

**POLITENESS STRATEGIES USED BY A NETWORK MARKETING  
DISTRIBUTOR IN INFLUENCING HER PROSPECT**

**A THESIS**



**By:**

**Fachrul Ariesta Rahman**  
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**ENGLISH DEPARTMENT  
FACULTY OF HUMANITIES  
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**Submitted as the partial fulfillment of the requirement for the Sarjana  
Degree of the English Department, Faculty of Humanities,  
Airlangga University Surabaya**

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**2011**

## **DECLARATION**

This thesis contains no material which has been accepted for the award of any other degree or diploma in any university. And for the best candidate's knowledge and belief, it contains no material previously published except where due reference is made in the text of the thesis.

Signed

Fachrul Ariesta Rahman

***“Surely, with each difficulty there is ease. With each difficulty there is ease.”***

**(Al Insyirah 5-6)**

***“Verily never will Allah change the condition of people until they change it themselves.”***

**(Ar Ra’d : 11)**

*This thesis is dedicated to*

*My beloved parents,*

*My brother and little sister,*

*My future family,*

*My future plans,*

*And to those who have dreams.*

*Voila.*

**Approved to be examined:**

**Surabaya, 24 June 2011**

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The Writer

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