

**jclark gardner**  
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# hand wash

My  keeps her  clean with her tongue. My mom and I don't think my  would taste so good, so she has me use  to keep them clean. Mom says things like riding my , playing , and petting the  get tiny  on my hands that can get me sick if I don't wash them off. So I always use  and wash my  before I eat , after I use the , and whenever they look dirty.  foams up on my  and helps them feel clean and soft, and it's made from natural ingredients like oats and . I asked mom if we should give some to my  so she won't have to use her tongue all the time, but she said she'd probably be okay.





USE<sup>no</sup>  
{586}

## Your toddler decides Goldie needs a bigger bowl to swim in.

Fish her out and get your boy's hands on *Antibacterial Liquid Soap* to get rid of the germs. Its exclusive concentrated formula gives you 600 uses in every bottle—**THREE TIMES THE AMOUNT OF THE LEADING BRAND.** Include some in your next order, and feel better letting your kids be kids.



**One bottle. 600 uses.**



# SLOPPY SMOOCHES

■ **pigs need love too** ■

For every five MelaSoft Spring Breeze you sell (32oz, 96oz, or sheets), you can nominate a coworker to give a smelly sow a big smooch on the snout! The lucky person with the most nominations at the end of the month will have to kneel down and pucker up to a real pig in front of the whole call center!

**See you in the pen!** ■







# KISS MY



**you'll swoon for  
our swine**

**Sell a MelaSoft Spring Breeze**

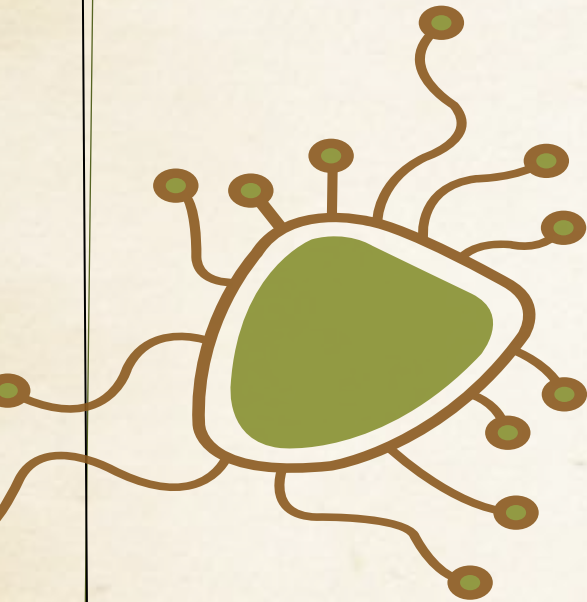
**& nominate a coworker  
to give a sow**

**a smack**

**on the snout!**



# The War on Germs



Each year, Americans are sick more than 40 billion days, and over 160,000 people in the United States die with an infectious disease as the underlying cause of death.<sup>1</sup> These infectious diseases are caused by viruses, bacteria, parasites, and fungi—microscopic little pests we commonly refer to as germs. The health and well-being of family is the number one priority of everyone, and with the constant rise in the cost of health care, it's becoming a costly one. An ounce of prevention is well worth keeping germs and sickness away, and Melaleuca has everything you need to keep your family clean and germ-free at home and on the go.

## GERMS AT HOME

Whether it's in the kitchen, bathroom, or living room, germs and bacteria are trying to make your home their own. E. coli, salmonella and other bacteria can live up to two hours on surfaces.<sup>2</sup> Fight back by keeping plenty of *Clear Defense™ Moisturizing Hand Sanitizer*, *Antibacterial Liquid Soap* and *Sol-U-Guard Botanical™ Disinfectant*. *Clear Defense* effectively kills 99.99% of germs, and *Antibacterial Liquid Soap* kills germs and protects your hands. Powered by the antimicrobial essential oil of the herb thyme, *Sol-U-Guard Botanical* is 99.99% effective against many common household germs, including salmonella, staph, pseudomonas, tuberculosis, athlete's fungus, and HIV. If you're going to fight in the war on germs, you need the right ammunition, and Melaleuca has it.

## GERMS AT SCHOOL

Times tables aren't the only type of multiplying going on at schools. Under optimal conditions, bacteria can grow rapidly and double as quickly as every 10 minutes.<sup>3</sup> As a result, nearly 22 million school days are lost annually due to the common cold alone.<sup>4</sup> The solution? Teach your kids to keep their hands clean. *Koala Pals™ Hand Wash's*\* fun, foamy formula is a great way to teach your kids to wash their hands at an early age.

## GERMS ON THE GO

Ever wonder how many people have touched the handle on the door to the grocery store? Or who else has been holding onto the bar on the bus? Are all of those people keeping their hands clean? The truth is that germs are everywhere. But keeping a few bottles of *Clear Defense* or a few packets of new *Clear Defense™ Moisturizing Hand Sanitizing Wipes* with you will give you germ-fighting power on the go. *Clear Defense* kills 99.99% of germs, and gives you the peace of mind you need.



## CONQUER GERMS WITH MELALEUCA

From helping kids make hand washing a habit to state-of-the-art protection against germs and bacteria, Melaleuca has the solution for clean hands in any scenario. We are proud to combine the best of nature with the latest science to be your first line of defense in the war on germs.



### NEED

Germs are everywhere, causing sickness and disease. There are antibacterial soaps in the market, but some may remove natural lipids that keep your skin soft without replacing them.

### BENEFIT

*Melaleuca Antibacterial Liquid Soap* not only kills germs, but also contains moisturizers that help replace the lipids it removes to keep your hands soft as well as protected. *Clear Defense* kills 99.99% of germs and comes in two convenient forms that can be taken anywhere. *Koala Pals Hand Wash* is a great way to get kids in the habit of washing their hands properly. *Naturals Hand Soap*\* contains a moisturizing blend of plant-derived glycerin, sunflower seed oil and vitamin E to provide an effective, natural clean.

### DIFFERENCE

The concentrated formula of *Melaleuca Antibacterial Liquid Soap* allows more uses per bottle than all leading brands. When used properly, each bottle contains more than 600 uses. Although *Clear Defense* contains alcohol derived from corn and should be kept out of the reach of children, it contains a bittering agent that would deter swallowing if it were ingested.

### APPROACH

- The rising cost of health care is a concern with many people. Explain that Melaleuca's antibacterial soaps and *Clear Defense* are an effective way to kill germs, keep clean, and possibly help prevent unnecessary illness.
- Center the conversation around children playing outside and getting dirty.
- Tell of experiences you've had with Melaleuca's hand soaps. Mention how long you've been using them and which are your favorites.
- Invite them to try the soaps themselves and experience the difference.

\**Koala Pals Hand Wash* and *Naturals Liquid hand Soap* do not contain antibacterial, germ fighting ingredients. They do, however, provide effective hand cleaning and washing properties.

<sup>1</sup> Center for Diseases Prevention, Facts About Infectious Diseases, ([www.cdc.gov/ncidod/op/materials/opbrochure.PDF](http://www.cdc.gov/ncidod/op/materials/opbrochure.PDF))

<sup>2</sup> Minnesota Department of Health ([www.health.state.mn.us](http://www.health.state.mn.us))

<sup>3</sup> Eagon R. "Pseudomonas natriegens, a marine bacterium with a generation time of less than 10 minutes." *J Bacteriol* 83: 736-7. PMID 13888946.

<sup>4</sup> Center for Diseases Prevention, Stopping Germs at Home, Work and School



## PRODUCT TRAINING RESOURCES GETTING OUTDATED?

The New Melaleuca Product Training CD is packed with information, insights and tips on selling Melaleuca's most popular products. Hosted by seasoned Executive Directors and our own President, McKay Christensen, these product training sessions will give you the assets and edge you need to grow your business with product-specific information.

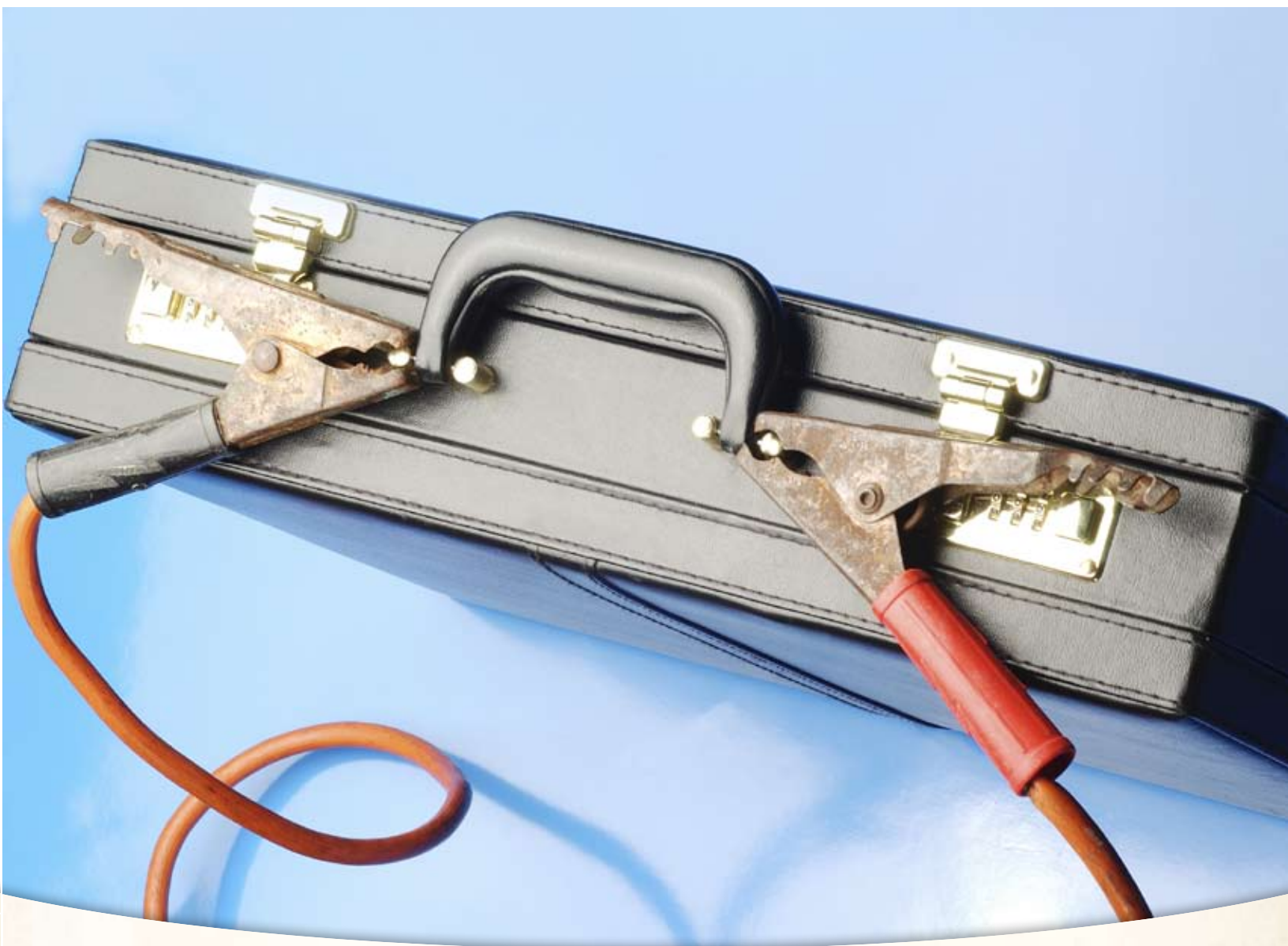
"Product knowledge is the key to your success in referring others to Melaleuca. We've had great response to our weekly. This CD is a collection of our most requested product trainings."

- Lewis Rassmusson, VP, Leadership Development



Product Training Audio CD





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Product Training Audio CD



May your lips not be chapped, your roads always be plowed,  
and your gifts include a return receipt.

**HAPPY HOLIDAYS**  
Melaleuca Marketing Department