new offices have better parking and easier access to the Airport.

Our new address is:

#145—10751 Shellbridge Way, Richmond BC, V6X 2W8.

Our toll free number for phone and fax remains 1(866) 824-8878. Our local number (604) 244 8999 and fax (604) 244 8779

We are moved in and are up and running and I bet you didn't even notice! Don't worry the mail is forwarded and all the forms and websites are up to date as well.



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Gary works as a Driving Efficiency Consultant; as the only person in the state of Hawaii with a **driving simulator**, he teaches defensive driving to individuals within companies, and he sets up training programs for them; and, as well, he's into energy-saving products.

Sounds like the Bi-Tron products are well within Gary's field of view! "We have an up-and-coming New-Product Show," he explains. "Over four days, there'll be about **50,000 people** coming through to check it out, so it'll be a great opportunity to re-introduce Bi-Tron to Hawaii."

Gary explains that many people in Hawaii have been involved with network marketing at one time or another; they **begin with a bang**, but, like most things that do, they seem to fizzle out. Fuel costs, however, are not going down or disappearing, so the need for fuel savings, is making the **future for Bi-Tron so bright**, we'll all have to wear shades!

Through the unique shipping challenges to the Hawaiian Islands, they have had it demonstrated to them, that the **management team is very supportive**. "They are outstanding, and this gives us even **more confidence**, and, for a new company...we're very comfortable already. I'm glad I heard about Bi-Tron."

Gary says that anyone interested in starting a Bi-Tron business should take a **really good, hard look** at it. "You'll see how, not only you can save fuel and preserve the life of the automobile, but this program offers a **huge opportunity**," he says.

**Congratulations on your New Founders position! With leadership like Gary and Candy, the strength of the Bi-Tron credibility will continue to grow!**

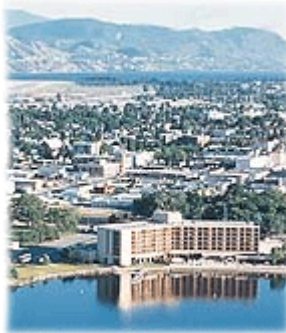


## LATE BREAKING NEWS

### Bi-Tron Has Our First Director!

**George Moen** has just met the qualifications to achieve the Rank of Director in the Compensation Plan. Congratulations George, you are the First, #1! Hear how he did it at the conference!

## It's not too late Register Now for the Penticton Conference October 22-24th!



The Penticton Lakeside Resort has offered us a deal of \$99 a night, or \$109 for a lake-view room. This is a fantastic lakeside facility, right in the center of town. The Corporate Management Team and Leading Distributors are already confirmed, and there are only a few rooms left at this rate on a first come-first served basis.

Take advantage of this great deal! Treat your family to a weekend in the Okanagan, and learn how to build your business at the same time, and, best of all, write it all off!

Make sure you bring as many of your team as you possibly can. The more people you can expose to the energy, training and leadership that will be at the conference, the more success you are likely to enjoy in the following months. Experience what being part of a professional team is all about!

Go to your website and register online from your back office, or phone us toll free at 1(866) 824-8878

There will be several **IMPORTANT ANNOUNCEMENTS** and a **VERY EXCITING GUEST SPEAKERS** you will **NOT WANT TO MISS!!!**



### RYAN WALTER

**Stanley Cup Winner, Author, Broadcaster and Motivational Speaker.**

**Hear first hand Ryan's proven techniques and philosophies on how to build winning teams!**

**RYAN WALTER**  
Author of *Off the Bench and Into the Game*  
(over 20,000 copies sold)