

MAKING MORE MONEY

Continuous Never-ending Profit - the Newsletter of CNP Graduates and Students

INSIDE THIS ISSUE:

BG Class	2
Class MVPs	2
Member Horntooting	2,3
GA of Recent Classes	3
Class Application	4

Number of members in our CNP Community is
167

Classes starting!

Davis College, Toledo

- February 1, 7:30 - 9:40 AM., 12 weeks
 - February 17, 10:30 AM - 1 PM., 12 weeks
 - March 2, 4 PM - 8 PM, 6 weeks
 - March 11, 9 AM - 11:10 AM, 12 weeks.
- Best Western, Bowling Green,
- March 10, 1 PM - 5 PM, 6 weeks

24 hours of CEUs for CPAs and Realtors.

Call 419-833-5182 to register.

MIXER CAN'T BE STOPPED!

Stormy weather can't stop us! While the snow, sleet, and whatever storm tied to get us to yell, "uncle", it just wasn't successful. Over seventy people showed up at the January 6, 2005 Graduation Mixer.

Four classes of students were recognized with 28 graduates being welcomed to the community. Cathy Skiver, CNP trainer and BNI Director, ran the show and managed it with style. Jennifer Alford, New England Financial was the leader at the registration table along with two students, from Nick Nigro's Davis College class.

Doug Clark, Fifth Third Mortgage, helped people with name tags and Merri Bame, CNP Trainer and Breaking Down Barriers and Linda Everhardt Kardux, CNP Trainer, WEN and Business Navigators helped to hand out graduation certificates. The remainder of the BOA



Top left, clockwise: Jeff Manley, John Rapp, Jenny Paul and Adam Abdelhamid all celebrate the end of the course.

members, helped our guests to feel very welcome, chatting with them and being the connectors of the evening. Those attending were Dave Bodner, Seymour & Associates, Mass Mutual, Julie Kuney, Comfort Keepers and Linda Kilgus Ruckman, Re/Max Preferred. Grad Becky Pegorsch, Lee Winters Florist, provided the

balloons at a very attractive price.

Grad Sue Hughes, Welles Bowen, led the group in a rollicking story of how she has used the CNP techniques and what it's meant to her pocket. If you missed it, you owe it to yourself to call Sue and ask her to repeat her performance.

JULIE KUNEY IS THE LUNCH QUEEN

CNP grad and student lunches will continue with the first lunch of the year on January 18 (third Tuesday) at 11:30 AM - 1 PM. Julie Kuney, ComfortKeepers will be facilitating these events and will be the person sending out the email

notice about the lunches. You'll be replying to her and even though Julie is nicer than Debby, you can bet that she will be rather feisty if you don't R.S.V.P. Doug Clark will be helping Julie with the duties. They are going to be asking participants to answer

questions that will help the CNP learning process. The request for January is for you to send your target market to Julie. She and Doug will be collecting that information to publish so we can all better help each other. Bon appetite!

FIRST BG CLASS SLATED

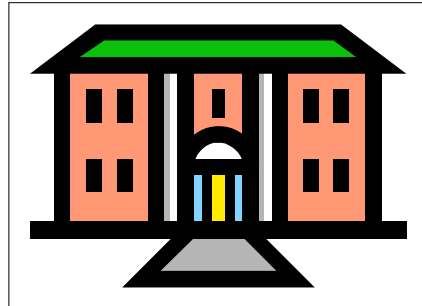
No longer can the reason for not attending a CNP class be that the drive to Toledo is too far! Now those in the Bowling Green and Findlay areas have a class

series just for them at the Best Western in Bowling Green west of I-75 on Wooster. Classes will begin March 10, 2005 and will be held once per week for six weeks on Thursdays, from 1 - 5 PM.

to managers that might want to enroll their team of sales people. She is also willing to speak to groups wanting to know more about networking and referral prospecting.

Your help in getting the word out to your friends and associates to the south will help to launch this new site.

Debby will be meeting with many of her contacts, but she welcomes the opportunity for your introductions. She would particularly like personal introductions



Best Western, Falcon Plaza

Class MVPs

August '04 - Sandi Nolte, Fifth Third Mortgage

September '04 - Kelly Elton, Welles Bowen

October 7, '04 - Laura Osborne, Laura's Framing

October 13, '04 - Adam Abdelhamid, Capital City Mortgage

MEMBER HORNTOOTING - ANGEL MILLET

Angel Millet, Pre-Paid Legal Services, Inc. reports that he was elevated to the position of Director for

the company in the month of December.

MEMBER HORNTOOTING - GARY THOMPSON

Gary Thompson, Gillette Associates, Inc. recently led a consortium of design consultants from Ohio, Michigan, and Texas who were selected by Bowling Green State University to

study the feasibility of expanding and renovating the BGSU Ice Arena.

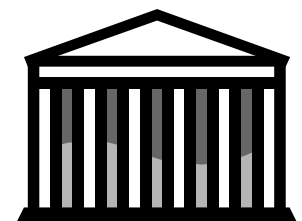
He is also working with Lori Nichter, NBS to get our

Michigan grads working together on a regular basis.

MEMBER HORNTOOTING - SHARON HAWKINS

Sharon Hawkins reports that Fifth Third Bank, Exchange Bank and Key Bank have requested Hawkins Environmental become an approved vendor

for Phase One Audits performed on behalf of their customers!!!! Congratulations for these approvals.



MEMBER HORNTOOTING - SUSAN MILLIRON

Susan Milliron won the Weekender holiday incentive for sponsorship and sales and she also won National Incentive for sponsorship and

sales for the FALL/WINTER 2004 season.

MEMBER HORNTOOTING - LORI CANNON

For the year 2004, Lori Cannon, Edward Jones Company opened 143 new accts and 24 of them were in the month of Dec. She

will receive the Ted Jones Prospecting Award for opening more than 120 new accounts in her first year.



Lori Cannon, Edward Jones

MEMBER HORNTOOTING - MARY NYITRAY

There is some buzz in local circles about Optical Arts. Owner Mary Nyitray tells us that an article about women politicians and eyewear was on page 20 of the Holiday edition of

the *Spotlight on Women Magazine*. Additionally, on page 13 (but who's counting!) of *Mature Living*, she is noted for her curb service.



Mary Nyitray, Optical Arts

MEMBER HORNTOOTING - MICHAEL TEMPLE

At a fundraising event for five of Toledo's non-profit organizations Michael Temple of Temple Development Company was recognized by Jesse Torrence, Executive Director, of Toledo Sister Cities International for his contributions to the organization. Michael will

also be running for the Board of Toledo Sister Cities on Thursday, January 13th, wish him luck.



Michael Temple, Temple Development Company

Recent Graduates Assistants are:

Elise Scott, Electric Sun Tanning,

Justin Kearns, New England Financial,

Linda Kilgus Ruckman, Re/Max Preferred,

Rodney Hill, New England Financial,

Dave Achen, New England Financial

Bob Link, Stevens Moving and Storage

Greg Peters, Cyber Data Solutions

Michael Temple, Temple Development Company

CNP of Ohio Ltd

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Perrysburg, OH 43552

419-833-5182
419-304-1171 (mobile)

We'll have our own CNP of Ohio, Ltd
website up for you to look at soon.
Watch this newsletter for the launch!

Stamping Out Cold Calls



Participant Invitation:

Sponsored by: _____

PART I

Date: _____ Course Location: _____ Date of

Course: _____

How did you hear about CNP?: _____

PART II (Fill out or STAPLE BUSINESS CARD HERE)

Name: _____ E-Mail Ad-

dress: _____

Business Name: _____ Business

Phone: _____

Business Address _____ Cell Phone #:

City: _____ State: _____ Zip Code: _____

Continuing Education Information (Not available for all profes-

sions):
Profession: _____ License Number: _____

Official Business Address: _____

City: _____ State: _____ Zip Code: _____

Part III

Investment Options: (1st payment will be charged 14 days prior to class start date, and next payment will be due the 15th in the month after the class begins, with remaining payments being taken out monthly on the 15th.)

_____ Option 1 (\$699 - Check, VISA, Mastercard, American Express)

_____ Option 2 (3 monthly payments of \$245 - Credit Card Only)

_____ Option 3 (6 monthly payments of \$130 - Credit Card Only)

_____ Option 4 (12 monthly payments of \$70 - Credit Card Only)

Credit Card Information: (Circle one) - VISA Mastercard American Ex-
press

Card Number: _____ Exp. Date: _____

Signature:

Your Credit Card Statement will read "BNI"

CANCELLATION POLICY: Cancellations received less than 14 days prior to the course start date will incur a \$100 processing fee

Send payment and registration form to: CNP of Ohio, Ltd, 3450 W Central Ave, STE 124, Toledo OH 43606