

Career Opportunities

Make Pharmanex A New Year's Resolution For An Added Source Of "Healthy Income" In 2001 TM

(NAPS)—Among the thousands of New Year's resolutions being set for 2001, most lists will include one (or all) of the following:

- 1) Find a career that I really love.
- 2) Spend more time with my family.
- 3) Make more money!!!

If you're like most Americans, the New Year is a time to take stock of your life. Brett Nelson, vice president of sales for Pharmanex, a leading manufacturer of scientifically-proven nutritional supplements, says that starting a business in direct sales may solve a number of resolution dilemmas.

Direct sales is a \$24.5 billion industry in the United States, where people work as independent representatives, distributing a product line through one-on-one sales. The appeal for many comes with the flexibility—the business can be done on a full or part-time basis. More than 10 million Americans are already active in this lucrative industry, a figure that has doubled in the past ten years, according to the U.S. Direct Selling Association.

The success experienced by Pharmanex representatives can be linked to the exploding interest in health and wellness. Combine this with new uses of the Internet, Nelson maintains, and the future is limitless. "Today more than 52 million Americans actively use the Internet, with one new individual logging on every seven seconds. Our business is based on trust: people turn to trusted friends for recommendations on health and nutritional products, including dietary supplements. This same word-of-mouth approach, the whole foundation of our business, when combined with the new technology, creates a fantastic growth opportunity."

Recognizing the potential,

Pharmanex has developed eHealthcenter.com, a Web-based business opportunity that enables its representatives to easily extend their marketing reach. This new technology allows them to more easily compete on a global scale, from the comfort of their home offices or living rooms.

Interested in exploring the potential of direct sales? Nelson suggests you ask the following questions to help determine whether direct sales is for you:

1) **Research the company and products.** What is the company's reputation within their industry? What is the initial investment needed to get started? Do they guarantee their products? Will they train you? Nelson notes that Pharmanex backs every product with clinically-proven science, and provides ongoing product updates and training.

2) **Believe in the product.** Try it, use it, understand it, because if you don't like it, you can't sell it. Nelson maintains that one reason why people become involved in Pharmanex, other than for the additional income, is due to their strong belief in the products. "The secret to success is enthusiasm—our reps can't wait to share their personal stories with others."

3) **What is the average income potential, and how many hours are needed to become successful?** Nelson cautions that, to be successful, people must treat this as a part-time business, not a 'spare-time' business. "Most part-time reps put in 10 to 15 hours a week and still generate healthy incomes, enough money to help make a car or house payment."

For more information about Pharmanex, its products, business opportunity and eHealth, log on to pharmanex.com or call 1-888-PHARMANEX.