

Our Biggest Sign-Up Incentives Ever!

Join Watkins in January, and you can get over \$375 in free bonuses as you get your business rolling!

HURRY! Ends January 31, 2007

(You must join by 6:00pm Central Time on 1/31/07 to participate in this incentive)

Congrats! You're just in time for the biggest sign-up incentives we've ever offered to new Watkins associates. But hurry, because the clock is ticking!

Join Watkins today, and you can participate in our special promotion that can give you more than \$370 in extra bonuses, over and above all the other income and benefits of Watkins. It's just for people like you who are ready to take action and improve their lives as their own boss.

Earning these extra incentives is like getting reimbursed for more than the cost of your entire starter kit. It's our largest set of sign-up bonuses ever!

Free Websites, Free Products, Free Training, Free Luxury Vacation... You can get it all!

Join Watkins on our Summit Group team by January 31, 2007 (at 6:00pm Central Time) and you can take advantage of outstanding benefits. First, you'll be eligible for two January-only offers:

- **You'll immediately get a customizable e-Associate website**, so you can try online retailing of Watkins products at no cost to you as part of your

initial business strategy. The site is yours to use free through April 30, 2007 (a value of \$124.80 US or \$151.80 CN).

- **You can earn \$250 US (or about \$285 CN) in gift certificates for Watkins products of your choice** directly from our Summit Group founder Steve Bretzke. Simply achieve the two basic targets we recommend for new associates (which are listed in the "Why Start Today" section on the following page).

Plus, on top of those special offers, you'll also get the special bonuses that we always give to all new members of our Summit Group team:

- Free access to our top-notch training site, jam packed with business-building articles and our Message Board where you can get answers 'round the clock. Value: Priceless.

- Your own free prospecting website, so you can invite other people to join you in the fun, flexibility, and income of a Watkins business. Value: Priceless.

- Access to online versions of six critically-acclaimed books and 28 special reports that can boost your success in this or any business. Value: \$124.47

WATKINS
TRADE MARK



We've helped hundreds of people earn income with a work-from-home Watkins business. You can do it, too!

- Ability to listen to our weekly coaching Conference Calls (either live or through online recordings). Value: Priceless.
- Ability to participate as a new associate in the Fast Start Bonus portion of Watkins' 2007 incentive program—it can earn you a variety of prizes including an all-inclusive luxury vacation for two to Puerto Vallarta, Mexico (trip to take place in Spring 2008). Value: Thousands.

But, you know what's even better than all the bonuses? By achieving our recommended targets during your first months, you will have developed habits that, if continued, can pay you thousands upon thousands of dollars in the months and years ahead.

Remember, most components of this offer are from the Summit Group (not from Watkins Corporate), so you can ONLY qualify for all these bonuses by joining under the Summit Group member who sent you this letter.

So, if you're ready, join today. There's absolutely no risk. Your starter kit, like all Watkins products, is fully guaranteed. If things don't work out for you for any reason, simply call the toll-free number within 30 days for a full refund, no questions asked.

Make this the turning point in your life—this can be the day you unwrap a brighter future, with more income, more fun, and total flexibility as a Watkins associate. It is a good decision.

Why Start Today?

1. As a Watkins associate, you do as much or as little as you want at any time.
2. There are no monthly minimum requirements. Do a little... do a lot, earn a lot.
3. There is no pressure. It's entirely your business. You can join just to get the associate's discount on products. And, you can choose to do nothing for as long as you need to if your life gets too busy. You'll still be welcomed and valued as a part of our Summit Group team.
4. You'll get most of the benefits from this promotion regardless of how much or how little you choose to do. The free \$250 gift certificate, however, is designed specifically for associates who want to improve their lives during the first months of 2007. So, to qualify for the \$250 gift certificate, you must achieve the basic targets that we recommend for new associates. But, of course, if things come up in your life at any point that prevent you from earning this bonus, it's still okay—you won't be kicked out of the business, and you won't be pressured.
5. In fact, it's perfectly okay if you join now to get your feet wet, even if it will be a while until you can really dive in, or even if you feel you won't be able to qualify for the \$250 certificate. And who knows, you might just surprise yourself!
6. There is excellent support and training that is FREE to you as a Watkins associate on our Summit Group team. Associates can visit our training website 24/7 for training or coaching. You'll get weekly e-mail updates with Watkins news and business ideas. You can talk to leaders by phone to ask for their advice.
7. This is a friendly, family-oriented business. You simply help other families learn how they can benefit from the Watkins products and/or business opportunity.
8. You can build your business through retailing methods. Use traditional methods (such as taking orders from catalogs, presenting products at parties, or having a booth at trade shows) or have customers order online with the e-Associate website that you'll have free through April 30.
9. You can build your business through team-building methods. We, your Summit Group leaders, will give you a free website that you can use to help other new associates join your Watkins team. Their growth can boost your income. You can find prospective associates by talking to people, using online ads, placing low-cost newspaper ads, and other methods.
10. We've found that the associates who achieve the most success are those who begin their businesses by gaining experience in both retailing methods and team-building methods. The \$250 gift certificate incentive is designed to encourage you to start that way.
11. So, to qualify for the \$250 gift certificate, you need to join Watkins under a member of the Summit Group during January 2007 and then meet the following two requirements anytime before April 30, 2007: A) achieve a total of 750 Central Points worth of orders, which is approximately \$750 to \$800 worth of products at U.S. retail prices (it can be a mix of products your customers order and items you order for use in your own home); and B) help three new associates join your Watkins team.
12. If you're wondering where those requirements came from, it's just adding up three months worth of the basic targets that we recommend for new associates who want to lay a foundation for a successful Watkins business. In general, we encourage all associates who want to be moderately active to at least: A) achieve an average of 250 Central Points per month, which is about \$250 to \$275 worth of products at U.S. retail prices; and B) help an average of one new person per month join the Watkins business directly under you as a member of your team.
13. For this incentive we give you the rest of January as time to get up to speed, and then you have February, March, and April to achieve 750 Central Points and add three new members to your team. Having until April 30, 2007 to complete the requirements gives you flexibility in case other activities get in the way part of the time—you can take your time and catch up in April, or kick things into gear right away and earn the \$250 Gift Certificate sooner. Again, it's your choice.
14. We encourage you to make this the year that you change your life for the better, forever. Believe in yourself. You can start your own profitable Watkins business as a member of our team. And if you're ready to take action, you can earn the \$250 in free products as icing on the cake!
15. If you're revved up and ready to roll, join now. Select any of the three recommended starter kits. You can officially be a Watkins associate and can begin working towards the \$250 incentive right away!