

VISION

May/June 2007
WWW.CONKLIN.COM



From Rodeo To Roofing

Master Contractor Dan Hensley's Stampede to Success

Working
Nutritional
Niche

Seeing Green – Lawns & Dollars



Find the missing pieces to your lawn care business with Conklin's AgroVantage® Lawn Care System.

Go for the green: AgroVantage puts more money in your pocket and astounds your clients with greener, weed-free lawns.

Outstanding Business Opportunity

- A new direction in your career
- Work outdoors instead of at your desk
- Better perks than with your current lawn or fertilizer business
- Be your own boss and determine your profit level
- No franchise fees

Start your Conklin lawn care business today

- Highest quality products in the industry
- Fewer product applications
- Lawns stay greener longer



On the Cover

Dan Hensley reminiscing about his glory days in the rodeo arena.

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(952) 445-6010

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www.conklin.com

Product Help & Technical Support
(952) 496-4266

Ordering
Easy Order Number (call sent to the nearest Sales Center)
(800) 756-2475

Shakopee, Minn. Sales Center
(800) 944-2003
(952) 496-4200

Columbus, Ohio Sales Center
(614) 876-967)

Agreements and Marketing Plan
(952) 496-4214
Fax (952) 496-4280

Management Plan/Vols+
(952) 496-4232

Training & Registration
(952) 496-4286 or online at
conklin.com

Conference Calls
Call schedule – conklin.com
(620) 294-3000

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a message...

FROM CHARLES W. HERBSTER



Charles W. Herbster
Chairman, CEO, CFO

If I had to choose just one training to guarantee your overall success, then Successful Sales Manager (SSM) is the one.

At our last SSM training in March, the level of power and excitement from the participants was unforgettable. It was gratifying to watch each participant cross the line into the realm of assured success. At SSM, participants find their true selves and learn how to unleash their inherent powers, thus ensuring success. Just listen to Katie about her experience at SSM, and you'll agree that every IBO should attend:

"SSM is an incredible, incredible program. My husband Chad and I are extremely blessed to have participated in it. We learned so many new things in such a short time and made many new strong friendships. We are now on fire and

ready to run with our business. We've got things in place that we are very excited about. Chad and I will never forget the last night of SSM. The personal time we spent with Charles W. Herbster, Kent McSpadden and Steve Bonar was invaluable. It was icing on the cake."
– Katie Hedrick, Jefferson City, Mo.

Although SSM is structured for a multi-day training in a smaller and intimate setting, we want to reach out to more of you to unleash the true talents that exist in every one of you. I'm proud to announce a series of regional rallies coming to an area near you. Join me on the "Success Express" this summer.

Kansas City Here We Come

Relocation Update by COO Lamar Eby

I am pleased to announce that Conklin reached one of its 2007 goals by creating an office presence in Kansas City beginning last March. We currently have our Business Opportunity Marketing group, responsible for appointments, incentives and recognition, travel, and business development, fully operating there. We are adding support groups as we renovate office space for future needs. E-mail and phone connections from Minnesota to Kansas City are seamlessly networked to operate as one office to better support our IBOs. Additional office space should be complete later this summer. We are working on distribution plans that could begin as soon as the third quarter or before. As construction is ongoing, we are not yet set up to receive visitors. We will keep you informed as our plans progress.

Lamar Eby
COO

Deadline Changing for Processing New IBO Agreements

Beginning May 20, 2007, the deadline for processing new IBO Agreements will be 2pm CT. That means, in order to be considered a qualifying IBO for a particular cycle, IBO agreements must be received by 2pm CT. All those received after 2pm CT will be processed the next business day. Please communicate this time change to everyone in your organization.

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The **POWER** to Change Lives

This is my motivation!

"I will continue to work very hard to travel like this; the cruise of a lifetime. We've been with Conklin a little more than a year now, and our friends and family are really beginning to take notice of all the trips we've been taking. They're asking us to show them how they can earn Destinations trips too.

Our first Conklin roof, a ply-system on a bowling alley, literally dug us out of a \$17,000 hole. Our very first job! Our previous labor-intensive roofing required large crews and provided relatively slim profit margins. When we had to correct several errors on two large jobs, we fell \$17,000 into debt. With Conklin Roofing Systems we've been able to cut back on the size of our crews and pocket a sizeable profit. Conklin has given Mike and me the opportunity to see the world at a time in our lives when we never expected to be able to travel.

We double our fun when we add IBOs to our organization and earn these Destinations trips. This is our way to afford traveling to great places with great people."

Mike and Jodi Stout

District Managers, Havana III.

On the Destinations Caribbean Cruise '07



Fruit yields off the charts for this blueberry farmer

“Since using AgroVantage, my yields are unheard of among blueberry growers, averaging 15-20 percent growth each year.

We grow 28 acres of U-Pick-’Em blueberries with over 33,000 plants from 12 different varieties. Twenty years ago, when I first acquired the farm, the blueberry bushes were in such bad shape (scraggly with puny-sized berries) that we were almost going to plow them under. And, the leached soil was overcrowded with weeds. Over the years, we tried many types of fertilizer with minimal growth yields averaging 2-5 percent. It wasn’t until five years ago, that I put the AgroVantage system to the test. My first crop produced 36 tons of berries with huge diameters, many the sizes of quarters. That was double the yield from the year before. This past season, the fifth one using AgroVantage, our yield was 49 tons. This is three times the yield of the best crop we ever produced prior to AgroVantage. And, we attribute a 25 percent annual increase in profits on our berry yields since using AgroVantage.”

Carl P. Russell, Jr.

Freeland, Mich., IBO since 1993
Blueberry grower, bookstore owner,
auctioneer, real estate broker



The Sales Coach's Corner

From the Files of **Bob Conklin**

Second in a series of excerpts taken from the pages of former company president Bob Conklin's best-selling book *Sell! Sell! Sell! 75 Empowering Strategies and Techniques of Top-Bracket Salespeople*.

#55 The One Sentence Selling System

The mother and her 14-year-old son were having a discussion about his first girlfriend.

"What does she like about you?" Mom asked.

"That's easy," he said. "She thinks I'm handsome, fun, smart, talented and a good dancer."

"What do you like about her?"

"That she thinks I'm handsome, fun, smart, talented and a good dancer."

This is a humorous reminder that you are attracted to those who cause you to feel good about yourself.

In some people's presence, you grow. You become better than you have ever been before. You feel confident and worthwhile when with them. They encourage you to express yourself without the risks of judgment, condemnation or ridicule.

These splendid people build up. They identify with your strengths. They heal. You are nourished, stimulated and empowered by them. You reach out for what they have to offer.

They are people who attract you to them. You like to work with them. You want them as friends. You will find ways of doing business with them. You will refer friends to them. You want to help them the way that they help you.

On the other hand, there are those people in whose presence you diminish. You feel inferior or insignificant. They try to make themselves feel important by making you feel unimportant. They talk only about themselves or their interests using words that, at times, you don't understand.

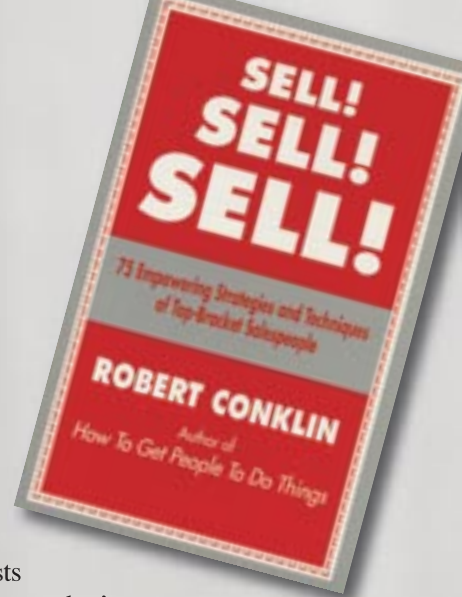
Your views or opinions seem shallow or trivial to them. Whatever you have done they have done better, bigger or more often. Those are the people with whom you never get close enough to be friends. You do not like to work with them or for them. Regardless of the quality of their products or services you will find a reason for not doing business with them.

What kind of a person are you? How do others react to you? Do prospects stretch a bit to do business with you?

The answers to those questions are implanted in this profound statement that summarizes all selling relationships: "To the degree that you give others what they need they will give to you what you need."

What do people need? What can you give them? It won't cost you anything. Treat them with courtesy and respect. Smile. Praise. Compliment. Be the person in whose presence the customer says, "I like myself better when I am with you."

Let that principle be your guide in all customer relationships and your success will be assured.



San Juan! St. Maarten! St. Thomas!

Work hard this summer and fall and you'll be cruising through the beautiful islands of the Eastern Caribbean!

Sunday January 6 – Sunday January 13



The Eastern Caribbean is home to some of the most fascinating and beautiful locales in the world. From the charm of Old San Juan, Puerto Rico to the delightful mix of French and Dutch cultures in St. Maarten, to the world class sunning, scuba and duty free shopping on St. Thomas. You can relax and enjoy the time of your life vacationing with your Conklin friends. The cruise ship Victory sets sail from Miami, Florida. Sunday, January 6th and returns on Sunday, January 13th 2008.

How can you earn this awesome cruise? Become a new District Manager or a Director, or as a Director move to the next management level, develop two District Managers, or become a President's Club member.

The qualifying period begins Tuesday May 1, 2007 and ends Wednesday, October 31, 2007. View all the Destinations guidelines on www.conklin.com

Come Fly With Us and begin earning your place in the sun today!

DESTINATIONS



From Bronc Bucks to the Big Bucks

Dan Hensley, Conklin Master Contractor, learned never to approach a bull from the front, a horse from the rear or a fool from any direction. That's because Dan, for a man in his early '30s, has experienced more than most, lived through challenging times and knows how to come out on top. Dan's success as a rodeo cowboy foreshadowed his success in his Conklin roofing business. He will tell you that being a success in a rodeo arena as well as on a building rooftop are a matter of how well you are able to visualize being a winner, concentrate on what you really want and block out the negative.

Dan learned how to be a success as he grew up with two brothers and four sisters on a 240-head cattle and row crop farm in Cumberland, southwest Iowa. As the youngest brother, he learned early on how to be fun-loving, outgoing and independent. And, a couple of other traits are an ability to initiate and

persevere. Dan's passion for the rodeo lassoed him when he was a high school sophomore. His older brother Joe, who did some roping, invited him to a rodeo clinic where Dan tried out riding his first bronc. He came out of there so pumped he immediately enlisted in the high school rodeo circuit with his new bareback riggings, spurs, chaps and boots— all purchased with his hard-earned 4H money. Before he knew it, he was top ranked in the state for saddle bronc and bareback riding, and had earned a spot in the National High School Rodeo Finals in Gillette, Wyo.

After graduating from high school, Dan became a card-carrying member of the Professional Rodeo Circuit of America and won a scholarship to Kansas-based Fort Scott Community College, nationally-renown for its rodeo program.

Two goals ruled Dan's rodeo years: paying bills and paying entry fees. Between rodeos, he squeaked by

with sporadic odd jobs—mostly pouring concrete; he drove an '80 Olds 4-door with four bald tires; and maintained a steady diet of macaroni and cheese and ramen noodles.

“Life in the rodeo was challenging yet free-spirited,” says Dan. “I found myself driving cross-country three to four times a week in various vehicles; crashing overnight in budget motels or campers; and putting up with the usual aches and pains from a steady flow of butt-busting broncs.”

It was the summer of 1996 when Dan was on a particularly memorable cross-country drive across Kansas. It was late at night on a day of pounding hail and downpours, when he half-listened to one of his rodeo buddies, Lee Jay Larmon, discuss how he was able to survive the rodeo circuit with a part-time home business.

“All I can remember is how tired and tuned out I was during this conversation,” says Dan. “Previously that day at the rodeo, I rode a crummy horse in drenching rain. I didn’t win any money. I was trying to concentrate on my driving. I was not in the mood to listen to one of my rodeo buddies spouting off about a job opportunity with a company I never heard anything about before.”

About a week later, Lee Jay demonstrated stellar follow-up by delivering a brochure and video to Dan’s apartment. Dan was roped in by the notion of a business opportunity that would provide flexibility and long-term financial stability. He took some time to learn about the roofing piece of the Conklin business from Richard Shuck, Lee Jay’s cousin, and then soon became an IBO attending Corporate Training.

Between rodeo gigs, Dan found the time to ride his Yamaha street bike around industrial parks to drop a whole slew of “Hensley Coating” business cards. Whenever Dan landed a roofing contract, he rounded up his rodeo buddies, borrowed Richard’s equipment and got to work.

As business picked up, Dan laid down cash for a staggered series of necessary equipment including a new truck, enclosed cargo trailer, coatings pump, backpack blower and power washer. It took only a year after Dan became an IBO to devote full-time to his Conklin roofing business, hanging up his saddle and spurs for good.

Dan has roofing products and business development trainings under his belt, and achieved Director in 2005.

Hensley’s horse sense

“With your Conklin business, you need to set both business and personal goals. Write them down every year, and for five years out. Attach a timeline to every one of your goals and never let them float. Develop Sales Managers every year, earn a Destinations trip, and if you’re a roofer, become a Master Contractor.”

On how to lead your organization

Act like a coach for those in your organization. Know what your new IBOs want to do with their Conklin business and help them determine what they want to achieve (i.e., extra income, freedom of time). After that, develop a plan with them. Within that plan, encourage them to attend corporate functions and product trainings. Also, keep working with the person that sponsored you. Stay plugged in. Too often people get hot, then fizzle and settle back to where they were. You need to regularly attend trainings and events to stay fired up.

On how to conduct a successful marketing campaign

“Use the sales literature from Conklin. Go into a meeting armed with product information, foam samples and an introductory CD. Know those corporate materials inside and out and lean on them. Make cold calls—walk from building to building in industrial parks. Supplement your sales efforts with direct mail campaigns and Yellow Pages advertising. Work industry trade shows as well as consumer home shows.”

Master Contractor Riding High in the Saddle

Today, Dan lives in a beautiful new home on a 15-acre spread outside Kansas City with his wife Crystal and six month old son Jase. When Crystal isn’t taking care of Jase, she’s assisting with administrative and organizational duties for Hensley Coating. During the couple’s earlier years together, Crystal worked side by side with Dan up on the roofs.

Conklin also provided the young couple with early opportunities for travel with Jamaica, Puerto Rico, Portugal and Hawaii in their trip log. Dan says: “Conklin allows me and my family the luxury to travel to magnificent locations and spend significant time several months out of the year with my family.”

Richard Shuck explains that Dan’s feet are always planted firmly on the ground. “He doesn’t play the big show,” says Richard. He’s as solid and dependable as the Conklin roofs he applies.”



MARKETING NICHE



THE WORLD OF WORK PRESENTS AN OPPORTUNITY FOR JOINT SUPPORT

“Wherever there’s physical labor going on, there’s an opportunity for Joint Support,” explains Dr. Doug Gabbert, marketing specialist for nutritional supplements. “When presenting the Conklin Nutritional Product line at Warranty Trainings, I often ask for a show of hands of those who have joint pain as a result of their livelihood. I’m always amazed by the overwhelming numbers of hands that go up, even from young people in their 20s and 30s.”

Too long on the computer each day? That can give you repetitive strain injuries. Never-ending piles of work with tight deadlines? That can raise blood pressure levels. Time and budget only allows candy bars and greasy fast food? That demonstrates poor diet. Physical labor on the rooftops, in the fields or under vehicles? That repeated bending in the ankle, knee, hip, shoulder, elbow and wrist can cause pain, swelling and limited motion which can lead to joint pain and inflammation.

It’s a sad reality that jobs—whether tied to the desk or tied to the rooftop—are indeed hazardous to your health. On the flipside, though, this workplace misfortune can provide quite a large fortune for anyone promoting Conklin Nutritional Products including Joint Support.

BY THE NUMBERS

Arthritis and joint health is the number one specific health concern cited as a reason for taking supplements. Sprains and strains, most often involving the back, accounted for 43 percent of the 1.3 million injuries and illnesses in private industry in 2003. The three occupations with the overall greatest number of injuries and illnesses were laborers and material movers; heavy and tractor-trailer truck drivers; and nursing aides, orderlies, and attendants. (US Bureau of Labor Statistics, 2005).

Here at Conklin, 70 percent of Master Contractors also purchase Conklin Nutritional Products (2006 data). These statistics point out how vast the market really is for selling Joint Support.

FIND YOUR PROSPECTS

As a Conklin IBO, many of your friends, acquaintances and customers live in the daily reality of physical labor. Let’s take a look at roofers, farmers and vehicle maintenance workers, three key segments of physical laborers who are also primary users of Conklin products. They are also most opportunistic customers for Joint Support.

Ask them about the rigors of their typical day. They’ll tell you how they climb up and down ladders and into and out of large vehicles; carry heavy loads; and constantly bend and lift. You can also ask them about their exposure to heat, stress and altitude. Get them to realize that their jobs demands more, so their bodies demand more support. You can service their need with Joint Support, one key product in Conklin’s complete line of nutritional supplements.

Physical labor also brings on additional challenges for the body well beyond aches and pains due to lifestyle and exposure to the elements. For poor diets, including too much fast food and skipping meals altogether, Probiotic Support for improved digestion and Twin Tabs Multi, a supplement to support optimum nutrition, can help. For endless days of hot sun and high humidity on the job site, there’s Cellular Energy to energize cell performance. To minimize sick days during cold and flu season, Vital HF’s immune support is vital.

Injury / Illness in the Workplace	%
Sprains, strains	42.9
Bruises, contusions	9.0
Cuts, lacerations	7.3
Fractures	7.2
Heat burns	1.5
Carpal tunnel syndrome	1.7
Tendonitis	.6
Chemical burns	.6
Amputations	.6
Multiple traumatic injuries	3.6
Other	25.0

(2002 Journal of the American Medical Association study)

IBO Chronicles

Gerry & Carol Thiessen,
Master Contractors, Clovis, Calif.

“As the owners of a roofing company we’re surrounded by people who work physically hard for a living, so we find there are many opportunities to promote products from the other Conklin product lines.”



Gerry and Carol Thiesen have been Conklin Master Contractors for 14 years. In September of 2003 they attended their first Corporate Training, which in turn led to Successful Sales Manager training in December of that year. Along the way they’ve attended many product and warranty trainings and now have an organization of more than 200 IBOs.

Carol says that as a rule, when they sponsor new IBOs, they make sure they realize every Conklin product line is at their disposal and they can purchase everything at a discount. “Because our roofers often work with harsh acrylics, the product we practically insist they begin to use is Fortress,” says Carol. “Most Conklin roofers will tell you it’s the best way to protect their hands on the job.” As they get to know them, Carol and Gerry keep their eyes and ears open for an ailment a Conklin product might solve. For instance, a contractor may tell them that his years on the roof are limited because of arthritis. “That’s an opportunity not only to sell him on our business, but to suggest one of our really great health products. And I love to promote Probiotic Support! It’s literally helped heal a deteriorating disc in my neck, plus it’s one of our least expensive supplements to buy.”

Carol says she also believes Probiotic Support helps some other products, like Joint Support, work more effectively. “As I said, roofers are hardworking people who can always use health support. Our motto is to identify a problem and then offer a solution.”

Aaron & Alisia Meader,
District Managers, Washington, Iowa

“While our growing family depends on several sources of income, this could be the year that our Conklin earnings eclipse those of any of our other business activities,” declares Aaron Meader.

Two years ago, while attending Corporate Training, Aaron and his wife Alisia knew Conklin was a great opportunity for a career move. They found most of their managers while conducting home shows. That was when they realized how important holding regular meetings were for their business.

Aaron and Alisia raise 90 head of stock cattle and grow corn and alfalfa. Off the farm, Aaron works part-time running heavy equipment. They were intrigued with Conklin after experiencing remarkable results from using Fastrack® for their cattle. Aaron then attended ProGrower followed by Pro Ag Training and Corporate Training. After these experiences, the Meaders were convinced that Conklin was going to be more for them than just purchasing products.

Their success in promoting Conklin’s nutritional products line is due partly to their own family’s personal success using them daily. “We are a much healthier family, thanks to Cellular Energy™, Vital HF™ and VitaBuddies™,” says Alisia. “Our son Josiah hasn’t missed one day of kindergarten. If we do get ill during cold or flu season, our symptoms are noticeably milder.”

The Meaders are proud to share success stories from team members who have also had significant health improvements from Conklin products. For example, a recent Team Leader in their organization started taking Cellular Energy for various recurring aches and pains such as stiffness. Since taking Cellular Energy, he feels more in control



IBO Chronicles Continued...

Aaron & Alisia Meader,
District Managers, Washington, Iowa

of his health and no longer has to worry about potential side effects. He's able to save money because he has fewer aches and pains by 30 percent. He's able to save money by purchasing less of his regular prescription while minimizing harmful side effects.

"We attend as many corporate functions as possible to stay plugged in and focused on our Conklin business," says Alisia. She credits Successful Sales Manager, National Convention and Back to Basics as a huge turning point for their business. In their first year, they reinvested all of their earnings into attending trainings. And it paid off.

Their business plan emphasizes promotion and training,

clocking many hours exhibiting at consumer and trade events—from cattle expos to career fairs to home and garden shows to canine competitions. They also distribute a regular newsletter. Home shows are their forté (see feature story in May/June 2006 Vision) with their team sometimes holding two meetings a day "packing the house" with nearly 100 people.

Currently, the Meaders are developing their expertise in Conklin Roofing Systems and Vehicle Products to provide a more complete and well-rounded representation for their Conklin business. They are also spending more time developing team members, often accompanying them to Corporate Training, with a goal of creating a District Manager in each product line. Their efforts have already been rewarded by earning their first Destinations trip to Hawaii.

The Meaders are well on their way to becoming Directors.



"Success Express" ***Summer Regional Rallies***

Coming to an area near you this summer.

Whistle Stops:

- Salt Lake City, Utah
- Memphis, Tennessee
- Des Moines, Iowa
- Columbus, Ohio

More information to come in eVision and Voicelink. We look forward to seeing you on board at a Conklin regional rally this summer!



Catch the Vision

The Mast Family: Three Generations in the Conklin Business

Tim Mast, Sales Manager, Amelia Va.

Eric Mast, IBO, Amelia, Va.



Tim Mast grew up on a dairy farm in the rolling hills of Virginia, the eldest of 13 children. Although he grew up without a lot of money, he always thought he was one of the richest kids on earth. As a pre-teen, he remembers his father James working with Director Nate Shenk to build his Conklin business on the side.

Tim currently owns a construction company and a meat packing business in the town where he grew up. He recently was appointed Conklin Sales Manager and is well on his way to becoming a Director. He attributes his enthusiasm for Conklin partly due to the influence of his son Eric. In spring 2006, Eric left Oregon to return to his family in Virginia. He soon caught the Conklin vision like wildfire becoming an IBO. The father-son team attended National Convention together, and both completed Corporate Training and Vehicle Training. They conduct joint Conklin meetings at Tim's meat packing house.

Eric attributes his dad with teaching him how to make sound business deals and ensuring timely remedies to any problems that come his way. These skills are demonstrated with his new Conklin business as he's experiencing some key opportunities to build his organization and increase sales volume.

Tim's dream is to get his dad back into Conklin after a 30-year hiatus. James is looking forward to becoming an IBO once again, joining his son and grandson in the Conklin business.

"Here's a great example of how a Conklin business can unite a family," says Nate Shenk, Tim's sponsor. "The Masts demonstrate how Conklin is a business that endures, enhancing the lives of those within a family from generation to generation."

The Riegle Family: Father and Son Dynamic Duo

Tom Riegle, Team Leader, Arcanum Ohio



Tom Riegle and son Justin, 13, are a father-son team turned dynamic duo. Thanks to Justin's enthusiasm for Conklin, new IBO Tom is reaching superhero status after just five months.

It all began with regular visits to the home of IBOs Wayne and Sheryl Lavy, Justin's aunt and uncle. Justin was exposed to the consumer line of cleaners and health products every time he visited them. He not only used the products, but also observed Sheryl's marketing prowess for promoting them to her customers. He got fired up learning how to demonstrate the cleaning products with her such as rubbing onion on his hands for a Citrus Care® demo.

Tom wanted to surprise Justin with a Conklin IBO membership, but because Justin was five years away from the qualifying age of 18, Tom decided to become an IBO himself. This provided a wonderful opportunity for Tom and Justin to work the business together as father and son.

When Tom placed a large order of lubricants for the vehicle fleet of the company where he works, he really saw the potential for Conklin himself. His enthusiasm swept over his boss Steve Bruns and three employees who also became IBOs.

Tom and Justin regularly attend Conklin trainings and work their Conklin business side by side, provided that Justin gets his homework done and keeps his grades up. Their goal is to become District Managers and be on stage at National Convention 2008.

"Tom and Justin do what we all should do," says Doug Peters, Tom's sponsor. "They seek opportunities all day long. They never hesitate to approach a potential customer and provide immediate follow up. They can't help but be winners."

New Director SPOTLIGHTS



Name: Dr. Michael and Susan Brown

Home: Arab, Ala.

Occupation: Veterinarian

Year started with Conklin: 2004

Sponsor: Lanny & Vicki Clotfelter

Success Tip: *Do everything you can to ensure that not only your business grows, but that other team members' businesses also grow. Understand that the IBO 'job description' includes prospecting and sponsoring.*

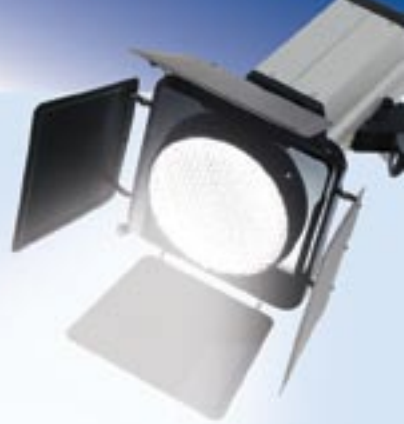
For the past 24 years, Dr. Michael and Susan Brown have been ideal partners, working together in all aspects of their lives. Michael says his occupation is husband, father, veterinarian and Conklin IBO. Susan is a soccer mom and assistant in Michael's veterinary practice and promotes Fastrack® to all their customers.

Excited and energized about their Conklin business, Dr. Brown and Susan attribute their full participation in Conklin training and events – Successful Sales Manager, Corporate Training and National Convention – as the sparks that ignited the exponential growth of their current Conklin business. At the 2007 National Convention, they were honored with the 2006 Spirit of Conklin Award and witnessed four IBOs in their organization receive PaceSetter awards. The previous year, Dr. Brown and Susan received PaceSetter of the Year Award.

Dr. Brown was familiar with Conklin products long before becoming an IBO. He first used Fastrack Equine Gel on a saddle-bred foal dying from colitis. The foal recovered miraculously within days. This impressed him so much that he started to

carry Fastrack products in his practice. He expanded his usage of the Conklin products with vehicle products. They worked so well for him personally that he recommended them to all his friends. After that, he knew it was time to become an IBO.

Today, Dr. Brown and Susan focus on Fastrack, Nutritional and Vehicle Products. The Nutritional Product line accounts for 50 percent of their revenue. Dr. Brown presents many Conklin's Nutrition Product and Fastrack trainings and workshops and countless three-way calls for ambitious IBOs and their prospects. Dr. Brown and Susan personally hold meetings weekly. They are well on their way to doubling their sales volume this year.



Discover the Power of Berry Nutrients

Available Summer 2007

Cutting edge supplements to support

- Prostate in men
- Effects of menopause in women
- Urinary tract
- Hormonal system

- Musculoskeletal
- Cardiovascular
- Immune system
- Brain
- Skin and hair

Phenols to
Balance and
Protect Women's
Health

Sterols to
Build and
Guard Men's
Health



EXCELLENCE

FEBRUARY 2007

MARCH 2007

Top Monthly Sponsorship

Joe & Rosie Schwartz, Ind.	8
Trudi Bryant, Va.	6
Marcus & Martha Shetler, Ohio	4
Scott & Valorie Rowe, Ala.	4

Top Individual Volume

Terry Stauffer, Penn.	\$163,328
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Top Team Leader Volume

Phil Salinas, Texas	\$51,194
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Top Sales Manager Volume

Terry Stauffer, Penn.	\$163,391
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Top District Manager Volume

Sheldon & Sylvia Swartzentruber, Del.	\$99,265
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Top Director Volume

Terry Stauffer, Penn.	\$197,951
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Top Director Organization Sponsorship

Ben & Carol Welch, Neb.	43
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Top District Manager Organization Sponsorship

Mary Ann & Mervie Lengacher, In.	20
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Top Monthly Sponsorship

Terri & Craig Schnieders, Okla.	16
William Campton, Ill.	7
Kimbra Green, Mont.	7

Top Individual Volume

Don & Betty Carpenter, Texas	\$127,753
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Top Team Leader Volume

Don & Betty Carpenter, Texas	\$127,753
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Top Sales Manager Volume

Donald Carpenter Jr., Texas	\$127,733
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Top District Manager Volume

Katie & Chad Hedrick, Mo.	\$141,115
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Top Director Volume

Rod & Sheila Livesay, Iowa	\$342,625
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Top Director Organization Sponsorship

Ben & Carol Welch, Neb.	29
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Top District Manager Organization Sponsorship

Kristine Pierce, Mont.	15
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APPOINTMENTS

FEBRUARY - MARCH 2007

FEBRUARY

Director Appointment

Michael & Susan Brown, Ala.

District Manager Appointment

Aaron N. & Louella Martin Jr., Penn.
Robert Ray Brown, Ala.

Sales Manager Appointment

James & Bonnie Colwell, Iowa
Annie M. Dee, Ala.
Lamar & Inez Miller, Ill.
Rushel Smith, Ala.
Philip & Loretta Phillips, Ind.
Steve & Eileen Shoemaker, Ind.
Sharon Gruetzmacher, Ark.
Robert Wayne Erickson, Minn.
Jeff Blann, Ind.
Harold & Jalayne Turner, Kan.
Bradley Minnick, Minn.
Kevin Zikmund, N.D.
Mark & Martha Newswanger, Penn.
Ammon & Mary Zimmerman, Penn.
Norman & Anna Reiff, Penn.
Robbie Burnett, Fla.
Dan & Ann Schwartz, Ind.
Brent Buhr, N.D.
Luke R. Sutton, Texas
Gerald Hostettler, Neb.
Trudi Bryant, Va.

Team Leader Appointment

Jonathon Heatherly, Ill.
Thomas & Liz Moore, Ariz.

Bradley Cleland, Ala.
Clara King, Ala.
Roxi Thompson, Ala.
Andrew Otto, Ill.
Jerry & Melody Smelser, Ind.
Mike Trost, Mich.
Roger & Regina Beiler, Ind.
Emanuel & Delila Slabaugh, Ohio
Kenneth & Heather Raber, Ohio
Annette Wall, Ohio
William Schwartz, Ind.
Abraham Shetler, Ohio
Mahlon Schwartz, Ind.
James Griffin, Texas
Ben Stutzman, Ill.
Tony Kurth, Minn.
David & Rachel Glick, Penn.
Benuel K & Susie Stoltzfus, Penn.
Stephen & Catharine Zook, Penn.
Henry Stoltzfus, Penn.
Nancy C Dare, Ala.
Bruce Hillemeier, Ill.
Charles Pirozzoli, Ill.
David & Penny Farley, Ohio
Kimbra Green, Mont.

MARCH

District Manager Appointment

Harry & Arlene Martin, Penn.

Sales Manager Appointment

John Wicht Jr., Minn.

Debra & Ronald Bowen, Ill.
Jeremy Thomas, Mo.
Allen Van Grouw, Minn.
Emanuel & Sovilla Raber, Iowa
Thomas & Liz Moore, Ariz.
Andy & Camille Williams, Texas
Bradley & Victoria Wiest, Penn.
Ronald Friesen, Calif.
Steve & Debra Kincaid, Ill.
Gary Kidrowski, Minn.
Kylon & Jennifer Fort, Ga.
Adria & Brian Hibbs, Ala.
David Helmuth, Ill.
Linton & Julie Haresnape, Kan.
Scott & Julie Loesel, Mich.
John Ettesvold, Minn.
Carol Matheny, Ill.
Dave & Sharon Jurgens, Ill.
Leroy Troester Jr., Penn.
Brenda Hennigh, Ill.
Brian Chupp, Ia.
Issac & Mary Stoltzfus, Wis.
Robert Meyer, N.D.

Team Leader Appointment

Nickolas & Shana Wehr, Iowa
Charles Dare, Ala.
Bob & Vicki Gilley, Tenn.
Phil & Melody Taylor, Ala.
John Eis, Neb.
Charky & Shelia Marquis, Kan.
Mark & Angie Penny, Ohio
Jason Fletcher, Ark.

James Rose, N.D.
Shelia Dare, Ala.
James Tappan, Ariz.
Daniel & Tina Hubert, Mo.
Marvin Simonsen, Neb.
Marc Penn, Calif.
Mark Neer, Ohio
Anna & Herman Buller, Calif.
Robert & Martha Yoder, Ohio.
Robert & Lorretta Johnson, Mo.
Dana & Cindy Maxwell, Ohio.
Timothy & Sonya Grace, Ala.
Rosilyn Shroyer, Ore.
Brianna Scheffler, Okla.
Terry Erickson, N.D.
Ernie Sheets, Texas
Joseph & Denise White, Iowa
David & Teri Hinman, Wyo.
Steven Hoff, Minn.
James & Susan Anderson, Minn.
David Leiseth, S.D.
Edward Dahlke, Ala.
Rick Scott, Ga.
Gary & Dee Charles, Ga.
Derrick Kowalsky, Ga.
Brianna Scheffler, Okla.
Jake & Emma Eicher, Ind.
Thomas & Amber Kemp, Ohio

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