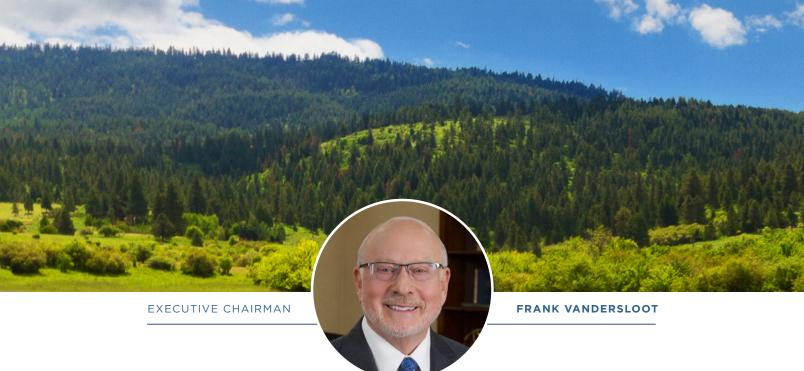
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ENHANCING THE LIVES OF THOSE WE TOUCH®









# It's Time to Choose Yourself!

Melaleuca is entering a new era, and 2025 is off to a phenomenal start! We have proven that an independent Melaleuca business can prosper during good times and in bad times. In fact, Melaleuca has paid out more than \$7.5 billion to households like yours.

At Melaleuca, we have created a vehicle where you don't have to wait for someone else to choose you to get a promotion or a raise in pay. You can choose yourself. And I invite you to choose yourself this year!

I want to take you back to a pivotal day in our history. It was late in December 1991. Eddie Bestoso, Alan Pariser, Tommy Pisano, and Nona Pione had just decided to join Melaleuca. All four of them had tried to build a business with an MLM, and that experience left each of them and their families in a horrible financial condition. So they decided to team up to find something that would help them get out of debt and eventually get ahead in life. They developed a list of success factors, which was really just a list of 12 things that a company needed to have before they would consider joining that company. They investigated over 30 companies and eventually found Melaleuca. And Melaleuca was the only company that met the criteria of

all 12 of their success factors. But simply deciding to enroll with Melaleuca was not enough. They knew that they had to be absolutely committed.

So they came together late in December at the El Torito's Mexican restaurant in Braintree, Massachusetts. They met at El Torito's because sodas were cheap, and if you bought a soda you would get chips and salsa for free. So they met at El Torito's and, as Eddie tells the story, they put their hands in a pot. That means they put their hands together in a stack, looked each other in the eye, and made a solemn commitment to each other. They committed that they would not let each other down. That they would be diligent every day. That they would not quit. That they would not let anything get in their way. And that they would talk every day on the phone and report back to each other what they had done that day. They knew that consistently reporting back to each other and holding themselves accountable for their daily activities was the key.

They followed through with the commitments that they made to each other. They did the Critical Business-Building Activities. They each made a contact list. They approached several people every day. Many told them no, so they simply



asked someone else. And they kept asking until they got a yes. And they met at the end of each day to report both their successes and their failures.

Essentially, they practiced what is known in the corporate world as a success cycle. Plan, implement, report and celebrate, and then make a new plan. And then implement that plan and report and celebrate again.

> At Melaleuca, we have created a vehicle where you don't have to wait for someone else to choose you to get a promotion or a raise in pay. You can choose yourself. And I invite you to choose yourself this year!"

They did that every day for the next several months. And their lives began to change. Eddie's goal was to make \$10,000 a month. Eddie has far exceeded that goal. To date, Eddie has made over \$63 million. In fact, he currently makes over \$200,000 every single month. Alan has made over \$37 million. Tommy has made over \$18 million. And Nona has made over \$4 million. Even more impressive is the fact that their personal enrollees have made over \$237 million, and of course those in all their organizations combined have made several billion dollars. It's unbelievable that all of this has come from

this simple process of daily activities and reporting back to each other at the end of each day.

In recent years, Melaleuca has endeavored to recreate what happened at El Torito's. We have actually given a name to that process. We call that endeavor a Fast Track. Just last month at Leadership Quest, Melaleuca announced a new Fast Track open to all Marketing Executives in North America. We've held several, and each time we have, hundreds of lives have been changed forever. During a Fast Track, we simply duplicate what Eddie, Alan, Tommy, and Nona did. I hope you made the decision to participate!

Now, a Fast Track is not for everyone. It's only for those who are serious about taking charge of their lives and their own financial future. It's only for those who are willing to invest the time and effort that it takes to do what Eddie, Alan, Tommy, and Nona did that so drastically changed their lives.

Start with a goal of what you want your monthly income from your Melaleuca business to be and write it down. Then with your team, be sure to put your hands in a stack together to make a solemn commitment to each member of your team. Look each other in the eye and say, "I will not let you down. And I will not let my family down." If you follow through with your commitments, I promise you can change your life forever in ways that you never dreamed possible.

Sincerely.



#### Consistent leadership has its rewards!

Last January, eight businesses took part in the first-ever Founder's Club! Members of this elite club have been Executive Director status or above for more than 20 years and are actively leading by example. This year's members got the chance to explore the exotic beauty of Kauai, Hawaii, by land and air, all while spending time with Frank and Belinda VanderSloot and renewing friendships that last a lifetime.







































#### Finding Purpose in Paradise!

Leadership Quest is an exclusive event open to only the most dedicated and consistent Melaleuca business builders. Held in February 2025 at the fabulous AVA resort in Cancún, Mexico, Quest delivered high-level leadership training that not only reaffirmed these top business builders' commitment to their own businesses but also provided coaching on how to lead others to greatness. It was an event filled with growing, learning, laughing, and the forging of lifelong memories at one of the most beautiful spots on earth!











































MARCH 2025



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Executive Director 6 Elicia Bennett explains how you can pick up your torch and lead by example. She shows how having the right mindset can help you turn challenges into stepping stones and create meaningful growth in both your personal and professional life.



#### 12 Executive Message

True wealth involves a lot more than just money. Discover the kind of wealth you truly want to build, then start designing your dream life right now.



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Advancing Leaders

What can you learn from the experience and advice of these leaders?



#### **EXECUTIVE LEADERSHIP COUNCIL**

The Executive Leadership Council represents the pinnacle of dedication, leadership, and consistency at Melaleuca. These outstanding business builders have demonstrated an unwavering commitment to growth, mentorship, and overall wellness. We celebrate their hard work and congratulate them on earning their place among Melaleuca's top leaders.



Masters are those Executive, National, Corporate, and Presidential Directors who have been Senior Directors or above for five or more years.



**Morgan & Derek Martin** TENNESSEE

MELALEUCA LIFETIME EARNINGS: \$964,051



**Benjamin & Brittany Kovacs** 

MELALEUCA LIFETIME EARNINGS: \$299,900



**Ashley & Brandon Olive** 

MELALEUCA LIFETIME EARNINGS: \$6,518,709



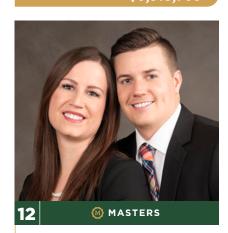
**Kayla Roberts** MANITOBA

MELALEUCA LIFETIME EARNINGS: \$464,845



**Sun Kim** CALIFORNIA

MELALEUCA LIFETIME EARNINGS: \$3,526,190



Sara & Jake Montreuil MINNESOTA

MELALEUCA LIFETIME EARNINGS: \$753.107



**Tracey & Jeremy Ebert** INDIANA

MELALEUCA LIFETIME EARNINGS: \$481,205

The Executive Leadership Council (ELC) is composed of the top Presidential, Corporate, National, or Executive Director businesses with the highest contribution index and a current Monthly Retention Index (MRI) of 50% or more. At least five positions are reserved for Masters.



**Jonathan & Kimberly Montgomery** GEORGIA

MELALEUCA LIFETIME EARNINGS: \$407,290



Jessie & Andrew Trudeau FLORIDA

MELALEUCA LIFETIME EARNINGS: \$826,347



**Kristina & Christopher Brown** TEXAS

MELALEUCA LIFETIME EARNINGS: \$392,882



**Meghan Dirk** ALBERTA

MELALEUCA LIFETIME EARNINGS: \$765,018



**Lucas & Chantel Brooks** KANSAS

MELALEUCA LIFETIME EARNINGS: \$1,041,637



**Lindsay & Nick Percuoco** MINNESOTA

MELALEUCA LIFETIME EARNINGS: \$195,609



**Cindy & Chris Brown** 

KENTUCKY

MELALEUCA LIFETIME EARNINGS: \$1,547,395



**Kaylin Hobbs & Shane Murphy** MISSOURI

MELALEUCA LIFETIME EARNINGS: \$372,954



Jim & Aileen Kushon MICHIGAN

MELALEUCA LIFETIME EARNINGS: \$378,433





**DARRIN JOHNSON** Senior VP of Sales **X** @darrinToGo © @darrinjohnson1

My job with Melaleuca takes me all over North America, and wherever I go, I get to meet amazing people. In the conversations I have with them, I'm regularly asked one very thoughtprovoking question: "Why Melaleuca—and why now?"

I love this question! It gives me a chance to share one of the hidden secrets of building a Melaleuca business. That secret? You can design your dream life today.

You may think, "Really?" After all, according to a recent survey by Charles Schwab, most Americans believe you need at least \$2.5 million in the bank to be considered wealthy.

That's not surprising. As a society, we are obsessed with measuring wealth and success in dollars and cents. We check our bank accounts, monitor our 401(k)s, and somehow convince ourselves that these numbers define our worth. Personally, I think we focus on numbers because numbers are easy to measure.



#### True Wealth Is Based on More **Than Just Your Bank Account**

Yes, having a \$2.5 million nest egg would definitely bring some peace of mind! But let me assure vou: True wealth is so much more than that. True wealth is multidimensional. It's found in the relationships we build, the mental clarity we enjoy, and the physical well-being we maintain. These are more difficult to measure than the number on your bank statement, but they're what make life worth living.

So, what is true wealth?

- · Having complete control over your time
- Waking up energized and healthy every day
- · Doing work that lights you up inside
- Sharing deep, meaningful moments with your partner
- Being able to say *yes* to that dream trip
- Filling your days with joy, not anxiety
- Building precious relationships with family and friends

Here's the truth: Too many people chase the wrong

kind of wealth. They're missing out on these incredible elements of a truly rich life.

What if there were a better way of measuring true wealth—a way that allows you to design your dream life and start living it as early as today? Of course your financial goals matter. But they're just one piece of the puzzle, one part of your wellness. Building a Melaleuca business allows you to reject the default path, define your priorities, achieve lasting happiness, and design the complete life you want to live. The best part is that you're not just designing your dream life for yourself in 10 or 20 years. You're designing that life for now.

#### Welcome Wellness into **Every Area of Your Life**

Here at Melaleuca: The Wellness Company®, we believe that every part of our lives financial, inner, physical, intellectual, social, mental, and environmental—can and should be brimming with wellness. We encourage everyone to base their goals on increasing their wellness. In that light, it's easy to see how building a Melaleuca business can change lives.

Take financial wellness, for example. Achieving financial independence is often a key driver for those building a Melaleuca business. When you consistently enroll new shoppers and develop personal leadership, your repeat income grows month after month. The Melaleuca Compensation Plan rewards you with additional bonuses like the Mentoring Bonus, Critical Activity Bonus, and Advancement Bonus. The result? Melaleuca has now paid out more than \$7.5 billion to families like yours. This additional income gives families worldwide more freedom to design the lives of wellness they want to live starting now.

Wealth isn't just what's in your bank account; it's the life you create along the way.

> At the same time, building a Melaleuca business allows you to engage your purpose and spark continual growth in many areas. Melaleuca changes you—for good. You know you're living a noble mission and helping people change their lives along the way. What could be better than that?

And consider this: As you build your business, you're creating deeper bonds with others and developing a powerful network of like-minded people who are committed to Melaleuca's mission and who are taking control of their futures. As you stay connected through Melaleuca events like Convention

and ADVANCE Regional Conferences, you're creating meaningful relationships and finding your tribe—the community that will sustain you for years to come.

What's more, building a Melaleuca business helps you prioritize energy-producing activities and eliminate what doesn't matter, unlocking more time in your day. Can you see where I'm going with this?

#### Start Living the Life You Want Today

As you read the stories in this *Leadership in* Action magazine, consider how Melaleuca is helping someone reject their default future and start living the life they want today.

In fact, here's a story right now! As you know, our corporate Fast Track 2025 runs from February through April, and thousands of Marketing Executives are participating in this life-changing, 90-day program. One of those Marketing Executives is Senior Director 2 Stacy Garonzik, who I recently had the pleasure of talking with.

Stacy was a happy Melaleuca shopper for six years until her life took a turn. When a battle with COVID-19 led to a decrease in her income. she decided to build a Melaleuca business.

A year ago, she was a Director 2. Today, she's a Senior Director 2! She advanced 11 times in one year and grew her repeat income by leaps and bounds. What was her secret to growing her business at this pace? She participated in Fast Track—and, more specifically, she benefited from the daily accountability, celebration, and teamwork that are the hallmarks of a highperforming Fast Track team.

I recently spoke with entrepreneur, content creator, and writer Sahil Bloom\* about how to break free from the daily grind, discover true fulfillment, and build a life of infinite wealth. Here's a profound bit of wisdom that he shared with me.

"The biggest mistake people make is saying the word later. Later is another word for never. Our kids won't be 8 years old when later arrives. Our relationship with our spouse won't be the same later. Our lives are finite. Stop waiting!"

I couldn't agree more with Sahil's point. Start taking action today and living the life you want now! Money is one measure of wealth, but there are more meaningful parts of our lives that will leave a far greater legacy.

"The biggest mistake people make is saying the word later. Later is another word for **never**."

-Sahil Bloom

So here's my challenge for you. Pause for a moment and ask yourself: What makes YOU feel wealthy? What kind of wealth do you truly want to build in your life? Then make it happen by building a Melaleuca business and start viewing your life in vivid color!

No matter where you are on your path whether you're a recent graduate, new parent, midlife corporate warrior, or retiree—take action today. Start living the life you want now. Money is just one piece of the puzzle. Your legacy will be defined by so much more than your bank account. The time to design your



# Check Off a To-Do While Waiting for Your Checkup



business with Grow.



# WEE INGREDIENTS

# THAT YOU CAN FIND AT MELALEUCA



The pursuit of happiness is likely as old as humanity itself. In AD 426, Saint Augustine declared, "There is no one who does not wish to be happy." And that's still true nearly 1,600 years later. The good news is that neuroscience has identified the three "macronutrients" that lead to a happier life, and building a Melaleuca business can help you with all three!

North America is in a happiness slump. Over the past ten years, the percentage of Americans saying that they are "not too happy" rose from 10% to 24%. Meanwhile, the percentage saying they are "very happy" has fallen from 36% to 19%.<sup>1</sup>

Canadians are not faring much better. Their drop in happiness is second only to the US among the G7 nations, with Canadians under 30 now among the least happy of their G7 peers.<sup>2</sup>

Luckily, there is a way you can buck the trend, starting with your own life. But it requires looking at happiness from a different perspective.

**CONTINUED** >>

<sup>1.</sup> Michael Davern, Rene Bautista, Jeremy Freese, Stephen L. Morgan, and Tom W. Smith, General Social Surveys, 1972-2021 Cross-section, NORC, University of Chicago.

<sup>2.</sup> Kiernan Green, "Canadian Youth Are Among the Unhappiest in the G7," TheHub.ca, April 24, 2024.

# THE MACRONUTRIENTS OF Happiness

Just as you need three macronutrients in your diet (protein, carbohydrates, and fat) to produce energy and maintain your body's systems and structures, happiness also has three macronutrientsenjoyment, satisfaction, and purpose. That's according to researcher and Harvard professor Arthur C. Brooks.

In his most recent book, Build the Life You Want, Brooks says it's important that we stop thinking about happiness as a destination and instead see it as a direction. "If the secret to total happiness existed, we would have found it by now," he writes in his book. But the good news is that "no matter where each of us is in life, we can all be happier. And then happier, and then happier still."

Seeing happiness as a direction means separating it from those emotions of elation that we so often associate with happiness. Brooks compares those feelings to the scent of a delicious meal cooking in the oven. "You wouldn't say that this smell is the dinner," he explains. "Rather, the smell is *evidence* 

of the dinner. Similarly, happy feelings are not happiness; they are evidence of happiness."

To increase happiness, Brooks says we need to increase the amount of all three happiness macronutrients in our lives "in a balanced way-not all of one and none of the others." And while there are numerous ways to achieve this, it's no coincidence that building a Melaleuca business creates a unique opportunity to increase all three.



"Melaleuca provides a real sense of belonging. You'll find friendships that will last you forever, and that's a huge deal. You become really close to those you work with, so when you get to meet up at Convention or on a Fast Track trip, it's amazing. Those are things you never forget."

**Executive Director 5 Danny Tore** 





# Enjoyment

Brooks's first macronutrient is enjoyment, which he carefully distinguishes from pleasure. "Enjoyment has a base in pleasure, but it adds two things," he explained on the *Rich Roll* podcast. "It adds people and memory. Anything you do alone is not going to bring you happiness. You need people involved and you need memory."

In his book, Brooks highlights the simple difference between eating a delicious meal by yourself and eating the same meal in the company of people you love and care about. While the first can bring shortterm limbic pleasure, the latter engages your prefrontal cortex, making it a uniquely human activity that can increase real happiness.

Building a Melaleuca business is a great way to find enjoyment. Every aspect of building a successful business involves interacting with others. From attending your first Melaleuca: An Overview presentation to building relationships with your contact list and attending Melaleuca events, every step is filled with people who share your goals and values, and they are invested in your success. "Melaleuca provides a real sense of belonging," says Executive Director 5 Danny Tore. "You'll find friendships that will last you forever, and that's a huge deal. You become really close to those you work with, so when you get to meet up at Convention or on a Fast Track trip, it's amazing. Those are things you never forget."

**CONTINUED** >>

# 2. Satisfaction

The second macronutrient of happiness is satisfaction, which Brooks defines as "that thrill that comes from accomplishing a goal you worked for. It's how you feel when you do something difficult—maybe even painful—that meets your life's purpose as you see it."

It's important to note that while satisfaction feels incredible, it only comes after work and sacrifice. There's no way to shortcut it. Any successful Marketing Executive can tell you that this is exactly what a Melaleuca business demands. "You have to endure discomfort to get where you want to go," says National Director 7 Maria Mosca. "I realized I just had to trust the process and remain consistent. One of my biggest accomplishments was realizing I had to focus on the activity and not the emotions, because it's hard work."

While her own journey has been filled with long hours and setbacks, Maria remembers her friend who was a police officer working 12-hour shifts. "She would work from 7:00 a.m. to 6:00 p.m.," Maria recalls. "Then she would show up

to Melaleuca Overview appointments after work—at least 20 a month. She advanced to Senior Director in 119 days, I don't know where she got the energy, but she showed up for her business. And what she accomplished was incredible."

"Everybody gets told no," Danny adds. "And I wish I could say that I'm exaggerating the point a little bit, but I'm not. There are times that I don't want to build my business, but I force myself to because I know that if I've been successful once, I can do it again. And then you enroll that one good person, and bam—it feels like you just earned President's Club!

"That sense of accomplishment is an incredible feeling, and it really drives us as human beings. And the great thing about Melaleuca is that you can feel it again and again. While you can only advance to Pacesetter Director or Senior Director once, you get to experience it all over again every time you help someone else do it. Sometimes I think I get more excited about my personal enrollees' advancements than they do!"

"You have to endure discomfort to get where you want to go. I realized I just had to trust the process and remain consistent. One of my biggest accomplishments was realizing I had to focus on the activity and not the emotions, because it's hard work."

National Director 7 Maria Mosca





# 3. Purpose

The third macronutrient—purpose is the most important, according to Brooks. He defines purpose as the arc and direction of your life. It's looking for the why of life. "When we have a sense of meaning and purpose," he says, "we can face life with hope and inner peace."

While the details of purpose can vary wildly from individual to individual, real purpose is usually rooted in something selfless. A recognition of something bigger than yourself, something worth working and even suffering for.

One of the biggest benefits of building a Melaleuca business is that it can help you discover and eventually fulfill aspects of your life's purpose. That is definitely the

case for Maria. "I want to have an impact on others and help them achieve their goals," she says. "I've experienced 25 years of education in this business, and I want to pour it into others. That's my purpose! My husband, Frank, and I have reached the point where we don't have to worry about making another penny for the rest of our lives, but we're not stopping. We're not retiring. That would rob us of our purpose. We want to contribute. We want to pay this forward. That's what drives us."

Danny has a similar perspective. "What drives me is helping others," he says. "My Melaleuca business helps me do that. And even more, the financial security I get from my business lets me help in other ways. For 15 years, I ran the largest soup

kitchen in New York City and then served on that organization's board of directors. Melaleuca has allowed me to enhance lives in so many different ways, and in every case, I sincerely felt like I got more out of it than I gave."

From mission trips to fostering and adopting children. From donating time and money to charitable causes to supporting the Santa Lucia orphanage in Quito, Ecuador. Melaleuca has helped hundreds of thousands of everyday people live their purpose and contribute to society in meaningful and lasting ways. After all, our singular mission is: To enhance the lives of those we touch by helping people reach their goals.<sup>SM</sup>





seem contradictory that the path to happiness is paved with things like hard work, sacrifice, and even suffering. The truth is that getting happier requires that we also accept unhappiness and understand that it is not an obstacle to our happiness. "Without unhappiness, you wouldn't survive, learn, or come up with good ideas," Brooks explains. The secret to the best life is to accept your unhappiness (so you can learn and grow) and manage the feelings that result.

"Your emotions are signals to your conscious brain that something is going on that requires your attention and actions—that's all they are," Brooks says. "Your conscious brain, if you choose to use it, gets to decide how you will respond to them."

Or as Oprah Winfrey, the coauthor of Build the Life You Want, summarizes, "You feel the feel, then you take the wheel." While it definitely takes practice, you'll find that you can eventually choose the emotion you want to respond with, no matter what circumstance you find yourself in.

# **CREATE YOUR OWN** Happiness Diet

More than anything else, understanding the three macronutrients of happiness helps you realize that happiness is not something you wait for. It's not something that comes only after a specific event happens. It's a process that requires practice. Maria, Danny, and tens of thousands of other Melaleuca Marketing Executives are proof that the same activities that build a strong Melaleuca business can also bring immense joy, satisfaction, and purpose.

By creating joyful memories, accomplishing challenging goals, and enhancing lives, they're building happier, more meaningful futures for themselves and others. And so can you!

Is there a macronutrient missing from your happiness diet? Take a moment with your spouse, business partner, or team to discuss the balance in your life and outline steps you can take to create a happier, more purposeful life. •



#### Jessie & Andrew Trudeau

**FLORIDA** 

#### To Supercharge Your Business, Get Creative!



In January, Jessie triple-advanced to Executive Director 9. Hard work, an incredible team, and consistent efforts catapulted her business forward, but an unexpected tactic helped as well: short home videos showcasing how Jessie uses Melaleuca products in her day-to-day life. These videos aren't perfect, nor are they longer than two minutes. And that's the beauty of it!

"I build my business primarily through social media," she says, "so I wanted to make my messages more personal by making these little videos. I simply walk through the rooms of my house and show the Sei Bella® products in my makeup bag or the EcoSense® products I use in my kitchen, my shower, and my laundry room."

Her other strategy for building a Melaleuca business online is to "be yourself." Jessie isn't perfect, and she wants her audience to know that. "You know, I'm just a normal person," she laughs. "I'm not the crunchiest person in the world. I'm going to eat chicken tenders occasionally, but I'm also going to make the smartest decisions I can to improve the health of myself and my family."

This approach is not only lighthearted and fun—it's also highly effective. The quick videos and authentic content Jessie presents on Facebook give customers and new business builders alike ideas for products they haven't tried or approaches they could take to share Melaleuca with their friends and family.

Jessie confesses that making videos is out of her comfort zone, but that's not a bad thing. "If you want to change your business, you have to do something different!"

It's a concept she's instilled in her 22-year-old daughter, Macee. Macee is a Director 3 and has been making her own short videos, which she shares with her Instagram followers. "Macee obviously has a younger community of people on her social media, and of course that demographic responds very well to videos," Jessie says.

Macee now has three young Marketing Executives on her team who are working on building Melaleuca businesses themselves. She hopes to reach Senior Director by the time Convention rolls around in May. Her mom couldn't be prouder!

Jessie is also incredibly proud of the rest of her team. She wouldn't be where she is today without them—and she wants them to know it. "I'm so thankful to have a team that continues to show up," she says. "I'm in the most incredible organization. Last May, when I was at Convention, I started praying for Marketing Executives to come into my business who wanted to have fun, are respectful, and are passionate about Melaleuca. Since that moment, the best people have joined my team. It's just another level of powerful."

\$64,198 LAST MONTH'S EARNINGS \$826.347 LIFETIME



#### **Brandi & Jeremiah Whitmer**

**GFORGIA** 

Melaleuca: A Way of Life, Not Just a Job



For Brandi, building a Melaleuca business is an extension of who she is—not just something she does for a living. This mindset is important because it encourages Brandi to live out the Melaleuca mission of helping others.

"I've noticed that new Marketing Executives get nervous reaching out to their contacts for one major reason," she says. "They are thinking too much about themselves and how they'll be perceived. If you simply focus on the ways you can help the person or family you're reaching out to, that nervousness dissipates."

Brandi explains that her only goal is to leave people better than when she found them. And it's okay if they say no because "it's not about me," she says. "My job is to be understanding and keep the door open for every person on my contact list so that when the timing is right, they know who to come to."

And her patience is paying off. At her team's monthly checkopening call the morning of this interview, Brandi was overjoyed to discover that her personal enrollee, Gina McLean, has made over \$11,000 in six months and has built a Director 5 business.

"It's incredible because, like me, she was a really hard sell on Melaleuca at first," Brandi laughs. "We both canceled our accounts in the second month of shopping!"

To help Gina see that Melaleuca was different and stable—unlike her MLM experience—Brandi asked her three simple questions: How many customers did you have in your previous company? What was the size of your organization? What was your monthly income?

It turns out that after seven years of building steadily with her previous company, Gina was making less than \$500 a month. Once she had the numbers for Gina's MLM business, Brandi used those statistics to show Gina what she would be making in Melaleuca with the same number of customers and the same size organization. The difference was stark.

"For example, when Executive Director 6 Susan Dampier did this for me, my organization was four times the size of Susan's organization," Brandi says, "but Susan was making four times as much as I was. It's so powerful when people see those numbers. There's no place like Melaleuca!"

Melaleuca is a place where ordinary people can create extraordinary circumstances for themselves.

\$17,291 LAST MONTH'S EARNINGS \$305.093 LIFETIME EARNINGS



## Shane Murphy & Kaylin Hobbs MISSOURI

#### The Power of the Pack



It just so happened that Kaylin Hobbs took the interview call for this story parked outside her local grocery store. And not just any grocery store, but the same grocery store where, only a few short years ago, this single mom would stand in line wondering if she'd have the money to pay for all the food in her cart.

"At that time, I was with an MLM company where I worked hard, but never had anything to show for it," Kaylin recalls. "I was broke, but I still felt like I had a lot to prove. So when I left the MLM world and began building my Melaleuca business, I was constantly thinking about me, me, me. In the back of my mind, however, were the words of my enroller, Corporate Director 3 Seville Ko, reminding me that eventually, I'd realize that what I was working on now was much bigger than me.

"Of course, that moment happened at Convention. At dinner one evening, Seville asked us about our takeaways from the day's events. As I listened to my team members talking, my mind was working. All of a sudden I blurted out, 'Oh my gosh, I just figured it out! It's not about me!"

Emboldened by that realization, Kaylin embarked on a mission to transform the culture of her organization. This mission has succeeded more than she ever imagined. Her team named themselves the Wolfpack—and for good reason. "The Wolfpack is all about loyalty," Kaylin explains. "Yes, we're awesome alone, but we're better together. Every move we make bears out the power of teamwork. We believe that many hands make light work, and we've created terrific synergy as a result."

This Wolfpack culture has produced nine full teams participating in the Secrets Royal Beach Fast Track and working to qualify for the amazing Caribbean vacation this year. They were up and running smoothly right from the start. "I worked hard to help each of my team members get connected with a Fast Track team," Kaylin says. "I want everyone to succeed!"

In fact, she was so focused on helping her team members advance and kicking off Fast Track that her own advancement caught her by surprise! That's the power of the Wolfpack mindset.

Not many years ago, Kaylin had to enter the grocery store with a pit in her stomach. "Now, I'll be able to let my 17-year-old daughter choose from all the colleges—not just the colleges Mom can afford," Kaylin laughs. Her family fully supports her. The Wolfpack is at her side. She no longer has to be awesome alone. •

LAST MONTH'S EARNINGS

\$19,256

LIFETIME EARNINGS

\$372,954



## Nick & Lindsay Percuoco minnesota

#### The Big, Scary Goal



Humbling. That's how it felt to Lindsay when she decided to build a Melaleuca business. It wasn't her first career. Her second. Or her third. Life had already humbled her before.

Teaching elementary school in Arizona, Lindsay and her husband, Nick, who is also a schoolteacher, saw their respective \$850 paychecks shrink every year. After five years of teaching, they each were making less money than they had their first year.

When Lindsay's son was born, she left teaching because her salary would barely cover childcare. The family struggled, turning to government programs to put food on the table. "It was upsetting, but it was what we had to do for a while," she says.

Fueled by equal parts hope and desperation, Lindsay decided to see if she could earn a little money with an MLM. While she initially earned more money than she had made as a teacher, success proved to be fleeting. Three different times, Lindsay watched as her hard-earned income source crumbled away. MLMs would not be her answer.

Some time before, Lindsay's friend, Executive Director 4 Sara Montreuil, helped her open a Melaleuca shopping account. Sara let Lindsay know that she could earn money by referring other customers, but Lindsay wasn't interested. However, when her last MLM attempt failed her, she remembered Sara talking about the repeat income she earned with Melaleuca. That comment had stuck with Lindsay. Impressed by Melaleuca's nearly 40-year track record and ready to build a business that would last a lifetime, Lindsay jumped in with a "big, scary goal" to become an Executive Director.

Years of working as her own boss had given her the discipline necessary to get up every day and find new contacts, make appointments, and share Melaleuca. When her goal was within reach, Lindsay doubled down.

She had more conversations about Melaleuca. She reached out to 100 inactive or canceled customers in one day. She trained more with her team on products and approaches.

"The beginning of January 2025 was slow, but I kept showing up," Lindsay says. "Then, all of a sudden, the snowball effect happened. I started getting the responses I had been working so hard for."

Looking back, Lindsay can see that everything she went through was necessary to open her eyes to Melaleuca. "I believe that certain things have to happen for us to see what we truly have," she says. "It may take time for some to see what Melaleuca can do for them. But as they say, all roads lead to Melaleuca." •

\$14,166 LAST MONTH'S EARNINGS \$195,609 LIFETIME EARNINGS



# TO FUTURE

PRESENTED BY Elicia Bennett Executive Director 6

I want to share insights about my journey and how each of us can create our own success story by embracing the idea of "passing the torch."

BUILDERS

Success is not just about reaching a destination; it's about the lessons learned, the people we inspire, and the legacy we leave behind. Each of us has a unique path, filled with opportunities to grow and uplift others along the way. By embracing this mindset, we can turn challenges into stepping stones and create meaningful impact in both our personal and professional lives.

#### **EMBRACING POSSIBILITIES**

When I enrolled with Melaleuca four years ago, I didn't come with a team or any prior experience in referral marketing. As a single mom of two sons, aged 26 and 16, I understand the challenges many of you face. I share my background to remind you that anything is possible, regardless of your circumstances. Often, we hear people say, "I don't have support." But I want to emphasize that success is within reach for anyone willing to embrace it.

CONTINUED >

Success is not defined by our starting point but by our willingness to adapt and grow. Every challenge we face is an opportunity to learn, and every setback is a chance to come back stronger. What matters most is our commitment to pushing forward and seizing the possibilities that come our way.

#### THE OLYMPIC SPIRIT

In the buildup to the opening ceremonies of the Olympic Games, passing the torch symbolizes more than tradition; it represents shared values and the continuation of the legacy. Like in the Olympics, success comes with stories of perseverance and resilience. I recently came across the story of a 58-year-old table tennis player, Ni Xialian, who competed in the 2020 Olympics after decades of effort. Despite not winning, her perseverance and attitude made her a standout. Her story illustrates that the journey itself can be just as impactful as the outcome.

Another example is Sha'Carri Richardson, who faced significant public scrutiny but has since emerged victorious. Her story reminds us that setbacks do not define us; it's our response to them that shapes our narrative.

At Melaleuca, we carry the torch of success by embracing challenges, supporting one another, and staying focused on our goals. We are all part of a larger relay, working together to achieve greatness.

#### **RECEIVING THE TORCH**

When someone introduced you to Melaleuca, they were passing you a torch of opportunity. Just like passing

a baton in a relay race, some take it immediately, while others hesitate. My enroller, National Director 2 Ernest Ross, passed a torch to me in 2019, but I initially declined. At the time, I was working as an administrator in a large school district, living paycheck to paycheck. I didn't think I had time for Melaleuca. However, when the time was right, I embraced the opportunity and began crafting my story.

Your journey may take time, and that's okay. Whether you've been with Melaleuca for a short time or several years, the key is to continually build your story with intention. Each step you take, no matter how small, contributes to your larger success.

#### **CRAFTING YOUR SUCCESS STORY**

Melaleuca's Leadership in Action magazine is a testament to success, and my mentor once advised me, "If there's a magazine, make sure you're in it." Whether it's through our achievements or contributions, we all have the opportunity to be featured. Success isn't just about financial milestones; it's about the daily actions we take that shape our journey.

#### **LEADING BY EXAMPLE**

Jesse Owens, a four-time Olympic gold medalist, once said, "The only victory that counts is the one over yourself." Leadership starts with self-mastery. Your story is yours to create, and you are the main character. Too often, we place enrollers or mentors in the spotlight and take a supporting role. It's time to step up and take control of your narrative.

Success is about being proactive, not reactive. Take ownership of your story, set clear goals, and remain focused on your vision. By leading with purpose and passion, you inspire those around you to do the same.

#### THE POWER OF DAILY ACTIVITIES

Success at Melaleuca is built on consistency and commitment to the Seven Critical Business-Building Activities. When I first started, I wondered what top leaders were truly doing to achieve success. The truth? They were following the same proven system that has been shared with all of us. Staying consistent with daily activities and embracing the process is key to long-term success.

It's the small, everyday actions—making calls, following up, and sharing the

Whether you've been with Melaleuca for a short time or several years, the key is to continually build your story with intention.

Each step you take, no matter how small, contributes to your larger success.



#### STAGE to PAGE

Lessons shared by Melaleuca's leading Marketing Executives

Melaleuca events
are where our leaders
come together
to share their latest
insights and best
practices. Look to this
series to see excerpts
from past events.

products—that add up over time. By staying diligent and committed, you build a strong foundation for growth.

#### **OWN YOUR STORY**

Your journey with Melaleuca is uniquely yours, but you are not alone. Embrace the torch that has been passed to you, lead with determination, and consistently build your success story. Whether you're just starting or have been on this journey for years, remember that every day offers a new opportunity to grow, inspire, and achieve. Take pride in your progress, celebrate small victories, and never lose sight of your long-term goals.

As you lead by example and pick up your torch, know that your story starts today. No matter the challenges, you can rise, and every step you take builds the path to your success. Your success story is waiting to be written—make it one worth telling.





# Track Your Success with

# PROGRESS TRACKERS



Melaleuca's Grow app continues to evolve, offering powerful new features to help you consistently work toward your goals. One of the new features—Progress Trackers provides a comprehensive view of your progress toward key milestones like your next advancement, the Critical Activity Bonus, Pacesetter, and even earning 20/20 Club. These trackers offer both a quick snapshot and a detailed breakdown, giving you the insights you need to stay on course and reach your goals.



#### **EFFORTLESS PROGRESS TRACKING**

Gone are the days of manually compiling information from various reports to gauge your progress. With Progress Trackers, everything you need is conveniently located in one place. These trackers allow you to:

- Monitor Key Milestones: Instantly see how close you are to reaching your next advancement and what steps you need to take to get there.
- Track Bonuses: Keep tabs on bonuses such as the Critical Activity Bonus (CAB), Pacesetter Bonus, and 20/20 Bonus.
- Plan Ahead: Gain a clearer understanding of your goals and timelines, such as earning Circle of Influence (COI), and Expanded Circle of Influence (ECOI), helping you stay proactive rather than reactive.

#### **SEE TEAM PROGRESS AT A GLANCE**

One of the most exciting features of Progress Trackers is the ability to view your team members' progress as well as your own. You can now check the same key milestones and bonus progress for everyone in your organization, offering a powerful way to provide support and celebrate achievements.

As Vice President of Global Marketing Executive Experience Julie Johnson emphasized at the January 2025 Launch presentation, "You'll find it's easier than ever to know where to focus and who to work with in your organization, and who to celebrate." Focus your efforts first on your own progress, then on your personal enrollees, and then on their immediate enrollees to ensure you're directing your efforts where they matter most. To find the Progress Trackers for Marketing

Executives in your organization, go to "My Teams" in the Grow app, then choose the Marketing Executive you wish to track. Open their Marketing Executive profile, then scroll down to see their trackers.

#### **FOCUS ON WHAT MATTERS**

Progress Trackers are designed to enhance your focus. Use them strategically to:

- **1. Prioritize Your Efforts:** Focus on tasks that will impact your advancement and earnings the most.
- 2. Encourage Your Team: Celebrate wins with your team members and provide targeted support where it's needed most.
- 3. Stay Organized: Regularly check your progress and adjust your efforts accordingly to stay on track.

#### TIPS FOR MAXIMIZING YOUR RESULTS

To make the most of the Progress Trackers, consider these tips:

- Set Regular Check-Ins: Dedicate a few weekly minutes to review your progress and make necessary adjustments.
- Share Insights with Your Team: Use the data to guide coaching conversations and help your team members stay motivated.
- Celebrate Milestones: Recognizing achievements, big or small, can boost morale and drive continued success.

#### START USING PROGRESS TRACKERS TODAY

The Grow app's Progress Trackers are now available, making it easier than ever to stay on top of your goals. If you haven't already, dive into the app, explore the new feature, and take control of your progress. With these powerful tools at your fingertips, you can drive your business forward with confidence and clarity.

Don't forget to share your experiences with your team and encourage them to do the same. Together, you can achieve remarkable success with the Grow app's latest innovation.

# **ADVANCING TO SENIOR** DIRECTOR IS WELL WORTH THE EFFORT!

#### LEADERSHIP OPPORTUNITIES, GREATER EARNING POTENTIAL.

Setting the goals and doing the work it takes to reach Senior Director status will bring wellness into your life in many ways.

When you reach Senior Director, you will have personally enrolled 20 or more Melaleuca Members who are educated about the products and who shop enthusiastically month after month. You will have begun to master the process of developing Directors and mentoring them as they get started on their own journeys. You will have gained hard-won belief. You will have posture. You will be a goal setter and a goal achiever.

Simply put, setting your sights on Senior Director right now is one of the best things you can do for your Melaleuca business—and your life. Advancing

> You will have gained hardwon belief. You will have posture. You will be a goal setter and a goal achiever.

through the Director statuses and achieving Senior Director opens up greater earning potential and leadership opportunities, all geared toward helping you reach your goals faster, allowing you to live the life you truly want sooner.

### YOUR INCOME **GROWS**

#### **HOW THE COMPENSATION PLAN BENEFITS YOU**

As you put in the consistent daily effort to reach your short-term and long-term goals, the Compensation Plan quickly begins rewarding you with commissions and bonuses. When you advance to Senior Director, those rewards start to multiply! Here's how:

THE 20/20 CLUB

**INCREASED EARNINGS** 

**BIGGER** 

ADVANCEMENT BONUSES

**PACESETTER** 

MORE

MENTORING BONUSES

CRITICAL ACTIVITY BONUS

CAR BONUS

#### THE 20/20 CLUB

Joining Melaleuca's 20/20 Club should be one of your first goals as a Marketing Executive. When you personally enroll 20 customers within your first four months, you qualify for a one-time bonus of \$500! Plus, as you maintain at least 20 active personally enrolled customers, you will earn the 20% Personal Customer Commission every time your personal enrollees shop.

#### **INCREASED EARNINGS**

What would you do with an extra \$3,000 a month? Your status climbs as your organization grows, so naturally your commission checks will get bigger. At Senior Director, your potential Organization Commission jumps up to \$3,000 a month and continues to grow as vou advance.

#### **BIGGER ADVANCEMENT BONUSES**

Every new status comes with new bonuses. You'll receive a \$2,000 Advancement Bonus when you advance to Senior Director—or \$4,000 if you do it on Pacesetter schedule—and subsequent Advancement Bonuses will reflect your Personal Enrollee Group Volume (PEG), giving you even greater earning potential as you grow your organization.

## MORE **BONUSES**

#### **PACESETTER**

Advancing to Senior Director on a Pacesetter schedule doesn't just get you to your goal in under a year-it also doubles the Advancement Bonuses you earn along the way. As a Pacesetter Senior Director, you will have earned up to \$14,100 in Advancement Bonuses! And once you reach Senior Director,

a new Pacesetter schedule starts with even more lucrative bonuses, all the way through Senior Director 9.

#### MORE MENTORING BONUSES

To reward your leadership, the size of your core organization increases from three generations to four generations when you become a Senior Director. That means you're able to earn more Mentoring Bonuses and Expanded Mentoring Bonuses than before.

#### **CRITICAL ACTIVITY BONUS**

As a Senior Director, you'll earn a bigger Critical Activity Bonus as you enroll new personally enrolled customers and develop new Directors, Directors 3, and Directors 4 through Senior Directors.

#### LET MELALEUCA PAY FOR YOUR CAR

As a Senior Director, you get to upgrade to a new car—on us! Senior Directors who maintain their status will qualify for a monthly \$500 Car Bonus for the vehicle of their choice. So if you're closing in on Senior Director status, it's time to think about going car shopping.

Ask any
Marketing
Executive
who has been
to Road to
Executive
Director, and
they'll tell you
it changed
everything
for them.

#### WELCOME TO ROAD TO EXECUTIVE DIRECTOR!

When you advance to Senior Director, you'll be invited to one of Melaleuca's biggest events of the year—Road to Executive Director! This conference is a three-day retreat filled with world-class training, facility tours, activities to deepen product knowledge, and face-to-face time with the Melaleuca Management Team. It's not just a reward for your diligence and hard work, it's a big milestone in your Melaleuca journey.

Ask any Marketing Executive who has been to Road to Executive Director, and they'll tell you it changed everything for them. The best of the best will be there with you—selected Executive Directors, National Directors, and even Corporate Directors—to share how they lead effectively and show you how to make the most of the products and the tools you have at your fingertips as you set your sights on Executive Director status. They once attended this event as new Senior Directors. They've

traveled the same path you are traveling now. They've faced the same challenges. In typical sales organizations, secrets of success are not shared. But at Melaleuca, we know we only succeed by helping others reach their goals.

#### **BETTER IN EVERY WAY**

Your journey to Senior Director will change your perspective. It will be a vantage point from which you can clearly see what lies ahead. But that will be because you've worked hard to get there. You'll feel like you're going from surviving to thriving. You'll see abundance instead of want. Life still brings uncertainty, but you'll feel more prepared.

So get ready to amaze yourself as you discover who you are and what you're capable of! The work you do to reach Senior Director will lay the foundation for an abundant life full of wellness, friendships, and endless opportunities to enhance lives. Most importantly, you will have built the foundation for a business that lasts a lifetime.







right up until we enrolled with Melaleuca. I didn't know we needed what Melaleuca offered. But I began to realize what health

Tammara and Chris Williams recently acquired something quite rare for an American couple: dual citizenship. In November 2024, they had the singular honor of becoming citizens of Ghana. Earlier that year, the Williamses had visited Ghana on a trip that followed the Ghanaian tradition of sankofa, "to go back and get it." They plan to return regularly to reach back to their roots and gather knowledge to aid them as they continue in their lives.

This *sankofa* trip would not have been possible without their Melaleuca Membership—and the journey to wellness they started seven years ago.

"I felt like we had a healthy household," Tammara says, "but we all had health issues we were dealing with." She describes how one day while cleaning the house, Chris suffered an asthma attack that landed him in the hospital ICU. The respiratory issues he had suffered as a child were back—and seemed to be worse than ever.

"But while we were at the hospital, Chris's nurse said something that hadn't ever occurred to us," Tammara recalls. "She said, 'Y'all got to get those cleaning products out of your house! If y'all knew what was in them, you'd want to get rid of them!"

"My sons and I went home that day and started rounding up all the harsh chemicals from around the house," Tammara says. "We carried the boxes to the curb, but the sanitation workers wouldn't take them. Some of the chemicals my sons and I had just carried out of the house were supposed to go to a special chemical waste disposal site!"

It was a wake-up call—and it prompted a search for safer cleaners that led the Williamses to Melaleuca. They enrolled with a Home Conversion Pack, and

Tammara is so glad they did. "I thought we were healthy right up until we enrolled with Melaleuca," she laughs. "I didn't know we needed what Melaleuca offered. But I began to realize what health and wellness really means."

Melaleuca has given the Williamses plenty of peace of mind over the years. Even as the world continues to rapidly change, Chris and Tammara remain confident that Melaleuca will always have answers. "For example, we had access to so many wellness solutions during the pandemic," Chris says. "And more recently, the Grow app has transformed our ability to develop our teams, no matter how busy our lives become."

Traveling the world is something Chris and Tammara always wanted to do. Their Melaleuca income has given them more freedom to travel and maximize their time with their sons. Now that the boys are away at college, those experiences are precious to them.

The friendships they've formed mean the world to them as well. In fact, when the Williams family visited Ghana, they brought their close friends and business partners along to share the experience! "What we've gained from these relationships outweighs all of the dollars we've received," Chris says. "We could not put a price tag on this wellness."

To hold to the Ghanaian tradition of sankofa, you must turn to your past to gain the knowledge you need to create a better future. Tammara and Chris are building their future on the wellness they're rooted in. "We're in our 40s now," Tammara says. "We know we are doing the absolute best for our health that we can. Our sons were raised in a Melaleuca home. We're excited for our grandkids to grow up in Melaleuca homes as well."



# **Products That Changed the Game**

for Tammara and Chris









#### **ECOSENSE® HOME CLEANERS**

Ridding their home of harsh cleaning chemicals and switching to EcoSense cleaners has helped Chris breathe easily at home, even while he cleans the kitchen, bathroom, and laundry.

# **MELAPOWER® 9X LAUNDRY DETERGENT,** THE GOLD BAR®, AND RENEW® LOTION

The Williamses are grateful that they enrolled with a Home Conversion Pack. It introduced them to products with benefits they didn't know they needed! With one son who suffered from severely dry skin. switching to MelaPower, putting The Gold Bar in the shower, and giving him Renew Lotion helped bring relief from that dry, irritated skin all day long.

## FLORIFY® DAILY PROBIOTIC AND **CALMICID® ANTACID SUPPLEMENT**

"We didn't know about probiotics before," Tammara says. "I've struggled with heartburn my whole life. The probiotics that *Florify* provides made such a difference in how I feel! And when I've needed relief from occasional acid indigestion, Calmicid has been a saving grace for me!"\*



# SUSTAIN® PRE-ACTIVE, PROFLEX PRO PROTEIN SHAKES, GC CONTROL™, AND FIBERWISE®

Chris lost 65 pounds in 2020 and has kept that weight off as he continues to exercise regularly and eat a healthy diet. "I hired a trainer and went to work," he says. "I continue to take Sustain Pre-Active before my workouts and enjoy a Proflex Pro Protein Shake when I'm done. I rely on GC Control and FiberWise to help me control my cravings each day between meals."\*





## THE PEAK PERFORMANCE TOTAL **HEALTH PACK**

Chris and Tammara take the Peak Performance Total Health Pack each day to get the comprehensive, head-to-toe nutrition they both rely on to perform at their peak.\*

\* These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent any disease.



# THE SPRING REFRESH

What's new from Sei Bella®? In addition to our limited-edition Honey & Cream collection (get your hands on these spa-inspired products while they last), we've updated our Liquid Eyeliner with a COMPLETELY new formula that features additional nourishing ingredients, longer-lasting wear, and a more functional design. Plus, our Tinted BB Moisturizing Cream now includes three new shades!

### **NEW FORMULA!**

# **Liquid Eyeliner**

Our new-and-improved *Liquid Eyeliner* glides on effortlessly to elongate your eyes with precise, smudge-proof lines that last all day! The quick-drying formula and tapered pen tip lets you create the exact look you desire: a bold cat eye or sleek and subtle sophistication. Available in Black.

### 3 NEW SHADES!

# Tinted BB Moisturizing Cream

This bestselling product was great before—and now it's even better thanks to an expanded shade range! If you haven't discovered the beauty of *Tinted BB Moisturizing Cream*, this is your moment. The sheer formula evens skin tone and adds a healthy radiance for a fresh, glowing complexion. Plus, it's loaded with benefits like lightweight moisturizers, UVA/UVB protection, and potent antioxidants to aid in wrinkle reduction. Check out the new shades: **115N**, **230N**, and **410N**.



# HONEY @CREAM

LIMITED TIME ONLY!



Our latest Now Trending collection is inspired by the sensuous rituals of self-care: soft colors, buttery textures, and the warm sweetness of golden honey melted into rich cream. Indulge in soothing hand serum, nourishing body butter, silken lip oils, supple eyeshadow pencils, and calming nail colors. Your spa experience awaits!







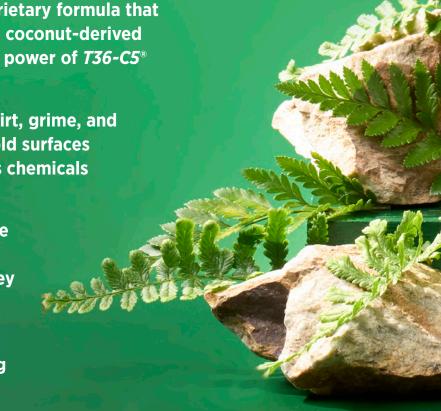
# TOUGH & TENDER 12x

**ALL-PURPOSE CLEANER** 

# Shareable Insights

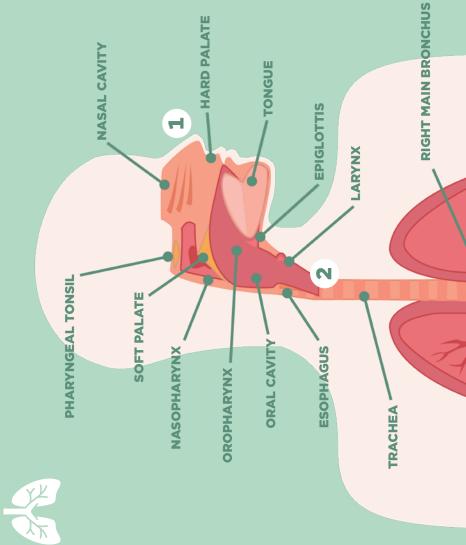
What gives this hardworking (yet gentle) formula such star power? *Tough & Tender* cleans up the competition by tackling everyday dirt and grime anywhere—counters, tables, appliances, and even natural stone—using no caustic chemicals. Share the benefits of *Tough & Tender* using these talking points:

- Tough & Tender 12x is a proprietary formula that works using natural palm and coconut-derived cleaners plus the penetrating power of T36-C5°
   Melaleuca Oil
- Safely and quickly removes dirt, grime, and stains from common household surfaces without relying on dangerous chemicals
- Unlocks superior cleaning power by reducing the surface tension of water to support natural cleaning agents as they penetrate, break down, and completely remove dirt
- Safe for all surfaces, including those that come in contact with food





# Let Us Introduce You to Your



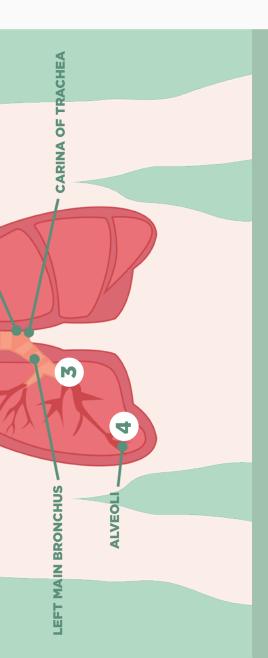
# Keeping Your Respiratory System Healthy

- Avoid smoke, including cigarette smoke, which can harm your lungs when inhaled.
- Avoid using household cleaners that contain caustic chemicals as they can create harmful fumes in your home.
- Exercise regularly. Exercising strengthens your respiratory muscles, increases the amount of oxygen that enters your body, and increases the rate of gas exchange between your lungs and your blood.
- Get proper nutrition. A healthy, balanced diet makes it easier for your lungs to properly function and get adequate oxygen to your other body systems.

# CELLS USE OXYGEN TO ASSIST IN CELLULAR RESPIRATION

Red blood cells are the primary transporters of oxygen. These cells receive oxygen as air around you is breathed into your lungs. Oxygen binds itself to these cells and is carried to your heart. Your heart circulates the oxygenated blood to cells throughout your body in the process of cellular respiration.

ONLY 21% OF THE AIR YOU BREATHE IS OXYGEN



WITHOUT CLEAN AIR, YOUR BODY CAN'T

**PROPERLY FUNCTION!** 

properly. Your airways, lungs, and blood vessels Your respiratory system is a network of organs that **work together** to allow you to breathe work in harmony to help your body

uses oxygen to combat invading pathogens.

of the organism. Your immune system also

leads to cell death and, eventually, death

limited period; long-term oxygen depletion

energy to perform vital functions, such as powering muscles and moving materials

into and out of cells. Without oxygen in your body, cells can only function for a

usable form. This process, called cellular

The cells in your body use oxygen to convert energy stored in food into a

respiration, allows the cells to produce

1. AS YOU BREATHE, you inhale air into your nose or mouth.

absorb oxygen.

2. THE AIR travels down the back of your throat and into your windpipe, which is divided into air passages called bronchial tubes.

3. AS THE BRONCHIAL TUBES

pass through your lungs, they divide into smaller air passages called bronchioles. The bronchioles end in tiny balloon-like air sacs called alveoli. Your body has about 600 million alveoli.

4. THE ALVEOLI are surrounded by a mesh of tiny blood vessels called capillaries. Here, oxygen from inhaled air passes into your blood. After absorbing oxygen, blood goes to your heart. Your heart then pumps it through your body to the cells of your tissues and organs.

5. AS THE CELLS use the oxygen, they make carbon dioxide, which goes into your blood. Your blood then carries the carbon dioxide back to your lungs, where it's removed from your body when

BRONCHIOLES
ALVEOLI

CARBON
DIOXIDE

OXYGEN

CARBON

CARBON

CARBON

CARBON

DIOXIDE OUT



#### **WELLNESS INSIDER**



Boost your wellness IQ with eye-opening data and in-depth explanations. Learn practical strategies to enhance specific aspects of your wellness journey-and become a trusted guide for those you're helping along the way.

# oneiness Could Be Killing You

In 2025, social isolation has become so widespread that scientists are referring to it as a "loneliness epidemic"—a phenomenon that research has discovered is shortening lifespans by as many as 15 years, more than the adverse health effects of obesity, cigarette smoking, and physical inactivity.



THE NEGATIVE **EFFECTS** OF ISOLATION You've heard the news. A "loneliness epidemic" is sweeping the world. The cause is multifactorial, but today's prevalence of personal technology is a major contributing factor. Slowly, in-person time has been replaced by screen time. Just about anything can be delivered, buying a new shirt is just a click away, and online friendships are taking priority over face-to-face interactions. Even couples and families who once shared conversations, games, and movie

nights together now seek solitude on their own devices. But that's not the whole story. Longer working hours, the isolating habits that were normalized during the COVID-19 pandemic, polarizing political views, and the rising costs of social activities such as movies, summer camps, sports clubs, and more have led to many being unable or unwilling to interact with new people or participate in social situations.

CONTINUED ▶

cigarettes a day can have the same mortality impact as loneliness and social isolation, which carry even greater risks than obesity and physical inactivity.

National Institutes of Health

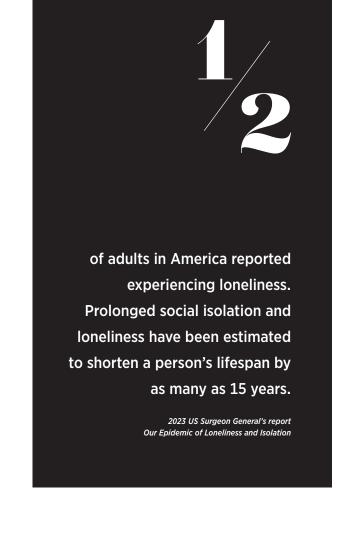
The age of internet-driven convenience is a modern reality that may offer benefits from a convenience standpoint (who doesn't love same-day grocery delivery?) but at a severe cost: social isolation.

The negative consequences of social isolation include a higher risk of mental health issues such as depression and anxiety along with a higher risk of physical ailments that include heart disease, stroke, dementia, a weakened immune system, and even premature death. Trapping yourself in an online or home-based echo chamber can also lead to lowered empathy and less productive, less cohesive societies. As humans, we weren't meant to thrive in the dark.



Sociologists widely agree that humans are naturally relationship-oriented creatures who maintain their wellbeing through connection with others. Some individuals require more social interaction than others (we often categorize these personalities as extroverted), but all humans even introverted ones—need some sense of community to feel happy and healthy. In recent decades, research has shown that North Americans have become less engaged in community organizations, worship houses, group sporting leagues, and even their own families and friend groups. The number of single households

has also doubled over the last 60 years. The loneliness epidemic is hitting young people (ages 15 to 24) especially hard. This group is more likely to spend the majority of their time online. Often, the only way they interact with their friends is through social media. While online friendships can be valid and can certainly play a role in building community connection, 2D interactions are a poor substitute for getting together for food or coffee, taking a walk, or engaging in a social activity such as bowling. One study cited in the 2023 US Surgeon General's report Our Epidemic of Loneliness and *Isolation* found that people who used social media for two hours or more daily were twice as likely to report feeling socially isolated than those who were on such apps for less than 30 minutes a day.





We've made our point. Social isolation is bad. But what's the solution in a world of selfcheckouts, grocery delivery, at-home movie downloads, and pervasive social media? GO OUTSIDE AND TOUCH GRASS. Kidding, kidding—sort of. Getting outside is absolutely helpful for boosting mental health, but in order to combat social isolation, find a friend to take outside with you. Organize a group hike, volunteer in your community, join a local club or committee, and see if you can find a meetup group based

on one of your hobbies or interests. The possibilities are almost endless! The goal is physical connection. And if you can't find a group or club that interests you in your area, consider starting one yourself. Breaking away from social isolation often requires stepping out of

your comfort zone, but the rewards-both mental and physical—are well worth it. Additionally, it's a great way to expand your contact list by building authentic relationships. This in turn can help you grow your Melaleuca business.

CONTINUED ▶



#### **BUILD STRONGER BONDS**

Developing and maintaining relationships is an integral part of personal growth. By making a new friend or connecting more deeply with loved ones, you'll strengthen the social ties that make you feel safe, supported, and purposeful. You'll also have a network to lean on during times of struggle, which happen to all of us.

#### **BOOST CONFIDENCE**

There is a strong correlation between interpersonal connection and confidence. This is especially true among kids and teenagers. Making friends during childhood becomes an integral part of building a sense of identity and learning how to interact with the world through conviction and a strong value system. Having a solid support system also gives people the resilience required to overcome challenging situations.

# **INCREASE EMOTIONAL INTELLIGENCE**

Emotional intelligence is the ability to perceive, use, understand, manage, and handle emotions. Socialization is key to developing emotional intelligence and plays a huge role in every aspect of life, from the workplace to romantic relationships and beyond. Studies show that people with enhanced emotional intelligence have improved communication skills, enhanced leadership acumen, and the ability to manage stress with more grace.

#### **IMPROVE MENTAL HEALTH**

One of the key benefits of socialization is its positive impact on mental health. According to research done at assisted living and memory care facilities, social isolation and loneliness often increase as we age. This takes a toll on mental wellbeing, leading to feelings of depression, anxiety, and cognitive decline. By engaging in group activities such as sports, committees, arts and crafts, or

volunteer work, individuals both young and old can meet new people, form friendships, and share their experiences with others. The result is a more positive outlook on life!

# **LEARN CONFLICT** RESOLUTION

Conflicts are a natural part of any relationship. But having strong social skills allows you to navigate those conflicts with empathy. By putting yourself in more face-to-face social situations, you'll learn to manage conflicts in a constructive manner to defuse feelings of anger on both sides of an issue. This ultimately leads to more harmonious relationships! Learning conflict resolution will also strengthen your self-confidence and self-esteem as vou become more comfortable navigating situations in various aspects of your life, both at work and at home.

# **ENCOURAGE EMPATHY**

If there's one thing that feels lacking in our modern world, it's empathy. Chronic attachments to our phones and an obsession with "likes" (even if you're just a casual social media observer) has left the world feeling drained of authenticity and simple kindness. That's why it's more important than ever to foster in-person relationships with friends, family members, neighbors, and other members of your community. When we can find common ground with the people around us, we don't feel so alone. Our happiness increases, and we feel more inclined to help others. This connects back to Melaleuca's mission: To enhance the lives of those we touch by helping people reach their goals. •



OUR COMPETITIVE STANCE

# THE COMPANY WITH THE BEST PRODUCT WINS

Our belief has always been that product quality matters more to consumers than advertising, endorsements, or anything else. That's why we invest our resources into developing innovative formulas that consistently provide superior performance, greater safety, higher quality, and a better consumer experience.

# Earn up to 6% back' in Loyalty Shopping Dollars, plus get a \$100 welcome bonus

after your first purchase made within the first three billing cycles after account opening.



Apply now and get a decision in less than 30 seconds!

Melaleuca.com/Visa

Must apply here for this offer. Offers vary elsewhere.

See the Rewards Terms and Conditions in the Summary of Credit Terms for details, including earning, redemption, expiration, and forfeiture (subject to applicable law). Please see the Melaleuca Rewards Program terms and conditions at Melaleuca.com for information regarding other limitations on

Loyalty Shopping Dollars.

Cards are issued by First National Bank of Omaha (FNBO®), pursuant to a license from Visa U.S.A., Inc. Visa and Visa Signature are registered trademarks of Visa International Service Association and used under license

# TACKLES LIFE'S TOUGHEST MESSES!

Sol-U-Mel® makes spring-cleaning a breeze! From pet stains to permanent marker, this beloved cleaner and deodorizer uses the penetrating properties of Melaleuca Oil to remove dozens of stains you thought would NEVER come out—saving you costly cleaning, repairs, and replacements. See how Sol-U-Mel's naturally powered formula stacks up against the competition:

COMPARE	GOOF OFF®*  GOOF OFF®*  GOOF  RISTRIGHT  RIS	SOL-U-MEL*  SOL-U-	GOO GONE®*
STAIN/ADHESIVE REMOVER	<b>⊘</b>	<b>⊘</b>	<b>⊘</b>
DEODORIZER	_		_
CLEANER BOOSTER	_		_
POWERED BY MELALEUCA OIL	_		_
BIODEGRADABLE INGREDIENTS	_		_
CONCENTRATED	_		_
SAFER FOR YOUR HOME	_	<b>⊘</b>	_





# **2025** CALENDAR OF **EVENTS**

# Melaleuca events provide you with world-class coaching and practical advice you can use to enhance your business and your life.

March 8, 2025 ADVANCE\* | Scottsdale, AZ

March 8, 2025 ADVANCE\* | Philadelphia, PA

May 15-17, 2025 Convention 2025 | Salt Lake City, UT

Every Melaleuca Member is invited to participate in three days of celebration, networking with friends, new product announcements, and training you won't

find anywhere else.

June 7, 2025 ADVANCE\* | Atlanta, GA

June 7, 2025 ADVANCE\* | Edmonton, AB

July 1-5, 2025 Road to Executive Director | Idaho Falls, ID

Newly advanced Senior Directors are invited to Melaleuca Global Headquarters

for life-changing coaching and a closer look at Melaleuca operations.

July 4, 2025 Melaleuca Freedom Celebration | Idaho Falls, ID

Celebrate the independence of the United States with the largest fireworks

display west of the Mississippi.

August 9, 2025 ADVANCE\* | Idaho Falls, ID

August 23, 2025 ADVANCE\* | Minneapolis, MN

October 25, 2025 ADVANCE\* | Dallas, TX

November 8, 2025 ADVANCE\* | Orlando, FL

For the schedule of Executive Director Perspective events, see page 80.

# **CONNECT** at Melaleuca **EVENTS**



\*ADVANCE is a regional event that combines world-class training and celebration to help you build your business.

# BAR BONUS

# LET MELALEUCA PAY FOR YOUR CAR

FOR SENIOR, EXECUTIVE, NATIONAL, CORPORATE & PRESIDENTIAL DIRECTORS

Grow your business to Senior Director, then select your new vehicle and apply for Melaleuca's Car Bonus program! Active leaders receive the following monthly Car Bonus for qualifying vehicles at these statuses:



Director <sup>\$</sup>500

Executive Director <sup>\$</sup>1,000

Director 1,200

Director ⁵1,500 **Presidential** Director <sup>\$</sup>1,500



For Senior Director 4 Stephanie Burke, earning the Melaleuca Car Bonus was a goal she set early on. She was first introduced to Melaleuca through a connection on Facebook and became a Member for a year before realizing the full potential of the business. Once her enroller introduced her to what Melaleuca could offer in terms of the business opportunity, she committed to building her business and never looked back.

Now that she has built a sizable business that generates reliable repeat income, Stephanie is focused on helping others do the same. She loves that Melaleuca provides a path for anyone to achieve their goals, whether it's earning the Car Bonus, advancing in leadership, or gaining financial stability. "Any dream you have here, you can achieve," Stephanie says. "I may have had to borrow someone else's confidence in the beginning, but now I help others find their own." H



# MELALEUCA 2023 ANNUAL INCOME STATISTICS

Our entire customer base of more than a million customers have all been referred by someone who loves our products.

# Customers

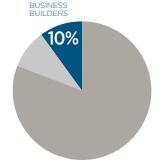
The majority (82%) of those who buy Melaleuca products each month are strictly customers. They are not interested in pursuing the Melaleuca financial opportunity. They do not receive compensation from the company. They purchase Melaleuca products simply because they want to be healthy and they believe that Melaleuca products will help them with that goal. Having customers who are loyal to our brand simply because they love our products provides the strongest foundation for our business opportunity.





8% of all Melaleuca customers have referred at least one customer but fewer than eight customers. As those customers purchase products directly from Melaleuca, those who referred them receive a small commission. These households are not necessarily interested in the financial opportunity. Their relationship with Melaleuca is based on their love of Melaleuca products. Their "status" is determined by how many customers they have referred. A Product Advocate has at least one customer. A Product Advocate 2 has referred at least two customers, and a Product Advocate 3 has referred at least four customers. While these individuals may not be considered serious business builders, their customers (like the vast majority of Melaleuca customers) come from word-of-mouth referrals. Therefore, the overall contribution of these individuals is significant.

	ANNUAL INCOME		PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS		
	HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
PRODUCT ADVOCATE	\$2,111	\$14	\$110	0	1	1	4	1 Mo.	387 Mo.
PRODUCT ADVOCATE 2	\$3,802	\$28	\$234	2	2	2	8	1 Mo.	414 Mo.
PRODUCT ADVOCATE 3	\$5,613	\$57	\$519	4	5	4	18	1 Mo.	372 Mo.



# Beginning a Business

About one out of ten customers (10%) decide to start their own Melaleuca business and eventually achieve Director status, which is considered the first step to becoming a business builder. Directors have made a significant effort (probably spent 50 hours or more) in developing at least eight Melaleuca customers. Those estimated 50 hours could have been spent in a single week or could have been spent over several years. But at some point in their lives, Directors have invested enough time to develop (and maintain) at least eight Melaleuca customers.

	ANNUAL INCOME			PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS	
	HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
DIRECTOR 1-2 (89.6%)	\$30,910	\$274	\$2,131	8	17	8	76	1 Mo.	373 Mo.





# Initial Leadership Status

Leaders at these statuses have made a more serious effort to build a Melaleuca business. Those who have reached these leadership statuses have not only invested enough time to refer several customers but also helped some of those customers start a business and become Marketing Executives. Those Marketing Executives have, in turn, referred additional customers who purchase Melaleuca products each month. Commissions are paid based on the development of customers and the development of leaders who help others reach their goals.

DIRECTOR 3 (3.4%)

DIRECTOR 4-5 (1.9%)

DIRECTOR 6-7 (0.9%)

DIRECTOR 8-9 (0.6%)

ANNUAL INCOME		PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS		
HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
\$27,619	\$3,104	\$10,339	11	40	41	212	1 Mo.	352 Mo.
\$34,109	\$4,794	\$16,003	13	52	96	312	1 Mo.	339 Mo.
\$53,619	\$11,279	\$23,344	14	69	195	398	1 Mo.	362 Mo.
\$88,510	\$14,459	\$34,233	24	91	274	507	1 Mo.	354 Mo.

# Advanced Leadership Status

Those Marketing Executives who reach Senior Director or above have shown substantial interest and dedication in building a Melaleuca business. While most do not work their businesses full time, it is essential that they invest some time each month nurturing, training, and helping those in their marketing organizations. Melaleuca advocates that Marketing Executives keep their full-time jobs and work their Melaleuca businesses in their spare time. However, some Executive Directors at the higher income statuses do work their businesses close to full time. Melaleuca strongly advocates that Marketing Executives do not quit their full-time jobs until their Melaleuca incomes far surpass the incomes they receive from their full-time employers. Rather, they should add their Melaleuca incomes to their regular incomes, thereby making a substantial difference in their family finances.

SENIOR DIRECTOR 1-9 (2.0%)

EXECUTIVE DIRECTOR 1-9 (1.3%)

NATIONAL DIRECTOR 1-9 (0.2%)

CORPORATE-PRESIDENTIAL DIRECTOR (0.1%)

ANNUAL INCOME		_			ACTIVE OMERS	TIME TO ACHIEVE STATUS		
HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
\$249,423	\$16,702	\$66,072	20	107	332	990	1 Mo.	365 Mo.
\$746,288	\$61,858	\$180,497	40	156	893	2,634	2 Mo.	353 Mo.
\$796,219	\$149,240	\$301,035	55	194	2,920	4,897	5 Mo.	277 Mo.
\$2,718,243	\$346,175	\$1,142,703	76	293	6,543	13,979	10 Mo.	251 Mo.

The above annual income statistics include all US and Canadian Melaleuca Marketing Executives who were active during all 12 months of the period ending December 2023 and performed the minimum activity required at each status. The incomes stated include all commissions, incentives, and bonuses earned during the period.

For the purpose of these statistics, a Marketing Executive's leadership or developmental status was calculated by taking the highest status achieved and maintained for at least seven consecutive months.

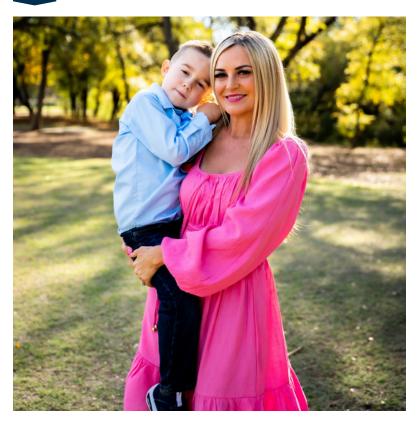
These numbers represent gross income, not net income. In other words, they do not include any business expenses. However, it should not be necessary to spend any significant amount to build a Melaleuca business. You will need access to a telephone and an email account, but you should not invest in purchasing leads, meeting rooms, or training materials. Nor should you invest in advertising, building a website, and so on.

Your biggest investment will be your time, not your pocketbook. Your business is best built from your own home without making any large financial investment. Such investments are neither necessary nor conducive to your success.

The information on this page is not necessarily representative of what any individual Marketing Executive will earn with this program. Any representation or guarantee of specific earnings would be misleading. Success with any business takes hard work, diligence, perseverance, and leadership. Success with Melaleuca will depend on how effectively a Marketing Executive exercises those qualities.

# Amy Varley TEXAS

# Her Haircuts Changed Her Life



Senior Director 8 Amy Varley was introduced to Melaleuca through an unexpected connection. "Jamie's wife cut my hair," Amy says, referring to Executive Directors 9 Jazzlyn and Jamie Young, who first introduced her to Melaleuca. Initially, Amy wasn't sure if starting a Melaleuca referral business was something she was ready to take on. At the time, she was juggling lots of other projects and wasn't ready to dive in. But looking back, she's grateful she did. This seemingly routine act, something as simple as getting her hair cut, changed her whole life. "I didn't realize what a gift I had at first," she says.

Before discovering Melaleuca, Amy was primarily a stay-at-home mom, but she also worked a job helping doctors get holistic nutrition products into their offices. When Jamie introduced her to Melaleuca,

she saw the potential for more. "I think when I first started, I just wanted more freedom," Amy admits. Feeling run-down from trying to split her time between her profession and motherhood, she was seeking something different.

Now, as a business builder, Amy's life has changed in ways she never imagined. "It's given me a lot more freedom and options," she says. "I've been traveling more than ever, but this time it's to the places I want to go."

As she continues to work toward Executive Director, Amy finds that personal growth has been just as important as financial freedom. "It's helped me grow and be able to utilize my leadership skills," she shares. "It has also enabled me to really empower other people and help them win like I've never been able to do before."

Amy says her favorite part of building a business is the flexibility. "I can do it in my pockets of time," she says. "I have a five-year-old, and he needs a lot of attention. The fact that I can still be successful without having to sacrifice valuable time with him has been a huge blessing."

For those considering starting a Melaleuca business, Amy simply says, "Go for it! Melaleuca creates an atmosphere for everyone to win. Building your business is fun. The more people we can introduce to Melaleuca, the more families we can help—in all aspects of their lives."

Melaleuca has provided Amy with financial security as well as with the peace of mind that comes from being part of a company she can trust. "I feel very safe and secure," she says. "In the past, I've worked with a lot of companies that did not follow through on what they promised, or doors were closed for one reason or another. But Melaleuca isn't changing or going anywhere."



TOP **SENIOR DIRECTORS** Presenting the top eight Senior Director businesses with the highest contribution index and a Monthly Retention Index (MRI) of 50% or more!

Reaching Senior Director status is a monumental achievement, reflecting both ongoing growth and a steadfast commitment to helping others. These Senior Directors lead by example, consistently sharing the value of Melaleuca while mentoring and guiding their teams.



**Emily Raynes** Senior Director 9, NC



Joshua & Natalie Blanton Senior Directors 8, SC



Brooklyn & William Blair Senior Directors 2. OH



**Brittney & Zach Zillig** Senior Directors 6, OH



Amv & TJ Trietsch Senior Directors 2, TX



**Brette & Brandon Olsen** Senior Directors 9, MB



Megan Garland Senior Director 7, AB



Lisa Rusk Senior Director 9, OH

# **SENIOR DIRECTORS 9-SENIOR DIRECTORS**





**Emily Raynes**\* SOUTH CAROLINA Enrolled: 09/15/2023



Joshua & Natalie Blanton\* SOUTH CAROLINA Enrolled: 09/14/2023



Carie & Allen Parkes ILLINOIS Enrolled: 01/21/2021



**Emily Raynes**\* SOUTH CAROLINA Enrolled: 09/15/2023



**Amy Varley** TEXAS Enrolled: 01/05/2024



Joshua & Natalie Blanton\* SOUTH CAROLINA Enrolled: 09/14/2023



**Megan Garland** ALBERTA Enrolled: 03/09/2021



Clarence & Rachel Harvin NORTH CAROLINA Enrolled: 06/07/2024



Josie & Tyson Hinkle\* MONTANA Enrolled: 07/26/2023



**Emily Raynes\*** SOUTH CAROLINA Enrolled: 09/15/2023



Josie & Tyson Hinkle\* MONTANA Enrolled: 07/26/2023



Janice & Chris Burke **TEXAS** Enrolled: 07/04/2022



Rachael & James Tocci VIRGINIA Enrolled: 02/07/2023



**Shila Bishop** Enrolled: 07/21/2019



**Vivian & Charles Sims** SOUTH CAROLINA Enrolled: 09/29/2019



**Brooklyn & William** Blair\* OHIO Enrolled: 07/12/2024



Leslie & Rochelle Gaspard-Rochon\* TEXAS Enrolled: 02/25/2021



Katherine & Chad Moir MANITOBA Enrolled: 02/17/2024



Allison & Nathan Neal TENNESSEE Enrolled: 02/16/2023



Natasha Rae ONTARIO Enrolled: 04/17/2024



Amy & TJ Trietsch\* **TEXAS** Enrolled: 08/08/2024



**Brooklyn & William** Blair\* OHIO Enrolled: 07/12/2024



**Robin Cermak** MARYLAND Enrolled: 02/01/2023



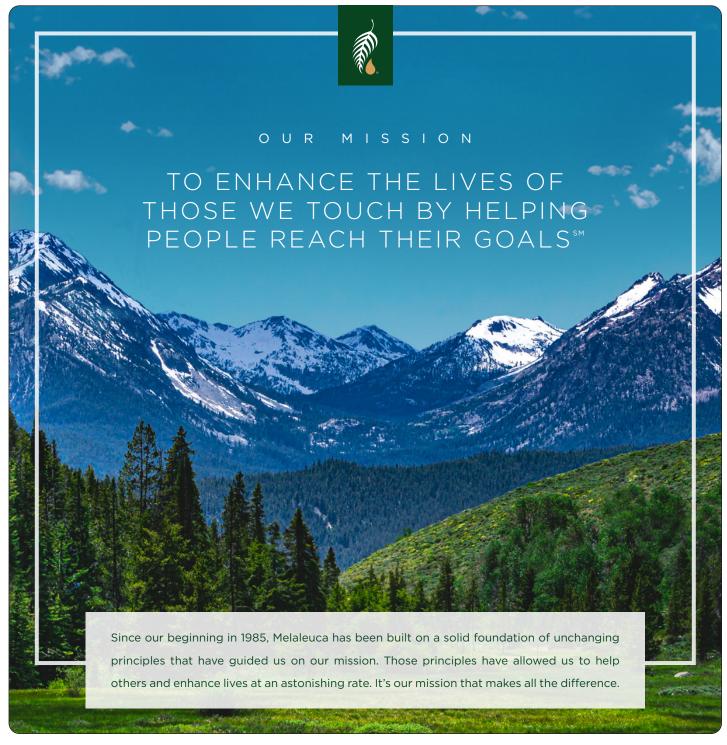
Leslie & Rochelle Gaspard-Rochon\* **TFXAS** Enrolled: 02/25/2021



**Lauren & Max Nihart** OHIO Enrolled: 02/26/2024



Amy & TJ Trietsch\* TEXAS Enrolled: 08/08/2024





# CONVENTION 2025 AWARDS

SET YOUR GOALS AND WALK THE STAGE!

Earning Period: April 1, 2024-March 31, 2025

There is nothing like the energy and emotion of taking your 77 steps across the stage as thousands of Marketing Executives cheer you on and celebrate your success.

The stage is waiting.
Which award will be yours?



# Circle of Excellence: Half Century and Century Club

Awarded to active Marketing Executives with at least 50–99 or 100 or more personally enrolled active Members as of March 31, 2025. Inherited customers are not included.

#### Leaders on the Move

All new and advancing Senior and Executive Directors will walk the stage at Convention. All National and Corporate Directors will also walk the stage.

#### Financial Freedom

First Step to Financial Freedom, Financial Freedom, and Total Financial Freedom will be honored on stage.

# Convention on a Budget

Marketing Executives who find a frugal way to attend Convention 2025 "on a budget" will be recognized.

## Critical Activity Bonus

Awarded to leaders who earn the Critical Activity Bonus 10 or more months during the award year.

# Circle and Expanded Circle of Influence

Awarded to leaders who achieve Circle of Influence or Expanded Circle of Influence 10 or more times during the award year.

#### Personal Director Growth

Awarded to leaders who developed six or more new net personal Directors during the award year.

#### Personal Director 3 Growth

Awarded to leaders who developed four or more new personal Directors 3 during the award year.

# Leadership Growth

Awarded to leaders who developed two or more new Senior or Executive Directors while maintaining a 92%+ retention rate.

### Business Builder Award

Top 10 businesses with the largest number of active Members in their organization. Must develop two new personal Directors and have a 92%+ retention rate.

## Personal Enrollee Advancement

Top 10 Marketing Executives who have the highest number of Director and above advancements of their personal enrollees while maintaining a 92%+ retention rate.

## Enhancing Lives Award

Honoring our Executive Directors and above who have the most longevity and two or more newly developed personal Directors during the award year while maintaining a 92%+ retention rate.

## Lifetime Earnings Award

Awarded to all leaders with lifetime earnings of \$1 million or more.

#### Founder's Club

Marketing Executives who have been Executive Directors or above for 20+ years. To qualify, these leaders need to have a 95% Organization Retention Rate, have developed two or more personal Directors, and have the highest Founder's Club index.

# Marketing <u>Executive</u> of the <u>Year</u>

Awarded to the number one leader among those who earn President's Club.

#### Team of the Year

Marketing Executives who are part of the Marketing Executive of the Year's organization—to their seventh generation—will be recognized as Team of the Year.

#### President's Club

All advancing Corporate Directors plus the top 14 North American Marketing Executives for the year will experience a once-in-a-lifetime trip to one of the world's most luxurious hot spots! For details, go to Melaleuca.com/PresidentsClub.

# Learn how you can qualify.

We want to see you on stage! For full qualification requirements, visit **Melaleuca.com/BusinessCenter**.



GALA
AWARDS BANQUET
CELEBRATING
MELALEUCA'S TOP

**ACHIEVERS** 





Tour Melaleuca's Global Headquarters, state-of-the-art Distribution Facility, and flagship Product Store. See for yourself where Melaleuca develops, manufactures, packages, and ships its 400+ products, and get an inside look at Melaleuca's corporate operations. It's the perfect way to kick-start your Convention 2025 experience.

BUS TOURS from Convention. Buses depart from the South Foyer at the Salt Palace Convention Center (90 S. West Temple, Salt Lake City, Utah 84101). Drive time to Idaho Falls, Idaho, is approx 3.5 hours.

Date	<b>Depart SLC</b>	<b>Tour Time</b>
Wednesday, May 14	6:30 AM	10:00 AM
	7:30 AM	11:00 AM
	8:30 AM	12:00 PM
	9:30 AM	1:00 PM
	10:30 AM	2:00 PM

# Space for tours is limited, so register now!

Vist Melaleuca.com/Convention and click on "Tour."

Rates include: Round-trip deluxe motor coach transportation and boxed lunch provided at Melaleuca's Global Headquarters.

**Cost per seat:** \$50.00\*

Children under 2: Free as a lap child.

Traveling through Idaho Falls on your way to Convention? We'd love to have you stop in for a tour! For all independent travel, please register for your tour by calling 208-522-0870. Tour schedules are limited, so be sure to register in advance.

For any questions regarding your tour reservation, please call 208-522-0870.

\* Cancellations accepted until April 24, 2025.

# **DON'T MISS THE POWER OF CONVENTION 2025!**

**NEW** PRODUCT ANNOUNCEMENTS! **NEW** TOOLS TO BUILD A SOLID BUSINESS! **NEW** WAYS TO MAXIMIZE YOUR INCOME! CELEBRATE ACHIEVEMENTS!

# Karah & lan Bosmeijer kansas

# Melaleuca Is Our Forever Home



One day late in 2023, the Bosmeijers were preparing to leave town on a trip. In the hubbub of packing up, their two-year-old son got into a harmful substance left right inside their own home.

"We called Poison Control right away," Karah recalls, "and we had to rush him to the emergency room. Thankfully, he ended up being okay. After that scare, my husband and I resolved to make some changes to what we were bringing into our home. But it was tougher than we expected! Safer products that were still effective and could get the job done were hard to find, and the few we did try were so expensive. As a onepaycheck household, we got close to admitting defeat."

But a name popped into Karah's mind. She remembered meeting National Director Morgan Martin at a backyard barbecue several years earlier and being drawn to her passion and enthusiasm. "I remember telling my husband at that party that I was going to work with her one day," Karah laughs.

So Karah got in touch with Morgan, who happily presented the Melaleuca Overview to them. The Bosmeijers liked everything they saw. And for four months, they got to know many of Melaleuca's wellness products.

Then, in April 2024, Karah got a phone call. It was Morgan, and she invited Karah to hear about the Melaleuca Compensation Plan. Karah agreed—and once again, Melaleuca changed her life. "I became a Melaleuca Marketing Executive," she says, "and that month, I enrolled eight customers and earned the \$1,000 guarantee. I'm so grateful Morgan reached out to me."

A couple months later, Karah locked arms with a friend and joined the Las Vegas PartnerUp Challenge! She and her friend resolved to work hard. They set goals, followed up faithfully, and stayed accountable. At the conclusion of the challenge, they had both earned that incredible vacation—and seen their businesses grow by leaps and bounds.

Melaleuca has already made a huge difference in the Bosmeijer home. The three boys may be young, but they're excited to see that Melaleuca box arrive at their doorstep each month. "They ask, 'Mom, is this Melaleuca? Mom, is this Melaleuca?" Karah laughs. "I love to see them so aware of their health. I love being able to tell them that the products Mommy is using are safe. This wellness is going to be embedded in them for life. And it's just the beginning. I know my greatgrandkids are going to be shopping with Melaleuca." 🗷

# TOP **DIRECTORS**

Presenting the top eight Director businesses with the highest contribution index and a Monthly Retention Index (MRI) of 50% or more!

These Directors have not only demonstrated their dedication to improving their own lives but also a commitment to helping others do the same. They have become true leaders within the Melaleuca community, inspiring and guiding others on their wellness journeys.



Sheyenne Brumbelow Director 8, TX



Olivia Aichholz Director 5, OH



Guy-Edgir Frédéric Director 9, QC



Staci & Tedd Hansen Directors 9. TX



Jean Iguenson Pélicier Director 5, FL



Kristin & Cory Burkeen Directors 6, TN



William & Maddy Brett Directors 9, OH



Kari Wilmeth Director 8, TX

# **DIRECTORS 9-DIRECTORS 6**



Brooklyn & William Blair\* Musician/Marketing Executive



William & Maddy Brett\* Firefighter/Stay-at-Home Mom



Guy-Edgir Frédéric\* QUEBEC Lawyer



Staci & Tedd Hansen TEXAS Marketing Executives



Amy & TJ Trietsch\* TEXAS
Third-Grade Teacher/Marketing Executive



Brooklyn & William Blair\* OHIO Musician/Marketing Executive



William & Maddy Brett\* OHIO Firefighter/Stay-at-Home Mom



Sheyenne Brumbelow\* TEXAS Marketing Executive



Laurie Davis KANSAS Salon Owner



Guy-Edgir Frédéric\* QUEBEC



Kari Wilmeth **TFXAS** Public Relations



Karah & Ian Bosmeijer KANSAS Marketing Executives



Sheyenne Brumbelow\* TEXAS Marketing Executive



Patrice & Larry Buller DELAWARE Personal Trainer/Marketing Executive



Kylie Christianson NORTH DAKOTA Farmer & Rancher



Alexis Demetroulakos **NEW JERSEY** Marketing Executive



Tracy & Robert Donald ONTARIO Marketing Executive



Braydi Hoppus\* ALBERTA Stay-at-Home Mom



Alyssa Hanson\* SASKATCHEWAN Addiction Counselor



Sheyenne Brumbelow\* TEXAS Marketing Executive



Mandi Burchell TENNESSEE Marketing Executive



Kristin & Cory Burkeen TENNESSEE Stay-at-Home Mom/Lineman



Braydi Hoppus\* Stay-at-Home Mom



Jean Brunel Fortune\* QUEBEC Attendant for Handicapped Students



Nichole Hansen\* IOWA Entrepreneur

# **DIRECTORS 6-DIRECTORS 4**



Alyssa Hanson\* SASKATCHEWAN Addiction Counselor



Ashley & Jeremiah Ranow FLORIDA Retired Registered Nurse/ Marketing Executive



Russ & Julie Reed OHIO Marketing Executives



Kristie Reinhard\* NEW JERSEY Farm Market Manager



Olivia Aichholz OHIO Concert Artist



Alissa & Jason Alsup INDIANA Social Media Marketing/ Marketing Executive



Sheyenne Brumbelow\*
TEXAS
Marketing Executive



Andrew Cline\*
TENNESSEE
Marketing Executive



Jean Brunel Fortune\* QUEBEC Attendant for Handicapped Students



Nichole Hansen\* IOWA Entrepreneur



Jean Iguenson Pélicier\* FLORIDA Marketing Executive



Kristie Reinhard\* NEW JERSEY Farm Market Manager



Lindsay Rey SASKATCHEWAN Stay-at-Home Mom



Dayna Webster\* MANITOBA Funeral Director



Sheyenne Brumbelow\*
TEXAS
Marketing Executive



Courtney Burns\*
ALBERTA
ATB Agency Manager



Elizabeth Campbell NEW MEXICO Stay-at-Home Mom



Candice Carter OHIO Marketing Executive



Andrew Cline\*
TENNESSEE
Marketing Executive



Sharlenae & Phillip Collingsworth OHIO Content Creator/Musician



Jean Brunel Fortune\* QUEBEC Attendant for Handicapped Students



Nichole Hansen\*
IOWA
Entrepreneur



Jackie Heredia\* MISSOURI Marketing Executive



Vaughn & Kayla Hill ALABAMA Teacher/Nurse



Erin Kutka CALIFORNIA Pharmacist

# **DIRECTORS 4-DIRECTORS 3**



Amber Phipps\* TEXAS Elementary School Clinic Aide



Jean Iguenson Pélicier\* FLORIDA Marketing Executive



Tony Rios\* CALIFORNIA Marketing Executive



Jean Baptiste Volcy\* QUEBEC Manager



Amie Walkup IOWA Office Admin



Dayna Webster\* MANITOBA Funeral Director



Kate Bridge ONTARIO Marketing Executive



Courtney Burns\* ALBERTA ATB Agency Manager



Anastasia Card\* INDIANA Marketing Executive



Maria Channell\* CALIFORNIA Marketing Executive



Jessica Coggin\* MISSISSIPPI Stay-at-Home Mom & Caregiver



Richard Del Pilar ALBERTA



Jean Brunel Fortune\* QUEBEC Attendant for Handicapped Students



Jackie Heredia MISSOURI Marketing Executive



Gena & Billy Hilger\* FI ORIDA Marketing Executives



Theresa Hughes ILLINOIS Marketing Executive



Danielle Kawlewski WISCONSIN Stav-at-Home Mom



Rachel Kuhn TENNESSEE Marketing Executive



Jaimelynn Lewis\* MICHIGAN Marketing Executive



Linda & Paul McKinley PENNSYLVANIA Medical Coder/Borough Employee



Ben & Sarah Melton MISSISSIPPI Teacher/School Nurse



Danielle Mowery Administrative Assistant



Matt Neil\* MICHIGAN Marketing Executive



Taneka Nesbitt GEORGIA Marketing Executive



Laura Newell VERMONT Marketing Executive

#### **DIRECTORS 3-DIRECTORS 2**



Katie Oder\*
TEXAS
Marketing Executive



Amber Phipps\*
TEXAS
Elementary School Clinic Aide



Jean Iguenson Pélicier\* FLORIDA Marketing Executive



Tony Rios\* CALIFORNIA Marketing Executive



Kaitlynn Smith KANSAS Stay-at-Home Mom



J. Lindsay Thompson ONTARIO Registered Nurse



Brittany Turner TENNESSEE Homemaker



Mirna Vasquez\* CALIFORNIA Entrepreneur



Jean Baptiste Volcy\*
QUEBEC
Manager



Brigid Walsh Jett\*
ILLINOIS
Paraprofessional Librarian



Candi Warren\* TEXAS Teacher



Alecia Wilson NORTH CAROLINA Registered Nurse



Kendra Bladt IOWA Marketing Executive



Avien Bost TENNESSEE Marketing Executive



Amy Bruno SOUTH CAROLINA Marketing Executive



Courtney Burns\*
ALBERTA
ATB Agency Manager



Anastasia Card\*
INDIANA
Marketing Executive



Maria Channell\*
CALIFORNIA
Marketing Executive



Nicole Clarke Lyttle\* ONTARIO Registered Nurse



Jessica Coggin\*
MISSISSIPPI
Stay-at-Home Mom & Caregiver



Linda Dalum\*
MINNESOTA
Marketing Executive



Bethany Daniel\* TEXAS Stay-at-Home Mom



Casandra Davis\* NEW YORK Marketing Executive



Amy Dettke\* KANSAS Space Planner



Taylor Drier-Merkley\*
MANITOBA
Stay-at-Home Mom

#### **DIRECTORS 2**



Lizeth Farias CALIFORNIA Stay-at-Home Mom



Michelle Fehr\* MANITOBA Accountant



Anna Fellure\* FLORIDA Stay-at-Home Mom



Linda Fenorchito\* ОНЮ Teacher



Joan Fernandez FLORIDA Self-Employed



Tiffany Fick\* FLORIDA Fitness Instructor & Nurse



David & Loreen Fields **TEXAS** Entrepreneurs



Cassidy Fisk\* NORTH CAROLINA Marketing Executive



Jean Brunel Fortune\* QUEBEC Attendant for Handicapped Students



**Edward & Lindsey** Gotham\* SOUTH CAROLINA Mechanic/Stay-at-Home Mom



Kristen Hackman\* TEXAS Teacher



Karen Hamman OHIO Stylist



Anita Hauser MISSOURI Paraeducator



Jackie Heredia MISSOURI Marketing Executive



Gena & Billy Hilger\* FI ORIDA Marketing Executives



Michelle Holman\* MISSOURI Marketing Executive



Julie House\* SOUTH CAROLINA Kingdom Business Executive



Amy Jenkins\* TENNESSEE Travel Advisor



Quortney Jernigan GEORGIA Homeschool Mom



Christie Johnson\* **TEXAS** HR Assistant



Franco & Rosalina Katangkatang\* BRITISH COLUMBIA Marketing Executives



Lavinia Klemz\* FLORIDA Marketing Executive



**Rachael Knotts** DELAWARE Higher Education



Matthew & Caitlin Kohl\* ILLINOIS Marketing Executives



Shane & Micki LaDage\* SOUTH DAKOTA Marketing Executives



Amy & Jace Larsen CALIFORNIA VP - Cost Segregation Advisory/Marketing Executive



Jaimelynn Lewis\* MICHIGAN Marketing Executive



Karen Lieuwen BRITISH COLUMBIA First Responder



Amanda Madsen SOUTH DAKOTA Scale Technician



Kelsey Mathias\* WASHINGTON Marketing Executive



Laura Melton\*
TEXAS
Public Relations



Shree Merriweather\* KANSAS Accountant



Matt Neil\* MICHIGAN Marketing Executive



Katie Oder\* TEXAS Marketing Executive



Charles & Sharon Parker DELAWARE



Amber Phipps\*
TEXAS
Elementary School Clinic Aide



Chelsea Purvis ALBERTA Marketing Executive



Jean Iguenson Pélicier\* FLORIDA Marketing Executive



Patti Ramos\* CALIFORNIA Insurance



Amanda Reichel\*
MISSOURI
Elementary Librarian



Quiana Rhone\* TEXAS Marketing Executive



Tony Rios\* CALIFORNIA Marketing Executive



Trish Roberts\*
ONTARIO
Photographer



Sara Robidart\* GEORGIA Retired



Ally & Wyatt Sanford\* MINNESOTA Teacher & Graduate Student/ Marketing Executive



Kylie & Chris Schmitz\* IOWA Homemaker/Regional



Mirna Vasquez\*
CALIFORNIA
Entrepreneur



Maricelly Velez-Delgado\* NEW YORK Homeschool Mom & Crypto Investor



Ofelia Vithoulkas\* FLORIDA ISR Survival Swim Instructor



Jean Baptiste Volcy\* QUEBEC Manager

#### **DIRECTORS 2-DIRECTORS**



Kelsey Wages\* TEXAS Agriculture Marketing



Brigid Walsh Jett\* ILLINOIS Paraprofessional Librarian



Candi Warren\* TEXAS Teacher



Jessica Wells\* NORTH CAROLINA Marketing Executive



Meron Abraha **NEW JERSEY** Entrepreneur



Deirdre Adams NEW JERSEY Well-Being Strategist & Author



Brittany Benjamin ONTARIO **Educational Assistant** 



Katie Bowen MICHIGAN Marketing Executive



Tyisha Bueno FLORIDA Marketing Executive



Courtney Burns\* ALBERTA ATB Agency Manager



Anastasia Card\* INDIANA Marketing Executive



Mandy Chan BRITISH COLUMBIA



Maria Channell\* CALIFORNIA Marketing Executive



Nicole Clarke Lyttle\* ONTARIO Registered Nurse



Jessica Coggin\* MISSISSIPPI Stay-at-Home Mom & Caregiver



Laura Cross MISSOURI Business Owner & TV Show



Linda Dalum\* MINNESOTA Marketing Executive



Bethany Daniel\* **TEXAS** Stay-at-Home Mom



Casandra Davis\* **NEW YORK** Marketing Executive



Amy Dettke\* KANSAS Space Planner



Taylor Drier-Merkley\* MANITOBA Stay-at-Home Mom



**Shannon Ethington** IDAHO Registered Nurse



Michelle Fehr\* MANITOBA Accountant



Anna Fellure\* FLORIDA Stay-at-Home Mom



Linda Fenorchito\* OHIO Teacher



Tiffany Fick\*
FLORIDA
Fitness Instructor & Nurse



Cassidy Fisk\* NORTH CAROLINA Marketing Executive



Jean Brunel Fortune\* QUEBEC Attendant for Handicapped Students



Edward & Lindsey Gotham\* SOUTH CAROLINA Mechanic/Stay-at-Home Mom



Madi & Jarett Greenaway PENNSYLVANIA Coordinator/Marketing Executive



Kristen Hackman\* TEXAS Teacher



Gena & Billy Hilger\* FLORIDA Marketing Executives



Michelle Holman\* MISSOURI Marketing Executive



Julie House\* SOUTH CAROLINA Kingdom Business Executive



Ming Hunt PENNSYLVANIA Real Estate Investor



Amy Jenkins\* TENNESSEE Travel Advisor



Christie Johnson\* TEXAS HR Assistant



Franco & Rosalina Katangkatang\* BRITISH COLUMBIA Marketing Executives



Andralea Kieswether IDAHO Marketing Executive



Brandi Klein MICHIGAN Marketing Executive



Lavinia Klemz\*
FLORIDA
Marketing Executive



Matthew & Caitlin Kohl\* ILLINOIS Marketing Executives



Katie Krause NEBRASKA Stay-at-Home Mom



Shane & Micki LaDage\* SOUTH DAKOTA Marketing Executives



Jaimelynn Lewis\* MICHIGAN Marketing Executive



Kelsey Mathias\* WASHINGTON Marketing Executive



Laura Melton\* TEXAS Public Relations



Shree Merriweather\*
KANSAS
Accountant



Tori Miller TENNESSEE Stay-at-Home Mom



Matt Neil\*
MICHIGAN
Marketing Executive

#### **DIRECTORS**



Katie Oder\* TEXAS Marketing Executive



Lizel Parilla HAWAII Marketing Executive



Amber Phipps\* TEXAS Elementary School Clinic Aide



Jean Iguenson Pélicier\* FLORIDA Marketing Executive



Patti Ramos\* CALIFORNIA Insurance



Amanda Reichel\* MISSOURI Elementary Librarian



Quiana Rhone\* TEXAS Marketing Executive



Tony Rios\* CALIFORNIA Marketing Executive



Trish Roberts\* ONTARIO Photographer



Sara Robidart\* GEORGIA Retired



Ally & Wyatt Sanford\* MINNESOTA Teacher & Graduate Student/ Marketing Executive



Jocelyn Santos ALBERTA Caregiver



Melanie Santos CONNECTICUT Family Support Provider



Kylie & Chris Schmitz\* IOWA Homemaker/Regional



Hope Starkey Marketing Executive



Mirna Vasquez\* CALIFORNIA Entrepreneur



Maricelly Velez-Delgado\* NEW YORK Homeschool Mom & Crypto



Ofelia Vithoulkas\* FLORIDA ISR Survival Swim Instructor



Jean Baptiste Volcy\* QUEBEC Manager



Kelsey Wages\* **TEXAS** Agriculture Marketing



Brigid Walsh Jett\* ILLINOIS Paraprofessional Librarian



Candi Warren\* TEXAS Teacher



Jessica Wells\* NORTH CAROLINA Marketing Executive



Bonnie Wolff NORTH CAROLINA Registered Nurse



Kayla Wright Marketing Executive



## JOIN US FOR AN UNFORGETTABLE GRECO-ROMAN CRUISE!

As a President's Club 2025 earner, you'll enjoy a once-in-a-lifetime excursion through the Mediterranean aboard a luxury cruise ship alongside fellow leaders and Melaleuca's Management Team.

You'll set sail on the Oceania *Vista*, the height of nautical perfection. Launched in 2023, it features a distinctive blend of grand spaces with a metropolitan flair, offering a variety of culinary delights and a luxurious sanctuary amid the seas.

Your travel begins in Athens with stops at some of the oldest and most historically rich sites in the world. You'll experience food, culture, and the breathtaking scenery of the Mediterranean landscape.

## PRESIDENT'S CLUB IS MORE THAN TRAVELING TO AMAZING DESTINATIONS

The hard work and dedication required to become a member of President's Club aren't put in just for the sake of going on one-of-a-kind adventures. Achieving President's Club is about fully committing yourself to Melaleuca's mission of enhancing lives while you set the foundation to reach your loftiest goals. It's about building a business to last a lifetime.



**QUALIFICATION PERIOD: APRIL 2024-MARCH 2025** 



## **COMING TO A CITY NEAR YOU!** US, CANADA, AND MEXICO

#### **MARCH 2025 EVENTS**

3/4 <b>Houston, TX</b> (Spanish)	3/20 Atlanta, GA
3/5 <b>York, PA</b>	3/22 West Covina, CA
3/8 La Salle, IL	3/22 Valdosta, GA
3/11 Blue Ash, OH	3/22 Coeur d'Alene, ID
3/13 Columbus, OH	3/29 Covington, LA
3/14 Louisville, KY	

#### **APRIL 2025 EVENTS**

4/5 Long Island, NY	4/15 <b>St. Louis, MO</b>	
4/8 Grande Prairie, AB	4/15 Montreal, QC	
4/8 Medford, OR	4/16 Pensacola, FL	
4/9 Des Moines, IA	4/17 Birmingham, AL	
4/9 Kelowna, BC	4/17 Québec City, QC	
4/10 Minneapolis, MN	4/24 Grand Rapids, MI	
4/14 Raleigh, NC	4/26 Honolulu, HI	

The Melaleuca Overview begins at 7:00 PM (local time). Check the **Grow app** for the specific venue information and who will be presenting in your city.

Share an invitation directly from the event invites section of the Grow app's digital library!



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# Nº 2 SET APPOINT



# MENTS

# CRITICAL BUSINESS-BUILDING ACTIVITIES

1
Build Your Contact List

2

Set Appointments

3

**Share Melaleuca: An Overview** 

4

**Hold Strategy Sessions** 

5

**Celebrate Success** 

6

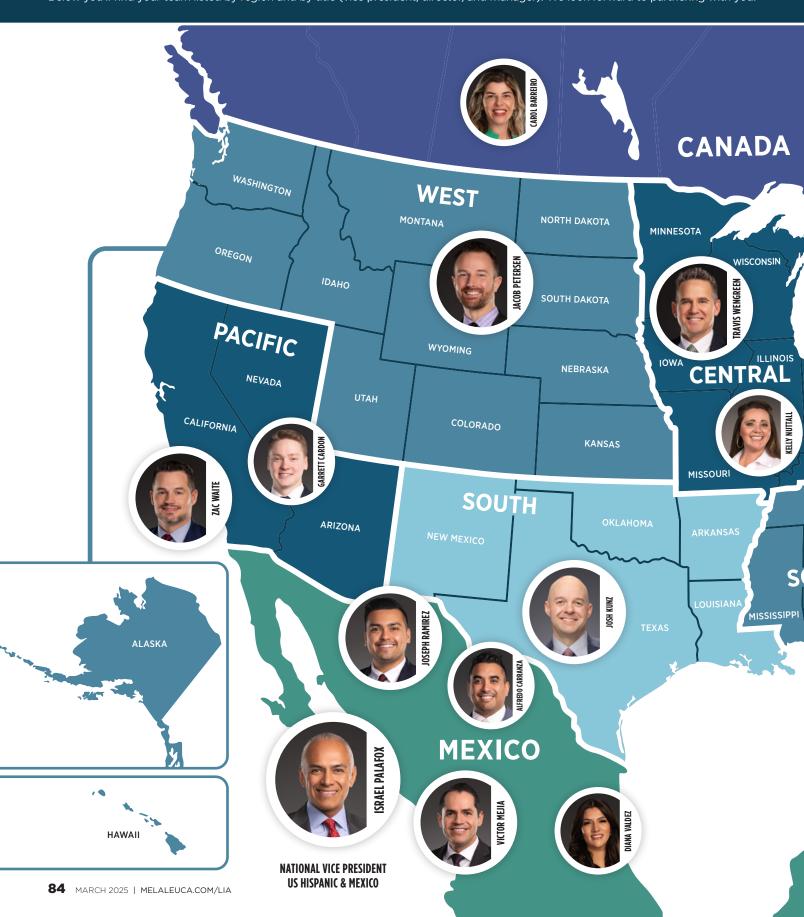
**Always Be Involved with Fast Track** 

7

**Lead by Example** 

### **Coaching & Leader Development Teams**

Below you'll find your team listed by region and by title (vice president, director, and manager). We look forward to partnering with you!





#### **COACHING & LEADER DEVELOPMENT** MARK TOWNSEND 208-534-2052 SR. NATIONAL VICE PRESIDENT OF COACHING mtownsend@melaleuca.com & LEADER DEVELOPMENT **LEWIS RASMUSSEN** 208-534-2335 VICE PRESIDENT OF LEADERSHIP DEVELOPMENT Irasmussen@melaleuca.com **CANADA BRACKEN ABRAMS** 208-534-2710 NATIONAL VICE PRESIDENT OF CANADA brabrams@melaleuca.com **CAROL BARREIRO MANAGER** 208-534-2244 cbarreiro@melaleuca.com **PACIFIC** ZAC WAITE DIRECTOR 208-534-2619 zwaite@melaleuca.com **GARRETT CARDON MANAGER** 208-534-4456 AZ, CA, NV gcardon@melaleuca.com **WEST JACOB PETERSEN DIRECTOR** 208-534-2233 AK, CO, HI, ID, KS, MT, NE, ND, OR, SD, UT, WA, WY ipetersen@melaleuca.com **SOUTH** JOSH KUNZ DIRECTOR 208-534-2421 AR, LA, NM, OK, TX jkunz@melaleuca.com **CENTRAL** 208-534-2213 TRAVIS WENGREEN DIRECTOR twengreen@melaleuca.com **KELLY NUTTALL MANAGER** 208-534-2360 IA, IL, IN, KY, MI, MN, MO, WI knuttall@melaleuca.com **SOUTHEAST DOUG STEWART DIRECTOR** 208-534-2829 dstewart@melaleuca.com **AUSTIN ANDERSON MANAGER** 208-534-2219 AL, FL, GA, MS, TN aanderson@melaleuca.com **EAST MARTIN CASARIEGO** 208-534-2253 REGIONAL VICE PRESIDENT EAST COAST mcasariego@melaleuca.com **VICTOR BARAJAS DIRECTOR** 208-534-2130 CT, DE, MA, MD, ME, NC, NH, NJ, NY, vbarajas@melaleuca.com OH, PA, RI, SC, VA, VT, WV HISPANIC MARKET US/PUERTO RICO/MEXICO ISRAEL PALAFOX 208-534-2061 NATIO

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<b>JOSEPH RAMIREZ</b> DIRECTOR US HISPANIC	jramirez2@melaleuca.com
	208-534-2075
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**DIANA VALDEZ** 

**DIRECTOR MEXICO** 

vmejia@melaleuca.comm

208-534-2200 MANAGER MEXICO dvaldez@melaleuca.com



# RAISED ON FAMILY RANCHES IN THE USA!





o you know where your beef is from? The United States now imports beef from 16 different countries, and foreign cattle can be labeled as "product of USA" as long as the animal is processed in this country. This makes it harder than ever to know where your beef truly originates from. But you can rest assured that all *Riverbend Ranch® Black Label Beef* comes from cattle born in the USA, raised on family ranches in the USA, and processed right here in the USA.



#### Do You Know What's in Your Beef?

An astounding 90% of all beef cattle in America have been raised with synthetic growth hormones and finished in feedlots with a daily ration containing antibiotics. Tests show that measurable amounts of these growth hormones are commonly found in store-bought beef. Finding beef that has been raised without growth hormones and antibiotics is becoming increasingly difficult. Fortunately, health-conscious consumers now have a choice with *Riverbend Ranch Black Label Beef*.

#### **Our Never Ever Promise!**

At Riverbend Ranch, we raise the finest-quality Black Angus beef in the country. We **never** use growth hormones and **never** feed our cattle antibiotics! That's a guarantee your whole family can feel good about!

#### Taste the Difference!

Every cut of *Riverbend Ranch Black Label Beef* is guaranteed to be USDA Prime or High Choice for optimal marbling. In addition, each steak has been aged to perfection for 28 days for exquisite flavor and melt-in-your-mouth tenderness. It's unlike any steak you'll ever find in a grocery store, and it's available at incredibly low prices exclusively for Melaleuca Members!

Nothing compares to Riverbend Ranch Black Label Beef! Select your bundle and learn more about the benefits of healthy beef at Melaleuca.com/RiverbendRanch.

Congratulations to the qualifiers of the prestigious Expanded Circle of Influence Award. To qualify for this award, one must enroll eight quality Members during one calendar month. We are proud of these leaders' dedication and hard work, and wish them greater success as they continue to expand their circle of influence.



Olivia Aichholz



**Christina Ammons** MISSOURI



Katie & Ryan Anderson MINNESOTA



Alma Araiza & Carlos Galvan TEXAS



Dr. Olivia Arellano CALIFORNIA



**Britney Atkerson TEXAS** 



Jacelyn Avila MONTANA



Rossy Barajas & **Rodrigo Huete** CALIFORNIA



**Hayley Barnes BRITISH COLUMBIA** 



**Heidi Bartolotta** IDAHO



Jennifer & Jim Belt



**Brittany Benjamin** ONTARIO



**Brooklyn & William** Blair OHIO



**Amber & Jeffrey Blanch** TEXAS



Joshua & Natalie **Blanton** SOUTH CAROLINA



**Lori & Eric Boutieller** PENNSYLVANIA



**Danie & Todd Branch NEW BRUNSWICK** 



William & Maddy Brett



**Dee & Justin Brooks** SOUTH CAROLINA



Justine & Jeremy **Brooks** TENNESSEE



**Heather & Frank Brown** LOUISIANA



Cindy & Chris Brown
KENTUCKY



Karley Brown



Sheyenne Brumbelow



Mandi Burchell TENNESSEE



Courtney Burns ALBERTA



Elisa & David Campos CALIFORNIA



Judee & Bernard Capucao TEXAS



Anastasia Card INDIANA



Mary Anne & Raymond Carlson
WISCONSIN



Christy & Mark Carr PENNSYLVANIA



Candice Carter OHIO



Mercy Casili-Colunga TEXAS



Gen & Charles Chamblee NEW MEXICO



Maria Channell CALIFORNIA



Kylie Christianson NORTH DAKOTA



Pauline & Derek Clarke ONTARIO



Nicole Clarke Lyttle ONTARIO



Denise & Kevin Clemens CALIFORNIA



Yuki & Jose Coca TEXAS



Jessica Coggin MISSISSIPPI



Sharlenae & Phillip Collingsworth OHIO



Kandice Conner



Josefina Corona CALIFORNIA



Michelle Corteggiano MICHIGAN



Jennifer & Brett Crawley FLORIDA



Susan & Sean Dampier FLORIDA



Bethany Daniel TEXAS



**Dr. Thomas Davies** NEW YORK



Casandra Davis NEW YORK



**Helen & Durward Dilag GEORGIA** 



MaryAnn & Daniel Domka



**Tracy & Robert Donald** ONTARIO



**Meredith Doster** ALABAMA



Tracey & Jeremy Ebert INDIANA



**Kevin & Angela Echols GEORGIA** 



**Michelle Elizer** COLORADO



**Bobbie Elliott** CALIFORNIA



**Jamie Emery** TENNESSEE



**Braydi Hoppus** ALBERTA



**Shana & Scott Falany** FLORIDA



**Lizeth Farias** CALIFORNIA



Michelle Fehr MANITOBA



**Anna Fellure** 



**David & Cheryl Felsenthal NEW JERSEY** 



**Davida Fink** 



**Cassidy Fisk** NORTH CAROLINA



**Mallory Fouillard** 



Lisa Frerker



**Lauren & Thomas** Gaede SOUTH CAROLINA



**Megan Garland** ALBERTA



**Rebecca Garrett** GEORGIA



**Brenda Gauntlett NEW YORK** 



**Bo & Chelsie Gilbert** 



Elizabeth Gorski FLORIDA



**Edward & Lindsey** Gotham SOUTH CAROLINA



Dr. George & Elaine Grant ONTARIO



**Sandy Grippo** NEW JERSEY



Francisco & Rhina Guardado CALIFORNIA



**Luis Martinez & Ana** Lucia Chapa **TEXAS** 



Kristen Hackman



Larry Baity & Terri Haddad-Baity NEVADA



Tanya & Neil Hagre ARIZONA



**Dr. Shelley Hamler** OHIO



Staci & Tedd Hansen



Nichole Hansen



Cecelia & Doug Harvey NORTH CAROLINA



Jason & Keri Hayes
ILLINOIS



Margot Hayes NOVA SCOTIA



Nadine Hendrickson MICHIGAN



Jackie Heredia MISSOURI



Karen & Joe Hetzel QUEBEC



Gena & Billy Hilger FLORIDA



Vaughn & Kayla Hill ALABAMA



Kaylin Hobbs & Shane Murphy MISSOURI



Alyssa Hollar



Julie House SOUTH CAROLINA



Barb & Matt Houser



Justin & Karli Hudgens
IDAHO



Ming Hunt PENNSYLVANIA



LaQuita Ibegwam NORTH CAROLINA



Jill Ivey



Raquel & Dennis Jacinto ILLINOIS



Amy Jenkins TENNESSEE



**Quortney Jernigan** GEORGIA



Mandie & Craig Keller MICHIGAN



Shanna Kelty OREGON



Dante Kilgore WISCONSIN



Shannon & Michael King TEXAS



Christy Kletz TENNESSEE



James & Katey Kloepper ALBERTA



Matthew & Caitlin Kohl ILLINOIS



Sadie & Brent Kolves FLORIDA



**Benjamin & Brittany** Kovacs ОНЮ



Alan & Kim Krey PENNSYLVANIA



**Noelle & Dusty Kruise** MICHIGAN



Melissa Krull MICHIGAN



**Cliff Moitt & Kellie** Kuecha FLORIDA



Maria Lynn Kyrkostas NEW YORK



Shane & Micki LaDage SOUTH DAKOTA



**Beth Lehr** PENNSYLVANIA



**Tanis & Geoff Leo** SASKATCHEWAN



**Nathan & Stephanie** Livingston PENNSYLVANIA



**Steve & Suzy Maier TEXAS** 



**Jamie Martin** 



Morgan & Derek Martin



Kimberly Massengill GEORGIA



**Christina & Paul** Matcham CALIFORNIA



**Art & Kimberly** McCauley IDAHO



**Adrienne & Martin** McDowell FLORIDA



**Ashlen McGinnis** LOUISIANA



**Brittney & Kellen** McLaughlin CALIFORNIA



Gina McLean SOUTH CAROLINA



Maricel & Joseph Meade **TEXAS** 



Megan Medlar VERMONT



Leah & Sam Melquist WASHINGTON



**Laura Melton** TEXAS



Blanca & Jesse Mendoza IDAHO



**Shree Merriweather** KANSAS



**Troy & Shandee Messer** 



Jonathan & Kimberly Montgomery GEORGIA



Jennifer & Charles NORTH CAROLINA



Jennifer & Steve Morgan CALIFORNIA



**Marcheryl & Edilberto** Moscoso ALBERTA



**Kyle & Lauren Murphy** MISSOURI



**Allison & Nathan Neal** TENNESSEE



**Brandi & Clint Newman** FLORIDA



**Ednalyn & John Nisco** ALBERTA



**Katie Oder TEXAS** 



Danielle & Johnny Odom TENNESSEE



**Brittany & Owen** Ogden IOWA



Anna Owen **TENNESSEE** 



**Russ & Ronni Paley** 



**Lizel Parilla** 



Cameron & Briánna **Parker** KENTUCKY



**Lindsey & Patrick** Patterson MISSISSIPPI



Joylyn Peralta



**Lindsay & Nick** Percuoco MINNESOTA



**Bryan & Maria Pereira** 



**Kim & Lance Phares** 



**Amber Phipps TEXAS** 



**Miriam & Percival Piana** 



**Carol Pierce** 



**Brittany & Benjamin** Pollock MINNESOTA



**Melissa & Doug Prater** FLORIDA



Rebekah & Grant **Pumphrey** UTAH



Jean Iguenson Pélicier FLORIDA



Jessica & Brooks Queitzsch PENNSYLVANIA



Natasha Rae ONTARIO



Sarah & Joshua Rankin



Ashley & Jeremiah Ranow FLORIDA



**Emily Raynes** SOUTH CAROLINA



**Amanda Reichel** MISSOURI



Leonila & Jason Renfrow NORTH CAROLINA



**Quiana Rhone TEXAS** 



**Shannon & Frank Rich** CALIFORNIA



**Kristin Roberts** MICHIGAN



Sara Robidart **GEORGIA** 



Megan & Jason Rogne



Lisa Rusk OHIO



**Christopher Sage &** Vira Ventskovska ONTARIO



Adriana Salamon **NEW YORK** 



Ally & Wyatt Sanford



**Melanie Santos** CONNECTICUT



**Tyler & Laura Schmidt** MINNESOTA



**Kylie & Chris Schmitz** 



Wally & Shannon Schneider MICHIGAN



Steven & Makenzie Schultz NORTH CAROLINA



Jen & John Sebbas



**Brandy Sharp** 



**Shelby Shely** OREGON



**Lindsey & Jason Short** INDIANA



Maria & Wilhelm **Siemens NEW MEXICO** 



**Amy & Nate Smith** OKLAHOMA



**Susan & Dennis Smith** MISSISSIPPI



**Hannah & Adam** Snyder **NEW YORK** 



**Randy & Rosalie Spear** TEXAS



**Amber & Thomas** Springer FLORIDA



Suzanne & Justin Stadler FLORIDA



Susan Stauffer WISCONSIN



Breanne & Michael Sufrin WYOMING



Monica & Jock Sutter SASKATCHEWAN



Natashai Taylor TEXAS



Allison Thomsen KANSAS



Rachael & James Tocci VIRGINIA



Danny Tore NEW YORK



Paolo & Faye Torres ONTARIO



Dr. Pepper & Tim Totten TENNESSEE



Amy & TJ Trietsch



Keely Trimble NEBRASKA



Mirna Vasquez CALIFORNIA



Tonatiuh Aguayo & Maria Teresa Vazquez TEXAS



Trisha & Robert Verzera ARIZONA



Jenna Visosky BRITISH COLUMBIA



Jean Baptiste Volcy QUEBEC



Brigid Walsh Jett



Candi Warren TEXAS



Robin Waugh-Castle & George Castle FLORIDA



Amanda Weger



Jessica Wells NORTH CAROLINA



Brandi & Jeremiah Whitmer GEORGIA



Amanda Williams



Kari Wilmeth TEXAS



Bonnie Wright MONTANA



Kim & Rick Yeater CALIFORNIA



Tony & Sarah Zanoni FLORIDA



Brittney & Zach Zillig

#### Circle of Influence

Congratulations to these qualifiers of the distinguished Circle of Influence Award. To qualify for this award, you must enroll four quality Members during one calendar month. Achieving Circle of Influence has helped many Marketing Executives advance their businesses, grow their organizations and find new leadership for their teams. The effect of enrolling four customers each month can positively affect their businesses for years after. We are proud of these leaders' dedication and hard work.

#### **ALBERTA**

Maria Andres Stacy & Garry Bodnar Kristin Boomer Dez Bryce Courtney Burns Janissa Cassells Jillian Cormier Meghan Dirk Colette Eirich Morgan Ellis Tara Fraser Sydney Gall Lisa Golden Jessi Harris Janet & Wavne Harroun Lisa & Blaine Headrick Brittni Hudson Kirsten & Brett Johnson Courtney Johnston Leanne King Shannon Kubin Kari Kuzmiski Susan Lacia Marhgil & May Shella Macuha Tiffany Mcdonald Tamara & Clinton Schmidt Kim Shingler Sarah Smith Jenna & Nolan

#### **BRITISH COLUMBIA**

Courtney Zimmerman

Trudeau

Cassie Young

Guv & Revi Arad Abundio & Gina Arreza Jeannie Brown Alaina Carrington Corinne Cochrane & Matthew Woods Sydney Dash

Ashley Davis Jose & Maridel De Guzman Eva Dela Cruz April Floro Katrin Gustar Annamie & Ken Picketts Carle & Laurie Proskin Roy & Joyce Silverio

#### **MANITOBA**

Crystal Anderson & Brett McLaren Andrea & Troy Angus Andrea Chuba Jenn Forsyth Tracy & Troy Gregorash Katie Hockin Wanda King Suzanne Kluke Johnny & Niomi Loewen Virginia Mathison Katherine & Chad Moir Aleesha Molinski Brette & Brandon Olsen Mackenzie Randall Cynthia Taylor-Iwankow & Chris Iwankow Dayna Webster Lisa Whyte Hannah Wowk

#### **NEW BRUNSWICK**

Kaile Thorne Tammy Trenholm

#### NOVA SCOTIA

Natasha Johnstone Bennett Danroe & Leizel Turla

#### **ONTARIO**

Segun Afolayan Alice Aghaw Oluwabukola Balogun Michel & Gile Beaudoin Irene Chukwuma

Ally Leibold Nadia Lemieux Rachel Madu Kaily & William Mailhot Segun Medunoye Liezel Navarro Bola Ogundipe Evbu Oshotse Kathrina Rivero Trish Roberts Caitlin Ruetz Belina Sabarillo-Bush Alice Sam Barbara Santen Katie Scott Lani Serdon Anna & Arman Spilotro Kristin & Christopher Szekeres J. Lindsay Thompson Michelle Williams

Terry & Michael Commisso

Nicole Desrosiers & Yves

Emmanuel Ekpunobi

Redna Rimbeau & Fritz

Stefan & Yoana Kowlessar

Racine

Gerald

Frin Garcia

Richard Kareem

#### PRINCE EDWARD ISLAND

Jowen Soguilon & Michelle

Trish & Brett Roloson

#### QUEBEC

Allana Guillaume Joseph Antonio Jeanne Nadeige Bellabe Sabrina Bergeron Shella Carpio & Engelbert Gabriella Rose Célestin Jean-Yves Coté Jean Brunel Fortune Audrey Hamelin Stephanie Merino Marie-Soleil Pilotte Monique Pothier Steeve Raymond Vanessa Rivard Patricia Rov Muriel White-Rice & Russell Rice

#### **SASKATCHEWAN**

Shirley Barca Chaelvnn Boutin Kayla Carnie Stephanie Caswell Tori Farr

Ashlee Fecho Sheri Gibson Alyssa Hanson Marsha Iversen Brook Jakubowski Shelby Joanette Taryn Jubinville Shalayne Kinvig Lindsav Rev Alyssa Rodwin Shannon Scheide Jessica Stevenson Faith Taylor Ashley Tomolak Chelsea 7iea

#### **ALABAMA**

Haley Baldwin Letha Cheatam Peyton Denard Cassie Galloway Jennifer & Aaron Hendricks Brenda & Joseph Johnson Emily Mayo **Beth McKinley** Melissa & Tommy Garnett Erika & Charles Parker Trini Revnolds Ruth & Calvin Rutz Ashlev Wallis Aileen & Jeff Williams

#### **ALASKA**

Jaime Hughes

#### **ARIZONA**

Tova Adelman Jennifer Albert Isaac Anderson & Haley Dake-Anderson Sheila & Steven Backus Tracy Beaudry & Chad Brockschmidt Kristin & John Buckner Rosaura Camacho Andrea Celano-Vega Angela & Anthony Cook Sheri Doberman Alexis Dupree Brandi Fass Dianna & Greg Furstner Korena Goldberg Lindsey & Scott Graham Tawni & Glen Hendriks Jennifer Horne Jordan & Aly Hunke Maxine Johnson Michelle & Philip Johnson Christina Keller

Jaime & Kate Liebes

Sofia Ruby Mariscales Joanne McKearney Tracy & Rob Melchior Eloy Ortega-Soto & Silvia Perez Consuelo Ortiz Attilia Pascuiti Tracy Raymond Nicole Remini-Wiskow & Michael Wiskow Andrea Robles & Christian Morales Tresha Rodriguez & Anthony Bivins Cecilia Schreiber Mandy Shafer-Wilson Maley & Shawn Walsh Chris Warren

Carrie Marek

#### **ARKANSAS**

Shelly Grman Maria Teresa Shrout

Arlene Abagon & Dennis

#### CALIFORNIA

Juanir

Brandon Ambriz

Florita Araiza Sylvia Beltran Rebecca Bocage Breana & Christopher Borchers Joseph Canchola Maria Castaneda Maria Channell Robert Chi Sun Chu Chris Connors Stephanie Conover Janet Contreras Adrian Corona Michelle Amber Costa Emilie Del Rosario Aleiandra Ceballos & Eugenio Lopez Stacy Fiske Verena Galvez Trisha Ghergo Alex & Tyler Hage Paul Han Alicia Hernandez Yvonne Higgins Mary Hornickel or John D'Isacco Robert & Tessa Jacques Marvin Jenkins

Judy Johnston

Alexandria Kincaid

Kerri Kerr

Sun Kim

Karina Lucha Susan Marquez Amanda Martin Michele & Michael Martin Daniel Min Dena & Jonathan Moore Luis & Eleonor Navarro Alissa & Fred Nazar Robelia O Niño -Torres Alison Olson Fely & Josue Orejudos Tania & Marco Ortiz Rowena Pascual Jorge Pineda Evangeline Pro Dava Serbantes Maribeth & Emmanuel Serrano Courtney & Thomas Sewell Kimberle Smith Austin Amber Syvertson Mirna Vasquez Lacy White Katie & Richard Yanez

Erin Kutka

Cecilia Lopez & William

Coreas-Garcia

#### **COLORADO**

Neil & Sherronna Bishop Cortney & David Copley Rachel Kinnear Catarina Phillips Michelle & Lance Smith David Sorensen Collin Tobin

#### CONNECTICUT

Brad & Jessica Barg Robin Buzzi Grace Vilma Dotig Rena Litwin Darcy O'Shea Kimberlee Simko Jesse Valentin Georgia & Tadeusz Witkowski Natali Krause & Kent Wonnell

#### **DELAWARE**

Cynthia Powell-Pope & Loren Pope

#### **FLORIDA**

Krystle & Stephen Bamberski Anita Barnes Richard & Lisa Bjorkman Kim Boyce Toni & Chad Burghardt

#### Circle of Influence

Ana Cardenas Dianne Cashmore **Taylor Chester** Arelis Contreras & Mario Cabrera Sherry & John Cullip Beverly & Jordan Dela Cruz Melanie Dixon Timothy & Dee Dixon Dunia & Gerardo Dragoni Kristen Fleming Susan Garcia Britney Gillis Michelle Green Lvnn Greer Kelsea Griffith Billy Hilger Shannon Irmen Terri Jackson Kay & Curtis Johnson Melissa & Kevin Knecht Krista Kuhn Jimmy Levy Lorraine Lewis Sophie Lonsinger Karen & Maximo Lora Ana Mendoza Liz Morgan Kathleen Nagle-Roides Dr. Cicily Payne-Nestor & Dr. James Nestor Sherry & Russ Peck Jenny Perez Chrismane Phadael **Emilee Rigas** Ed Sanford Russ & Beth Schomp Nate & Andrea Scott Michael and Beverley Simmons Vivienne Stephen Sandi Sullivan Sean & Geneveve Sykes Marlon Triana Jessie & Andrew Trudeau Ofelia Vithoulkas Haley Walker Sydney Waugh-Castle

#### **GEORGIA**

Michele Wilson

Laturah Blocker Raquel Breaux Lauren Brown Timothy Brown Misty Dauphinee Phylis Davis Stephanie Donston Kai Fluitt Tori & Colby Galbreath Leah & Phillip George Katrina & Jason Gibson Gonzalo & Ashley Guerra Tracye Hamler Jackie Hayes Valerie Henderson Kristin Hooper

Jennifer & Jay Leach Carla Lipscomb Gail Martin Michelle Martin Travis & Sasha Martin Anitra & Franklin McDowell Sr

Courtney McTaggart Jeanie Paige McWhorter Stephanie & Scott Patterson Audrey & Robert Payne

Tricia Peterson Rufus Reddick Sara Robidart Frnest & Sherita Ross Adrienne & Michael

Sifontes Emma Suzuki Trevion Tillery Maria Vidal Ciarra & Kristopher Warren

Dunné Williams

Brittany Wofford

#### HAWAII

Nya Boucher Maria Concepcion Calapini Hazel & Charlie Duran Farrah Gomes Renee Hamlow Danielle & Taylor Hoopii Roxane & Dr. Lindsey Rodnev & Phyllis Lum Dionisia Sancher

#### IDAHO

**Dennis Santos** 

Shalain Abrams Jennifer Becker Kerry & Kathy Buxton Monica Frasier Jenny Garcia Rachel & Jake Miller Jason & Brooke Paulin Jylann Purington Margie & Don Rae Jennifer Southwick Crystal Swanson

**Emily Westendorf** 

#### ILLINOIS

Joy Agerter-Hall Amber Bade Jennifer Bell Tammy & William Brink Tammy & Erik Burgwald Nicola Case Annette Davis Christine Engelman Jessica Hinch Ryan Hughes Bonnie Kassel Amy Kellum Analyn Lim Carole Liss Kendra Mason Goldie Matthew Carrie & John Orth Carie & Allen Parkes Marlo & Jim Payne Maria & Alvin Perryman Jamie Price Tonya Riley Jackie Robin Emmary & Aaron Roemer Allen & Sandy Stevens Gina Sullivan

#### INDIANA

Alissa & Jason Alsup Raven Arnett Missy Brown Jordan Bulmer Joni James Brianna McCrav Luzviminda Nonesa Sarah & Eddie Placencia Alicia & Jason Purdy Frin Seibert Samantha and Timothy Trammer Danielle Wardlaw

#### **IOWA**

Taylor Atwater Abbie Barta Melissa Bartz Kendra Bladt Michelle Childs Malissa Cowan Vanesa Ege Shannon Hampson Nichole Hansen Valerie & T.C. Heard Amber Johnson Brooke Jones Lexi & Jay Lizer Kenzie Mente Stephanie Nepple Lori Nordstrom Snyder Erica Obstarczyk

Jessica & Cory Rezac Amie Walkup Renee Williams Krista Wineinger

#### KANSAS

Sammie Barner Karah & Ian Bosmeijer Lucas & Chantel Brooks Jill Buscher Evangeline & John Coffelt Laurie Davis Tina Goins Callie Guaiardo Brittney Johnson Shree Merriweather Ashley Niehues Lynzie Reynolds Devan & Adam Rothers Lacy Schreck Nicole Snyder Abby & Dustin Tormondson **Brittany Wahlers** Tina & Jay White

#### **KENTUCKY**

Stephanie Bormann Brittney Boudreau Sarah Burton Ilona Filvk Heather & Donald Gilmour Maddy & Hetty Kaye Jayne Levan Amelia McDougal Joni Miles Ana Maria Padilla Moreno Jenni & Tommy Pendergest Kelli & Robert Peterson Nicki Potter David & Tia Rutter GiGi Simmons Stacey & Phillip Smith Karlie Sudlow

#### Kirstie Weiss

Tracy Terrell

LOUISIANA Kamilla Brown Aliscia Cranford Mallory Foti Kayla LaBorde Courtney & Graham Martin Angelia Reeves

#### MARYLAND

Jennifer Andrews Stephan Atkins Shavonne & Donzell Bowman

Robin Cermak Riley Inge Suzann Lasson Julie Williford

#### MASSACHUSETTS

Paulette & William Cheverie Brittany & Dominic Cogliano Shannon Deibel Kelsy Doskocil Jean-Marcus Flie Janelle Schoch

#### **MICHIGAN** Kristal Ayers

Glenda Barr

Katelyn Bayko Brian Bennett Stephanie Burke Rae Burrell Everine Butonga Carrie Cercone Kristen & Josh Clark Kaleigh Dresselhouse Ashley Gerth Danielle Johnson Bailey Kolkema Larissa & Ryan Kowalski Jim & Aileen Kushon Samantha Lee Jaimelynn Lewis Vianey Lopez Jill Maks Suzette Nelson Natalie Oliverio-Ziehmer & Brian Ziehmer Molly & Jeff Pretzlaff Julie Swanson

#### **MINNESOTA**

Pamela Volz

Lisa Waiters

Alyssa Trudeau

Stacey Vandenbrink

Eric & Sidney Adelman Teresa Affeldt Jenna Allen Marie Cross Ashlee & Claudy Francois Tasha Johnson Taylor Kirby Mary Lieser Heather Mata Nicole Messer Connie Miller Laura & Taylor Minelli Lucas & Amber Nelson Mike & Kelly Nelson Kara & Todd Pfingsten

Margie Piechowski Dionne Prins Marcia Reiter Ally & Wyatt Sanford Kaitlin Schaap Andrea & Owen Usher

#### MISSISSIPPI

Alice Barnes Jessica Coggin Macy & Dallis Forsythe Bobby Harris Katlin Henderson Jeremy Holley Rebecca Hughes Shea Mills Shannon Rawson Cheryl & Shane Smith Carey Thomas

#### MISSOURI

Emily Basler Morgan Bennett Carey & Robert Byrd Erin & Aaron Clark Laura Cross Kristin Fisher Mallory Ford Julia Gardner Anita Hauser Jackie Heredia Lindsey Martin Nickie Phillips Darla Pool Maria Renaud Tracy & Al Ricotta Mandy Roberson Cassie Stephans Summer Ward Rasheal Wesley Kara White Dana Willmeno

#### **MONTANA**

Chelsi Wooton

Laura & Daniel Larson Morgan Leaf Camry Metcalf Rebecca & Jesse Moore Michele Rodgers Keesha Timmer

#### **NEBRASKA**

Esther Allbright Nikole Bader Mattie Bumgarner Jvll & Travis Hansen Angie Hettinger Gail McHugh Leah Peterson Amanda Rausch

#### Circle of Influence

Alyssa Rushton Caroline Schutte

#### **NEVADA** Kim Bishop

Sydni Bishop Dorothy Jordan & Rafel Callanta Jodi & Joe Collins Kelly Draper Gonzalo Duarte Aleiandro Sandez-Cid & Dalila Estrada Korin Fabretti Christi & Dwayne Falcon Vincent Ferrazzano Brayan Garcia-Mendoza **Hector Matos** Adriana Ojeda Lorena & Joselino Rangel Yelitza & Tony Vergel Donna Zappin

#### **NEW HAMPSHIRE**

Susan Hamel Laurie Kopka Bethany Lauzier

#### **NEW JERSEY**

Nicole Cook Dave & Lynn Crescenzo Princess Daley Melvin Dela Paz Alexis Demetroulakos Tara DeRemer Neydi Diaz Antonio Emiliano & Bernarda Galindo Christina Jill Angela Kalnas Molly Kokosinski Maria Krauss Viktoria O'Hara Amanda Paulino Kristie Reinhard Susan Romanowski Jessica & Gregory Sable Jenn Sandt Fariba & Anthony

#### **NEW MEXICO**

Sylvander

Hailey Sylvander

Adelfa Erickson Hannah & Steven Burlbaw Elizabeth Campbell Lisa Davis Breeana & Anthony Gallegos Susan Haglund Melinda Lough

Dr. Phill & Claudia Macklin Melynda Montgomery Christopher & Sandra Mount Amie Jo & Jeff Powers Josh & Maribel Salinas Tara & Ronald Swenk

#### **NEW YORK** Sedaine Barbot

Gina Bauer Kalie Bearor Staci & Jesse Boepple Michelle Buquicchio Shawna Butts Lvn Campanano Amanda Cross Mia D'Elia Alexandra Davis Lisa Drach Grace Felix Kaitlyn Gegenheimer Sonya Harrison Carol Hawk Oveta Jack Melissa Jordal Katherine Leo Amy & Mat Mangus Abby Ovediran Oksana & Dmitry Parkhomovsky Jean Iguenson Pélicier Rob & Laurie Pisciotta Kay Quirante & Jobs Sinco David Sarnowski Pamela Thomas Cassie Tuff Maricelly Velez-Delgado Meghan Wilkinson Cora Moore

#### **NORTH CAROLINA** Niecy Billingsley

Katherine Bishop Nick Brucker & Adyana de la Torre Cory & Eliza Buckman Whitney Evans Ali & Brandon Farabee Genevieve Exum Francis Sonva Galloway Clarence & Rachel Harvin Debra & James Hoffmann Nikki Huffman Courtney Jones Jenne & Jav Matthews Lindsay Parnell Rosalind Perkins Crystalyn Roberts

Jeanne Robinson

Shauntae Smith

Jessica Spear Ashley Tullai Derek & Stacee Weissenberger Jessica Wells Amanda & Matthew Wilcox Tammara & Chris Williams Alecia Wilson

#### NORTH DAKOTA

John & Jennifer Dufner

#### ОНЮ

IIII Relden Evan & Shannon Brown Jodi & Trent Buschur Dana Clausing Brian Crace Nia Evans Jessica Gibson Elizabeth Hardin Cathy Henson Gabrielle Hook Shayla & Jacob Huffman Brianna Lisman Melissa Mathenev Jessica M McCarty Kavla Mitchell Danielle Mowery Jodi Newell Brianna Oury Jill & Grea Parker Jenn Ramey Jenna Reed Tammy Risner Jessica Smith Kayla Stojkoski Margaret Venishel Rachel Woodrum

#### **OKLAHOMA**

Kierstyn Bradley Matthew & Theresa Deaton Mary Hill Tasha Lindt Joy Rogers Edie Tolar

#### OREGON

Teri Barry Kindel & Dennis Bonin Cassidy & Michael Burns Samantha Burton Lisa Medina Maria Eugenia Ruiz Amanda Schaecher Tiffany Vangelo Emalee Walton Veronica Zendejas

#### **PENNSYLVANIA** Chloe Acquaviva

Kate Acquaviva Sarah Collins Carol & Joseph Deasy Tracy Deetz Kate & Steven Doverspike Ben Eshenbaugh Christa Flood Kay & Paul Fontaine Roxanne Fryer Stacy Garonzik Gallagher Ashley & Andrew Haddad Jessica Hatheway Lisa Heron Jessica Hodle Amv & Ben Hunt MarvLisa Kelly Lauren Klinefelter Jennifer Lapp Sharon & Mark Londino Kayla Mayes Linda & Paul McKinley Kathy & Charles Mirabella Shelby Morris Brett & Jackie Morrow Lorien Mover Annmarie Nelms Sarah Pfleiger Peggy & Greg Rettger Ana Shoemaker Crystal Smith Shelby Smith Ann Marie & Glendon Summers Rhoda & Wilbur Sweigart Sherry & Daniel Woolley

#### **PUERTO RICO**

Clifton Yost

Marilyn Lopez Huertas & Jose Rafael Perez Nellian Reyes Fanny Vazquez

#### **RHODE ISLAND**

Donna Jasparro

#### **SOUTH CAROLINA**

Holly Bardone Alexa Beck Amv Bruno Gerald Curtis Tisa Damron John Edwards Amy & Mark Fincannon Jon & Alexa Freeborn Jason & Katie Hill Anna Hudson Pamela & Chris Kollman Vera Kostenko

Drs Richard & Brenda Ludwig Nathaniel Moore Alisha Partee Johnny & Constance Prioleau Courtney Ricken Kelly Schickling Kim Turner

#### **SOUTH DAKOTA**

Ella Mae Williams

Jim & Lee Bothell Kelli Brinka Shane & Micki LaDage Ashley Neigel Annette Nystrom Jessica Williams

**TENNESSEE** Amii Addis Alana Bowman Christa & Steven Bratcher Kristin & Cory Burkeen Tammy Clark Danae Greenwood Darby Gunn Missy Harris Crystal Hepler Sarai & Jose Hernandez Autumn Isbell Angie Johnson Dawn & Terry Lewis Carlee Massengill Tiffany Panther Rachelle Pecovsky Ann Romines Tiffany Rowe Cora Rusk Madraye & Tyler Stanley Kim Swarts Nina Upchurch Lyndsy Walker Lindsey & Nathan Weathersby

Carola & Jack Broaddus Kristina & Christopher Brown Janice & Chris Burke Alison & Matthew Callaway Adanelia Casas Aissa Castillo Rosa Castillo Angelina & Miguel Castro Nina & Ken Cebrun J'Ann Chambers Manuel Chavez Rill Cole Consuelo Gonzalez Van Cooper Devin Cosby Crista Couch Ismael Cruz & Olga Garza Bethany Daniel Ashley Davis Angelita Diaz & Jorge Medrano Angela Saunders-Dick Shirley Edwards Quenton Farr David & Loreen Fields Robin Fonseca & Noah Fleming Melissa Flynt Dianna Maria Lisa Gann Evangelina & Ovidio Garcia Guadalupe Garcia Mayra Garcia Leslie & Rochelle Gaspard-Rochon Cristi Gilpin Luis Lauro Gonzalez Katherine & Kent Hagood Ashley Hart Tiffany & Josh Henry Cynthia Hermosillo Laura Hinojosa La Don Horsford James Howard Michael & Grace Ivery

**TEXAS** 

Sarah & Jason Wilcox

Hannah Wilwerding

Carmis Adams Crystal Addis Kelly Akin Gabriela Aladro & Patricio Gonzalez Margarita Alonso Sharon & Pat Autry Hermina Beckett Sherry & Kirk Bedinger Kristina Boss Jami Bostic Allie Boyd

Manda Kistler Caleigh Krause Michelle & Justin Larsen Madison Lathem Lisa Luton Ruth Manzanarez Kara Marrs Amber & Robert Massicott Karissa Mays Amy McCauley Jenae & Edward McGhee Joreme & Louis McIntosh Scott McKav Lovely & Jeremy White Maria Mendoza

#### Circle of Influence-Pacesetter

Maria Montoya Rangel & Guillermo Castro Reyes Frieda Morgan Alicea Mullins Ashley & Brandon Olive Alicia Pareia Alan & Sondra Pariser Sondra & Alan Pariser Lauren Patton Christopher & Sarah Pentecost Amy Rader Tammi & James Reardon Marla & Daryl Rechenthin Christi Reid Jeremy & Courtney Renaud

Quiana Rhone

Shakia Roberts Karla Rodriguez Rafael & Monica Rojas Candice Ross Celeste Salazar Daniel Sepulveda Berain Kimberly & Mike Sewell Sandie & Lyle Siemens Abigail Slider Irma Solis Candace & Blaine Spradley Yolanda & Kevin Tarver Elbridge Thrash Amy Varley Dana Vick Francisco & Alma Villanueva

Kelsey Wages

Gaby & Lance Walerczyk Heidi Wellman Ryann West Alisha Wright UΤΔΗ

Hali Brown Leah & David Green Jacquelyn & Joshua Grimlev

Jeffrey & Lisa Stutz VIRGINIA

Juven Agustin Julie Danko John Hall Ji Kim Margaret Mathis Becky & Chris Maupin Lakeisha McKnight Rebecca Penrod Lisa & Steven Peterson Alexis Pruett Mary Salley Kurkessa Springs Marissa Vergara

Shari Klein Halie Klodt Joann Lott Mary Miles Anna Kae Norman **VERMONT** Resty Onal Laura Newell Terry O'Neill Tara Strickland Monica Newell Lvnn Woodward

Chavez

**Brooke Hames** 

Lvnn & Tom Delancev

Noemy Chapula & Esteban Breanna Davis Jodi Garnell Kelsi Ullom

Danielle Kawlewski Glenda Loomis Dawn Menard Sierra Reddeman Jessica Smith Brianna Wade Beth Wagner **WEST VIRGINIA** 

Kelley Byrd

**WYOMING** 

Jessica Huntington

#### **Pacesetter**

These businesses have taken advantage of the tremendous potential of the Pacesetter program. Each has watched the Foundations video, enrolled eight (8) or more Members and advanced to a new high status of Director or above.

#### **ALBERTA**

Victoria Adetovi Maria Andres Courtney Burns Greia Estibal Quezon Pagaduan

#### **BRITISH COLUMBIA**

Naomi Coss Jose & Maridel De Guzman

#### **MANITOBA**

Naomi Barr Bonnie Cote Keven Kitchen Virginia Mathison Tammy Sambrook Madison Steven Davna Webster

#### **ONTARIO**

Brittany Benjamin Vincent Chukwuma Tracy & Robert Donald Meghan Gillespie Modeline Jean Allan Leben Ally Leibold Olena Luchko Rachel Madu

Evbu Oshotse

#### **PRINCE EDWARD ISLAND**

Rhonda MacArthur

#### QUEREC

Guillaume Joseph Antonio Melone Bedard Marlene Clervin Jean Brunel Fortune Guy-Edgir Frédéric Guirlouse Clomène Joseph Oksana Shustova Jean Baptiste Volcy

#### **SASKATCHEWAN**

Alma Daquiuag Kalin Dickson Ashlee Fecho Shalavne Kinvig Shavlyn Smith

#### **ALABAMA**

Andrekious Evans Cassie Galloway Vaughn & Kayla Hill Rachel Watts

#### **ARIZONA**

Rosaura Camacho Kate Hughes Sofia León Elianny Parra

#### ARKANSAS

Lidia Rios

Danette Steele

#### CALIFORNIA

Brandon Ambriz Rebecca Bocage Maria Channell Hyun Soon Cho Sun Chu Stacey Dulinski Ashley Fensler Maribella Guerrero Heedo Han KuiSun Kim Fetulimoeata & Tevita Kutu-Hafoka Daniel Min Julie Moon Dena & Jonathan Moore Robelia O Niño -Torres YoonJu Oh Elysee Park David Son Sean Tillery

#### CONNECTICUT

Darcy O'Shea

#### DELAWARE

Rachael Knotts Jennifer Sturgis

#### **FLORIDA**

Natacha Brun Rebekah Burnett Rodney Emilcar Anna Fellure Susan Garcia Robin Kerr Chrismane Phadael Ofelia Vithoulkas Dianna Wickline

**WASHINGTON** 

Ophelia Araujo

Jessica Bolyard

Alicia & Jesse Aunspach

Jessica & Ole Bekkevar

#### **GEORGIA**

Laturah Blocker Steve Gonzales Preslee Gooch Quortney Jernigan Stacy Joye Taneka Nesbitt Tricia Peterson **Emily Roberts** Emma Suzuki Maria Vidal

#### HAWAII

Dennis Santos

#### IDAHO

Heather Humphrey Joan Rudd

#### **ILLINOIS**

Connie Daugherty Christine Engelman Allison Frizzell Theresa Hughes Kendra Mason Jamie Price

#### **INDIANA**

Alissa & Jason Alsup Rebekah Welbaum

#### IOWA

Dani Bucknell Jacqueline Callahan Lindy Strohman

#### **KANSAS**

Sammie Barner Callie Guajardo

Brittney Johnson Kayla Kampman Lexi Milota Kaitlynn Smith Ashley Steinlage Kimberly Trexler

**WISCONSIN** 

Talia Bloedel

Kashindi Alinoti

Brenda Casamento

#### **KENTUCKY**

Bryanna David

#### **LOUISIANA**

Kamilla Brown Mallory Foti Katie Holloway

#### MAINE

Barbara Packard

#### MARYLAND

Winifred Ridley

#### **MASSACHUSETTS**

Sandra Valeur

#### **MICHIGAN**

Katie Bowen Heather Huffman Jaimelynn Lewis

#### **MINNESOTA**

Linda Dalum Tasha Johnson Kaitlin Schaap

#### **MISSISSIPPI**

Claire Bryan Rebecca Hughes April Richards

#### MISSOURI

Naomi Barbour Laura Cross

Elise Glover Anita Hauser Chelsi Wooton

#### **MONTANA**

Josie & Tyson Hinkle Anna Kelly Michele Rodgers Avery Schlicting

#### **NEBRASKA**

Jaclyn Carsley Alyssa Rushton

#### NEVADA

Jennifer Arrias Gonzalo Duarte Rose Mary Sarate Johnny Soumah Figueroa

#### **NEW HAMPSHIRE**

Bethany Lauzier

#### **NEW JERSEY**

Nicole Cook Alexis Demetroulakos Christina Jill Amanda Paulino Kristie Reinhard

#### **NEW YORK**

Betina Alcenat Lynn Amell Jeannette Burgess Maudeleine Clement Jamie Dattilo Ricardo Honore Susanne Martin Tyguian Brown Jean Iguenson Pélicier Lynne Soldato

#### Pacesetter-20/20 Club

#### **NORTH CAROLINA**

Irene Beck Nicole Breaud Cassidy Fisk

Clarence & Rachel Harvin

LaTova Jones Cheryl Talley Jessica Wells Alecia Wilson

#### OHIO

Olivia Aichholz Jenner Alexandre Brooklyn & William Blair Sharlenae & Phillip Collingsworth Elizabeth Hardin Shayla & Jacob Huffman Nadia Jaime Courtney Metz Tony Minor Kayla Mitchell Lauren & Max Nihart

Bonita Payton Jenna Reed Jenna Sherry Hayley Smith

#### **OKLAHOMA**

Kierstyn Bradley

#### OREGON

Lisa Medina Tiffany Vangelo

#### **PENNSYLVANIA**

Chloe Acquaviva Kate Acquaviva Sarah Anyan Louise Corallo Jessica Hodle Mina Hunt Crystal Smith

#### **PUERTO RICO**

Yamira Colon Rosa

#### **RHODE ISLAND**

Donna Jasparro

#### SOUTH CAROLINA

Joshua & Natalie Blanton Tenake Coard Edward & Lindsey Gotham Dennis Hugie Tina Jones Alisha Partee **Emily Raynes** 

#### **SOUTH DAKOTA**

Kelli Brinka Shane & Micki LaDage

Lisa Lewis

#### **TENNESSEE**

Amii Addis Lisa Blake Larenza Donato Grace Hackett

Autumn Isbell Tina Morris Arielle Roberson Cora Rusk

Lyndsy Walker

**TEXAS** Monique Anthony Demetrio Araiza Maria Judith & Miguel Arreola Shani Baird Jenni Bradley Shelly Bratcher Sheyenne Brumbelow Tara Buck Sybil Chandler Jerrad Coy Hannah Davis **Britney Deering** Quenton Farr

Leslie & Rochelle Gaspard-

Jesus Rafael Gonzalez Kristen Hackman Tania Hagood Laura Hinojosa Caleigh Krause Lisa Luton Breanna Massey

Maria Luisa Nunez Gabriela Ocegueda Urrutia **Amber Phipps** Mayorli Pirela de Silva Quiana Rhone Tiffany Robinson Fatima Salgado

Robert Toney Amy Trietsch Amy Varley Destiny Vela Dana Vick Lucy Walters Madison Young

Jenna Simpson

Blanca Tinajero

#### VIRGINIA

Jordan Bracho Sophia Hue Pham

#### **VERMONT**

Laura Newell Monica Newell

#### **WASHINGTON**

Lisa Burk Resty Onal

#### **WISCONSIN**

Jodi Garnell Angie Kowalski Glenda Loomis Sierra Reddeman Brianna Wade

#### 20/20 Club

Upon enrolling your 20th Member, you qualify for the 20/20 Club. This designation recognizes those who enjoy 20 percent commissions on the monthly purchases of their personal enrollees and have distinguished themselves by having . Those businesses receive a handsome pin and recognition in the digital Leadership in Action. Congratulations to this distinguished group!

#### AI RERTA

Amanda Bateman Kendra Gosselin Tanelle Krassman

#### **MANITOBA**

Jamie McInnes

#### **ONTARIO**

Nicole Clarke Lyttle Melissa Pearson Julie Raby

#### SASKATCHEWAN

Chelsey & Dustin Billay Dione Hill Shalayne Kinvig

#### **ALABAMA**

Andrekious Evans Vaughn & Kayla Hill

#### **ARIZONA**

Kate Hughes

#### **CALIFORNIA**

Adrian Corona Kerri Kerr Evangeline Pro Maribeth & Emmanuel Serrano Amber Syvertson

#### CONNECTICUT

Jesse Valentin

#### **FLORIDA**

Billy Hilger

#### **GEORGIA**

Leah & Phillip George Katrina & Jason Gibson Quortney Jernigan

#### HAWAII

Nya Boucher

#### **INDIANA**

Kandice Conner

#### **IOWA**

Rochon

Lynnea Andersen Jacqueline Callahan Amber Johnson

#### **KANSAS**

Angela Stallings

#### **KENTUCKY**

Jessica Christiansen

#### **MICHIGAN**

Wally & Shannon Schneider Dalina & Loyd Stephens

#### **MINNESOTA**

Ashlee & Claudy Francois

#### **MISSISSIPPI**

Ginger Gregory Shea Mills

#### MONTANA

Laticia LaTray Keesha Timmer Tori Ulutoa

#### **NEW JERSEY**

Nicole Cook Jessica & Gregory Sable

#### **NEW YORK**

Wendy Armstrona Jean Iguenson Pélicier Rhonda Tilton

#### OHIO

Tony Minor Jodi Newell Kayla Stojkoski

#### **PENNSYLVANIA**

MaryLisa Kelly

#### **SOUTH CAROLINA**

Tisa Damron Jon & Alexa Freeborn Anna Hudson

#### SOUTH DAKOTA

Kalli Oolman

#### **TENNESSEE**

Christy Kletz Jillian LaPenna Lindsey & Nathan Weathersby

#### **TEXAS**

Shani Baird Kristen Hackman Heather Huff Katie Oder Amber Phipps Tiffany Robinson

#### **VERMONT**

Laura Newell

#### WISCONSIN

Dani Menninga



**Unforgettable**. This one word truly captures a week's stay here on Punta Cana's white sands. But even a trip like this is just the beginning of good things to come. Stay focused, achieve your Fast Track goals, and the rewards will last a lifetime.



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