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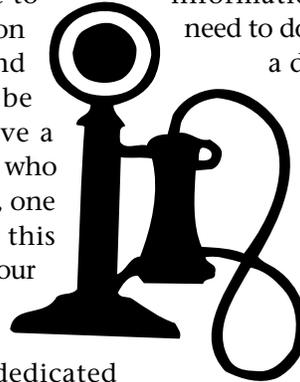
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My One-year Birthday
Ani M.

World Services Needs Your Service

by Scott J., Chair Emeritus

Try giving the number 1-415-750-0328 a call. This number will connect you with the World Wide Nicotine Anonymous Information Line. As you listen to the announcements and press the various option buttons you will be able to hear a great amount of information about your fellowship. At the end of the information you will be offered the opportunity to leave a message for one of our volunteers who will call you back. When John O., one of our former NAWS Chairs set this system up he had 28 members of our fellowship taking turns calling people back who left messages. We are now down to about 5 dedicated folks who want to make sure that the hand of Nicotine Anonymous is always there when someone reaches out for help.



A little simple math on the numbers above tells you that we are about 23 servants short. If you would like to "keep it green" by volunteering to be one of the teleservants that call people back with more information, WE NEED YOU! All you need to do this service is a telephone and a desire to help the still sick and suffering nicotine addict that calls in for help. All the information you need and even reimbursement for the phone calls will be made available to you.

If you think you might be interested, please give me a call at 516-810-8035. We really do need your help and your service will keep you nicotine free, *One Day at a Time.*

I'm Grateful

Jean C., Monterey, California

I'm grateful for many things at this point in my life. One of the most important gifts is the freedom from nicotine. First of all, I enjoy the freedom of simply breathing. I appreciate the fact that I can breathe without any assistance. I also appreciate that I'm not chained to my cigarette package and lighter like I was for 30 plus years. God help me if the lighter wore out or the cigarettes got wet.

I love the freedom of taking my dog for a walk or just getting into my car without worrying, "Do I have them with me?" Now I can just pick up the phone when it rings, or call a friend without wondering, "are they within reach?" More than anything I appreciate the fact that I can deal with problems and stress without having to smoke.

—A grateful non-smoker!!

Send letters to the editor, articles, stories, poems, artwork, or other material for *Seven Minutes* to:

Seven Minutes

c/o NAWSO
419 Main St., PMB #370
Huntington Beach, CA 92648

Subscription requests, circulation additions and deletions may be sent to the same address.

Material may also be sent by e-mail to:

<info@nicotine-anonymous.org>

All articles accepted for publication may be reprinted in outside publications in their entirety at the discretion of the chair and editor.

Your trusted servants,
Donna E., *Publisher*
Catherine C., *Editor*
Joe S., *Subscriptions*

Our Preamble

Nicotine Anonymous is a fellowship of men and women helping each other to live our lives free of nicotine. We share our experience, strength and hope with each other so that we may be free from this powerful addiction. The only requirement for membership is the desire to stop using nicotine. There are no dues or fees for Nicotine Anonymous membership; we are self-supporting through our own contributions. Nicotine Anonymous is not allied with any sect, denomination, political entity, organization or institution; does not engage in any controversy, neither endorses nor opposes any cause. Our primary purpose is to offer support to those who are trying to gain freedom from nicotine.

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The Twelve Steps of Nicotine Anonymous

1. We admitted we were powerless over nicotine—that our lives had become unmanageable.
2. Came to believe that a Power greater than ourselves could restore us to sanity.
3. Made a decision to turn our will and our lives over to the care of God, as we understood Him.
4. Made a searching and fearless moral inventory of ourselves.
5. Admitted to God, to ourselves, and to another human being the exact nature of our wrongs.
6. Were entirely ready to have God remove all these defects of character.
7. Humbly asked Him to remove our shortcomings.
8. Made a list of all persons we had harmed, and became willing to make amends to them all.
9. Made direct amends to such people wherever possible, except when to do so would injure them or others.
10. Continued to take personal inventory, and when we were wrong, promptly admitted it.
11. Sought through prayer and meditation to improve our conscious contact with God as we understood Him, praying only for knowledge of His will for us and the power to carry it out.
12. Having had a spiritual awakening as the result of these steps, we tried to carry this message to other nicotine users and to practice these principles in all our affairs.

The Twelve Steps of Alcoholics Anonymous

1. We admitted we were powerless over alcohol—that our lives had become unmanageable.
2. Came to believe that a Power greater than ourselves could restore us to sanity.
3. Made a decision to turn our will and our lives over to the care of God, as we understood Him.
4. Made a searching and fearless moral inventory of ourselves.
5. Admitted to God, to ourselves, and to another human being the exact nature of our wrongs.
6. Were entirely ready to have God remove all these defects of character.
7. Humbly asked Him to remove our shortcomings.
8. Made a list of all persons we had harmed, and became willing to make amends to them all.
9. Made direct amends to such people wherever possible, except when to do so would injure them or others.
10. Continued to take personal inventory, and when we were wrong, promptly admitted it.
11. Sought through prayer and meditation to improve our conscious contact with God as we understood Him, praying only for knowledge of His will for us and the power to carry it out.
12. Having had a spiritual awakening as the result of these steps, we tried to carry this message to other alcoholics and to practice these principles in all our affairs.

The Twelve Steps reprinted and adapted here with the permission of Alcoholics Anonymous World Services, Inc. Permission to reprint and adapt the Twelve Steps does not mean that A.A. is affiliated with this program. A.A. is a program of recovery from alcoholism—use of the Twelve Steps in connection with programs and activities which are patterned after A.A., but which address other problems, does not imply otherwise.

From the Chair . . .

Kent B., Phoenix, Arizona

At nearly every Nicotine Anonymous meeting someone says, "I never think about smoking until I'm driving to this meeting" . . . or "Unless I'm talking with another member of the Fellowship" . . . or "When I'm doing my daily prayer and meditation."

Such declarations always strike a strange dual response in me. First, how grateful we are to no longer be constantly obsessed by thoughts of smoking. And second, how possible is it to recover if we're not in

constant conscious contact with the gratitude that we no longer use nicotine?

I was given a glimpse of the answer to this paradox while hiking across the floor of the Grand Canyon a few weeks ago. I had been following one careful step with another for many rugged miles when the panoramic splendor of earth's most spectacularly crafted wonder began to seem almost routine. I started to focus on how those sheer cliff walls and countless precarious ledges were only inches from where my feet touched down and how one slight slip would lead to a certain and horrible death. There was no guardrail, no safety net, and no rescue team. Only alertness, awareness, and an appreciation for the physical reality around me—my mental state—could protect me. I was mindful that people travel hundreds of miles to the Grand Canyon to plunge purposefully to their deaths because they know there

is no uncertainty as to the outcome of such a leap.

I concentrated on the placement of every step, to anticipate each twist in the trail, as my legs grew tired and I became fatigued. I remembered how carefully I had prepared for the hike. Picking the optimal weather dates, carefully selecting boots and the right equipment, reading about the conditions I might encounter, talking with others who had successfully completed the trip before, carefully mapping the route I should take (wandering off any marked trail could prove disastrous). As I

stepped off the trailhead at 6:00 a.m., I had asked for my God's help in the day's trek. Throughout the day I had encouraged others and they encouraged me, sharing a part of the trail with strangers eager to accomplish the same goal. Yet all that preparation faded as the miles wore on and I began to drift mentally, to worry as dark approached. I began to feel alone and vulnerable. I even questioned the sanity of having started

out on such an adventure; maybe I should give up and turn back.

But when the exultation came at 7:00 p.m. at the other end of the trail, I was overwhelmed with gratitude. In spite of pain in every joint and near total exhaustion, I had achieved one of my life-long ambitions.

I became aware of the hike's similarities to our precarious nicotine recovery. Many years of wishing we could stop interrupted by countless failed attempts and false starts. We had to make a life-impacting decision, discard

the ashtrays, lighters and tobacco,

read the literature and *The*

Book, get to meetings to

listen to others who

had already put

nicotine down,

choose a "quit

date" and pre-

pare for the

inevitable

triggers we'd

encounter. We

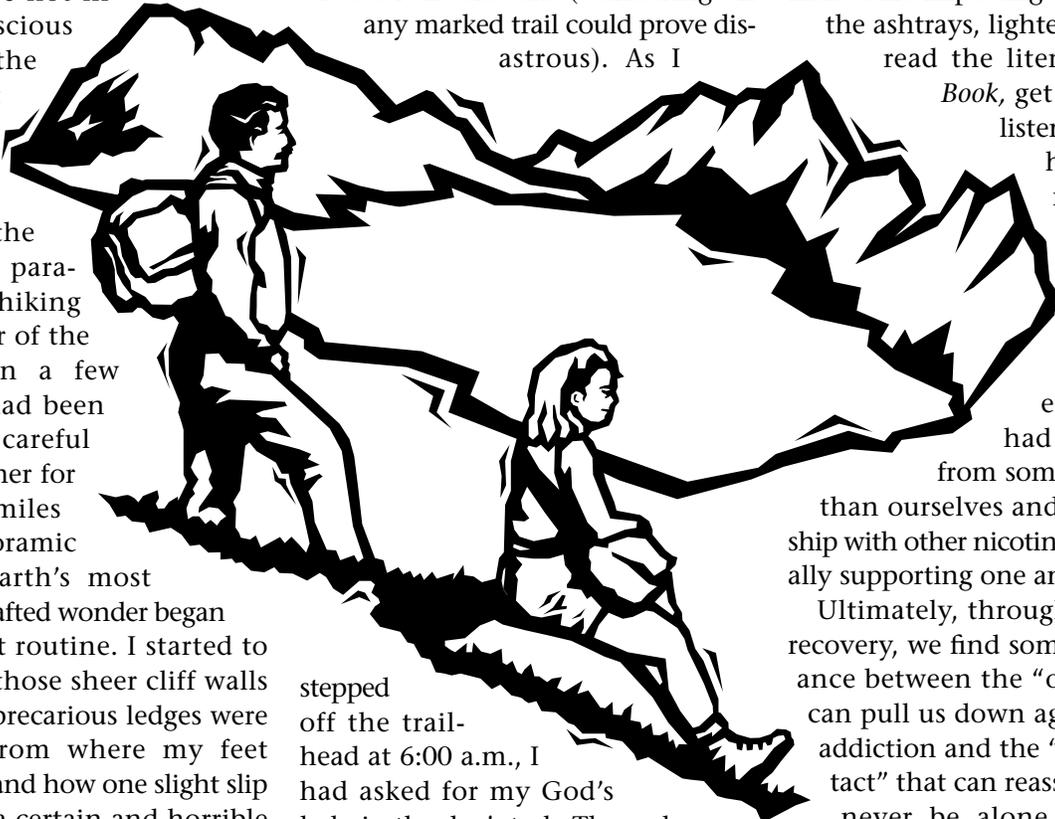
had to ask for help

from some Power greater

than ourselves and to form a kinship with other nicotine addicts, mutually supporting one another.

Ultimately, through a program of recovery, we find some tolerable balance between the "obsession" that can pull us down again into active addiction and the "conscious contact" that can reassure us we need never be alone resisting that

obsession. We begin to relish the replacement of our "paralyzing fear" with the joy of our "gratitude." And, we grow to believe that extraordinary things are indeed possible. After all, doesn't someone at nearly every Nicotine Anonymous meeting say, "Once I got rid of nicotine in my life, I came to believe I could do almost anything!"



God in Action

Mark S. Sacramento, California

Get a Sponsor

Work the Steps

Start A Meeting

Tell a Friend

**Leave NicA
Brochures
at your
Doctor's Office**

Change Your Life

**Help Change
Someone
Else's Life**

I came home early today because it is my Nicotine Anonymous meeting night. On arriving, I found my NicA literature order and my first copy of *Seven Minutes* had arrived in the mail. The timing of this was really amazing.

This edition of our newsletter contained an article I had written some months ago on the occasion of my first scheduled meeting of the Home Free group of Sacramento. I had been sitting by myself, asking

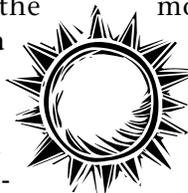


my Higher Power for some guidance on how I was to maintain my focus and go through the long times of discouraging results I had been warned to expect from the process of starting up a new meeting. And what I felt guided to understand was what I wrote in the article that was published in the September 2001 edition: essentially, that I needed to remember that my work of creating a meeting in Sacramento needed to be a commitment that I made to myself, that I could not use the number of newcomers showing up as a measure of my reward for holding a meeting. As long as I focused on my intention to have a meeting for my own recovery and let go of any idea that I was saving suffering addicts, I would be able to do what I had to for as long as necessary.

So it was remarkable that the newsletter happened to arrive on the night that I had

scheduled a meeting. And it turned out to be my second meeting with newcomers present. Two showed up, and we had a terrific meeting on step one. And as I took down the meeting space, I marvelled at how this program works, and what a wonderful example of step one in action I saw. When I chose to believe that I was powerless over nicotine addicts and that I could not manage their recovery, I worked step one at the meeting level. And by focusing my attention on working my Nicotine Anonymous program and thinking of my work of being present for the meeting these past months as my obligation to myself and my own program, I got out of God's way so that He could do for me what I am powerless to do on my own. He brought me the newcomers. He provided me with the meeting that I could do no more than create space for in my home.

So I just wanted to take a moment to name that, to notice it, and to share it with others in the program who may find some benefit in my experience. It's wonderful to sit in this moment and to feel my gratitude for this program and for the gifts it brings into my life.



Register Now!

NICA WORLD SERVICES CONFERENCE XVII

"Life, Liberty and Recovery"

Brooklyn Heights, New York

April 19-21, 2002



Conference Highlights:

Delegates will vote on important issues and choose the 2004 conference site. Speakers will be featured throughout the weekend, from the inspirational gratitude meeting on Friday night, to the Saturday night banquet, and on through Sunday morning brunch. Marathon recovery meetings will run simultaneously with the business meetings.

Come Early or Stay After

Join us for the post-conference trip to the Statue of Liberty or just enjoy your day sight-seeing around the city.

You must contact the Marriott to make your own hotel reservation. Mention the Nicotine Anonymous Conference: New York Marriott Brooklyn, 333 Adams St., Brooklyn, NY 11201, 800-228-9090 or 718-246-7000. Rooms are \$149 a night. The cutoff date for the special room rate is 3/29/02. The suggested mode of transportation from the airport is by taxi.

See the NYMAI web site for more information: www.gate1.net/mynai

Plan to attend in 2002!



2002 World Services Conference Registration Form

Name _____ Phone _____

Address _____ E-mail _____

City _____ State _____ Zip _____

Registration (\$25 through March 22, \$30 thereafter) \$ _____

Saturday night banquet/speaker (\$55/person) \$ _____

Indicate number of meals you are paying for:

Cornish Hen [# of people _____]

NY Strip Steak [# of people _____]

For special dietary needs contact John O. at

631-269-7633 or JohnONicA@aol.com

Sunday brunch/speaker (\$33/person)[# _____] \$ _____

TOTAL AMOUNT ENCLOSED \$ _____

Will you be a delegate? Yes No

If yes, indicate Group/Intergroup _____

***Delegates must register no later than 30 days prior to the conference** with the Secretary of World Services, 419 Main St., PMB #370, Huntington Beach, CA 92648 or via e-mail at Info@nicotine-anonymous.org. Registration must include name, address, phone number and the Group/Intergroup you will represent.

Mail payment and registration to:

Kathy B-G
18 Clinton Avenue
Merrick, NY 11566

Outreach Corner

Jeff C., Fountain Valley, California

Welcome to my little corner of the page. My name is Jeff C. and I am your World Services Outreach Coordinator. Beginning with this issue it is my intent to fill this quarterly column with information regarding World Services efforts to assist you in "getting the message out." As your trusted servants, my volunteers and I are here to serve you with the focus on Nicotine Anonymous's primary purpose: to carry the message to those who still suffer.



I'd like to bring you up to date on the happenings of the Outreach Committee. I accepted the position as Outreach Coordinator at the 15th annual conference in April 2000. I was asked by World Services to create three projects to present to the membership at the 16th annual conference in April 2001. The objective of each project would be to create a turnkey system that an individual or group could easily implement in their own geographical area. I solicited the membership for ideas and presented the following three projects.

1. **Adopt-a-Mile**—The objective of Adopt-a-Mile is to encourage the NicA membership to distribute pamphlets ("Introduction to Nicotine Anonymous" suggested), flyers (showing local meeting times and locations), and business cards to various locations in their neighborhoods with the idea that each person (or group) would be responsible for keeping these locations stocked with information and develop relationships with key

community figures (i.e., pharmacists, doctors).

2. **Media Mania**—The objective of "Media Mania" is to support, assist and encourage the NicA membership to seek sponsors for public message spots on local TV, radio, and press by giving out information on how to approach sponsors and support members in whatever ways they need it.

3. **Mass Mailers**—The objective of "Mass Mailers" is to mail brochures, flyers, etc. to charitable organizations, government-sponsored organizations, and professionals in a group's or individual's local area, with the objective of spreading the word about Nicotine Anonymous and helping individuals with nicotine cessation.

Project leaders and volunteers were assigned to each project. At present these are the project leaders:

Adopt-a-Mile: Brenda F.
Home, 805-492-7176,
E-mail, BrendaNicA@att.net

Media Mania: Position is currently open.

Mass Mailers: Gary M.
Home, 714-915-3191,
E-mail, gbmgary@earthlink.net

If you have any questions or comments regarding specific projects please address them to the project leaders.



I am currently looking for a project leader for "Media Mania." **Please volunteer for this position!** Contact me for more information on this position or if you would like to volunteer for any project committee. We need your service! I look forward to hearing from you.

I plan to have each project ready for demonstration at the next annual conference this April in Brooklyn. Each project will also be available on our Web site under "Outreach" when completed.

We want to encourage nicotine addicts to become part of the NicA fellowship, but need to get the word out. NicA is a program of

anonymity but not invisibility. You and your meeting membership can help. Call or e-mail any of us and we'll be glad to give you information on how you can help at a local level. *Step Twelve: Having had a spiritual awakening as the result of these steps, we tried to carry this message to nicotine users, and to practice these principles in all our affairs.*

In Recovery, Unity, and Service,

Jeff C., NicA WS Outreach
Coordinator
E-mail: JcrandallAxaAdvisors@
earthlink.net
Phone: 714-378-0398



Letter from the Editor

Catherine C., Berkeley, California

As I prepare this newsletter around Thanksgiving, I find myself pausing to think about being thankful for my life and my world. At the same time I can't help but immediately think about the events of September 11—a time about which I find little to be grateful for, except perhaps the lives spared. And also of the drawing together of people all over the country who were all touched in some way by those tragic events and losses.

We're heading into the hectic holiday season—of seeing family, giving and receiving gifts—a lot of old tapes get replayed and sometimes our nicotine sobriety is jeopardized. We've certainly all had good *reasons* to smoke in the past month or two. But we didn't (I hope), because we found another way to deal with the stresses and emotions we've been dealing with: Nicotine Anonymous, our own Higher Power, and the Twelve Steps.

In February I will have my three-year anniversary. I didn't start working on the steps for about one and a half years after I had stopped using nicotine. At that time a lot happened: I volunteered to help with the conference in Berkeley, I volunteered to become editor of *Seven Minutes*, I found a sponsor through the conference, began working the steps, and began to take a more active role in my intergroup and in my home meeting.

Suddenly my life has changed.

I've been trying to figure out exactly *how* it has changed and I'm not quite sure I know how to put it into writing. Going to the conference was the catalyst. Or

maybe it was volunteering to work on the conference that started it all, because I'm not sure I would have gone if I hadn't been drawn in by the wonderful people I worked with at the intergroup meetings. I still had the mistaken belief that I don't really need these meetings and connections to other addicts, but now I know that I do.

By going to the conference I met so many people—many from California since it was here in Berkeley. Those from New York and Texas and Arizona and all over the country were the people that most impressed me and helped me see that there was more to NicA than I had thought.

People with years and years of being nicotine free and were still committed to Nicotine Anonymous. Why did they care? I wanted to know, but was too shy to ask.

Hey, I'm an addict. I think there's a part of me that believes we're all losers. But when I read the amazing stuff I receive for this newsletter, or I hear someone in my group talking about her struggle with quitting, or his achievement at quitting, I begin to know why I'm doing what I'm doing.

I heard people say that by giving you also receive, and that service is the most fulfilling and life-enhancing experience, but I really didn't believe it.

All I know is that since I've been giving back I've been getting a helluva lot. I think more about being ethical in my business dealings; I think about ways I can vol-

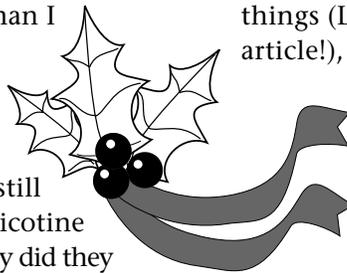
unteer my time for others; how can I pass on the word that doing the steps *works*?

My sponsor tells me that her experience is that not too many people want to work the steps in Nicotine Anonymous. Many who come from other Twelve-Step programs may feel they've already done that and don't need to do it again. That may be true. NicA is my first Twelve-Step program so all I can say is that doing the steps has helped me see a lot of my defects and my capabilities. Actually, I think I've begun to see more of my capabilities than defects: I'm more able to stand up for myself, express my opinion about things (Look! I'm writing this article!), more able to say I

deserve to be treated with respect. These things certainly weren't always true.

What I think I'm trying to say is, **do your step work**. It will make all the difference if you work the steps honestly and with care. If you don't feel your sponsor is working for you, then look for another one. Go to a different meeting or several different meetings if you can't find one. My sponsor and I work by e-mail, since we live in different parts of the state. **Become a sponsor**. Help others with less nicotine-free time than you. Give something back. **Do service**. If you can't do it for World Services, join your intergroup and volunteer some time to get the word out so others can benefit from NicA as you have. Check out the "Outreach Corner" in this issue.

Happy Holidays!!!



Send in your stories, poems and cartoons! Share your experience, strength and hope. This newsletter is nothing without you!!!

NAWS Financials: September 30, 2001

Balance Sheet Previous Year Comparison As of September 30, 2001

| | Sep 30, 01 | Sep 30, 00 | \$ Change | % Change |
|---------------------------------------|------------------|------------------|-----------------|--------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 1000 · Wells Fargo Checking | 18,422.86 | 8,060.62 | 10,362.24 | 128.55% |
| 1010 · Wells Fargo Prem Mrkt | 27,523.08 | 0.00 | 27,523.08 | 100.00% |
| 1030 · Fulton Deposit Account | 0.00 | 17,989.56 | -17,989.56 | -100.00% |
| 1040 · Certificate of Deposit | 0.00 | 21,021.91 | -21,021.91 | -100.00% |
| Total Checking/Savings | 45,945.94 | 47,072.09 | -1,126.15 | -2.39% |
| Accounts Receivable | | | | |
| 1200 · Accounts Receivable | 1,713.00 | 2,619.60 | -906.60 | -34.61% |
| 1205 · Advances to Conference | 1,510.26 | 0.00 | 1,510.26 | 100.00% |
| Total Accounts Receivable | 3,223.26 | 2,619.60 | 603.66 | 23.04% |
| Other Current Assets | | | | |
| 1209 · Advance to Fulfillment | 500.00 | 500.00 | 0.00 | 0.00% |
| 1120 · Inventory Asset | 9,969.99 | 7,915.55 | 2,054.44 | 25.95% |
| 1499 · Undeposited Funds | 1,189.76 | 0.00 | 1,189.76 | 100.00% |
| Total Other Current Assets | 11,659.75 | 8,415.55 | 3,244.20 | 38.55% |
| Total Current Assets | 60,828.95 | 58,107.24 | 2,721.71 | 4.68% |
| TOTAL ASSETS | | | | |
| LIABILITIES & EQUITY | | | | |
| Liabilities | | | | |
| Current Liabilities | | | | |
| Accounts Payable | | | | |
| 2000 · Accounts Payable | 1,987.40 | 3,866.36 | -1,878.96 | -48.60% |
| Total Accounts Payable | 1,987.40 | 3,866.36 | -1,878.96 | -48.60% |
| Other Current Liabilities | | | | |
| 2200 · Sales Tax Payable | 473.70 | 399.62 | 74.08 | 18.54% |
| Total Other Current Liabilities | 473.70 | 399.62 | 74.08 | 18.54% |
| Total Current Liabilities | 2,461.10 | 4,265.98 | -1,804.88 | -42.31% |
| Total Liabilities | 2,461.10 | 4,265.98 | -1,804.88 | -42.31% |
| Equity | | | | |
| 3200 · Unrestricted Net Assets | 41,342.43 | 41,342.43 | 0.00 | 0.00% |
| 3900 · Retained Earnings | 13,415.88 | 1,330.00 | 12,085.88 | 908.71% |
| Net Income | 3,609.54 | 11,168.83 | -7,559.29 | -67.68% |
| Total Equity | 58,367.85 | 53,841.26 | 4,526.59 | 8.41% |
| TOTAL LIABILITIES & EQUITY | 60,828.95 | 58,107.24 | 2,721.71 | 4.68% |

"I'd rather be a little chunky.

Than a Chain-Smoking Junkie."

Jon L. Newport Beach

Profit & Loss Previous Year Comparison July through September 2001

| | Cur Qtr Jul - Sep 01 | Prev Yr Qtr Jul - Sep 00 | \$ Change | % Change |
|---------------------------------|-------------------------|-----------------------------|-----------|-----------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4000 · Donations | | | | |
| 4020 · Individual | 407.29 | 349.56 | 57.73 | 16.52% |
| 4040 · Group | 1,315.64 | 1,221.42 | 94.22 | 7.71% |
| 4060 · Intergroup | 0.00 | 62.00 | -62.00 | -100.00% |
| Total 4000 · Donations | 1,722.93 | 1,632.98 | 89.95 | 5.51% |
| 4100 · Literature Sales | | | | |
| 4120 · Book Sales | 7,198.85 | 6,064.75 | 1,134.10 | 18.70% |
| 4140 · Pamphlet Sales | 2,318.28 | 2,460.38 | -142.10 | -5.78% |
| 4160 · Seven Minutes Subscrip. | 619.75 | 428.00 | 191.75 | 44.80% |
| 4170 · Books on Tape Sales | 80.00 | 160.00 | -80.00 | -50.00% |
| 4180 · Other Sales | 72.00 | 40.00 | 32.00 | 80.00% |
| 4190 · No Charge Sales | 0.00 | 0.00 | 0.00 | 0.00% |
| 4201 · Sales Adjustments | -64.33 | 0.00 | -64.33 | -100.00% |
| Total 4100 · Literature Sales | 10,224.55 | 9,153.13 | 1,071.42 | 11.71% |
| 4290 · Shipping & Handling | 847.65 | 718.07 | 129.58 | 18.05% |
| 4299 · Conference Profit (Loss) | 82.83 | 804.49 | -721.66 | -89.70% |
| Total Income | 12,877.96 | 12,308.67 | 569.29 | 4.63% |
| Cost of Goods Sold | | | | |
| 5000 · COGS | | | | |
| 5020 · Books | 1,655.98 | 966.34 | 689.64 | 71.37% |
| 5030 · Path To Freedom | 207.06 | 138.33 | 68.73 | 49.69% |
| 5040 · Pamphlets | 1,128.22 | 1,180.14 | -51.92 | -4.40% |
| 5050 · Book on Tape | 40.00 | 83.92 | -43.92 | -52.34% |
| 5060 · Seven Minutes COGS | | | | |
| 5062 · Postage | 526.50 | 342.78 | 183.72 | 53.60% |
| 5064 · Printing | 814.71 | 40.00 | 774.71 | 1,936.78% |
| Total 5060 · Seven Minutes COGS | 1,341.21 | 382.78 | 958.43 | 250.39% |

"God loves the awkwardness of us all."

NAWS Financials: September 30, 2001

| | | | | |
|-------------------------------------|----------|----------|-----------|------------|
| 5070 · Starter Kits | 248.53 | 77.00 | 171.53 | 222.77% |
| Total 5000 · COGS | 4,621.00 | 2,828.51 | 1,792.49 | 63.37% |
| 5700 · Fulfillment | 511.00 | 245.00 | 266.00 | 108.57% |
| 5710 · Storage | 90.00 | 0.00 | 90.00 | 100.00% |
| 5720 · Shipping | 853.61 | 627.60 | 226.01 | 36.01% |
| Total COGS | 6,075.61 | 3,701.11 | 2,374.50 | 64.16% |
| Gross Profit | 6,802.35 | 8,607.56 | -1,805.21 | -20.97% |
| Expense | | | | |
| 6000 · Office Expenses | | | | |
| 6060 · Bank Service Charges | 176.13 | 89.94 | 86.19 | 95.83% |
| 6230 · Legal & Professional | 621.95 | 108.00 | 513.95 | 475.88% |
| 6160 · Licenses and Permits | 10.00 | 10.00 | 0.00 | 0.00% |
| 6310 · Office Supplies, Etc | 339.62 | 2.29 | 337.33 | 14,730.57% |
| 6400 · Postage | | | | |
| 6410 · Box Rental | 120.82 | 0.00 | 120.82 | 100.00% |
| 6420 · Mail Forwarding | 54.85 | 0.00 | 54.85 | 100.00% |
| 6430 · Postage - Admin | 16.33 | 0.00 | 16.33 | 100.00% |
| 6400 · Postage - Other | 0.00 | 232.97 | -232.97 | -100.00% |
| Total 6400 · Postage | 192.00 | 232.97 | -40.97 | -17.59% |
| 6600 · Rent | 0.00 | 114.00 | -114.00 | -100.00% |
| 6350 · Secretarial Service | 2,550.00 | 1,741.65 | 808.35 | 46.41% |
| 6800 · Telephone | | | | |
| 6840 · Office | 344.75 | 82.09 | 262.66 | 319.97% |
| 6860 · Servant | 196.68 | 121.57 | 75.11 | 61.78% |
| Total 6800 · Telephone | 541.43 | 203.66 | 337.77 | 165.85% |
| Total 6000 · Office Expenses | 4,431.13 | 2,502.51 | 1,928.62 | 77.07% |
| 6700 · Board Expenses | | | | |
| 6500 · Projects | | | | |
| 6560 · Internet Expense | 219.45 | 263.92 | -44.47 | -16.85% |
| 6510 · Public Outreach | 120.28 | 0.00 | 120.28 | 100.00% |
| Total 6500 · Projects | 339.73 | 263.92 | 75.81 | 28.73% |
| 6900 · Travel & Mtg Exp-Board | | | | |
| 6930 · Meeting Costs | 100.00 | 0.00 | 100.00 | 100.00% |
| 6920 · Meals | 144.80 | 0.00 | 144.80 | 100.00% |
| 6940 · Board Transportation | 1,873.75 | 4,743.62 | -2,869.87 | -60.50% |
| Total 6900 · Travel & Mtg Exp-Board | 2,118.55 | 4,743.62 | -2,625.07 | -55.34% |
| Total 6700 · Board Expenses | 2,458.28 | 5,007.54 | -2,549.26 | -50.91% |
| 6910 · Other Operating Expenses | | | | |
| 6790 · Taxes | | | | |
| 6791 · Sales Tax | 0.00 | 38.12 | -38.12 | -100.00% |
| Total 6790 · Taxes | 0.00 | 38.12 | -38.12 | -100.00% |
| Total 6910 · Other Operating Exp. | 0.00 | 38.12 | -38.12 | -100.00% |
| Total Expense | 6,889.41 | 7,548.17 | -658.76 | -8.73% |
| Net Ordinary Income | -87.06 | 1,059.39 | -1,146.45 | -108.22% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 7010 · Interest Income | 1,472.20 | 1,073.76 | 398.44 | 37.11% |
| Total Other Income | 1,472.20 | 1,073.76 | 398.44 | 37.11% |
| Net Other Income | 1,472.20 | 1,073.76 | 398.44 | 37.11% |
| Net Income | 1,385.14 | 2,133.15 | -748.01 | -35.07% |

**"There's
always
hope if
you look
for it."**

**"When we were
born, we were
humble—a
clean slate.
Humility is to
return to that
state: no
shame, no
guilt."**

Profit & Loss Previous Year Comparison January through September 2001

| | Cur Yr Jan - Sep 01 | Prev Yr Jan - Sep 00 | \$ Change | % Change |
|-----------------------------|------------------------|-------------------------|-----------|----------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4000 · Donations | | | | |
| 4020 · Individual | 3,299.75 | 3,223.56 | 76.19 | 2.36% |
| 4040 · Group | 3,730.54 | 4,465.62 | -735.08 | -16.46% |
| 4060 · Intergroup | 705.00 | 1,279.51 | -574.51 | -44.90% |
| 4080 · Other | 265.19 | 0.00 | 265.19 | 100.00% |
| Total 4000 · Donations | 8,000.48 | 8,968.69 | -968.21 | -10.80% |
| 4100 · Literature Sales | | | | |
| 4120 · Book Sales | 20,114.70 | 18,490.76 | 1,623.94 | 8.78% |
| 4140 · Pamphlet Sales | 8,114.54 | 7,078.16 | 1,036.38 | 14.64% |
| 4160 · Seven Minutes Subsc. | 1,471.75 | 2,265.00 | -793.25 | -35.02% |
| 4170 · Books on Tape Sales | 320.14 | 660.00 | -339.86 | -51.49% |

continued on page 10

NAWS Financials: September 30, 2001

| | | | | |
|-----------------------------------|-----------|-----------|-----------|----------|
| 4180 · Other Sales | 237.00 | 107.00 | 130.00 | 121.50% |
| 4190 · No Charge Sales | 0.00 | 0.00 | 0.00 | 0.00% |
| 4201 · Sales Adjustments | -198.63 | 0.00 | -198.63 | -100.00% |
| Total 4100 · Literature Sales | 30,059.50 | 28,600.92 | 1,458.58 | 5.10% |
| 4290 · Shipping & Handling | 2,327.11 | 2,191.18 | 135.93 | 6.20% |
| 4299 · Conference Profit (Loss) | 82.83 | 804.49 | -721.66 | -89.70% |
| Total Income | 40,469.92 | 40,565.28 | -95.36 | -0.24% |
| Cost of Goods Sold | | | | |
| 5000 · COGS | | | | |
| 5020 · Books | 3,449.82 | 2,789.76 | 660.06 | 23.66% |
| 5030 · Path To Freedom | 589.86 | 587.25 | 2.61 | 0.44% |
| 5040 · Pamphlets | 4,376.36 | 2,651.99 | 1,724.37 | 65.02% |
| 5050 · Book on Tape | 197.73 | 419.07 | -221.34 | -52.82% |
| 5060 · Seven Minutes COGS | | | | |
| 5062 · Postage | 1,118.23 | 986.88 | 131.35 | 13.31% |
| 5064 · Printing | 1,302.56 | 455.43 | 847.13 | 186.01% |
| Total 5060 · Seven Minutes COGS | 2,420.79 | 1,442.31 | 978.48 | 67.84% |
| 5070 · Starter Kits | 543.98 | 294.00 | 249.98 | 85.03% |
| 5080 · Inventory Adjustment | 22.55 | 0.00 | 22.55 | 100.00% |
| Total 5000 · COGS | 11,601.09 | 8,184.38 | 3,416.71 | 41.75% |
| 5700 · Fulfillment | 1,647.50 | 1,117.50 | 530.00 | 47.43% |
| 5710 · Storage | 490.00 | 0.00 | 490.00 | 100.00% |
| 5720 · Shipping | 5,330.28 | 2,198.95 | 3,131.33 | 142.40% |
| Total COGS | 19,068.87 | 11,500.83 | 7,568.04 | 65.80% |
| Gross Profit | 21,401.05 | 29,064.45 | -7,663.40 | -26.37% |
| Expense | | | | |
| 6000 · Office Expenses | | | | |
| 6060 · Bank Service Charges | 573.55 | 296.18 | 277.37 | 93.65% |
| 6230 · Legal & Professional | 1,324.95 | 353.00 | 971.95 | 275.34% |
| 6160 · Licenses and Permits | 135.00 | 20.00 | 115.00 | 575.00% |
| 6310 · Office Supplies, Etc | 608.92 | 286.20 | 322.72 | 112.76% |
| 6400 · Postage | | | | |
| 6410 · Box Rental | 313.38 | 0.00 | 313.38 | 100.00% |
| 6420 · Mail Forwarding | 324.85 | 0.00 | 324.85 | 100.00% |
| 6430 · Postage - Admin | 338.33 | 201.73 | 136.60 | 67.71% |
| 6400 · Postage - Other | 0.00 | 258.71 | -258.71 | -100.00% |
| Total 6400 · Postage | 976.56 | 460.44 | 516.12 | 112.09% |
| 6450 · Printing and Reprod. | 17.40 | 24.33 | -6.93 | -28.48% |
| 6600 · Rent | 0.00 | 114.00 | -114.00 | -100.00% |
| 6350 · Secretarial Service | 7,314.95 | 6,317.70 | 997.25 | 15.79% |
| 6800 · Telephone | | | | |
| 6840 · Office | 1,417.87 | 561.29 | 856.58 | 152.61% |
| 6860 · Servant | 512.69 | 343.04 | 169.65 | 49.46% |
| Total 6800 · Telephone | 1,930.56 | 904.33 | 1,026.23 | 113.48% |
| Total 6000 · Office Expenses | 12,881.89 | 8,776.18 | 4,105.71 | 46.78% |
| 6700 · Board Expenses | | | | |
| 6500 · Projects | | | | |
| 6560 · Internet Expense | 693.52 | 682.67 | 10.85 | 1.59% |
| 6520 · New Book | 0.00 | 125.24 | -125.24 | -100.00% |
| 6510 · Public Outreach | 140.13 | 0.00 | 140.13 | 100.00% |
| 6540 · WW Mtg List/Grp Mlg | 1,316.14 | 0.00 | 1,316.14 | 100.00% |
| Total 6500 · Projects | 2,149.79 | 807.91 | 1,341.88 | 166.09% |
| 6900 · Travel & Mtg Exp-Board | | | | |
| 6930 · Meeting Costs | 382.80 | 0.00 | 382.80 | 100.00% |
| 6820 · Conference Calls | 0.00 | 324.30 | -324.30 | -100.00% |
| 6920 · Meals | 158.64 | 25.39 | 133.25 | 524.81% |
| 6940 · Board Transp. | 3,766.25 | 8,835.74 | -5,069.49 | -57.38% |
| Total 6900 · Trvl & Mtg Exp-Brd | 4,307.69 | 9,185.43 | -4,877.74 | -53.10% |
| Total 6700 · Board Expenses | 6,457.48 | 9,993.34 | -3,535.86 | -35.38% |
| 6910 · Other Operating Expenses | | | | |
| 6790 · Taxes | | | | |
| 6791 · Sales Tax | 0.00 | 312.70 | -312.70 | -100.00% |
| Total 6790 · Taxes | 0.00 | 312.70 | -312.70 | -100.00% |
| Total 6910 · Other Operating Exp. | 0.00 | 312.70 | -312.70 | -100.00% |
| Total Expense | 19,339.37 | 19,082.22 | 257.15 | 1.35% |
| Net Ordinary Income | 2,061.68 | 9,982.23 | -7,920.55 | -79.35% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 7010 · Interest Income | 1,547.86 | 1,186.60 | 361.26 | 30.45% |
| Total Other Income | 1,547.86 | 1,186.60 | 361.26 | 30.45% |
| Net Other Income | 1,547.86 | 1,186.60 | 361.26 | 30.45% |
| Net Income | 3,609.54 | 11,168.83 | -7,559.29 | -67.68% |

"It's a rare day indeed when we haven't done something right."

Definition of Insanity: Doing the same thing over and over again and expecting the results to be different.

"Coming to meetings is like paying premiums on an insurance policy."

NAWS Financials: September 30, 2001

Statement of Cash Flows January through September 2001

| | Jan - Sep 01 |
|---|-------------------------|
| OPERATING ACTIVITIES | |
| Net Income | 3,609.54 |
| Adjustments to reconcile Net Income to net cash provided by operations: | |
| 1200 · Accounts Receivable | -1,713.00 |
| 1205 · Advances to Conference | -1,510.26 |
| 1209 · Advance to Fulfillment | -500.00 |
| 1120 · Inventory Asset | -3,543.24 |
| 1350 · Prepaid Expenses | 950.00 |
| 2000 · Accounts Payable | 289.82 |
| 2200 · Sales Tax Payable | -41.71 |
| Net cash provided by Operating Activities | <u>-2,458.85</u> |
| Net cash increase for period | -2,458.85 |
| Cash at beginning of period | <u>49,594.55</u> |
| Cash at end of period | <u><u>47,135.70</u></u> |

My One-year Birthday

Ani M., Berkeley, California

"... even if we can't change the craving for nicotine, we can accept it and we can live with it." — from the "Welcome"



On October 7 of this year I received my one-year chip. I never thought I could get through a *day* without a smoke, much less a year. The idea of *accepting* my cravings has been a most powerful tool. When I have a craving, I know it will pass. I also know that prayer and my connection with God is the biggest miracle in my life. Without them, I would still be smoking. I can't stay off nicotine by myself. I need God's help and the support of my home meeting. I also need to continue to work the Twelve Steps and to do service. Service has connected me with new friends and their wonderful support. It has also given me the chance to give back to the program that has given me my life and breath back. I am so grateful! Thank you, Nicotine Anonymous.

*Work like you don't need the money,
Love like you've never been hurt,
Dance like nobody's watching,
Sing like nobody's listening,
Live like it's Heaven on Earth.*



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| | | | |
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| 3 years . . . | \$18 U.S. | \$24 Canada | \$39 Overseas |

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for Submissions**

Publication Date Deadline Date for submissions

| | |
|-------------|-------------|
| December 1 | November 15 |
| September 1 | August 15 |
| June 1 | May 15 |
| March 1 | February 15 |