



DECEMBER 2025 | USA 

LEADERSHIP

IN ACTION

| ENHANCING THE LIVES OF THOSE WE TOUCH® |

Congratulations to Our NEW Corporate Directors

Heather & Alan Guzzino P.14





EXECUTIVE CHAIRMAN
FRANK VANDERSLOOT



Your Goals Are Within Your Reach

Having specific, well-defined goals is an essential component of any successful endeavor. Melaleuca's mission of enhancing lives by helping people reach their goals has been the focus of our efforts for over 40 years. It has been enlightening to observe the process by which people approach the concept of setting goals for themselves and the process by which they endeavor to reach those goals.

“Melaleuca establishes a way for anyone who has a goal of a better life to achieve that goal.”

It seems that—for most people—the concept of goal setting is somewhat nebulous. Many seem unable to grasp what they want from life or how to get it. It also appears that people often get into the rut of the humdrum or the “rat race” of day-to-day living without establishing a road map for their lives. It seems that some even avoid going through the thought process of evaluating where and

who they are. They also fail to identify what they want to become or where they want to end up.

Maybe they fear that there is not a road leading where they would like to go and that dreaming of such a future would only lead them to disappointment. Or perhaps they lack the confidence to try to make the changes from within that would allow them to achieve their goals. Perhaps they fear that should they try and fail, their disappointment and anger with themselves for failing would be unbearable. So they go through life without goals, other than to get through this day or this week or this year, hoping that things will get better. And even if things do get better, they may still never experience the thrill of victory—of reaching their goals—because they never really had goals to begin with.

Others seem to know where they are going. They have their goals written down. They have a plan. They know that although there are many things that happen around them that they cannot control, they can control how they react to those things. They change stumbling blocks into stepping stones. They are alive! They make life happen!



They have faith in themselves and in their Creator. And when they fail, they get back up and try again. They learn from their failures. When they experience failure, rather than becoming discouraged, they see value in the experience. They use those lessons to move them one step closer to their success.

Writing down your goals is clearly one of the most important steps. Those who just kind of dream about their goals but never write them down don't seem to end up in the same place as those who write them down. It has something to do with making a specific recorded promise to yourself. If you do not make a record of your goals, they are much more likely to end up only as dreams, which are easily forgotten over time.

I do not fully understand all the reasons why some people take the time to establish specific written goals and others do not. What is clear is that those with clearly established goals end up at a totally different place than those without written goals.

The most valuable trait that I hope my children and grandchildren acquire, besides honesty, is that of being able to see the vision of the vast opportunity that lies in front of them if they have confidence in themselves and are willing to work. I hope they will establish goals for themselves that will cause them to reach out and make those dreams come true. I have the same hope for all members of the Melaleuca family of customers and

Marketing Executives. Melaleuca establishes a way for anyone who has a goal of a better life to achieve that goal. Yes, anyone! Melaleuca puts success within the grasp of anyone who wants it. We do not pretend to know what your goals ought to be, but whatever they are, we want to help you reach them. If it has been a while since you sat down and wrote out what is important for you to accomplish in life, we would encourage you to go through that process.

Time goes by quickly, but it is never too late. Whether you are 20 years old or 70 years old, you can use Melaleuca to make your dreams come true. We have several Executive Directors who started with Melaleuca after they were 65 years old. Don't let anyone stop you! It is your life. If you have worthy goals, use Melaleuca to help you reach them. And if you have lost sight of your goals or given up on them, know that we are here to help. Melaleuca is in the business of enhancing lives. We can enhance your life and assist you in reaching your goals. All you need is to know where you are going and be willing to work to get there.

Sincerely,



LAUNCH

The Moment That Sets Your Year in Motion

Remember this? Eleven months ago, Melaleuca teams gathered for Launch 2025, and something powerful happened. Living rooms, offices, and team gatherings across North America were filled with passion, purpose, and possibility. Together, Marketing Executives and Members tuned in to gain new insights, set bold goals, and find a renewed sense of purpose. It was more than just an event—it was a moment of unity and belief in what's possible. It's what ignited the incredible growth and momentum experienced in 2025. And it's happening again on **January 3, 2026**.

So mark your calendar, gather your team, and get ready to launch your best year yet!





New Corporate Directors

Alan & Heather Guzzino

14

Feature Story

After years in the corporate world and even some exploits in MLM, Alan and Heather Guzzino found Melaleuca. It wasn't just a path to financial success, it was a way of life that rewarded relationships and integrity above all. For them, Melaleuca's greatest gift has been the time to enjoy the fruits of their labors, spend precious moments with those who matter the most, and build a life that feels as good as it looks.



The Power of Enrolling in December



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Business Building

Now is the time to look ahead and ask: Who do I want to build 2026 with? The Marketing Executives you enroll during December may very well be the ones who will help carry your momentum forward into 2026 and beyond!



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Executive Message

Success isn't about doing more. It's about doing what matters most in a way that protects your energy, sharpens your creativity, and keeps your integrity intact for the long haul.



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

DECEMBER 2025



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Calendar of
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OCTOBER 2025

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.

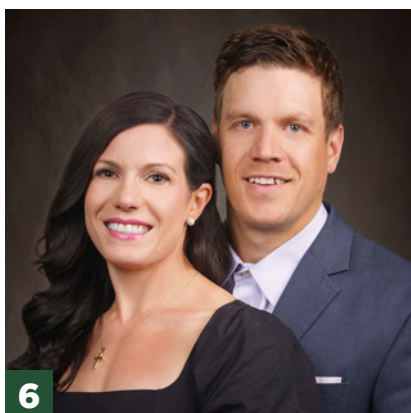


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 MASTERS

Chelsie & Bo Gilbert
MISSISSIPPI

MELALEUCA LIFETIME EARNINGS: **\$2,477,041**



6

Jenna & Nolan Trudeau
ALBERTA

MELALEUCA LIFETIME EARNINGS: **\$1,084,251**



1

Braydi & Tanner Hoppus
ALBERTA

MELALEUCA LIFETIME EARNINGS: **\$407,719**



7

Emily Raynes
NORTH CAROLINA

MELALEUCA LIFETIME EARNINGS: **\$384,197**



11

Jamie & Reuben Martin
SASKATCHEWAN

MELALEUCA LIFETIME EARNINGS: **\$255,243**



12

Kayla Roberts
MANITOBA

MELALEUCA LIFETIME EARNINGS: **\$714,851**



13

Tori & Brody Farr
SASKATCHEWAN

MELALEUCA LIFETIME EARNINGS: **\$247,125**

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.



2

Morgan & Derek Martin
TENNESSEE

MELALEUCA LIFETIME EARNINGS: **\$2,241,701**



3

Sheyenne & Payson Brumbelow
TEXAS

MELALEUCA LIFETIME EARNINGS: **\$387,762**



4

Megan Garland
ALBERTA

MELALEUCA LIFETIME EARNINGS: **\$419,675**



8

Amy & TJ Trietsch
TEXAS

MELALEUCA LIFETIME EARNINGS: **\$253,695**



9

 **MASTERS**

Cindy & Chris Brown
KENTUCKY

MELALEUCA LIFETIME EARNINGS: **\$1,760,097**



10

Natasha Rae
ONTARIO

MELALEUCA LIFETIME EARNINGS: **\$309,925**



14

 **MASTERS**

MaryAnn & Daniel Domka
OHIO

MELALEUCA LIFETIME EARNINGS: **\$783,088**



15

 **MASTERS**

Leah & Sam Melquist
WASHINGTON

MELALEUCA LIFETIME EARNINGS: **\$1,365,886**



16

 **MASTERS**

Katie & Ryan Anderson
MINNESOTA

MELALEUCA LIFETIME EARNINGS: **\$1,109,373**



Success isn't about doing more. It's about doing what matters most, on purpose, in a way that protects your energy, sharpens your creativity, and keeps your integrity intact for the long haul.



DARRIN JOHNSON

Senior VP of Sales

📷 @darrinjohnson1



Turn Down the Noise, Turn Up Your Purpose

We've never had more noise in our lives. We have supercomputers in our pockets and highlight reels in our faces all day, every day. We're trying to lead, parent, and build careers with endless reminders of a perfect world that's just beyond our reach. Someone else is up at 4:30 a.m., smiling and showing off their perfect routine and perfect green smoothie. We get caught sprinting without wondering why, calling exhaustion normal, and judging success by a jammed calendar instead of a day that actually feels aligned.

In short, we live in a frantic world that's constantly telling us that we need to do more.

But, as any seasoned Melaleuca Marketing Executive will tell you, success isn't about doing more. It's about doing what matters most, on purpose, in a way that protects your energy, sharpens your creativity, and keeps your integrity intact for the long haul.

Hustle on Purpose

I was reminded of this fact in a great conversation I had with my friend Amanda Goetz, author of the best-selling book, *Toxic Grit*. While we talked, she described

something she calls an “intentional season.” It's a strategy that involves marking out a stretch of time, naming what matters most to you at the moment, and then deliberately aligning your goals and priorities to make it happen during the time you allotted.

Advancing toward a goal using an intentional season allows you to put unimportant things on the sidelines and empowers you to concentrate your effort where it actually counts.

I love that. It's not about hustling harder. It's about hustling on purpose.

Make Your Moves!

As you wrap up 2025 and set your sights on where you want to take your Melaleuca business in the new year, I dare you to keep it simple. That's how you win in the digital age—less noise and more intention. You don't need a bigger to-do list; you need a focused one.

So right now, I'm going to lay out the process of keeping your goals and actions zeroed in on your *why*, just like Amanda Goetz described to me. Here are the moves I want you to make.

YOUR FIRST MOVE: Reconnect your goals to your *why*.

Most goals start with a spark. Maybe that's a role you want, a repeat income amount that will make a difference, or a big milestone with your business that you're



The solution to falling short isn't to lower your standards. It's to adopt a smarter strategy of moving from constant balance to seasonal focus.

trying to reach. But over time, that spark can get buried in your routine or waiting for other people's approval. You're still moving, but the original inspiration has faded. That's when two things creep in:

- Drifting: staying busy while drifting away from what you actually want
- Numbing: using busyness to avoid the hard questions about direction

Let's get you centered back on your goal with a quick clarity sprint:

1. Write your goal in one sentence. Make it concrete and measurable. No fluff.
2. Ask "Why?" five times. With each answer, ask, "Why is that important?" Keep drilling down until you hit a root value that you'd do anything to defend, such as family, freedom, or health.

3. Name the trade-offs you'll experience over the next 90 days. What are you willing—and not willing—to give up for this goal? Be honest. Trade-offs expose what your real priorities are.

When your fifth *why* lands on a root value, you'll feel energy and relief, even if the path is steep. If your *why* sounds like comparison or fear—"so I don't fall behind" or "so people respect me"—that's your cue to refine the goal, not to quit. Leaders adjust. They don't cling to stories that no longer serve them.

Here's a simple mindset shift that will help you complete this move: Ambition isn't a habit to break, but a trait to understand. When you know what your ambition is pointing toward, you stop running on inertia and start running on intention.

YOUR SECOND MOVE:
Prioritize the right things without the guilt.

High performers often try to balance everything all at once and then feel guilty for falling short everywhere at once. That guilt isn't a character flaw. It's the by-product of an impossible standard. But the solution to falling short isn't to lower your standards. It's to adopt a smarter strategy of moving from constant balance to seasonal focus.

Think in seasons, not days. A single day can be lopsided—a little unbalanced—and still align with your intention for the week or the quarter. You might be in a quarter of building some real momentum with your team, a month of family recentering, or a season of health repair.

Choose your season. Name it.
Communicate it. Then match your
schedule to it.

**Here are two simple tools for
streamlining the process:**

1. **Write Out a Season Statement:** For the next [time frame], I'm prioritizing [theme] so I can [reason].

You might write: *For the next eight weeks, I'm prioritizing the Seven Critical Business-Building Activities so I can earn Circle of Influence. Or, For the next month, I'm prioritizing recovery and family so I can return to work with full energy.*

2. **Create a Boundaries Brief** consisting of a few practical boundaries that fit your season. For example, *No meetings after 4:00 p.m., Two mornings per week for deep work, Phone off at dinner, or Weekends are for family and rest.*

Share these with your team and at home. Clarifying your boundaries at the start reduces disappointment and disarms guilt because you set your expectations on purpose.

End each day with a win tied to your season. Don't ask, "Did I do everything?" Instead, ask, "Did I prioritize what I said mattered most this season?" When your scorecard matches your season, guilt loses its grip.

**YOUR THIRD MOVE: Aim your
ambition at what matters most.**

Ambition without direction turns into hustle without impact, and direction without energy turns into plans without progress. Use these three tools to keep your ambition aligned and your wheels on the road, both in your Melaleuca business and everywhere in your life.

1. The Perfect Day Diagnostic:

Once a quarter, imagine an ordinary, ideal day one year from now. Where are you? Who are you with? What work are you doing with your team? How do you feel? Walk the day from morning to night. Then compare that day to your current days. The gaps are signals. If your ideal day has creative work and mentor walks, but your current day is filled with wrestling with a spreadsheet and late-night emails, your ambition is aimed at the wrong targets. Adjust your direction to build the day you actually want.


2. **The 90-Day Check-In:** Every 90 days, take a half day to step back. Audit your current projects, commitments, and routines. Ask yourself, "What's heavy that I can lighten? What is essential that I can elevate? Which low-value activities should I stop? Which effective activities should I start?" Treat this half day like sacred time. You're deciding what to keep, drop, or create so you can continue ahead lighter and faster.

3. Finish Lines and After-Action Rests:

Set clear finish lines for your sprints, and celebrate with your team when you cross them. Then rest—on purpose. Without finish lines, driven people move the target and never feel done. Without rest, your best ideas never catch up. Make completion visible. Make taking a rest nonnegotiable.

Put these together and you'll get into a powerful rhythm. You'll be forming and reinforcing connections with the future that's aligned with your *why*, course-correcting as needed to stay fast and light, and punctuating your effort with recovery and celebration.

Over time, these actions will compound into less waste, less rework, more meaning, greater momentum, and rewarding, sustainable results.

That's how you lead with intention, not just intensity. That's how you feel like you're winning! 

MY FINAL CHALLENGE FOR

2025

Here's what I invite you to do right now. Get out your calendar and block out two hours just for you before the holidays. No distractions. Use that time to:

1. **Reconnect your goals to your *why***
2. **Prioritize the right things without the guilt**
3. **Aim your ambition at what matters most**

Then join us for Launch 2026 on January 3, 2026. We're kicking the year off with clarity and courage so you can dream big, decide faster, and schedule action like never before.

Finally, schedule your first quarterly 90-day check-in right now—90 days from today. Consider it a love note to your future self. It's how you'll push back on digital distractions and make sure your time and energy stay focused on what truly matters.

New Corporate Directors Alan & Heather Guzzino

The View from

Advancement Check
\$194,249

Monthly Repeat Income
\$29,136

Lifetime Earnings
\$3,201,464


Personal Enrollees’
Lifetime Earnings
\$4,918,633

Members in Organization
6,602



Here

How Alan & Heather Guzzino built a business—and a life—through purpose, partnership, and persistence.



On a sun-bright Florida afternoon, Alan and Heather Guzzino's Neptune Beach home feels alive with light. The ocean breeze drifts through open doors, stirring the linen curtains and the fur of two giant dogs curled on the floor. Heather laughs from the kitchen, her voice carrying toward the backyard where Alan is grilling—a favorite ritual after a day of mentoring calls. Beyond him stretches a turquoise pool, a putting green, and a sliver of Atlantic blue.

It's the kind of tranquil beauty that seems effortless—yet every detail was built with intention. Just like their business. Just like their life.

After years in the corporate world and even some exploits in MLM, the Guzzinos found in Melaleuca not just a path to financial success but a way of life that rewards relationships and integrity above all.

Continued>>



Early Life Lessons

Heather grew up as the youngest of four in a Navy family stationed along Florida's First Coast. Her father captained ships out of Mayport; her mother worked as a nurse. "I grew up with very loving parents who made me feel like I could do anything and create the life of my dreams if I just put in the work and believed in myself," Heather says. She spent her youth at the beach, modeling swimsuits and even competing in the Miss America pageant system for seven years, where she earned her way to Miss Florida twice and earned a spot as a USO entertainer. Later, as a young flight attendant based in San Francisco, Heather learned what it meant to stretch a \$17,000 annual salary in one of the nation's most expensive cities. "That's when I started counting pennies while I was grocery shopping," she recalls. "I was broke—but I was also determined not to stay that way. I wanted more out of life." At age 24, Heather enrolled in an MLM to supplement her income.

"There's no doubt that watching my father and grandfather grind away **developed a strong work ethic in me.**"

Alan was raised in Chicago in a blue-collar Italian household, where grit was currency and work ethic was the family inheritance. His first job was as a lifeguard—a role he loved through high school. But when he started college, his dad told him that he needed more consistent income and brought him into the family auto-parts business—that meant being out the door by 6:00 a.m., spending long days on his feet, and

doing menial tasks like shoveling snow. By week's end, payday brought a lesson Alan never forgot: His father gave him only \$20 take-home pay after each grueling week—the rest was automatically set aside for college. The lesson stuck. Around the same time, when Alan needed a car, he and his dad split the cost with the understanding that Alan would pay his dad back. "He literally kept a little savings book, and every time I paid him \$20, he would note the payment," Alan says. "There's no doubt that watching my father and grandfather grind away developed a strong work ethic in me."

The Lifeguard Meets the Pageant Girl

Alan and Heather first crossed paths at a beachside hangout, then again at the gym, where Alan asked the beautiful blonde to spot him on the bench press. "Worst pickup line ever," she laughs, but it worked. Seven weeks later, they were engaged. That was three children and 26 years ago.

Heather remembers how Alan made sure they started their marriage off on the right foot. "On the second day of our honeymoon in Hawaii, he said, 'Maybe we could get together later and set our goals for the year,'" she says. "I was thinking, 'What?'" She still laughs at the memory—but those first pages of goal setting became the framework for everything they would later build together.



Continued >>

Alan's corporate career accelerated quickly. The couple started their lives on the Florida coast, but a big promotion sent them to Atlanta, Georgia, where Alan served as a high-level executive for a health insurance giant and Heather balanced motherhood with her MLM pursuits. What looked like success on the outside—big titles, a beautiful home, and impressive income—felt hollow. “Alan was traveling quite a bit and under a tremendous amount of pressure,” Heather recalls. “I learned very quickly that a great life is not all about money. If you don’t have time to spend together, then the money really doesn’t matter.”

Heather missed the simpler living they left behind at Neptune Beach, and she was heartsick being away from her family and friends. Alan shouldered the strain of being everywhere but where he wanted to be most: with Heather and the kids. One evening, surrounded by unpacked suitcases and the quiet hum of a giant house that never really felt like theirs, they decided to move back to Neptune Beach. Alan would commute to Atlanta, only spending a few hours each weekend with his family.

Though Heather loved being back in her hometown, their solution wasn’t really a solution at all. For a year and a half, Heather and Alan lived in the spaces between goodbyes—two different homes, two different rhythms, and their family holding onto each other with white knuckles. “My hardworking husband was never home,” Heather says. “The two children we had at the time were growing up, and he was missing out on so much. Alan was an amazing dad when he was home—but then he would leave again. I was so sad for him.”

After months of prayer and a few deeply honest conversations, they decided together that Alan would step away from his Regional CEO position and likely take a pay cut to bring their family back under one roof. It was a pivotal moment—choosing balance over busyness and presence over pressure.


Discovering Melaleuca

By 2015, the Guzzinos’ priorities had shifted. Alan had made sacrifices to reunite his family, but the long hours and corporate travel still took their toll. The Guzzinos had learned what truly mattered—faith, family peace, and purpose—but hadn’t yet found the professional path that aligned with those values.

Heather, too, felt the strain. After over 20 years of bouncing among several MLM businesses, she’d seen how unstable that model is and how often people are hurt by it.

“We were going nowhere with MLM,” Alan says. “Every month was a new challenge because you basically had to start over. There was no repeat income, which meant no real security.” Alan went on to say, “As an executive leader in a corporation, if I had an employee who was working in a division where revenue was constantly falling, expenses were consistently climbing, and they were losing money month after month, I would fire that employee. I thought, ‘We need to fire ourselves from MLM.’”





“Everything in our life is integrated. We work together, travel together, relax together. We love what we do.”

Then Presidential Director Jeff Miller began calling. A longtime Melaleuca leader, Jeff reached out repeatedly to Heather. She was not interested initially because she thought that whatever he had to say would be more of the same. Thankfully, Jeff persistently shared more about Melaleuca each time he called, and Heather and Alan will both be forever grateful that he never gave up on them. What initially caught Heather’s attention was how long Jeff had been associated with Melaleuca. “I’d never heard of anyone in a referral-type business, growing with one company year after year, for 20 years,” she says. “Then Jeff shared Melaleuca’s 96% monthly reorder rate, and I couldn’t even comprehend those numbers.”

After six months of conversations with Jeff, Heather finally agreed to try the store as Jeff’s customer. Alan, ever the analyst, began researching every facet of Melaleuca’s products and business model. He even created a spreadsheet comparing the protein shakes offered by the MLM they had been a part of to Melaleuca’s *Proflex Protein Shakes*. Ounce for ounce, Melaleuca offered better nutrition at about half the cost. And it wasn’t just the shakes. Product after product, the same pattern emerged: superior formulas, cleaner ingredients, and all-around better value. What started as a simple comparison quickly revealed a more fundamental truth—Melaleuca is different.

Built on Partnership and Purpose

If one word defines the Guzzinos’ success, it’s *synergy*. Alan and Heather are, in many ways, perfect complements. Heather calls Alan “ridiculously intelligent”—a strategist who sees ten steps ahead and always has a plan. Alan describes Heather as “charismatic and compassionate”—someone who makes people feel seen and valued the moment she walks into a room. Together, they bring both the head and the heart to their work.

“Everything in our life is integrated,” Heather says. “We work together, travel together, relax together, and hang out with our kids as much as we can. We love what we do.”

Their partnership—both in business and in marriage—has become their secret to sustained growth. “We have the same strong faith, the same friends, the same priorities, and the same purpose,” Alan adds. “That’s what makes it work.”

Continued>>



“We have the same strong faith, the same friends, the same priorities, and the **same purpose. That’s what makes it work.**”

They’ve achieved more than they ever imagined, yet their focus has always been on the lives changed, the confidence restored, and the freedom shared. “We love this work,” Alan says simply. “We can afford to slow down at any time, but why would we stop? Every day, we get to help someone else change their life. That’s such a rare thing.”

Developing the Next Wave of Leaders

To reach Corporate Director, Alan and Heather have developed five Executive Directors within their organization—a goal that became both a benchmark of leadership and a reflection of their team’s persistence.


Those leaders, whom they describe to be “like family,” are Executive Directors 6 Marlo and Jim Payne, Executive Directors 4 Kevin and Stephanie Merriweather, Executive Directors 4 Gonz and Ashley Guerra, Executive Directors 2 Fabio and Carla Bollini, and Executive Directors Jordan and Beverly De La Cruz. Each couple represents a story of belief, consistency, and shared commitment to do things the right way.

When the call came confirming their Corporate Director advancement, the Guzzinos were in Italy working with Fabio and his team. Executive Chairman Frank VanderSloot and members of the European 2025 President's Club were traveling nearby in Greece and made a detour to celebrate the news personally in a moment that perfectly captured Melaleuca's spirit of connection. "It was a day we'll never forget," Heather says.

The True Measure of Success

The Guzzinos' version of success no longer looks like constant grind culture. Instead, it's morning walks on the beach. Lunch dates with friends. A couple of rounds of golf with friends. Cheering for Florida State football. In the evening, you can usually find Alan and Heather at their beach house, often joined by their three kids. It's a well-earned rhythm that comes from diligent effort in their Melaleuca business while centering their life around each other.

Their three children reflect the same balance of passion and perspective that their parents have modeled. Jake, 25, is in his third year of medical school and preparing to commission as an officer in the US Navy, hoping to become a flight surgeon (without any debt, thanks in part to Alan and Heather's Melaleuca income). Katie Belle, 23, graduated college with honors and now works as a traveling nurse recruiter and is also a Director in her own Melaleuca business. And Lily, their youngest, is just beginning college at Florida State, exploring business and engineering with an eye toward entrepreneurship.

All five of them live just a short drive apart, and the Guzzino home is rarely quiet for long. Sunday dinners stretch late, game nights turn competitive, and laughter carries to the outdoor fireplace. It's the kind of everyday abundance they used to chase in all the wrong ways. Moments like these can't be bought with a paycheck. They grow from connection—the kind that can only come when time is your own. For these new Corporate Directors, that has been Melaleuca's greatest gift—the time to enjoy the fruits of their labors, spend precious moments with those who matter the most, and build a life that feels as good as it looks. 



Braydi & Tanner Hoppus ALBERTA

No Matter What Changes



Outside Braydi Hoppus's front window, frost is shimmering on the bare tree limbs, and the air is crisp and charged with the crunch and fragrance of fallen leaves.

As it always does, autumn has brought change. It is transforming the slice of Alberta countryside around the cozy Hoppus home even as change springs forth within. Braydi gave birth to her fourth son in late November—and the Hoppuses have set everything else aside to welcome this new, precious little boy.

Even though her attention is fully centered on her family right now, Braydi isn't worried about losing momentum in her business. On the contrary—just before her son arrived, she achieved one of the biggest business goals she had ever set.


"When I found out I was expecting our son," she says, "I knew I would want some uninterrupted Mom time. But I wanted to enjoy that Mom time having significantly built my business and my repeat income. So, at the beginning of my pregnancy, I set a goal to reach Executive Director 6, but on one condition—I had to reach it before my due date."

Back then, early in 2025, Braydi was just starting to find momentum. As a longtime customer who loved Melaleuca's products, she had begun to refer others to shop with Melaleuca as well and loved the small commission she earned.

"Then I realized that I could help my customers refer their friends as well and make a more substantial income in the process," she says.

That realization prompted Braydi to change how she presented *Melaleuca: An Overview* to potential customers—and to reach out to longtime customers as well. She showed them how they could share Melaleuca with others and earn a commission. "Once my team and I got their eyes on the referral program and the opportunity it offered them and their families," Braydi explains, "things really began to change."

What followed was an incredible display of belief, effort, and dedicated leadership for Braydi and her team. Braydi began to advance steadily through the Senior Director and Executive Director ranks. And, just a week before her baby's due date, she got the news that she had achieved her goal. She had double-advanced to Executive Director 6!

Now, standing at the window with her new son in her arms, Braydi is reflecting on what this accomplishment means for her growing family. She's leaving a legacy. Her boys get to watch her set and achieve big goals. They're learning what that means for them. And, no matter what changes the coming seasons bring, they'll have a foundation to build on. 

LAST MONTH'S
EARNINGS

\$55,988

LIFETIME
EARNINGS

\$407,719

Brayan Garcia NEVADA

A Son's Promise to Build a Better Future



Ask Brayan Garcia when his Melaleuca story truly began, and he'll tell you it started twice: once when he enrolled, and again when he discovered *why*. "There are two important dates," he says. "The day you enroll in Melaleuca and the day you understand why you were meant to enroll." For Brayan, that second moment came in the stillness of a dark room, two months after a serious concussion that left him unable to work or provide.

He had always carried more of a load than most. Raised by a single mother and responsible for her and his younger sister, Brayan grew up working multiple jobs and doing whatever it took to keep the household stable. But his concussion stripped everything away. "I had zero income coming in," he says. "I was the main provider. And seeing my mother struggle, it broke my heart," he says.


He promised himself he'd never again feel so helpless. Melaleuca—where he at first just shopped for healthier products for his mom—became the vehicle he would use to build an unshakable future.

After enrolling at just 18 and spending a few months as a customer, Brayan spent his early years as a Marketing Executive learning the fundamentals—building a contact list from scratch and discovering the rhythms of a real business. It took him six years to reach Senior Director, but that steady effort has forged a level of consistency that defines him as a leader.

Brayan carries a small booklet where he tracks his calls, approaches, appointments, and presentations with craftsman-like care. "Every day, I note what I did and how many times I did it," he says. "Now I know my numbers and exactly what it will take to reach my next advancement."

That consistency shows up in the lives he touches. One of his newest enrollees, Senior Director 4 Bernabe Ramos, has advanced 13 times this year under Brayan's mentorship. "He couldn't pay his rent when he called me," Brayan says. "Now he's having an amazing year with his family. That's why I do this."

There's also his mother—the heartbeat behind every goal. Thanks to Melaleuca, he's taken her on trips she once only dreamed of. Now he's surprising his mother with a Hawaiian vacation—something his mother has dreamed about for years—paid for with his advancement bonus.

Every advancement, Brayan says, is another foothold on the mountain he's climbing toward Corporate Director. "A *yes* builds your business, and a *no* builds your character," he says. "Either way, you're moving forward." 

LAST MONTH'S
EARNINGS

\$27,291

LIFETIME
EARNINGS

\$883,017

Karah & Ian Bosmeijer KANSAS

The Missed Gala Moment That Changed Everything



The lights dimmed and the music swelled at the 2025 Melaleuca Convention Gala. It was the magical moment when names are read and leaders cross the stage in celebration. All around her, sequins shimmered under the spotlights and the air buzzed with excitement.

And there sat Karah, smoothing the skirt of the brand-new dress she had bought just for this night. A dress she couldn't wait to walk across the stage in.

But as the applause rose for others, her name wasn't called.

"I knew right then that I never wanted to feel like that again," Karah recalls. "That was the moment everything changed for me."

Before that night, Karah described herself as consistent, but also cautious. "I was waiting for the other shoe to drop," she says.

"But Convention opened my eyes," she adds. "I finally caught the vision. I saw what I was capable of. I saw what other women—women like me—were doing. That lit a fire in me."

After Convention, Karah came home different. "Not only do I want to walk across the stage next Convention," she says, "but

I also want as many of my teammates as possible on that stage with me."

Now, she isn't just "consistent." She's creative, bold, and fearlessly willing to try new things. "I'll throw anything at the wall to see if it sticks," Karah laughs. And she truly means it.

Her team now rotates through challenges, in-home gatherings, messenger events, customer appreciation nights, and creative incentives that just might allow someone to buy their own Gala dress.

"My favorite thing is collaborating with other leaders," Karah says. "Not just in my organization, but anywhere. With any other company, I feel like that would be a big no-no. Or that we would just look at each other as competitors. Not here. The community at Melaleuca is so inviting and so nice. We all help each other win. That's rare."

Karah's team isn't filled with influencers or high-profile individuals—just tired moms from rural Kansas. And that's how she likes it. "I love that the underdog can win here," Karah says. "You don't have to be a social media star. You don't have to be fancy. You can still build something incredible."

Karah still thinks about the dress that never lit up under the lights of the Gala stage, but her focus now is on her team. "Watching my builders become leaders is the coolest thing ever," Karah says. "It will be fun to walk the stage next year, don't get me wrong. But getting to watch your team walk the stage? And the teams they built? Woo! That's an emotional full-circle moment. That's what I want most." MH

LAST MONTH'S
EARNINGS

\$12,978

LIFETIME
EARNINGS

\$132,856

Jamie & Reuben Martin SASKATCHEWAN

From Self-Doubt to Executive Director



It's Monday morning on the farm. Chickens, ducks, cats, dogs, and kids clamor for Jamie's attention. Soon, the two eldest boys will be off to school—leaving precious time for the mom of three to open her laptop (often with her youngest son nestled on her lap) and focus fully on her Melaleuca business.

"Mondays and Fridays are structured Melaleuca workdays," she says. "I've set aside that time to go hard with almost no interruptions."


The discipline is paying off. Still, as Jamie celebrates achieving Executive Director status, she notes that progress in her business hasn't always been linear. In Jamie's first month, she shot to Director 2, then Director 5, before hitting a plateau that lasted nine months. She calls it her background noise phase—a time when self-doubt and negative comments from loved ones ("Oh, you're doing another one of *those things*") crept in louder than any pep talk she tried to give herself. "I used to mock positive mindset coaching and podcasts," she admits with a laugh. "I thought, I don't need affirmations or personal development. But it turns out that I did."

By that time, Jamie had started to believe the snide comments and negative self-talk. Until one day, she refused to give them power. "I stopped listening to the haters and started listening to audiobooks, leaders within Melaleuca, and, eventually, myself," she says. The more Jamie quieted the outside noise, the clearer her focus became. By January, she'd dug into her business again with a new mindset and fresh energy, climbing beyond Director 5 and proving that belief, not luck, is what moves things forward.

"I realized that if I wanted my Melaleuca business to grow, I had to get out of my own way," she says. And grow it has—all the way to Executive Director 2, a status that once felt like an unreachable dream.

Jamie builds her business the way she builds relationships: steadily, authentically, and enthusiastically. "I love the community here at Melaleuca," she says. "I have never felt so supported. My enroller, Executive Director Monica Sutter, is the best mentor I could ever ask for."

Most of all, Jamie loves to see members of her team finding hope and happiness through Melaleuca.

"This morning during our check-opening video call, I was reminded again of what this work is doing for people," she says. "One woman with six or seven children told us through tears that her bonus guaranteed she could put food on the table this month. You don't see that kind of impact elsewhere. The mission is real here at Melaleuca, and it's helping families find stability and be able to breathe a little easier." 

LAST MONTH'S
EARNINGS

\$19,535

LIFETIME
EARNINGS

\$255,243

The Power of Enrolling in December

There's something uniquely important about working your business in December. While most people are winding down, you have the opportunity to set yourself and your future team up for an incredible start to 2026! Think of it like riding a bike. When you stop pedaling, your momentum fades, and getting back up to speed takes much more effort than if you'd just kept pedaling. But if you stay in motion through December, you'll roll into the new year with full momentum—ready to gain even more speed when January begins.



WHY DECEMBER ENROLLMENTS MATTER

When you enroll a new Member in December, you're not just introducing them to Melaleuca—you're positioning them for long-term success. They immediately have the chance to experience Launch, one of the most energizing and transformational events of the entire year!

And that experience is no accident. Melaleuca invests millions of dollars into events like Launch because they know how powerful it is to help new enrollees build belief, confidence, and connection from the very start. These events spark lasting motivation and surround every new Marketing Executive with a community that champions their success.

When a new enrollee experiences Launch in January, something special happens. They don't just hear about the power of the business—they feel it. They meet other entrepreneurs, see real examples of success, and catch a vision for what's possible in their own lives.

That spark of inspiration becomes the foundation for an entire year of growth.

THE PERFECT TIMING FOR A STRONG START

The new year naturally brings a sense of renewal and possibility. Most of us are thinking about our goals, our resolutions, and making positive changes. When someone begins their Melaleuca business right before that energy peaks, they get to take advantage of the enthusiasm of their team and the momentum of the season. It's like a flash flood of energy—when everyone's effort combines, the waters rise fast! That's why enrolling in December is such a strategic move. You're giving new builders the best possible runway.

- **Launch in January to inspire and educate**
- **Events held throughout the year to sustain motivation and growth**
- **A clear, fresh year ahead to dream big and build with focus**

New Melaleuca business builders start strong, stay connected, and see what's possible from day one.

December Action Item: Attend Launch on January 3 and encourage new team members to attend as well! Make it a team-wide goal to attend as many Melaleuca events as possible in 2026.

LAUNCH INTO 2026!

Every January, tens of thousands of Melaleuca Marketing Executives and Members gather with friends, family, and teammates to participate in Launch. It's a time to set intentions, lock in goals, link arms, and commit to making 2026 your best year ever! Viewers are given front-row seats to trainings from proven Melaleuca leaders as well as Melaleuca's Management Team. You'll be the first to learn about new products and the latest product innovations, all while receiving valuable training to help you build your business. While you can watch the event from anywhere, it's most impactful when you gather with other business builders and invite a friend to learn more about Melaleuca. There's no better way to kick-start a successful new year! For more information, go to:

Melaleuca.com/Launch



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KEEP YOUR FOOT ON THE GAS

Momentum is one of the most powerful forces in business. Once you have it, protect it. For you as a Melaleuca leader, working in December is a declaration that you're not coasting through the holidays. Instead, you're staying intentional, maintaining your momentum, and leading by example.

The best part? The Marketing Executives you enroll during December are the very ones who will help carry that momentum forward into 2026 and beyond!

December Action Item: Don't slow down in December. Do your Seven Critical Business-Building Activities and home in on the people who could really benefit from extra income and purposeful connection with wellness-inspired individuals.

PICK YOUR RUNNING BUDDIES

Now is the time to look ahead and ask: Who do I want to build 2026 with?

Who are the friends, coworkers, or leaders in your circle who have the drive, vision, and heart to make something big happen? These are potential business builders who share your values, your excitement, and your determination to grow.

Because when you start the year hand in hand with committed friends and family members, you're not just building a business—you're building a team that's ready to make next year extraordinary.





7

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

If you want to achieve your goals with Melaleuca, you need to focus on and repeatedly do these seven activities day after day and week after week.

—FRANK VANDERSLOOT
MELALEUCA EXECUTIVE CHAIRMAN

December Action Item: Be bold in your Melaleuca business conversations this December. Share your vision for 2026 and invite potential team members to achieve success by your side.

THE POWER IS IN YOUR HANDS

December is not the month to slow down—it's the month to position yourself and others for success. Every conversation you start and every enrollment you make is an investment in the kind of year you want to have. So stay in motion, keep your focus, and build with intention! 🍷

December Action Item: Now is the time. Pick your new teammates, make the calls, and set your sights on 2026!





Using Conversations to Create LIFELONG LEADERS



PRESENTED BY
Katie Anderson
Executive Director 8

Former police sergeant Katie Anderson built her Melaleuca business by flipping the script—starting with the business conversation, coaching from belief, and guiding new partners with simple, duplicable systems. Here's her practical playbook, from first approach to real advancement.

Borrowing Belief When You Don't Yet Have Your Own

When I first started with Melaleuca, I asked the same question many of us ask: “If I’m not good at this, can I quit?” I had never even held a gun before I entered the police academy, and I felt the same kind of nerves stepping into a new business. My belief didn’t snap into place until I brought my husband into a room full of our corporate team and leaders and saw, up close, the character and caliber behind this mission. That day, I decided to borrow the room’s belief until mine was strong enough to stand on its own.

Here’s how I measure belief now: my belief in the products, the company and corporate team, the Compensation Plan and programs, and—the one that trips most people up—belief in myself. If you’re light on that last one, borrow mine. Borrow your enroller’s. Borrow the belief that lives inside every event and training. But then act your way into owning it.

The Business-First Conversation (That Still Feels Like Me)

Early on, I hid behind product conversations. I could enroll customers all day long, but a mission to enhance lives by helping people reach their goals

requires people with goals. The day I flipped to a business-first approach—and let the products close the loop—my world shifted. I stopped waiting for permission and started inviting people into a bigger story.

I keep my approach personal and simple. Most days it begins with, “Do you have five minutes?” and a quick voice message.

I’ll say something like, “I’ve partnered with an e-commerce wellness company—a membership model with safer, cleaner, North American-made products shipped to your door. I’m learning directly from leaders with real, long-term repeat income. My goal over the next year is to add a couple thousand customers to our organization and create meaningful extra income for our family. I’m looking for one person to run with me. Would you be open to seeing the numbers and the strategy? If it’s not a fit, I can still help you save time and money on everyday essentials.”

That’s it. No pressure, just clarity. I tailor the details to the person I’m talking to—her family, his career, their schedule—so they feel seen, not sold. I’m honest about timing too: “Do you want to join me now—or check back later when this is bigger?” It’s respectful urgency, and it keeps me from dancing around what I’m actually offering: partnership.

Showing the Whole Picture

When someone says yes to a look, I either invite them to a live Melaleuca Overview or send them a complete recording with clear expectations. If they’re product-curious, the first half is enough. If they’re business-curious, they’ll want the second half too. Most watch the whole thing, because transparency builds trust—especially when you can see reorder culture and real business reports. I’d never have believed it was possible to generate such reliable repeat income if someone hadn’t shown me, plainly, what it looks like over time.

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Once they've watched, we talk. Not about theory, but about their life. I used to be a midnight sergeant—if I didn't show up, I didn't get paid. That's traditional income. In this model, when a customer loves the products and keeps shopping month after month, the value compounds. That's repeat income—and it's why I'd run through a brick wall for this mission. Because the first time my repeat income covered our cell phone bill, I cried. The next month, it covered a utility bill. Over time, it helped cover everything.

Start Them Right in Minutes

If someone is ready, we get them started in minutes—no scavenger hunt, no mystery. The Grow app is our on-ramp. They watch the *Foundations* video, load in their first twenty contacts, write down their goals, and see exactly what to do next. Those steps aren't busywork. They are a filter. If someone won't watch a short video or type their goals, they aren't ready for a Strategy Session. I honor that and circle back when they are ready.

During that first Strategy Session, my job is to earn trust and clarify the emotional *why*. Not just the number—*why* that number? My first *why* was \$4,200 in ninety days, because both of my boys had a real shot at a AAA hockey season—and the coach would call with a deadline. I could feel that phone ring in my bones. I wrote on a sticky note: I'm so happy and grateful I'm Director 3 in 90 days because I get to tell my boys, "Yes, you can play." That sentence lived by my computer. It pulled me forward when doubt tried to pull me back.

Focus on the 20/20 Club

I don't coach people to chase everything. I coach them to chase 20. Twenty personal shoppers—our 20/20 Club—because the path is clear, and the odds are in your favor that one or two of those customers will want to share as well. Hitting your first eight customers builds a meaningful

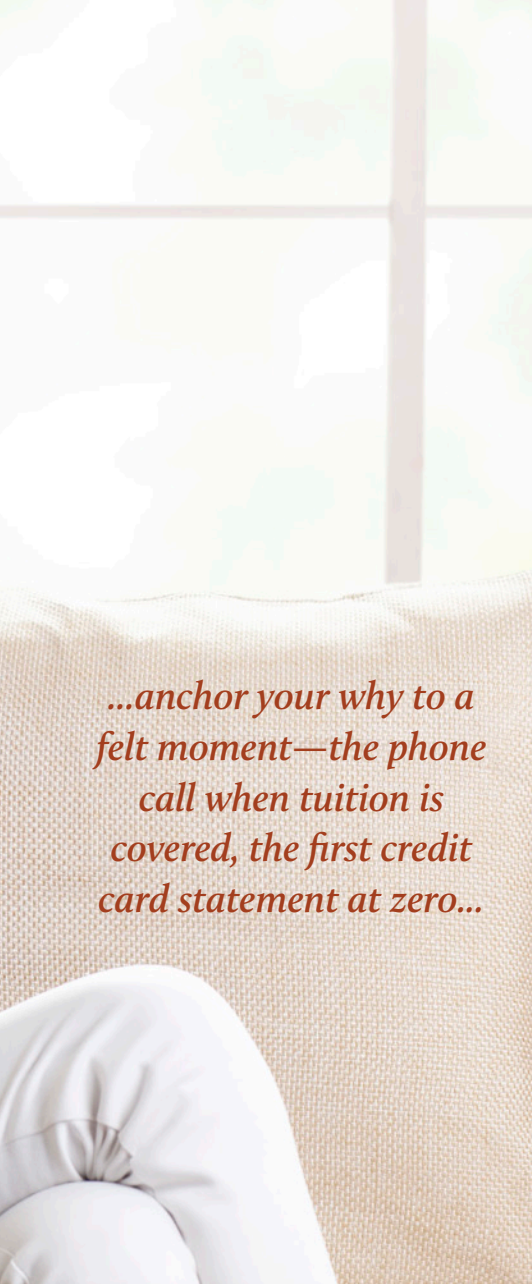


first paycheck—and confidence. Ten personal shoppers with roughly a thousand points in the organization signals that we're tracking toward Director 2 territory. Hitting twenty within your first four calendar months unlocks bonuses and maximizes commissions going forward. Simple targets. Real momentum.

When I needed that \$4,200, I made a list of 125 names and asked each person for five minutes. In ninety days, I helped 28 families shop, three of them chose to build, and the math worked. The call came. My boys made the team. That night at dinner, we got to say yes. That memory keeps me brave.

Duplicate the Process, Not Me

You don't need my personality. You need a process. People don't duplicate charisma; they duplicate clarity. Every new partner plugs into the same rhythm: a short daily touchpoint or call, the Grow app To-Dos, a business kickoff (in-home if we can, online if we can't), and real conversation coaching. I ask my personal enrollees to send screenshots of their messages until we cross the 20/20 finish line. You can coach a thousand on a video call, but you can only mentor a few each month. Choose your few based on behavior—watch your Grow dashboard. Who is acting like a category 2 or 3 builder? Who's enrolling? Who's following through?



...anchor your why to a felt moment—the phone call when tuition is covered, the first credit card statement at zero...

For that first in-home, I go where they are. If they'll open their living room, I'll get on a plane. We keep it simple: our mission, the membership value, everyday swaps, reorder culture, the full Overview, and a clear next step. I won't leave the house until we've booked at least two follow-up conversations. If we're online, the same rules apply—personal invitations, a 30–40 minute live or recorded session, and a 24 hour follow-up that starts with, "What did you like best?" and ends with, "Are you open to building, or would you prefer to shop and save?"

Mid-month, I open the advancement tracker and tell the truth—with kindness. Who is

closest to a new status? What, exactly, is their next step? I don't set audacious expectations that collapse on the 30th; I set aligned expectations that create celebration calls people are prepared to receive. Momentum is the decision you honor after the emotion fades. That's leadership.

Speak to Their Why

If you're driven by goals and timelines, I'll talk numbers. If you're wired for service, I'll talk mission and the lives we're touching. If you need fun and community, I'll paint that picture. If you love data, I'll talk the Compensation Plan and the business reports. But always, always, I'll anchor your *why* to a felt moment—the phone call when tuition is covered, the first credit card statement at zero, the text to your spouse that says, "Don't worry about the bill; this month's repeat income has it covered." Take their *why* and attach it emotionally, not just mentally or monetarily, but emotionally to what it will feel like when they hit that goal.

Here's My Short List for You If You Want to Lead Teams:

Show them the business first. Let the products finish the conversation. Expose your team members to belief—bring them to the rooms that changed you. Keep the path short: *Foundations* Video to Goals to Strategy Session to Business Kickoff to 20/20 Club. Choose who you mentor by what they do, not what they say. And never stop inviting. After every event, I send 10 business approaches within 48 hours. That discipline alone can change your month.

We're experiencing a lot of momentum. Frank called it a momentum train. Don't hang onto the caboose. Get in the engine and drive. Let's change lives together! Do that, and you won't just build a business—you'll build leaders who build leaders.

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.





SUSAN TORBORG
R3 DIRECTOR



REACH OUT AND Reset!

KICK OFF 2026 BY SHARING THE R3 RESET CHALLENGE 2026

As the calendar turns, people naturally start looking for change—a reset, a recharge, a reason to begin again. That’s what makes this moment perfect for R3.

R3 isn’t just a weight loss program—it’s about rediscovering your best health and investing in your future. This season, it’s also a powerful way for Marketing Executives to connect with like-minded people, share Melaleuca’s mission of enhancing lives, and grow their businesses.

A Fresh Start That Works

The New Year brings a natural wave of motivation. Even those who’ve struggled with their health before are ready to try again. But without structure and accountability, most resolutions fade by February. That’s why January’s R3 Reset Challenge 2026 is the perfect time to share a health program you know works! R3 gives people the framework they need to succeed. Kick off 2026 by sharing the R3 challenge—and help others start their healthiest year yet, turning motivation into momentum.

The six-week R3 Weight Loss Plan walks participants through three phases—Reset, Reintroduce, and Real Life—to help the body shift out of fat-storing mode and into fat-burning mode. The plan is simple. No counting calories or tracking points. Instead, it’s about learning how to fuel your body with foods that stabilize energy, balance blood sugar, and support a healthy metabolism.

With downloadable guides, Yes List and No List for food, recipes, and daily structure, R3 takes the guesswork out of healthy living. The result? Steady progress, renewed confidence, and real results that last.

A Conversation Starter


Because anyone can participate in the challenge, R3 offers a simple, relatable way to introduce anyone to The Wellness Company. When you invite someone to join the next R3 challenge, you're inviting them into a community that cheers them on and helps them experience Melaleuca's life-changing programs and products. For many, an R3 challenge is the first step toward discovering everything that Melaleuca has to offer.

Plan for January Now

Every January, millions promise to change. With R3, you can show them how to make it happen—and how to make it last.

When those same individuals experience success, you have the perfect opportunity to say, "If you love what R3 has done for you, would you like to help others do the same?" That simple question can open the door to lasting business growth and genuine life change.

This season, don't just talk about resolutions—lead them. Invite others to join the R3 Reset Challenge 2026. Share your enthusiasm, your results, and your belief that change is possible.

As 2026 approaches, make your plan and share it boldly. Who will you inspire to begin their own Reset? See how many lives—including yours—this challenge can change! 

HOW TO SHARE R3 THIS JANUARY

Make R3 Your Reason to Reach Out

The R3 Reset Challenge 2026 is more than just a personal goal; it's a natural way to start conversations and grow your business. Here's how to make the most of it.

1. **Share your motivation.** You don't have to finish the challenge to share it—talk about your goals, why you trust Melaleuca, or the success stories that inspire you. Authentic enthusiasm creates curiosity.
2. **Invite with confidence.** Keep it simple: "I'm doing the R3 Reset Challenge starting in January—it's a six-week weight-loss program that helps shift your metabolism from fat-storing mode to fat-burning mode. I'd love an accountability partner—will you do it with me?"
3. **Use the tools in Grow.** Find everything you need—scripts, success stories, videos, and shareable graphics—to make inviting easy and authentic.
4. **Build community.** Host a quick kickoff call or group chat. Accountability and encouragement make all the difference.
5. **Follow up and celebrate.** Check in weekly. Recognize progress. Celebrate milestones. Momentum is contagious!



**THE R3 RESET
CHALLENGE
2026 STARTS ON
JANUARY 12!
JOIN NOW!**

*NO PURCHASE NECESSARY. The R3 Reset Challenge 2026 sweepstakes begins January 12, 2026, and ends February 23, 2026. Sponsored by Melaleuca, Inc. Open to legal residents age 18+ of the United States or Canada, except Quebec and the Virgin Islands. See the Official Rules and register at Eventbrite.



GROW
YOUR SUCCESS

Grow Can Help You Find Your Next Business Partner



When it comes to building a thriving Melaleuca business, Corporate Director 2 Heidi Bartolotta knows that growth doesn't happen by accident—it happens by design. She's built her success by being intentional about who she works with, how she connects, and how she follows through. As 2025 winds to a close, now is the time to choose who you want to run with in 2026, and the Grow app can help.

“Having a strategy gives you the track to run on,” Heidi says. “It's not just hoping something happens. It's having the plan that gives you the opportunity to win.”

WHY YOU NEED A STRATEGY—NOT JUST A WISH

Too often, people say they want to “find more business partners” but don’t have a plan to make it happen. Heidi compares it to saying you want to “go to the gym more.” Without specific times, places, and actions, that good intention rarely turns into results.

The same goes for finding business partners. “It’s not about saying, ‘I want to find people to work with,’” Heidi explains. “It’s about asking, ‘Who do I want to work with, where will I find them, and how will I intentionally build relationships with them?’”

That clarity transforms vague goals into action—and action opens the door to consistency.

Step 1: Define Who You Want to Work With

Heidi’s first step in developing a strategy for finding is simple but powerful: Identify your target market.

“When I started with Melaleuca, my girls were babies,” she recalls. “I wanted to work with women in the same stage of life. As my life evolved, my target audience changed too.”

That flexibility matters. Maybe you want to connect with stay-at-home moms, young

entrepreneurs, business professionals, or parents of college students. The key is choosing people whose lives and needs you truly understand.

“The best people to partner with are often similar to you,” Heidi says. “You understand their pain points and can speak to what they care about.”

Step 2: Understand Their Needs

Once you know who you want to reach, think through why Melaleuca would matter to them.

For stay-at-home moms, the draw might be flexible income or the convenience of shopping from home. For business professionals, it might be supplementing income without

sacrificing time. For parents of adult children, it could mean funding college tuition or travel.

Heidi says understanding your audience’s motivations is key: “When you can clearly see how Melaleuca can help them, your conversations become natural instead of forced.”

Step 3: Go Where They Are

Knowing who you are looking for is only half of the equation—you then need to go where they spend their time.

That might mean joining local groups, attending professional events, volunteering, or engaging in online communities that align with your interests.

“When my girls were little, I met moms at playgroups and coffee meetups after school drop-off,” Heidi says. “Then it became the

track field. Now it’s different. I attend local networking and travel groups where women with older children tend to gather. It’s about getting creative and being where your people are.”

She adds that it’s not about “prospecting,” it’s about genuinely engaging. “If you go in with the goal of making friends instead of finding business partners, your conversations will feel authentic—and people will respond to that.”

Step 4: Turn Intention into Action

Once you know who you’re looking for and where to find them, it’s time to put action on the calendar.

“Commitment starts with the schedule,” Heidi says. “If it’s not on your calendar, it’s not real.”

She blocks intentional time for finding and follow-up every week—sometimes just 30 minutes a day. “I calendar everything,” she says.

“When I don’t, I’m inconsistent. But when I have time blocked, I stay focused.”

Even short bursts of focused activity can compound over time. “If you can give just five or six hours a week to finding business partners,” she adds, “you’ll be amazed at what can happen.”

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Step 5: Build Relationships First

Heidi emphasizes that success in finding partners comes from connection, not persuasion.

“If you go in with the mindset of ‘I need a business partner,’ you’ll come off as pushy,” she says. “But if your mindset is ‘I want to build friendships,’ everything changes. You’ll listen differently, ask better questions, and build real trust.”

When the timing feels right, she keeps her invitations simple and sincere—often just a friendly coffee or video chat. “You can usually feel when it’s time to share the business,” Heidi says. “If it feels awkward, you probably haven’t built enough of a relationship yet.”

Step 6: Follow Up and Follow Through

Finding potential partners is just the beginning. Staying connected is what turns curiosity into commitment.

Research shows that most people need five to twelve touchpoints before making a decision—yet most business builders stop after two or three. “Grow helps close that gap,” Heidi says. “It keeps you organized so no one slips through the cracks.”

Inside Grow, Heidi uses labels (found on the Contact Cards) and To-Dos to stay on top of every relationship.

“Labels let you sort your contacts—by age group, interest, or where you met them,” she explains. “It helps me send something meaningful to the right people. Maybe it’s an article from *Leadership in Action*, a nutrition tip, or something else I know they’ll love.”

Grow’s custom To-Dos and notes keep follow-up simple, efficient, and personal. “It’s not about managing leads—it’s about nurturing relationships,” Heidi says. “And Grow helps me do that beautifully.”

COMMITMENT THAT COMPOUNDS

Whether she’s meeting women at local networking groups or connecting with business professionals online, Heidi’s success comes down to one thing: consistency.

“The time you invest in finding the right partners will always pay off,” she says. “And the Grow app makes it easier to stay intentional. It’s like having your business organized in the palm of your hand.”

Her advice for anyone ready to take action? “Create one or two labels in Grow today. Then use them to build your strategy and follow up. You’ll be amazed at the difference it makes.”

When you lead with strategy, connection, and consistency—you don’t just find business partners. You build relationships that last. 

Heidi’s Action Steps for Finding New Partners

- Define your target market—start with people similar to you
- Identify how they would benefit from Melaleuca
- Go where they spend time (in person or online)
- Block time each week for intentional outreach
- Use labels and custom-created To-Dos in the Grow app to follow up consistently
- Focus on building real relationships



Thank you for making us “America’s Best” & “Most Trusted”!

 **USA TODAY**

**America’s
Best Stores**

2025

 **PLANT-A
INSIGHTS GROUP**

 **USA TODAY**

**Most
Trusted
Brands**

2025

 **PLANT-A
INSIGHTS GROUP**

Trust isn’t given—it’s earned. In addition to being recognized by *USA Today* as one of **America’s Best Stores**, Melaleuca has also been named one of **America’s Most Trusted Brands** by *USA Today* and Plant-A Insights!

Out of millions of companies, only one-tenth of one percent made these lists. We didn’t apply for these awards. We didn’t ask for them. We simply lived our mission.

These awards are a reflection of your ongoing commitment to enhance lives. Thank you!

Courtney & Graham Martin
Customers since 2013



How Cassidy Burns Chose Her Path to Greater Wellness



“I’m planning on aging gracefully. I love who I’m becoming. I’ve learned that getting older no longer sounds so scary when you choose to take care of yourself—when you put yourself on the path to greater wellness.”

—Executive Director 6
Cassidy Burns

The early morning sun washes across the mountains in Southwestern Oregon, and in the foothills overlooking a wide farm valley, the trees are starting to change into their vibrant fall reds and golds. Cassidy Burns is halfway up the slope toward her home, a few paces behind her two dogs, taking in the blue skies and the fresh, crisp air. Although she’s a little out of breath from the climb, the walk has charged her batteries and she’s eager to plunge back into her morning business-building activities.

Sixteen years ago, Cassidy might not have made it up that hill. She had been diagnosed with a significant health issue, and battling it was sapping her energy. Even breastfeeding her infant daughter was taxing, and she had a three-year-old to keep up with as well.

Hoping to improve her daily nutrition so she could manage each busy day, Cassidy began to spend precious time and money patching together a supplement regimen. But she found it almost impossible to pick supplements she could rely on from a sea of conflicting claims. Worse, the supplements she did finally settle on were barely affordable on her budget.

That’s why her introduction to Melaleuca ten years ago felt like a moment of pure clarity. Cassidy had almost given up on finding one manufacturer that made the supplements she wanted in her life—a manufacturer that held to the highest standards in safety and efficacy and offered their products at reasonable prices. When she saw what Melaleuca offered, she could hardly believe it—but she knew her search was over.

“I saw massive savings in Melaleuca’s supplements compared to the ones I had researched,” Cassidy recalls. “And they weren’t just more affordable. They worked better! They used high-quality, plant-based ingredients with science-backed benefits. I was so impressed with Melaleuca’s *Oligo*® mineral-delivery technology, and it was easy


to see that Melaleuca offered very good probiotic and omega-3 supplements.”

The supplements she tried first, especially the *Peak Performance Pack*, *Florify*® Daily Probiotic, and *FiberWise*®, began to make a difference in her life right away. She felt like her body was finally getting effective nutrition. Soon, these products and many others became the foundation of comprehensive nutrition that helped her feel more energized and gain better footing to progress toward her health and wellness goals.

Cassidy’s climb back to the wellness she wanted still wasn’t easy. But today, standing in her sunlit kitchen, fresh from her morning walk, she’s feeling great! Where health challenges once held her down, now her renewed physical wellness—and greater wellness in every area of her life—is giving her the freedom she needs to enjoy and succeed each day.

“If I were still dealing with my health struggles and didn’t have the flexibility that my business-building schedule gives me,” she says, “I’d be feeling so much stress. I’m so grateful that I made the decision to enroll with Melaleuca and build my Melaleuca business. It has made all the difference in my life.”

She recently took her younger daughter on a trip to Greece. It was a wonderful chance to bond, and it was made possible by the hard work she put in to earn the Critical Activity Bonus! Cassidy wants even more of that. She loves to camp, hike, and ski with her family. She wants to take her grandkids camping, hiking, and skiing as well.

“I’m planning on aging gracefully,” she says. “I love who I’m becoming. I’ve learned that getting older no longer sounds so scary when you choose to take care of yourself—when you put yourself on the path to greater wellness.” 

CONTINUED >>



Products That Changed the Game for Cassidy Burns



1 PEAK PERFORMANCE TOTAL HEALTH PACK

“The *Oligo*® mineral-delivery technology that powers the *Peak Performance Total Health Pack* makes all the difference for me,” Cassidy says. “I also depend on its high-quality omega-3s to support my brain health.”*



2 FIBERWISE® AND FLORIFY® DAILY PROBIOTIC

“In my search for greater wellness, I learned that I needed good probiotic support and the right sources of fiber to help clear out toxins and enjoy better digestive health,”* Cassidy says. “I added *Florify* and *FiberWise* to my very first order.”



3 METHYL B COMPLEX

Cassidy relies on *Methyl B Complex* to provide the more bioavailable methylated form of vitamin B that her body needs.*



4 RESTEZ™ AND MELA-OUT® MAGNESIUM

“I wouldn’t go anywhere without *RestEZ* and *Mela-Out*!” Cassidy says. “As I age, my sleep habits are evolving. I need to be sure I can relax and get the rest I need.”*

* 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.

SAVE THE DATE
SATURDAY, JANUARY 3,
2026

10:00 AM MST

**WATCH WITH YOUR TEAM AND WALK AWAY
WITH A CRYSTAL CLEAR GAME PLAN TO
LAUNCH YOUR BUSINESS IN 2026!**



LAUNCH

Melaleuca.com/Launch | [#ALLROADS](https://twitter.com/ALLROADS) | [f](https://www.facebook.com/ALLROADS) [X](https://www.x.com/ALLROADS) [i](https://www.instagram.com/ALLROADS)

Wholesome Bites

Are you enjoying our *Simply Fit™ Baking Mixes*? Then you'll love our **Simple Start Baking** cookbook! Open it up to discover a variety of fresh, flavorful recipes featuring our baking mixes that could be your next family favorites—including clever ideas for mix-ins and toppings plus yummy whips and savory butter spreads. Whether you're hungry for wholesome breakfasts, better snacks, or treats that won't derail your wellness goals, these recipes will make healthy eating more satisfying, more nutritious, and more enjoyable.



Orange Cardamom Pancakes

YIELD: 8 pancakes

INGREDIENTS

1 ½ cups Simply Fit Pancake Mix
2 eggs
¾ cup water, milk, or nondairy alternative
1 Tbsp. cardamom spice

TOPPINGS

Orange Zest Whip
Fresh oranges, sliced
Fresh berries

1. Heat a pan or griddle over medium-low heat or to 350°F. Lightly grease the cooking surface.
2. In a mixing bowl, add *Simply Fit Pancake Mix*, eggs, and water or milk. Stir until smooth.
3. Fold the cardamom spice into the mixture.
4. Spoon a portion of the batter onto the pan to create desired pancake size. Let cook until bubbles form on the surface, then flip and cook for another 1-2 minutes or until golden brown.
5. Top warm pancakes with Orange Zest Whip, fresh orange slices, and fresh berries.

Orange Zest Whip

INGREDIENTS

1 cup heavy whipping cream
1 Tbsp. orange zest
1 tsp. orange extract

For other whip options, see page 35 of the Simple Start Baking cookbook.



WANT TO ADD A LITTLE MORE ZEST TO A BREAKFAST CLASSIC? YOU'LL FIND THIS TASTY TAKE ON PAGE 12 OF THE SIMPLE START BAKING DIGITAL COOKBOOK.



Download the Simple Start Baking cookbook here!

Healthy Delights

When you're making positive, healthy changes to your daily lifestyle by cutting back on sugar and skipping the alcohol, you don't have to miss out on taste, joy, and fun. Just open up ***Uncompromised: Wellness-Inspired Mocktails & Desserts*** to find a collection of delicious, better-for-you mocktails and wholesome desserts to satisfy your cravings while supporting you in your wellness goals. Each mouthwatering recipe features Melaleuca products for world-class nutrition and flavor! Shouldn't choosing wellness feel like a celebration? Go ahead—shake, stir, bake, and indulge!

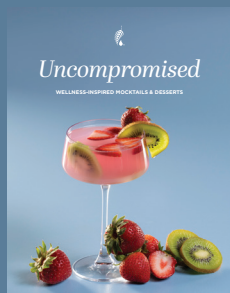
Mock Moscow Mule

YIELD: 1-2 glasses

INGREDIENTS

2-3 lime wedges, divided
5-6 fresh mint leaves, divided
1 scoop Frosted Lime Sustain®
Active Electrolyte Hydration
½ fl. oz. water
Ice cubes
8 fl. oz. nonalcoholic,
zero-sugar ginger beer

1. Lightly muddle one lime wedge, 3-4 mint leaves, Frosted Lime Sustain Active Electrolyte Hydration, and water in the bottom of a copper mule cup until aromatic.
2. Add ice to the cup and gently pour the ginger beer over top and stir.
3. Garnish with the rest of the fresh mint leaves and lime wedges.



TURN TO PAGE 25
OF THE **UNCOMPROMISED**
DIGITAL COOKBOOK TO FIND
THIS REFRESHING DRINK!



Download the
*Uncompromised: Wellness-
Inspired Mocktails &
Desserts* cookbook here!



*Did This
Year Bring
Greater
Wellness?*

You Decide.

Welcome to December, when holiday planning, gift giving, wrapping up work to take some time off, and making the final push toward your physical wellness goals make this month the most wonderful time of the year—or the most overwhelming!

Improving your physical wellness is a worthy pursuit every day of the year. You were right to set goals to improve your physical wellness back in January! Those goals were crucial to your progress. But your perspective on 2025 also affects your progress. How you evaluate the year up until now can change how you feel about the holidays—and how prepared you feel to start 2026 headed in the right direction with strong momentum.

Remember, there's still most of a month left of 2025. If you use this time to put the past year in the right perspective and measure all the progress you've actually made, 2025 still has the potential to become one of your

best years yet in your journey toward greater wellness! Let's explore how you can make that happen.

You'll find what you're looking for.

To make 2025 great, start by making sure your focus is on the positive instead of the negative. That may sound cliché—like you're just putting on rose-colored glasses—but try it anyway. There are actually big mental wellness benefits that come when you decide to look at everything with a rosy tinge.

Sit down in a quiet place with a pencil and a notebook. Imagine that you're at the top of a big hill. Every part of your year is visible from this vantage point. You can see every opportunity and every setback as well as their outcomes. Start writing down how you used each experience to progress toward your wellness goals. What did you have to change to get through the adversity you faced? How did making those changes make you wiser and more resilient?

Now you have a much more encouraging picture of where you're currently at. With it, you can make more powerful plans. What do you need to do this December to capitalize on the growth you've experienced and build momentum going into the upcoming year? There's still most of a month ahead of you. That's a valuable head start.

CONTINUED ►



Positive focus, positive action, positive wellness benefits.

Just like dwelling on negative thoughts increases your stress and anxiety, focusing on the positive actually helps lower your stress, think more clearly, and feel more energized. Even more, maintaining a positive outlook keeps you in control. It allows you to have a clear view of your options and the possibilities and empowers you to take action with intention.

Whenever you take action to improve your physical wellness based on full information and careful consideration, you're inviting powerful physical wellness benefits—and enjoying mental wellness benefits that are just as powerful.

The following are positive actions you might choose in an effort to counter a negative outlook. Choose the actions that can strengthen your mental wellness while helping you advance toward your overall wellness goals.

1. Consuming optimal nutrition

Consistently providing your body with essential nutrition each day benefits your brain and every other part of your body. The main source of that nutrition should be the foods and drinks you consume each day, but adding high-quality supplements and functional foods can help fill in the nutritional gaps your diet inevitably leaves.

2. Getting consistent, high-quality sleep

Quality sleep is one of the most powerful ways to restore mental energy, improve focus, stabilize mood, and even help manage your weight! During deep, non-REM sleep, your brain clears away adenosine, a metabolic by-product that can cause brain fog and irritability if it is allowed to build up.

3. Getting daily exercise

Regular physical activity is essential for good physical and mental wellness. Research shows that exercise actually affects your brain in ways that help reduce anxiety and negative mood and improve self-esteem and cognitive function.

4. Deepening social connections

Having strong social connections and participating in a caring community help lower rates of anxiety and increase self-esteem, empathy, and emotional intelligence. Research even suggests that healthy relationships are good for your immune system!

5. Practicing mindfulness meditation

Mindfulness meditation is the practice of staying intentionally aware of yourself in the present. Done without judgment, it helps you make sense of your feelings about what you're experiencing. Devoting time to this practice can strengthen areas of your brain responsible for memory, emotional response, and cognition.

6. Spending time in nature

Stepping out your door and surrounding yourself in the natural world always sounds like a good idea. But research shows that spending adequate time outdoors has been linked to mental restoration, increased positive emotions, and decreased anxiety.

7. Engaging in lifelong learning

When you're learning new things, your brain thrives. Discovering things you didn't know and drawing connections to understand your subject more deeply help form new pathways in your brain, increasing your mental sharpness and stability.

Make it a habit. Your brain will help.

Your brain thrives on positive action made with the purpose of accomplishing a goal. In fact, it lavishly rewards every effort that produces some measure of success with a rush of dopamine.





You experience it as a feeling of pleasure and satisfaction. And your brain is eager for you to enjoy it again and again. It will even create new neural pathways to facilitate the behavior that produces the reward. Your brain's ability to do this is why you're able to form good habits out of positive actions!

Mental wellness starts with emotional stability.

Keeping a positive outlook and backing it up with positive actions are key to feeling happier and more fulfilled. But it's important to remember that your brain has other mechanisms in place for regulating your emotions and moods.

Your brain relies on a number of chemicals called neurotransmitters to shape your emotional responses to different events. Some, like epinephrine or norepinephrine, produce strong emotions in response to danger and enable your brain to prime your body to respond. Other neurotransmitters do the opposite—they inhibit the signals that might cause strong emotional responses.

Serotonin is one of these inhibitory neurotransmitters. It works to regulate your emotions, stabilize your moods to protect you from big swings, and help your memory and cognition stay sharp. Optimal serotonin function in your brain is key to being able to maintain a positive outlook and make good decisions that will benefit you on your journey to wellness.

At Melaleuca, we strive to promote optimal mental wellness in every way we can!


That's why, in addition to helping you find ways to positively respond to adversity, we offer multiple supplements that support your brain's serotonin production and function.

Luminex® promotes good emotional health, a healthy stress response, and a positive outlook with a natural blend of saffron, ashwagandha, B vitamins, and a proprietary calming botanical blend.*

FocusAP® supports higher brain functions such as memory, cognition, and attention with a powerful blend of coffee berry, natural caffeine, theacrine, and methylliberine.*

Our *Vitality for Life® Vitamin D3* supplement provides the most bioavailable form of vitamin D, which has been shown by research to support serotonin production to promote healthy mood, sleep, appetite, and other functions.*

You're in command.

It's December! That places you at the perfect vantage point to examine your progress toward greater wellness over the past year and then decide on positive action that will allow you to end 2025 strong and carry your momentum into the year to come. As you work toward important physical wellness goals, don't forget your mental wellness too. It could make all the difference to your happiness and success! 

Let Us Introduce You to Your **METABOLISM**

IT NEVER STOPS!

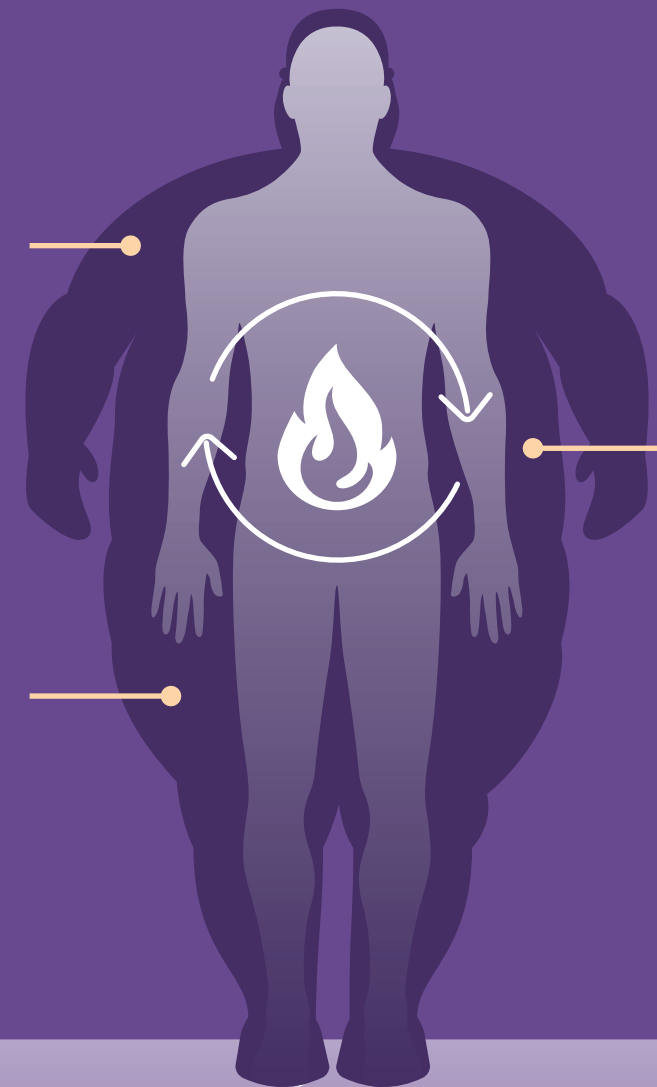
Your metabolism is constantly providing energy for basic body functions.

A FAST METABOLISM

Having a fast metabolism doesn't always lead to being thin. Studies show that people who are obese or overweight often have fast metabolisms; after all, their bodies need more energy for everyday functions!

HOW FAT IS GAINED

When we eat more than we need for daily metabolic processes, the excess nutrients are typically stored in our body as fat.



What Is Your Metabolism?

Your metabolism is made up of all the chemical processes that occur as your body converts food and drink into energy. Your body's cells are constantly involved in the metabolic process so that your body's tissues, organs, and interconnected systems have the energy they need to function properly.

Calories Count!

A calorie is a unit of energy—the energy that your body needs to survive. Your body gets calories from the foods you eat, and these calories power your physical activity, muscle recovery, food digestion, and countless other functions. You need to take in a certain number of calories for your body to function properly each day. But it's easy to take in more calories than your body can use—and over time, consuming too many calories can lead to weight gain. That's why paying attention to your daily calorie consumption is key to healthy weight management!

The 2 Types of Metabolic Processes



Catabolism is the breakdown of food components (such as carbohydrates, proteins, and fats) into their simpler forms, which can then be used to provide energy and the basic building blocks needed for growth and repair.



Anabolism is the metabolic process by which your body is built or repaired. This process takes smaller units like nutrients, cells, or amino acids and bonds them together to create bigger structures. Anabolism requires energy that ultimately comes from our food.



How Can You Best Support Your Metabolism?

- ✓ EAT HEALTHY FOODS
- ✓ GET PLENTY OF SLEEP
- ✓ MITIGATE STRESS
- ✓ STAY HYDRATED
- ✓ AVOID PROCESSED FOOD
- ✓ EXERCISE REGULARLY
- ✓ SUPPLEMENT PROPERLY

What Does Your Body Use Its Energy On?

BMR (Basal Metabolic Rate): Your BMR represents 50%–80% of your daily energy use. Your BMR is the amount of energy your body needs to perform basic functions at rest, like breathing, regulating body temperature, keeping your heart beating, growing and repairing cells, and adjusting hormone levels. This number is largely determined by total lean muscle mass. Your body size, body fat, age, gender, physical activity, and dietary deficiencies also affect your BMR.

Thermogenesis: This is your body's process of generating energy by metabolizing the food you eat. This process uses energy to produce energy. In fact, thermogenesis represents 5%–10% of your daily energy use. Different foods, like proteins and fats, take different amounts of energy to metabolize.

Activity-Induced Energy Expenditure: Physical activity, or exercise, is the form of energy expenditure that you have the most control over, as you choose how much exercise you get each day. Keep in mind that the energy your body uses as you exercise varies based on your weight, age, health, and activity intensity.



LOW IN CASH, HIGH IN



According to a 2025 Duke University study, money-related stress can lead to numerous physical and emotional symptoms—60% of stressed individuals reported feeling angry or irritable, 53% reported fatigue, and 47% reported headaches.

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.



Cortisol

Money worries hijack your body's stress responses, leading to poor immune function, insomnia, and even anxiety and depression. In this article, we'll explain the link between financial stress and high cortisol levels—and offer a few practical solutions to help calm everything down.

It starts small: An unsettled card balance here, a surprise medical bill there, and the nagging question of whether or not there will be enough to buy groceries next week. For many in America, these financial concerns are constant. They hum in the background like a low-grade alarm, subtly shaping moods, decision-making skills, and even hormone health. How? Because when the brain decides something is a threat, it nudges the body into fight-or-flight mode. The adrenal glands respond by releasing cortisol, the body's primary stress hormone.

That reaction is manageable in short bursts, but the problem is that money worries usually snowball—and last far longer than the nervous system is equipped to handle. Today, researchers warn that chronic financial stress keeps the HPA axis (the body's central stress-response system) on overdrive, leading to persistently high cortisol levels.

THE SCALE OF THE PROBLEM

Financial stress is not a fringe phenomenon. Surveys and national studies show that money is one of the leading sources of worry for Americans.

CONTINUED ►

Health Consequences of High Cortisol



FOGGY THINKING: When cortisol runs high, it's harder to focus, think clearly, or make confident decisions.



WEAKENED IMMUNE SYSTEM: Constant stress can wear down your defenses, leaving you more prone to catching whatever's going around.



HIGHER RISK OF CHRONIC ILLNESS: Over time, elevated stress hormones can contribute to issues like high blood pressure, heart disease, diabetes, and digestive troubles.



RESTLESS NIGHTS: Money worries often keep people up at night—and poor sleep only adds fuel to the stress fire.



EMOTIONAL STRAIN: Long-term financial pressure can take a real toll on your mood, increasing the risk of anxiety and depression.

In the American Psychological Association's *Stress in America 2023* report, money and the economy topped the list of stressors for many age groups. In fact, 77% of adults aged 35–44 named money as a significant source of stress.

Wider measures of financial strain echo that discomfort.

The Federal Reserve's report *Economic Well-Being of US Households in 2024* found that inflation is still a top concern, with many households reporting tight finances and vulnerabilities that make everyday money management a primary source of uncertainty.

Additionally, a 2024 Bankrate survey found that nearly half of US adults said money **negatively affects their mental health.**

THE STRESS IS REAL

Imagine you're a struggling parent. A job gap last year left you tapping your savings and juggling bills. You lie awake at night running numbers; during the day, you're jittery when the phone rings. As this goes on for months, the pattern becomes normalized—poor sleep, trouble concentrating at work, and a creeping sense of fatigue.

If clinicians measured your cortisol rhythm, they might find a shaky pattern with intermittent spikes tied to acute financial reminders throughout the day. This is the pattern that researchers have associated with chronic strain. That biological disturbance



would mean you struggle to tackle complex tasks that you used to have the capacity to perform. Ultimately, stress is narrowing your cognitive bandwidth.

The science shows that even though this is a made-up scenario, it's one that resonates with many individuals in today's financially strained world.

IT'S A VICIOUS CYCLE

Cortisol follows a diurnal rhythm. That means it's high in the morning to help you wake, then gradually tapering by bedtime. Chronic stressors (including ongoing financial strain) can flatten that curve, blunt the morning rise, or produce spikes at odd times. Researchers who study stress physiology at the National Institutes of Health have observed links between financial strain and altered cortisol patterns in some groups, particularly when strain is severe or prolonged.

Why does this matter? Because cortisol affects nearly every system in the body. Short-term increases help mobilize energy and sharpen focus. Long-term elevations or repeatedly dysregulated daily rhythms are associated with poor sleep, weight gain (especially around the middle), immune suppression, high blood pressure, and cognitive problems like memory and attention difficulties.

In other words, money stress can literally make it harder to think clearly about money!

One experimental finding conducted by the National Academy of Sciences illuminated this feedback loop by raising cortisol levels in volunteers. In just eight days, those higher levels changed the volunteers' financial risk preferences and pushed them toward different (often riskier) choices. That suggests stress hormones don't just reflect general anxiety. Instead, they can actively shape the financial decisions a person might make in the moment, leading to even more negative outcomes over time.

THE LONG-TERM FALLOUT

The relationship between money and mental health is strong. Analyses of large national datasets show that people reporting higher financial worries also report higher psychological distress, depressive symptoms, and anxiety. Persistent indebtedness has been linked with higher odds of psychiatric diagnoses and even elevated rates of high blood pressure in midlife, a marker of long-term cardiovascular risk. But on the opposite end of the spectrum, interventions that relieve debt or reduce financial strain have been shown to produce measurable improvements in psychological functioning, according to a study by researchers at the University of Alabama at Birmingham.

In short: Money problems can seed stress that grows into mental-health disorders and physical disease over years.

WHY SOME PEOPLE ARE HARDER HIT

Not everyone who worries about money will suffer the same biological consequences. How your brain responds to money stress depends on a few qualifying factors.

Severity and duration: Acute, short-lived financial shocks trigger different responses than long-standing scarcity or debt. Chronic strain is the riskiest.

Resources and safety nets: People with savings, access to credit, or social support experience financial stress differently than those without. The Financial Health Network reports striking differences: People deemed "financially vulnerable" report far higher rates of finance-related stress than financially healthy peers.

Life stage: Parents and midlife adults often report elevated money worry linked to caregiving and retirement planning pressures. Data gathered by the American Psychological Association highlighted parents as particularly vulnerable to rising financial strain in recent years.

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GET YOUR CASH FLOW UP AND YOUR CORTISOL DOWN

Hey, it's not all bad news! The pathways that link money to cortisol and health are highly responsive to positive intervention. This indicates that both financial and behavioral strategies are effective at lowering cortisol levels related to money woes.

3 FINANCIAL STEPS THAT REDUCE PHYSIOLOGICAL STRESS

1. Stabilize the basics: Setting an affordable amount of money aside for an emergency buffer or even a small rainy day fund reduces the frequency of acute stress spikes.

2. Simplify bills and automate: Automating payments for essentials removes recurring microthreats that trigger cortisol bursts.

3. Seek targeted help: Financial counseling, debt-management programs, and money-saving apps reduce uncertainty and free up cognitive bandwidth. Research shows that improving objective financial conditions (such as developing another stream of income or budgeting) leads to measurable improvements in mental functioning.

3 BEHAVIORAL STEPS THAT REDUCE CORTISOL

1. Focus on sleep, movement, and breath work: Regular sleep schedules, moderate exercise, and simple breathing practices lower baseline stress and improve cortisol regulation. Clinical reviews show psychological stress-management techniques yield physiological benefits for stressed populations.

2. Stop the negative feedback loop: Cognitive techniques such as labeling worries, problem-solving in focused sessions, and paying off smaller debts first can stop money problems from becoming all-day cortisol triggers.

3. Take the pressure off: Joining a support group or talking to trusted friends or family members can help your brain relax by sharing problem-solving burdens.

In the 21st century, cortisol doesn't care if you're running from a saber-toothed tiger or a nasty credit card bill—it simply responds to the perceived threat. Fortunately, the effects of chronically high cortisol are reversible and manageable. Steady improvements in financial security combined with stress-management practices can restore the body's rhythms and clear space for better choices! **JW**

The practical, hopeful moral of this story is that you don't have to wait for perfect finances to protect your health! **Start with one stabilizing step**—a seed emergency fund (a small, initial amount of savings to cover minor unexpected expenses), a single bill on autopay, or a nightly wind-down routine—and let improved sleep and clarity compound the rest.



VITALITY
FOR LIFE®



ARE YOU READY TO REACH YOUR WELLNESS GOALS?

The *Peak Performance Pack* has been proven in multiple independent clinical studies to deliver unmatched results in key health markers, including reducing free radicals and supporting healthy blood pressure and cholesterol. Potent antioxidants, essential minerals, heart-healthy omega-3s, and billions of probiotics go to work to help you energetically live each day at your peak.*

So if you've got wellness goals, it's time to start a healthy new habit. Take the *Peak Performance Pack* twice a day!



Be consistent! You'll love what the right nutrition helps you achieve.

* 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.

MELALEUCA 2024 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 pursuing the Melaleuca financial opportunity. Therefore, 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.



Product Advocates

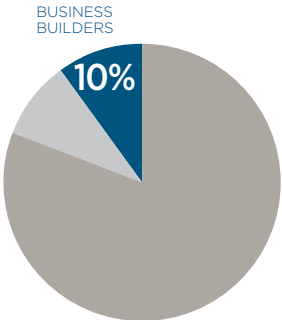
8% of all Melaleuca customers have referred at least one customer but fewer than eight customers. As those customers purchase products directly from Melaleuca, those who referred them receive a small commission. These households are not necessarily interested in the financial opportunity. Their relationship with Melaleuca is focused 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.

PRODUCT ADVOCATE

PRODUCT ADVOCATE 2

PRODUCT ADVOCATE 3

ANNUAL INCOME			PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS	
HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
\$2,083	\$14	\$110	0	1	1	4	1 Mo.	406 Mo.
\$3,898	\$28	\$234	2	2	2	8	1 Mo.	436 Mo.
\$5,295	\$57	\$520	4	5	4	18	1 Mo.	390 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 and effort to develop (and maintain) at least eight Melaleuca customers.

DIRECTOR 1-2 (89.8%)

ANNUAL INCOME			PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS	
HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
\$25,685	\$274	\$2,191	8	17	8	77	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 effort to refer several customers but have 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.

DIRECTOR 3 (3.2%)

DIRECTOR 4-5 (2.0%)

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
\$31,441	\$2,757	\$10,911	11	40	45	159	1 Mo.	361 Mo.
\$39,274	\$5,218	\$17,087	13	56	102	319	1 Mo.	339 Mo.
\$53,871	\$9,082	\$24,085	14	73	196	454	1 Mo.	362 Mo.
\$75,039	\$18,571	\$34,958	21	81	275	590	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 (1.7%)

EXECUTIVE DIRECTOR 1-9 (1.5%)

NATIONAL DIRECTOR 1-9 (0.2%)

CORPORATE-PRESIDENTIAL DIRECTOR (0.1%)

ANNUAL INCOME			PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS	
HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
\$238,946	\$25,884	\$63,819	20	117	371	962	1 Mo.	365 Mo.
\$715,593	\$58,747	\$181,057	37	156	974	2,552	2 Mo.	353 Mo.
\$756,442	\$162,761	\$309,720	67	214	2,800	4,467	5 Mo.	277 Mo.
\$2,624,273	\$427,823	\$1,136,801	70	329	6,344	13,851	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 2024 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 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 substantial 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 many factors, including how effectively a Marketing Executive exercises those qualities.



CAR 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:



Senior
Director

\$500
PER MONTH

Executive
Director

\$1,000
PER MONTH

National
Director

\$1,200
PER MONTH

Corporate
Director

\$1,500
PER MONTH

Presidential
Director

\$1,500
PER MONTH



National Directors 9 **Amber & Thomas Springer FL**
2024 GMC Yukon



Executive Director 7 **Frank Carter FL**
2025 Honda Odyssey



Executive Directors 5 **Carl & Diane Koontz** NC
2025 Kia Sportage



Executive Directors 3 **Joe & Karen Hetzel** QC
2024 Volkswagen Taos



Executive Directors 2 **Josie & Tyson Hinkle** MT
2025 Chevrolet Traverse



Executive Directors 2 **Brittney & Zach Zillig** OH
2020 Ford Expedition



Senior Directors 4 **Staci & Tedd Hansen** TX
2024 Cadillac Escalade



Senior Directors 2 **Tori & Colby Galbreath** GA
2025 Kia Carnival

VITALITY
FOR LIFE®



Shareable Insights:

Luminex®



Did you know that your body produces chemicals called neurotransmitters to regulate your emotional responses?

Some neurotransmitters, like epinephrine (adrenaline), are released as hormones that cause rapid responses throughout your body—directing muscle cells to contract or glands to release other hormones. The release of epinephrine is triggered when your brain perceives danger, facilitating an immediate physical and emotional response.

Other neurotransmitters help promote calmness and balance. Serotonin is one of these—a key neurotransmitter that plays a vital role in emotional well-being, mood balance, and a positive outlook. While we often think of neurotransmitters as brain chemicals, the gut actually produces about 90% of the body's serotonin and plays a vital role in creating other neurotransmitters that influence mood and well-being.

Is there nutrition that can help support healthy serotonin levels and a positive mood? Yes! Meet *Luminex*, a supplement developed by Melaleuca scientists that contains a powerful blend of effective natural ingredients.

Luminex:

- **Supports healthy serotonin levels, which promote emotional health, occasional stress reduction, and a positive outlook***
- **Is formulated with a natural blend of saffron, ashwagandha, B vitamins, and our proprietary calming botanical blend***
- **Gently and naturally promotes a sense of well-being while promoting emotional health***

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



James & Nancy Ferguson MISSISSIPPI

Why Not Me?



In May 2025, Nancy Ferguson attended her second Melaleuca Convention as a Director 7. It was three days packed with workshops, product demos, and stories that lit up the stage with possibility. She took pages of notes, filled her phone with photos, and left with her heart racing. Somewhere between the applause and the inspiration, a new question started echoing in her mind: “*Why not me?*”

Over Melaleuca’s 40-year history, tens of thousands of Marketing Executives have had their lives changed by embracing Melaleuca’s mission and working hard. And even though she had been building her Melaleuca business since 2021, after Convention 2025, Nancy finally believed that it could happen for her too. “That belief kicked in, and I decided that I’m going all in,” Nancy explains. “I believe in the company. I love the products. I knew that I could share what I love. I don’t need to keep it to myself.”


Back home in Mississippi, Nancy realized she wasn’t the only one who caught the spark. “My team had their goals and I had mine,” she says, “but we realized there’s power in numbers. So we locked arms and decided to do this together.” Among that group was her PartnerUp Quest partner, Director 5 Shannon Rawson. Their partnership quickly turned into a friendship that’s now fueling their shared success.

When asked what “going all in” looks like, Nancy doesn’t hesitate. “It’s about being intentional and taking daily action,” she says. “You’ve got to be genuine. You have to believe in the products, believe in the company, and truly want to see lives change.”

For Nancy, that genuine care defines her approach. While she maintains a presence on social media, the heart of her business happens face-to-face—in living rooms where people can see, smell, touch, and experience Melaleuca’s wellness difference firsthand. “I love building relationships,” she says. “I love inviting people to hear my story—how and why I got started. There’s nothing wrong with posting online, but I’d much rather pick up the phone and talk to someone personally.”

She credits much of her growth to the guidance of her enroller, National Director 9 Chelsie Gilbert. “Chelsie has been such an encouragement,” Nancy says. “Every step of the way, she’s been there—helping me set new goals, cheering me on, and holding my hand when I need it. I’m so thankful for her.”

Today, Nancy’s renewed belief continues to fuel her passion for helping others find the same confidence she discovered at Convention.

At that Convention, she asked herself the question, “Why not me?” Then she realized that the answer was simple: It can be. 

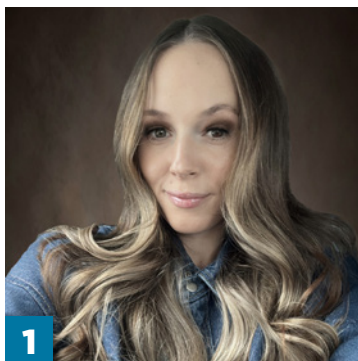


OCTOBER 2025

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.



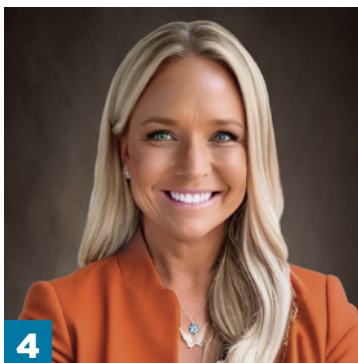
1
Altiera & Eric Dahlman
Senior Directors, AB



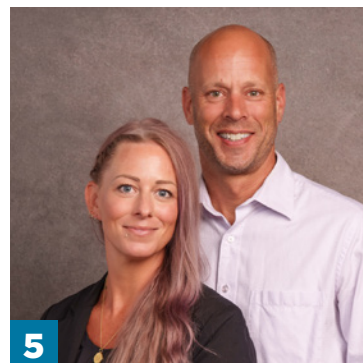
2
Alissa & Jason Alsup
Senior Directors 8, IN



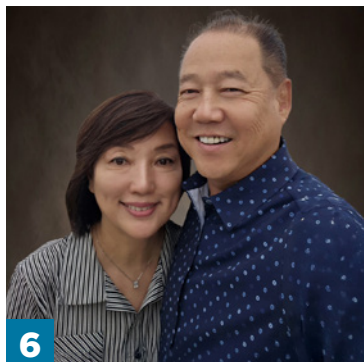
3
Hayley Barnes
Senior Director 7, BC



4
Kimberly Waits
Senior Director, KY



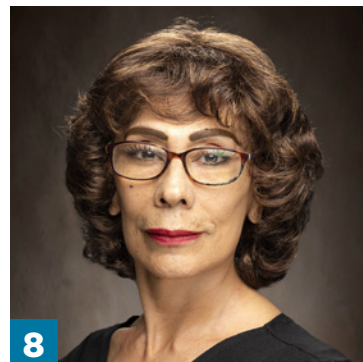
5
Andrea & Troy Angus
Senior Directors 6, MB



6
Sun Cho & Ronald Song
Senior Directors 5, CA



7
Nancy & James Ferguson
Senior Directors 4, MS



8
Josefina Corona
Senior Director 8, CA

SENIOR DIRECTORS 8-SENIOR DIRECTORS

SENIOR DIRECTORS 8



SD8 **PACESETTER**

Alissa & Jason Alsup
INDIANA
Enrolled: 02/16/2023



SD8

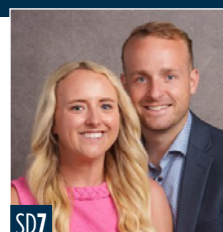
Katherine & Chad Moir
MANITOBA
Enrolled: 02/17/2024

SENIOR DIRECTORS 7



SD7

Hayley Barnes
BRITISH COLUMBIA
Enrolled: 09/09/2021



SD7

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

SENIOR DIRECTORS 6



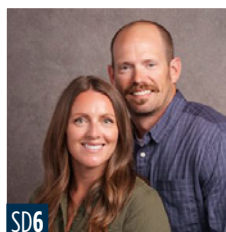
SD6

Hannah & Morgan Davis
TEXAS
Enrolled: 08/23/2024



SD6

Jennifer & Aaron Hendricks*
ALABAMA
Enrolled: 10/22/2019



SD6

Lyndsey & Charles Miller*
WASHINGTON
Enrolled: 07/17/2023



SD6

Alicea Mullins
TEXAS
Enrolled: 08/25/2019

SENIOR DIRECTORS 5



SD5 **PACESETTER**

Sun Cho & Ronald Song
CALIFORNIA
Enrolled: 03/26/2025



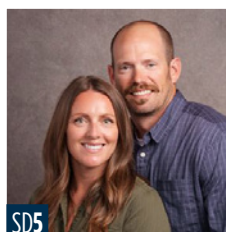
SD5

Jason & Keri Hayes
ILLINOIS
Enrolled: 01/10/2022



SD5

Jennifer & Aaron Hendricks*
ALABAMA
Enrolled: 10/22/2019



SD5

Lyndsey & Charles Miller*
WASHINGTON
Enrolled: 07/17/2023



SD5

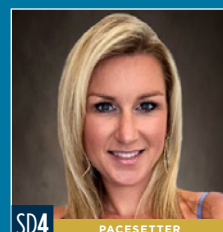
Ashley & Jeremiah Ranow
FLORIDA
Enrolled: 02/27/2024



SD5

Mollie & Jared Taylor
NEBRASKA
Enrolled: 01/16/2019

SENIOR DIRECTORS 4



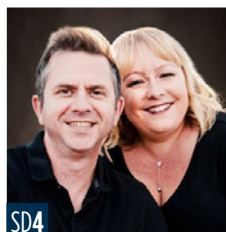
SD4 **PACESETTER**

Lindsey Donato
FLORIDA
Enrolled: 04/03/2025



SD4

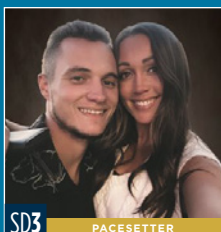
Lindsey & Drew Martin*
MISSOURI
Enrolled: 03/20/2022



SD4

Kristy & Jeff Taylor
ALBERTA
Enrolled: 10/14/2022

SENIOR DIRECTORS 3



SD3 **PACESETTER**

Nathan & Bailey Kolkema
MICHIGAN
Enrolled: 08/18/2024



SD3

Lindsey & Drew Martin*
MISSOURI
Enrolled: 03/20/2022



SD3

Lindsay & Lane Rey
SASKATCHEWAN
Enrolled: 04/10/2024

SENIOR DIRECTORS 2



SD2

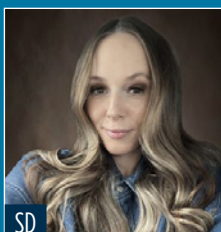
Stephanie & Scott Patterson
GEORGIA
Enrolled: 01/26/2024



SD2 **PACESETTER**

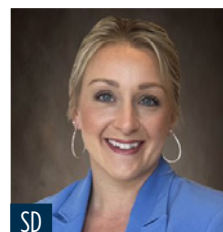
Maria & Drew Renaud*
MISSOURI
Enrolled: 03/20/2022

SENIOR DIRECTORS



SD

Altiera & Eric Dahlman*
ALBERTA
Enrolled: 03/20/2024



SD

Maria & Drew Renaud*
MISSOURI
Enrolled: 03/20/2022

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

January 3, 2026

Launch | Virtual Event 10:00 AM MST

Don't miss this exclusive opportunity to kick-start your year with inspiration, learning tools, and leadership training. Open to everyone. Watch with a friend!

February 5-7, 2026

PartnerUp Leadership Quest | Dallas, TX

Earn your invitation to this exclusive leadership event with Melaleuca's most dedicated and influential leaders.

March 7, 2026

ADVANCE* | **Philadelphia, PA**

NEW LOCATION

May 14-16, 2026

Convention | 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 6, 2026

ADVANCE* | Atlanta, GA

July 1-5, 2026

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, 2026

Melaleuca Freedom Celebration | Idaho Falls, ID

Celebrate the 250th anniversary of US independence with the largest fireworks display west of the Mississippi.

August 8, 2026

ADVANCE* | Idaho Falls, ID

CONNECT at Melaleuca EVENTS



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

Learn more at Melaleuca.com/Events.

Dates and details are subject to change. Visit Melaleuca.com/Events for the latest calendar updates.

Earn up to 6% back¹ in Loyalty Shopping Dollars, plus get a **\$100 welcome bonus¹**

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.

¹ 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.

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Melaleuca[®] Rewards Visa[®] Card



ADVANCE

REGIONAL CONFERENCE

SUCCESS IS CLOSER THAN EVER!
ARE YOU READY TO ADVANCE?

ADVANCE is coming to a city near you! In just four hours, you'll get the tools, habits, and vision you need to take your Melaleuca business further than you thought possible. Make plans now to join us!

DISCOVER THE STRATEGIES, SKILLS, AND
INSIGHTS TO ADVANCE YOUR BUSINESS!

To RSVP for an ADVANCE in your area,
visit Melaleuca.com/Advance.



Toree & Channing Allen TEXAS

I Just Wanted to Be a Mom



Twelve weeks after she gave birth to her oldest daughter, Toree Allen was contemplating her return to her job at the front desk of a dentist's office. It was a good job and helped pay the bills, but she agonized over missing so much time with her daughter.

So she took a leap of faith. She left her job and started a home-based business making balloon garlands and designing t-shirts. It was fun, but it took up lots of time, and she often had to drag her daughters along in a balloon-filled car! "As fulfilling as it was creatively," she says, "it was tough mentally. I just wanted to be a mom."

Then, early in 2025, Toree and her husband, Channing, took an even bigger leap of faith. They bought a partnership share in a company that built commercial and residential fences. It was a thriving business run by

Channing's dad, and the move allowed Channing to be home with his family more often.


Still, buying their share of the business took every cent of their savings. Toree, who had wound down her garland and t-shirt business, worried about how to replenish their savings. She worried about other things as well—like how harsh cleaning chemicals were affecting her girls' health. Although she had switched to a supposedly "safer" laundry detergent, it didn't leave a good smell.

"My daughter came home from school one day and asked me why her clothes couldn't smell like her classmates' clothes," Toree says. "That was it. I reached out to a friend I was following on social media—Executive Director 2 Sheyenne Brumbelow—to find out where she was getting the laundry detergent she often mentioned in her posts."

Sheyenne walked Toree through the Melaleuca Overview. The message hit home. Here was a company that offered everything Toree had been searching for! After taking a couple weeks just to process everything now before her, Toree enrolled and became a Melaleuca Marketing Executive.

"Then I jumped in and started building like my hair was on fire," she laughs.

Today, Toree doesn't worry like she used to. Her business building largely fits into the corners of her day: early mornings, naptimes, and in the car. She's free to spend all the time she dreamed of having with her daughters. And the repeat income she's growing has already had an impact!

"We're planning a road trip," Toree says. "We're going to drive to Disney World! Channing and I have never been able to do this before. Now, thanks to Melaleuca, we're making one of our dreams come true." 

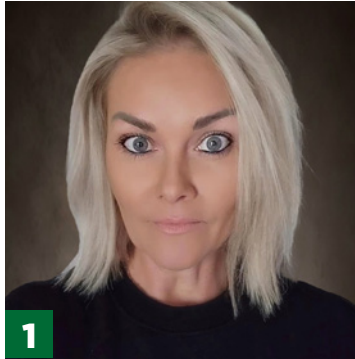


OCTOBER 2025

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 demonstrated their dedication to improving their own lives as well as their commitment to helping others do the same. They have become true leaders within the Melaleuca community, inspiring and guiding others on their wellness journeys.



Brenda & Johnnie Unrau
Directors 5, MB



Corinne Wright
Director 6, WA



Toree & Channing Allen
Directors 7, TX



Nichole Hansen
Director 9, IA



Kim Maloney
Director 9, AB



Matthew Belcher & Angelia Reeves
Directors 8, VA



Tabitha Astalos
Director 9, AB

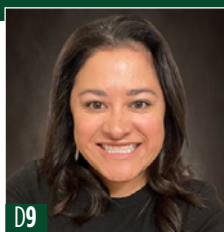


Kelsi Ullom
Director 8, WV

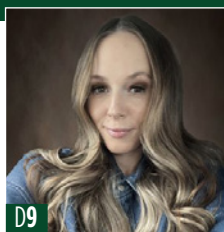
DIRECTORS 9



D9 **PACESETTER**
Laura Alcorta
INDIANA
Marketing Executive



D9
Mallory Burns
WASHINGTON
Stay-at-Home Mom



D9
Altiera & Eric Dahlman*
ALBERTA
Marketing Executives



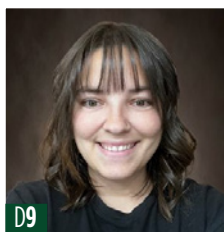
D9
Jenn Fellure*
FLORIDA
Homemaker



D9
Nichole Hansen
IOWA
Entrepreneur



D9
Kim Maloney*
ALBERTA
Marketing Executive

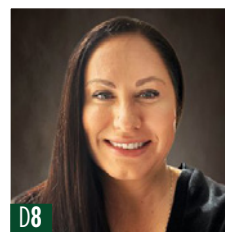


D9
Kaitlynn Smith
KANSAS
Stay-at-Home Mom

DIRECTORS 8



D8
Jenn Fellure*
FLORIDA
Homemaker



D8
Jenny Garcia
IDAHO
Marketing Executive



D8
Jackie Heredia
MISSOURI
Marketing Executive



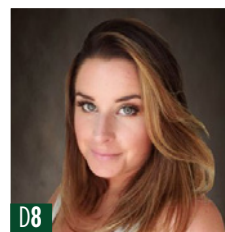
D8
Kim Maloney*
ALBERTA
Marketing Executive



D8
Matthew Belcher & Angelia Reeves
LOUISIANA
Electrician/Tax Preparer



D8
Kelsi Ullom
WEST VIRGINIA
Program Coordinator & Social Media Manager



D8
Dayna Webster
MANITOBA
Funeral Director

DIRECTORS 7



D7 **PACESETTER**
Toree Allen
TEXAS
Marketing Executive



D7
Dez Bryce
ALBERTA
Hairstylist



D7 **PACESETTER**
Elina Katsman
KANSAS
Self-Employed



D7 **PACESETTER**
Aaron & Meredith Lapetina
TEXAS
Marketing Executives

DIRECTORS 6



D6
Britney Atkerson
TEXAS
Marketing Executive



D6 **PACESETTER**
Morgan Chance
TEXAS
Boutique Owner



D6
Kristin Fenton
ILLINOIS
Registered Nurse



D6 **PACESETTER**
Tiffany & Whitney Haggamaker
ALABAMA
Marketing Executives



D6 **PACESETTER**
Jennifer McKinney
WISCONSIN
Entrepreneur



D6
Deborah Reilly
FLORIDA
Retired



D6
Danielle Smith
ALBERTA
Stay-at-Home Mom



D6

Hannah Wilwerding
TENNESSEE
Registered Nurse



D6

PACSETER

Corinne Wright
WASHINGTON
Registered Nurse

DIRECTORS 5



D5

Lexie Hartsfield*
TENNESSEE
Marketing Executive



D5

Taylor Kirby
MINNESOTA
Registered Nurse



D5

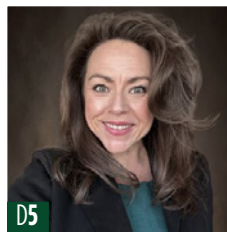
Amy & Jimmy Phelps
ALABAMA
Marketing Executives



D5

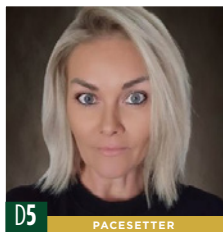
PACSETER

Shandi Polak
TEXAS
Speech-Language Pathologist



D5

Chastity Sanders
TEXAS
Stay-at-Home Mom



D5

PACSETER

Brenda & Johnnie Unrau*
MANITOBA
Marketing Executives



D5

PACSETER

Rob Patry & Jara Wilson*
MAINE
Marketing Executives

DIRECTORS 4



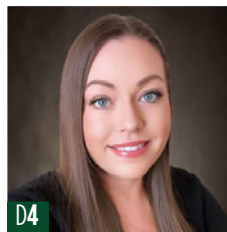
D4

Kelli Brinka
SOUTH DAKOTA
Teacher



D4

Krystal Burke
NORTH CAROLINA
Hairstylist



D4

Janissa Cassells
ALBERTA
Marketing Executive



D4

Peyton Denard
ALABAMA
Preschool Teacher



D4

Cassidy Fisk
NORTH CAROLINA
Marketing Executive



D4

PACSETER

Jessica Garofano
CONNECTICUT
Marketing Executive



D4

Kassie & Justin Hamaker
MICHIGAN
Marketing Executives



D4

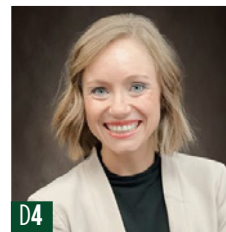
PACSETER

Lexie Hartsfield*
TENNESSEE
Marketing Executive



D4

Brittany Johnson
MISSOURI
Self-Employed



D4

Shea Mills
MISSISSIPPI
Physical Therapist



D4

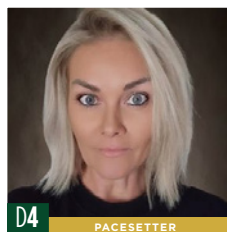
Kalli Oolman
SOUTH DAKOTA
Teacher



D4

PACSETER

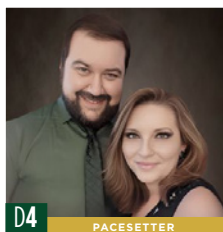
Kristie & Brendan Payne
SASKATCHEWAN
Marketing Executives



D4

PACSETER

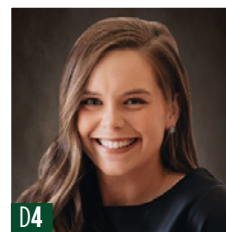
Brenda & Johnnie Unrau*
MANITOBA
Marketing Executives



D4

PACSETER

Rob Patry & Jara Wilson*
MAINE
Marketing Executives



D4

Madison Young
TEXAS
Registered Nurse

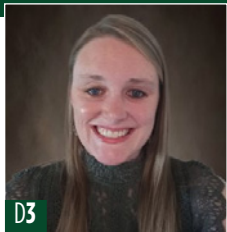
DIRECTORS 3



D3

Leilani Bandian
CALIFORNIA
Quality Assurance Manager

DIRECTORS 3



D3
Sierra Bevel
TEXAS
Marketing Executive



D3
Lacey Boutilier
NOVA SCOTIA
Executive Assistant



D3
Faith Covington
CALIFORNIA
Stay-at-Home Mom



D3
Melissa Gilmore
OREGON
Stay-at-Home Mom



D3
Susan Haglund
MICHIGAN
Retired



D3
Lexie Hartsfield*
TENNESSEE
Marketing Executive



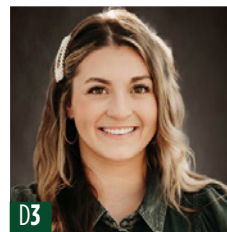
D3
Cherie Haynes*
KANSAS
Self-Employed



D3 PACESETTER
Chenita Jones
TEXAS
Marketing Executive



D3 PACESETTER
Charlene Joseph*
LOUISIANA
Marketing Executive



D3
Meghan Kitts
TEXAS
Marketing Executive



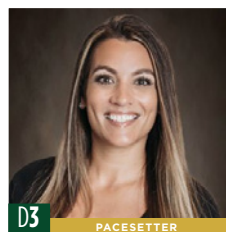
D3
Sarah Mathieu
ALBERTA
Marketing Executive



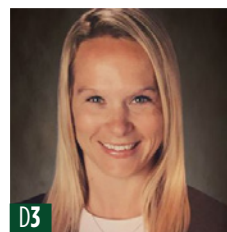
D3 PACESETTER
Charlynn McBee
MICHIGAN
Marketing Executive



D3 PACESETTER
Layce McMullen
OKLAHOMA
Marketing Executive



D3 PACESETTER
Fayre & Ryan Montecalvo
FLORIDA
Self-Employed/Marketing Executive



D3
Trisha Myers
WASHINGTON
Marketing Executive



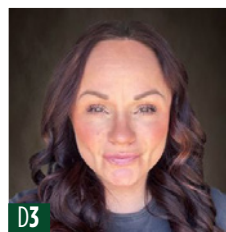
D3
Danielle Page
OHIO
Nurse



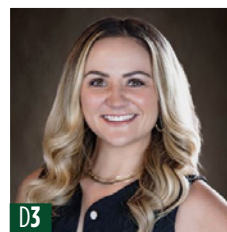
D3 PACESETTER
Steven & Heather Parker
TEXAS
Marketing Executives



D3
Alyssa Pickens*
KANSAS
Hairstylist



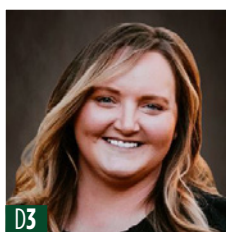
D3
Karlee Prins
ALBERTA
Marketing Executive



D3
Jaci Reinbold
TEXAS
Marketing Executive



D3 PACESETTER
Lexie Ringland
ALBERTA
Marketing Executive



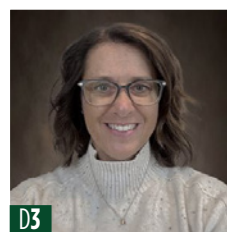
D3
Melissa Seagraves
OKLAHOMA
Stay-at-Home Mom & Wellness Advocate



D3
Jackie Seniw
INDIANA
Marketing Executive



D3
Ryan & Kristin Shane*
MISSOURI
Insurance Agent/Hairstylist



D3
Cindy Sutton
NEBRASKA
Marketing Executive



D3

Samantha & Jose Villaseñor
TEXAS
Business Owners



D3

Greg & Melinda White
CONNECTICUT
Marketing Executive/Self-Employed Hairstylist



D3

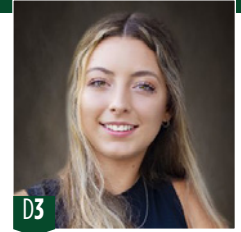
PACESSETTER

Rob Patry & Jara Wilson
MAINE
Marketing Executives



D3

Amanda Winslett
TEXAS
Zumba Instructor



D3

Zoie Zanoni
FLORIDA
College Student & Athlete

DIRECTORS 2



D2

Elise & Jasper Boere
ALBERTA
Marketing Executives



D2

PACESSETTER

Chandi Bozeman*
OHIO
Image Consultant



D2

PACESSETTER

Linda Cambell*
NORTH CAROLINA
Lead & Development Specialist



D2

Taylor Carriere*
ALBERTA
Marketing Executive



D2

Patrice Coleman
GEORGIA
Marketing Executive



D2

PACESSETTER

Karen Davis-Morris*
IDAHO
Marketing Executive



D2

PACESSETTER

Sherelle Fields*
GEORGIA
Marketing Executive



D2

PACESSETTER

Amanda George*
TEXAS
Hairstylist



D2

Maria Godfrey*
PENNSYLVANIA
Marketing Executive



D2

PACESSETTER

Cherie Haynes*
KANSAS
Self-Employed



D2

Jamie Helget
NEBRASKA
Graphic Designer



D2

PACESSETTER

Eve Hendricks
NORTH CAROLINA
Marketing Executive



D2

PACESSETTER

Erin Hiranoarakawa*
HAWAII
Park Caretaker



D2

PACESSETTER

Charlene Joseph*
LOUISIANA
Marketing Executive



D2

Lenya Keller*
MICHIGAN
Marketing Executive



D2

Kaylee Kuschminder
ALBERTA
Farmer



D2

PACESSETTER

David Leatherman*
IOWA
Marketing Executive



D2

Kayla & Adam Lewis*
MICHIGAN
Stay-at-Home Mom/Farm Office Manager



D2

PACESSETTER

Jayson & MaryJane Marcelino*
QUEBEC
Engineer/Store Clerk



D2

Courtney McKay*
MONTANA
Marketing Executive

DIRECTORS 2-DIRECTORS



D2
Jessica Messervey
ALBERTA
University Education Student



D2 PACESETTER
Earka Mingo*
MICHIGAN
Marketing Executive



D2
Kristen Moore*
KENTUCKY
Marketing Executive



D2 PACESETTER
Alyssa Pickens*
KANSAS
Hairstylist



D2 PACESETTER
Jessie Powell
KENTUCKY
Marketing Executive



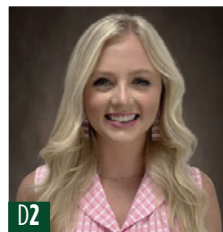
D2 PACESETTER
Tammy Raines*
TEXAS
Marketing Executive



D2
Andriene Sanders*
GEORGIA
Educator



D2 PACESETTER
Ryan & Kristin Shane*
MISSOURI
Insurance Agent/Hairstylist



D2
Abbie Smiley
KENTUCKY
Wealth Management



D2
Jill Spence
MINNESOTA
Marketing Executive



D2 PACESETTER
Nicole Wills*
MICHIGAN
Marketing Executive



D2 PACESETTER
Rob Patry & Jara Wilson*
MAINE
Marketing Executives



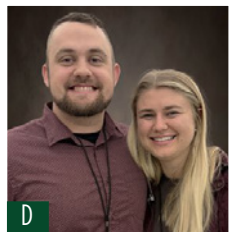
D2
Whitney & Jonathan Youngblood
MISSISSIPPI
Stay-at-Home Mom/Manager in Manufacturing



D DIRECTORS
Melissa Alloway
KANSAS
Marketing Executive



D
Mekina Balderrama
ILLINOIS
Marketing Executive



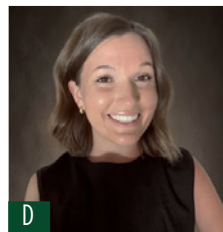
D
Noah & McKayla Bengston
MICHIGAN
Marketing Executives



D PACESETTER
Michelle Bolland
ONTARIO
Dental Hygienist



D PACESETTER
Chandi Bozeman*
OHIO
Image Consultant



D
Lexi Brouhard
TEXAS
Registered Nurse



D PACESETTER
Linda Cambell*
NORTH CAROLINA
Lead & Development Specialist



D
Taylor Carriere*
ALBERTA
Marketing Executive



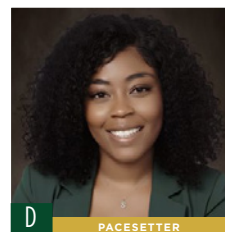
D
Megan Collins
SOUTH CAROLINA
Marketing Executive



D PACESETTER
Karen Davis-Morris*
IDAHO
Marketing Executive



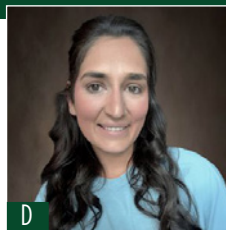
D
Pauletta Dunlap
TEXAS
Marketing Executive



D PACESETTER
Sherelle Fields*
GEORGIA
Marketing Executive



Amanda George*
TEXAS
Hairstylist



Maria Godfrey*
PENNSYLVANIA
Marketing Executive



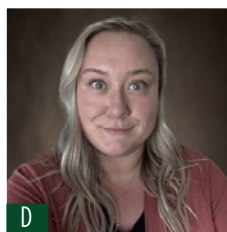
Cherie Haynes*
KANSAS
Self-Employed



Erin Hiranoarakawa*
HAWAII
Park Caretaker



LaTangie Honor
LOUISIANA
Marketing Executive



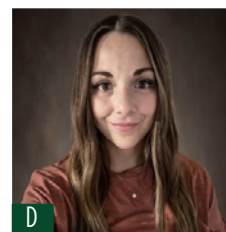
Jacey Entz
ALBERTA
Marketing Executive



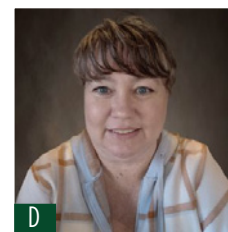
Charlene Joseph*
LOUISIANA
Marketing Executive



Lenya Keller*
MICHIGAN
Marketing Executive



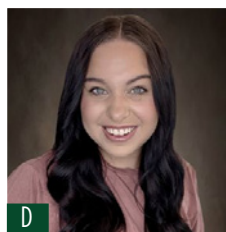
Sierra Kraft
SOUTH DAKOTA
Teacher



Ann Lachance
MICHIGAN
Marketing Executive



David Leatherman*
IOWA
Marketing Executive



Caitlyn LeJeune
LOUISIANA
Marketing Executive



Kayla & Adam Lewis*
MICHIGAN
Stay-at-Home Mom/Farm
Office Manager



Andrea Lynn
OHIO
Marketing Executive



**Jayson & MaryJane
Marcelino***
QUEBEC
Engineer/Store Clerk



Courtney McKay*
MONTANA
Marketing Executive



Atiya McNeal
FLORIDA
Pharmacist



Karen Miller
WISCONSIN
Marketing Executive



Earka Mingo*
MICHIGAN
Marketing Executive



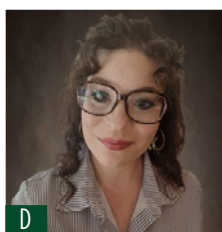
Kristen Moore*
KENTUCKY
Marketing Executive



Bobbi Murray
BRITISH COLUMBIA
Marketing Executive



Vanessa Neurauter
ALBERTA
Marketing Executive



Rebecca Perger
WISCONSIN
Marketing Executive



Destiny Peterson
FLORIDA
Marketing Executive



Alyssa Pickens*
KANSAS
Hairstylist

DIRECTORS



Kamika Portis
TENNESSEE
Marketing Executive



Crystal Priniski
INDIANA
Marketing Executive



Tammy Raines*
TEXAS
Marketing Executive



Andriene Sanders*
GEORGIA
Educator



Ryan & Kristin Shane*
MISSOURI
Insurance Agent/Hairstylist



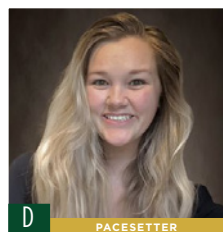
Cathy Stewart
TEXAS
Marketing Executive



Jennefer Vernoy
MISSOURI
Marketing Executive



Amber Vincent-Moenning
TEXAS
Marketing Executive



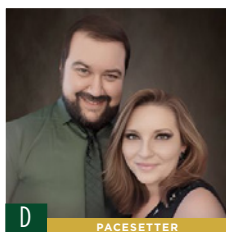
Grace Vines
SOUTH CAROLINA
Marketing Executive



Ebony Williams
MISSOURI
Entrepreneur



Nicole Wills*
MICHIGAN
Marketing Executive



Rob Patry & Jara Wilson*
MAINE
Marketing Executives



NO 3 SHARE MELALEUCA: AN OVERVIEW



7
CRITICAL
BUSINESS-BUILDING
ACTIVITIES



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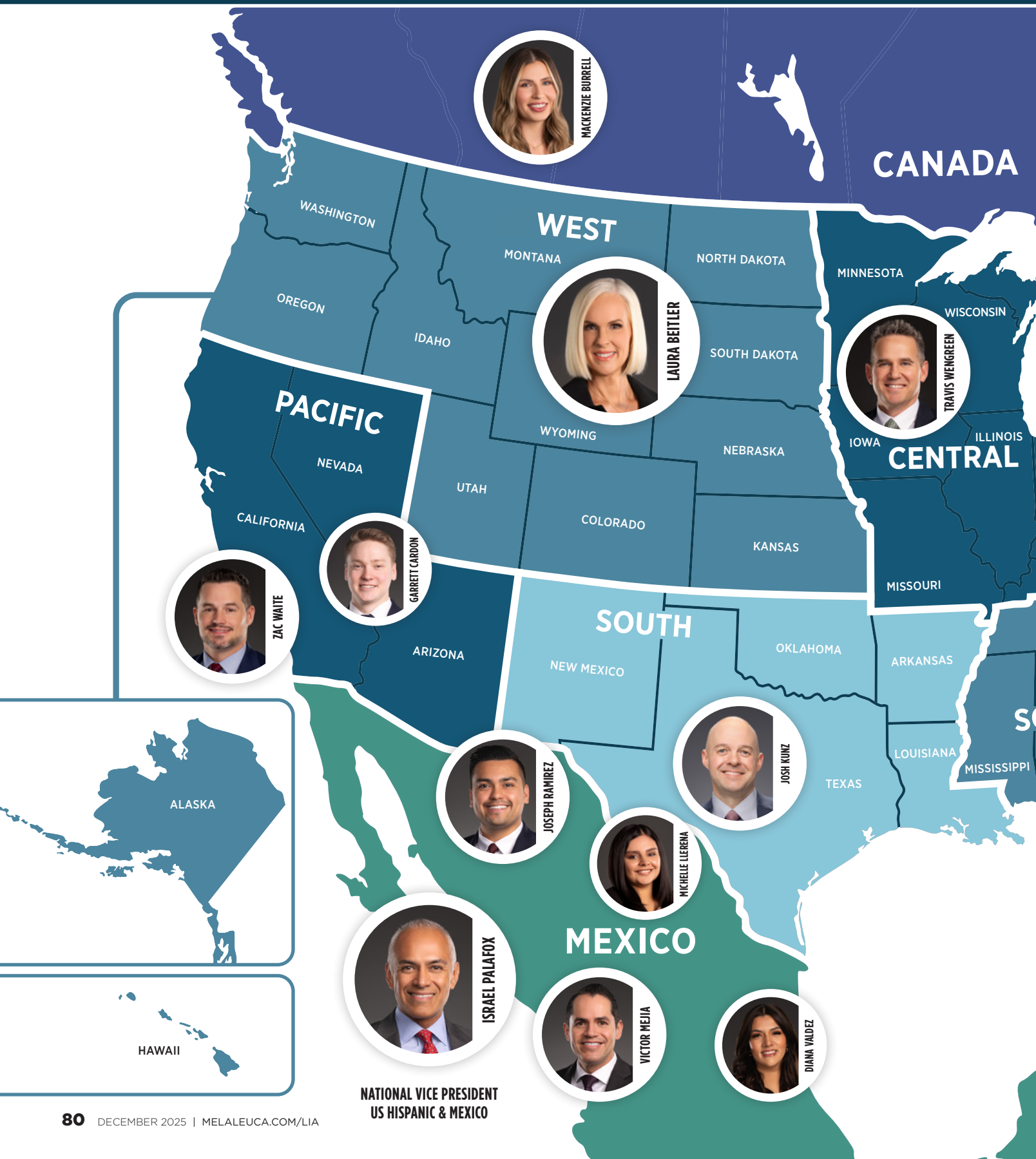
LIA.EMAGAZINES.COM

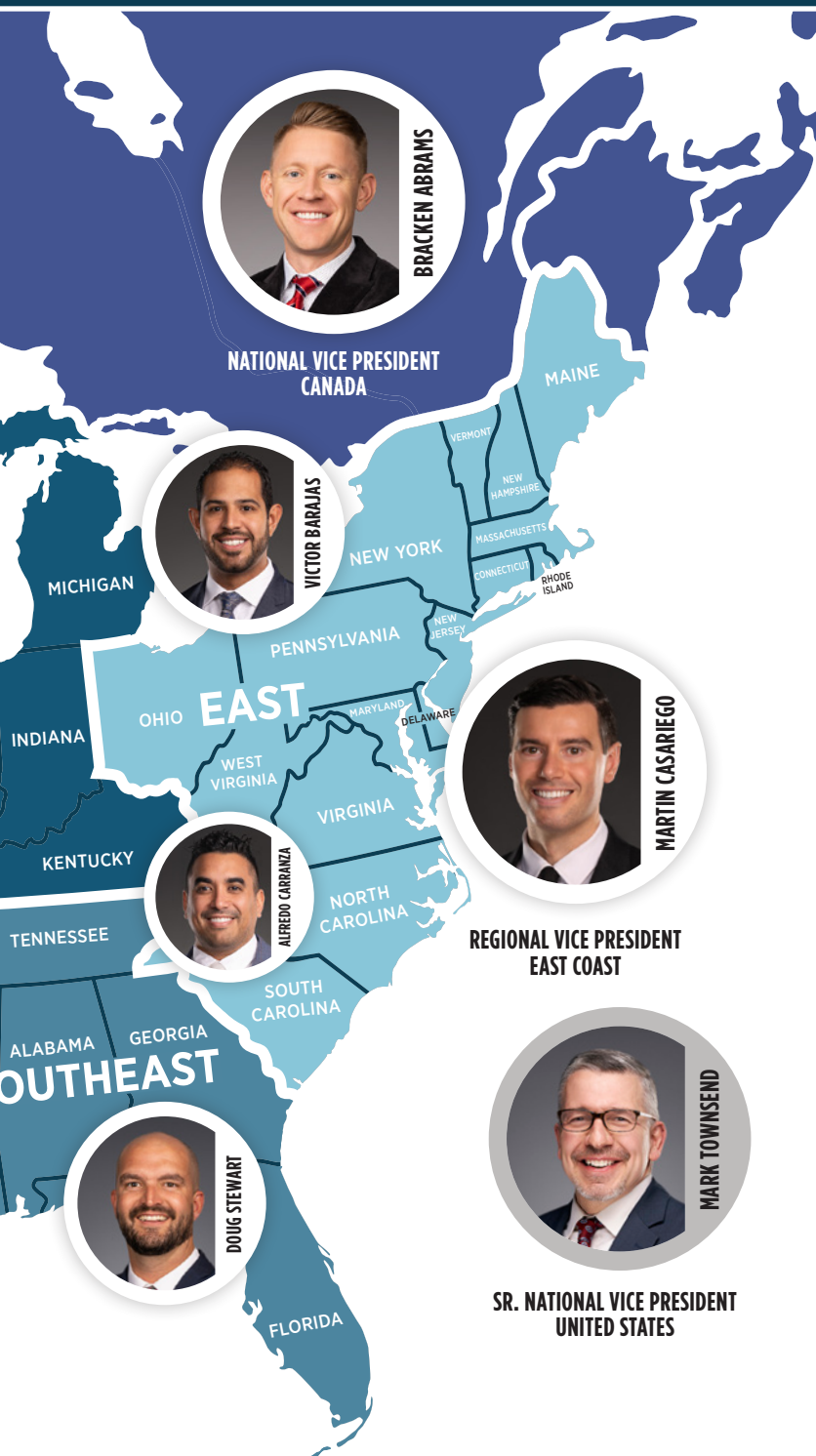
NEW!



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 SR. NATIONAL VICE PRESIDENT OF COACHING & LEADER DEVELOPMENT	208-534-2052 mtownsend@melaleuca.com
---	--

CANADA

BRACKEN ABRAMS NATIONAL VICE PRESIDENT OF CANADA	208-534-2710 brabrams@melaleuca.com
MACKENZIE BURRELL MANAGER CANADA	208-534-2244 mburrell@melaleuca.com

PACIFIC

ZAC WAITE DIRECTOR	208-534-2619 zwaite@melaleuca.com
GARRETT CARDON MANAGER AZ, CA, NV	208-534-4456 gcardon@melaleuca.com

WEST

LAURA BEITLER CHIEF GROWTH OFFICER AK, CO, HI, ID, KS, MT, NE, ND, OR, SD, UT, WA, WY	208-534-2580 lbeitler@melaleuca.com
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SOUTH

JOSH KUNZ DIRECTOR AR, LA, NM, OK, TX	208-534-2421 jkunz@melaleuca.com
---	--

CENTRAL

TRAVIS WENGREEN DIRECTOR	208-534-2213 twengreen@melaleuca.com
---------------------------------	--

SOUTHEAST

DOUG STEWART DIRECTOR	208-534-2829 dstewart@melaleuca.com
ALFREDO CARRANZA MANAGER AL, FL, GA, MS, TN	208-534-2038 acarranza@melaleuca.com

EAST

MARTIN CASARIEGO REGIONAL VICE PRESIDENT EAST COAST	208-534-2253 mcasariego@melaleuca.com
VICTOR BARAJAS DIRECTOR CT, DE, MA, MD, ME, NC, NH, NJ, NY, OH, PA, RI, SC, VA, VT, WV	208-534-2130 vbarajas@melaleuca.com

HISPANIC MARKET US/PUERTO RICO/MEXICO

ISRAEL PALAFOX NATIONAL VICE PRESIDENT US HISPANIC & MEXICO	208-534-2061 ipalafox@melaleuca.com
JOSEPH RAMIREZ DIRECTOR US HISPANIC	208-534-2075 vmejia@melaleuca.com
MICHELLE LLERENA MANAGER US HISPANIC	208-534-2119 mllerena@melaleuca.com
VICTOR MEJIA DIRECTOR MEXICO	208-534-2306 vmejia@melaleuca.com
DIANA VALDEZ MANAGER MEXICO	208-534-2200 dvaldez@melaleuca.com



MAKE THE HOLIDAYS EXTRA SPECIAL!

*Premium Riverbend Ranch®
gift bundles—only available
for a limited time!*



Quick, Before We Run Out!

We have increased production to keep up with holiday demand, but these gift bundles will not last long! Make the holidays special for those you love with the gift of *Riverbend Ranch Black Label Beef*. Every cut is guaranteed to be Prime or High Choice and aged for 28 days to ensure incredible flavor and melt-in-your-mouth tenderness. And we never use added growth hormones or antibiotics!

Holiday Griller



Holiday Griller

No matter where the holidays find you, your family will love this assortment of new favorites perfect for the grill. You'll get our massive meaty back ribs, succulent petite tenders, and gourmet ground beef. Plus, enjoy Frank's signature beef franks.

Family Feast

Create new and lasting traditions with this bundle designed specifically for get-togethers! Gather the family with a succulent New York strip roast or a classic chuck roast. Enjoy gourmet tacos made with flank steak or tenderloin tips. Or fire up the grill with Frank's signature beef franks and our premium ground beef.

Rancher's Favorites

Treat your family and friends to the ultimate culinary beef experience! They'll receive a selection of our most popular hand-trimmed steaks as well as our premium ground beef. There's no better way to experience the melt-in-your-mouth tenderness and unmatched flavor of *Riverbend Ranch Black Label Beef*!

Prime Rib Roast

Nothing brings the family together like this crown jewel of beef roasts—succulent, buttery, and beautifully marbled. Slow-roast this cut to unlock unmatched tenderness and a flavor that turns any gathering into a celebration!

NEVER EVER

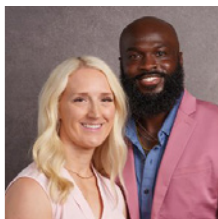
NEVER RAISED
WITH HORMONES
OR ANTIBIOTICS

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Expanded Circle of Influence

Expanded Circle of Influence

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.



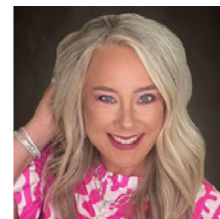
Sarah & Kevin Anyan
PENNSYLVANIA



Michel & Gile Beaudoin
ONTARIO



Michelle Bolland
ONTARIO



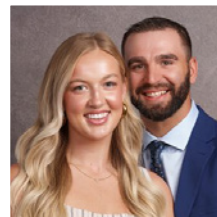
Missy Bowles
WEST VIRGINIA



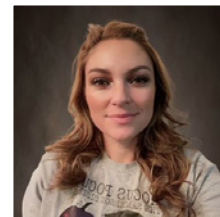
Danie & Todd Branch
NEW BRUNSWICK



Heather & Frank Brown
LOUISIANA



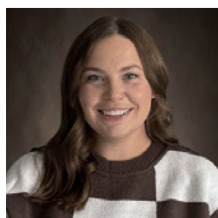
Sheyenne & Payson Brumbelow
TEXAS



Shaina Bryant
NEVADA



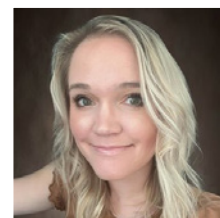
Linda Cambell
NORTH CAROLINA



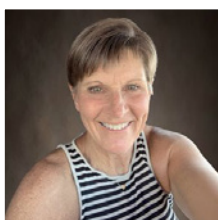
Taylor Carriere
ALBERTA



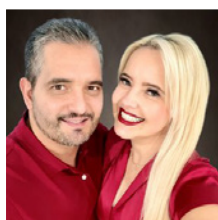
Morgan Chance
TEXAS



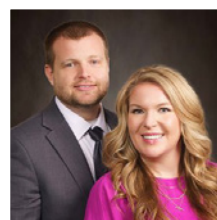
Kylie & Caleb Christianson
NORTH DAKOTA



Karen Davis-Morris
IDAHO



Richard Diaz & Yurisel Salazar
FLORIDA



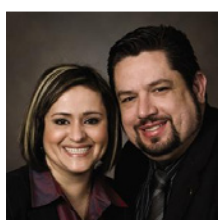
Kevin & Angela Echols
GEORGIA



Bobbie Elliott
CALIFORNIA



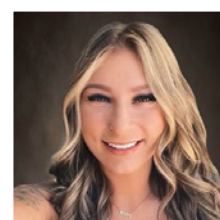
Sarah & Thomas Fisher
GEORGIA



Olga & Ben-Hur Fontoura
CALIFORNIA



Amanda George
TEXAS



Amanda Haefner
OREGON

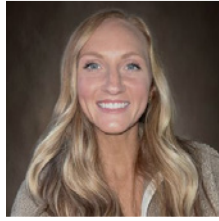
Expanded Circle of Influence



Tiffany & Whitney Haggamaker
ALABAMA



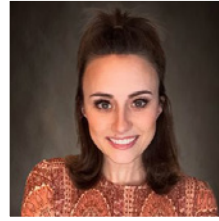
Nichole Hansen
IOWA



Lexie Hartsfield
TENNESSEE



Cherie Haynes
KANSAS



Katie & Matt Holloway
LOUISIANA



LaTangie Honor
LOUISIANA



Justin & Karli Hudgens
IDAHO



Quortney Jernigan
GEORGIA



Maegen & Eddie Johnson
WASHINGTON



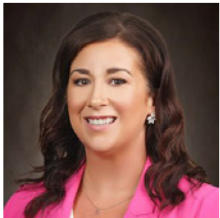
Chris & Nicky Johnson
BRITISH COLUMBIA



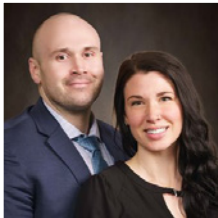
Brittany Johnson
MISSOURI



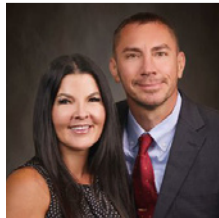
Charlene Joseph
LOUISIANA



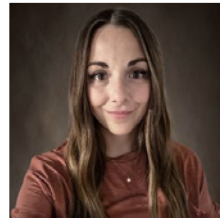
Mandie & Craig Keller
MICHIGAN



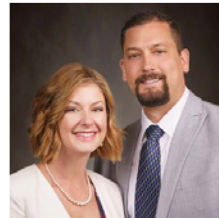
James & Katey Kloepper
ALBERTA



Sadie & Brent Kolves
FLORIDA



Sierra Kraft
SOUTH DAKOTA



Noelle & Dusty Kruse
MICHIGAN



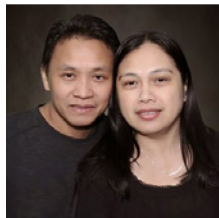
David Leatherman
IOWA



Melinda Lough
NEW MEXICO



Steve & Suzy Maier
TEXAS



Jayson & MaryJane Marcelino
QUEBEC



Art & Kimberly McCauley
IDAHO



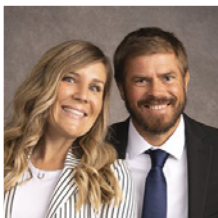
Jeanie Paige McWhorter
GEORGIA



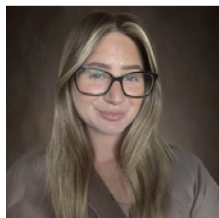
Megan Medlar
TEXAS



Katherine & Chad Moir
MANITOBA



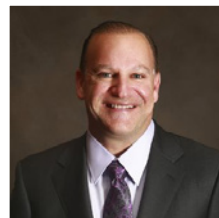
Rebecca & Jesse Moore
MONTANA



Bobbi Murray
BRITISH COLUMBIA



Brandi & Clint Newman
FLORIDA



Russ & Ronni Paley
NEW YORK



Ronni & Russ Paley
NEW YORK

Expanded Circle of Influence



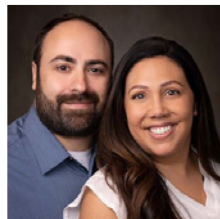
Carie & Allen Parkes
ILLINOIS



Stephanie & Scott Patterson
GEORGIA



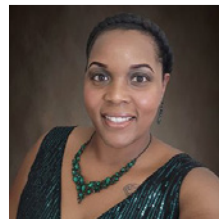
Lindsay & Nick Percuoco
MINNESOTA



Bryan & Maria Pereira
CONNECTICUT



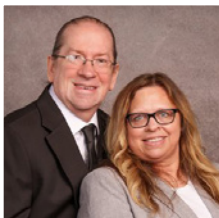
Alyssa Pickens
KANSAS



Kamika Portis
TENNESSEE



Tammy Raines
TEXAS



Russ & Julie Reed
OHIO



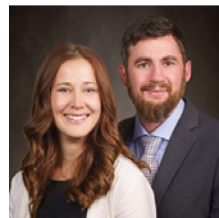
Matthew Belcher & Angela Reeves
LOUISIANA



Lindsay & Lane Rey
SASKATCHEWAN



Krystal Rivera
GEORGIA



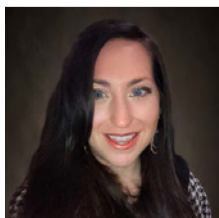
Trish & Brett Roloson
PRINCE EDWARD ISLAND



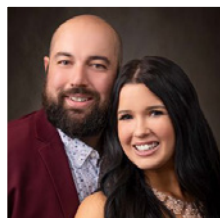
Johnny Ruiz
CALIFORNIA



Lisa & Jason Rusk
OHIO



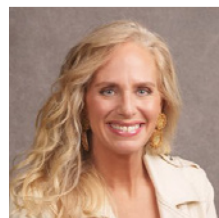
Adriana Salamon
NEW YORK



Tyler & Laura Schmidt
MINNESOTA



Ryan & Kristin Shane
MISSOURI



Susan Stauffer
WISCONSIN



Cathy Stewart
TEXAS



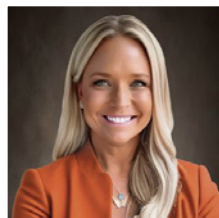
Tammy Trenholm
NEW BRUNSWICK



Maria Teresa Vazquez & Tonatihu Aguayo
TEXAS



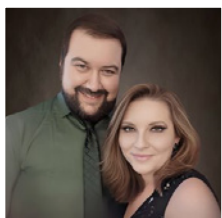
Alyssa Veikle
SASKATCHEWAN



Kimberly Waits
KENTUCKY



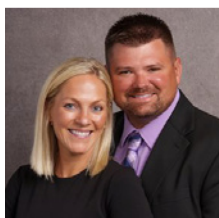
Amanda Weger
ALBERTA



Rob Patry & Jara Wilson
MAINE



Corinne Wright
WASHINGTON



Brittney & Zach Zillig
OHIO

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.

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Amanda Bateman
 Braden & Courtney Bitzer
 Alyssa Blain
 Kimberly Brett
 Rikki Bristow
 Danielle Brown
 Dez Bryce
 Shawn Callin
 Taylor Carriere
 Randi Crawford
 Altiera Dahlman
 Lorna Decasa
 Richard Del Pilar
 Meghan Dirk
 Jocelyn Joyce & Reynaldo Feliciano
 Neta Friesen
 Megan Garland
 Amy Hardy
 Mackenzie Henkelman
 Braydi & Tanner Hoppus
 Kirsten & Brett Johnson
 Ester Khaimov
 Destiny Krasnesky
 Kaylee Kuschminder
 Kyla Laverdure
 Alicia Lungal
 Kim Maloney
 Jessica Messervey
 Barb Michalsky
 Marcheryl & Edilberto Moscoso
 Ednaly & John Nisco
 Lexie Ringland
 Danielle Smith
 Kristy & Jeff Taylor
 Alysha Tenbroek
 Madyson Vandermaarel

BRITISH COLUMBIA

Abundio & Gina Arreza
 Hayley Barnes
 Corinne Cochrane & Matthew Woods
 Ashley Davis

Agatha & Christophe Herlin
 Vanessa Reyes
 Alyssa Richardson
 Christin Taylor

MANITOBA

Crystal Anderson & Brett McLaren
 Mallory Fouillard
 Dianne Gray-Wysocki & Wayne Wysocki
 Loren Gurr
 Brad & Coreena Mullin
 Brette & Brandon Olsen
 Kayla Roberts
 Cynthia Taylor-Iwankow & Chris Iwankow
 Brenda & Johnnie Unrau

NEW BRUNSWICK

Alan & Sarah Oronzo

NEWFOUNDLAND & LABRADOR

Amy Donovan

NOVA SCOTIA

Jeanie MacRitchie-MacKinnon
 Alicia Procter

ONTARIO

Sylvie Bernier
 Pauline & Derek Clarke
 Terry & Michael Commisso
 Tracy & Robert Donald
 Harry Haan Donatien
 Tracey Fyfe
 Jessica Gagné
 Katelyn & Chris Bovell
 Emma McIntosh
 Melissa Pearson
 Kathy & Don Rae
 Natasha Rae
 Kathrina Rivero

Tavia Rogerson
 Amber Snider
 Christine Spilotro
 Mike & Andrea Van Bakel
 Donna MacDonald
 Tammy Villeneuve
 Krystal Wuerch

QUEBEC

Rachael & Benjamin Akhidenor
 Jowen Soguilon & Michelle Allana
 Cathy Beaudoin
 Shella Carpio & Engelbert Boceta
 Johanne Hémond
 Karen & Joe Hetzel
 Josie Jarillo
 Pierre Leblanc
 Patricia Mana Adogli
 Djenane Pierre-Charles
 Daniel Turcotte

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 Kalin & Matt Anderson
 Breanne Barber
 Chelsey & Dustin Billay
 Tori & Brody Farr
 Sheri & Doug Gibson
 Jenna Grose
 Lisa Gyoerick
 Alyssa & Clint Hanson
 Farrah Howard
 Jordyn Jarvis
 Melissa & Trevor Lebersback
 Tanis & Geoff Leo
 Kaesha Lockert
 Kim Lueke
 Jamie & Reuben Martin
 Branna McCutcheon
 Megan Nagy
 Emily Pirness
 Tammy Ruedig
 Kaelyn Salamanchuk
 Amanda Schneider
 Monica & Jock Sutter
 Shana Watson

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Ashley Adams
 Tori Bailey
 Levon Humphrey
 Stephanie Kirby
 Brittan Knoll
 Kellie & James McAnnally
 Sarah Oates
 Erika & Charles Parker
 Amy & Jimmy Phelps

Susan & William Porter
 Freida Pressnell
 Molly Rager
 Haley Rich
 Ally Sanders
 Haley Smith

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 Isaac Anderson & Haley Dake-Anderson
 Linda Andryans
 Mark & Myrna Atha
 Sheila & Steven Backus
 Tracy Beaudry & Chad Brockschmidt
 Dianna & Greg Furstner
 Jessica Gastelum
 Tanya & Neil Hagre
 Rainbow Lackey
 Jaime & Kate Liebes
 Sofia Ruby Mariscales
 Joanne McKearney
 Ashley McLaughlin
 Tracy & Rob Melchior
 Troy & Shandee Messer
 Kennya Mexia & Sergio Inzunza
 Laura & James Nille
 Violette Pullano
 Nicole Remini-Wiskow & Michael Wiskow
 Tresha Rodriguez & Anthony Bivins
 Fatima Sanchez
 Sirena Sanchez
 Dominica Silver
 Trish & Rob Verzera
 Maley & Shawn Walsh
 Shanda Woolf
 Mark Ybarra
 Debbie Yoos

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 Aimee Beebe
 Karis & Pat Bellisario
 Haley Liberatore
 Elizabeth Rogers
 Hannah Strachan

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 Leilani Bandian
 Rossy Barajas & Rodrigo Huete
 Lauren Bates
 Maggie Bermudez
 Erin Burns
 Elisa & David Campos

Maricela Chavez De Sanchez
 Christine Choi
 Isabella Cisneros
 Janet Contreras
 Cesar Corona & Tammy Barney
 Josefina Corona
 Orlando Corona
 Violeta Cruz Estevez
 Amanda Ferre
 Elsa Garcia
 Allison Greene
 Renee Gregoric
 Melissa Griffen
 Mary Hornickel & John D'Isacco
 Robert & Tessa Jacques
 Martha Iris Jaimes Vargas
 Brenda & Theodore Kramer
 Erin Kutka
 Yesenia I Lara
 Youngok Lee
 Rosa Lopez & Meliton Torres Pineda
 Brandii Machuca
 Violet Maldonado & Carlos Noriega
 Maria Maravilla Garcia
 Susan & Steve Marquette
 Francisco J Marquez Jaurequi
 Adrienne Martinez
 Barbara Martinez
 Elizabeth Martinez
 Tammy Masciovecchio
 Christina & Paul Matcham
 Brittney & Kellen McLaughlin
 Patricia Meacham
 Desirae & Jonathan Meyer
 Jennifer & Steve Morgan
 Luis & Eleonor Navarro
 Alissa & Fred Nazar
 Alison Olson
 Betty Ortiz
 Tania & Marco Ortiz
 Stacy Parada
 Wendy Reynoso
 Shannon & Frank Rich
 Jose Armando Ruiz
 Anita Sanchez
 Kimberle Smith Austin
 Laura Solano
 Amber Syvertson
 Marine Tadevosyan
 Natalie Terry
 David Torres
 Kim & Rick Yeater

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 Jenna & Joshua Allison
 Jeff & Pam Anderson
 Jaelin Clark
 Walt De Selms
 Raelyn Feaster
 Cori & Joshua Hogstad
 Amanda Mowery
 Eugene Shepherd
 Michelle & Lance Smith
 Carissa Sturm
 Zachary Wirth

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Jessica Garofano
 Jessica McNeely
 Georgia & Tadeusz Witkowski

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Patrice & Larry Buller
 Roy & Kathy Podorson
 Sherron Rodriguez
 Jennifer Sturgis

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Isis Kelly

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 Michelle Bartley
 Amanda Bussett
 Ana Cardenas
 Robin Waugh-Castle & George Castle
 Carrie Cercone
 Erica Cole
 Tammy Combs
 Jennifer & Brett Crawley
 Susan & Sean Dampier
 Javier Devora
 Melanie Dixon
 Dieuveland Dorcius
 Cristina Escoto
 Danielle Evans
 Shana & Scott Falany
 Dennis Garcia
 Joan & Philip Giocondi
 Elizabeth Gorski
 Francisco & Rhina Guardado
 Kristi & Tim Hendricks
 Chelsea Hyneman & Sanjith Thangarajah
 Terri Jackson
 Ashley Jacobs
 Kay & Curtis Johnson
 Nurie Keller
 Rachael & Seville Ko

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Samantha Lorenzo-
Horsley & Dale Horsley
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Adrienne & Martin
McDowell
Atiya McNeal
Marissa Melendrez
Stephanie & Kevin
Merriweather
Jody & Jim Morgan
Maria & Frank Mosca
Amber & Lucas Nelson
Sherry & Russ Peck
Nilebian Perez Valdes
Amanda Phillips
Annemarie Piazzola
Cheryl Pieper
Catherine Pinto
Melissa & Doug Prater
Ashley & Jeremiah Ranow
Brittany Regans
Linda Regans
Russ & Beth Schomp
Tami Siben
Matthew & Dalain Slaga
Suzanne & Justin Stadler
Sean & Geneveve Sykes
Selvin Tovar
Jessie & Andrew Trudeau
Mandi & Jared Varnum
Ejikay Wachuku
Brittany Walker
Kerry Wall
Derek & Stacey
Weissenberger
Danielle White
Ashley Wright
Joan Wyatt
Tony & Sarah Zannoni

GEORGIA

Angela Altman
Connie Bowers
Tiffany Bowlin
Ruby Bramwell
Rossano Case
Brynley Conway
Helen & Durward Dilag
Anne Drury
Lindsey Echols
Christi & Jeremy Farmer
Kai Fluit
Laquanda Forbes
Leslie Frank
Victoria & Colby Galbreath
Rebecca Garrett
Rebekah & David Harrell
Jeannette Hunter
Chelsea Lumpkin
Michelle Martin

Kimberly Massengill
Franklin & Anitra
 McDowell Sr.
Jackie Miller
Jonathan & Kimberly
 Montgomery
Ivy Morgan
Keishia Mosley
Sarah Murray
Marlon Napier
Courtney Park
Morgan Parker
Patrice Patterson
Sarah & Cason Purvis
Nicholas Robinson
Ernest & Sherita Ross
Lainey Shearer
Mulu Smith
Brandon & Casey Watson
Brandi & Jeremiah
 Whitmer
Blake & Rachel
 Whittington

HAWAII

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Jessica Ramie

IDAHO

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Heidi Bartolotta
Tina & Alex Blease
Kerry & Kathy Buxton
Fred & Leslie Cole
Ami Dammerman
Cassie Giger
Rineke Lewis
Blanca Mendoza & Jesse
Zamora

ILLINOIS

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Tiffany Anderson
Nicole Bruns
Tammy & Erik Burgwald
Dwayne & Shawnta Cotton
Rachelle & Nate Ferguson
Lisa Frerker
Sophia Frichtl
Jason & Keri Hayes
Melinda & John Heinlen
Mandy Hemken
Sarah Herzing
Jennifer Howard

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Chad & Connie Kohler
John & Charie Leopold
Patti & George Leynaud
Goldie Matthew
Cristina & Chris McHugh
Patricia Medina
Maribel Mondragon
Marlo & Jim Payne
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Mendez
Jackie Robin
Lynsey Runyon
Andrea & Kramer
Soderberg
Gina Sullivan

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Anastasia Card
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Landrum
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McElfresh
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Alicia & Jason Purdy
Ashley Russell
Casey Schneider
Lindsey & Jason Short
Tracey Spaeth

IOWA

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Jackie & Caleb Frost
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Tina Hockmuth-Pezzetti
Amber Johnson
Brooke Jones
Ally Knopf
David & Kathleen Macke
Lynette & Christopher
Morton
Brittany & Owen Ogden
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Delissa & Anthony Strode
Josh & Stacia Vander
Stoep
Amanda Williams

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Evangeline & John Coffelt
Laurie Davis
Tina Goins
Nikki Jackson
Tara Jackson
Brittney Johnson
Elina Katsman
Ria Knutson
Melissa Korf
Ryan & Bailee Latta
Shree Merriweather
Alyssa Pickens
JaNae Pritchett
Hannah Prophet
Lynzie Reynolds
Devan & Adam Rothers
Lacy Schreck
Angela Stallings
Allison & Paul Thomsen
Tina & Jay White

KENTUCKY

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Abrahamson
Deb Brinck
Cindy & Chris Brown
Ana Maria Padilla Moreno
Kelli & Robert Peterson
Nicki & Derik Potter
Jessie Powell
Susanne Slabaugh Hencye
Lauren Turley

LOUISIANA

Elizabeth Agler
Alicia Breaux
Any Chevez
Laura Glover
Holly Hankinson
Charlene Joseph
Corey & Ross Keller
Kayla LaBorde
Christi Latour
Caitlyn LeJeune
Missy & Anthony
Markiewicz
Courtney & Graham Martin
Mirna Muñoz
Miselcy Vargas
Doris Wells

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Shavonne & Donzell
Bowman
Robin Cermak
Mildred DeGroate
Katie Harris
Nia Owens

Danielle Pereyra
Breanna Schwarz
Christy Wheeler
Tonya Wilson

MASSACHUSETTS

Paulette & William
Cheverie
Kai & Stanley Dewberry
Janelle Schoch

MASSACHUSETTS

Paulette & William
Cheverie
Kai & Stanley Dewberry
Janelle Schoch

MICHIGAN

Kendra Battig
Stephanie Burke
Lydia Carlock
Angela Dennard
Jackie DeWaal
Ashley Fall
Susan Haglund
Bailey & Nathan Kolkema
Angela Lee
Charlynn McBee
Laura Beth McKenzie
Earka Mingo
Cori Randall
Amanda Rice
Buddy Rivera
Kristin Roberts
Wally & Shannon
Schneider
Jen & John Sebbas
Julie Serb
Dalina & Loyd Stephens

MINNESOTA

Katie & Ryan Anderson
Trystin Angell
Jackie Churack
Maegan Herwig
Becky Kieger
Taylor Kirby
Jennifer Levitz
Cindy Lovelette
Nicole Luepke
Kelsea & Dusty
McCormack
Kjirsten & Bjorn Pearson
Marcia Reiter
Bria Schultz
Katelyn Svien
Yvette & Paul Zona

MISSISSIPPI

Karee Brown
Kayla Coleman
Lori Corbin
Chelsie & Bo Gilbert
Ginger Gregory
Mary & Scott Guidry
Amy Martin
Shea Mills

Stephanie Peebles
Hailey & Jake Polderman
Shannon Rawson
Cheryl & Shane Smith
Susan & Dennis Smith

MISSOURI

Christina Ammons
Emily Basler
April Berry
Lynnette Conkling
Shyra Davis
Hailee Eckert
Jane Frisch
Elise & Randy Glover
Jeff Greer
Sonia Hale
Carol A Hall-Whittier and
Ernest Whittier
Jackie Heredia
Taylar Jackson
Vicky Jaegers
Lauren Judd
Brent & Mindy Lambeth
Kyle & Lauren Murphy
Krysta Remole
Jessica ShawSchanuel
Lauren Tucker
Kristen Wallace
Rasheal Wesley
Lauren Wise

MONTANA

Taylor Hamel
Peggy Hillman
Sierra Jacobs
Laura & Daniel Larson
Laticia LaTray
Emily & William Louis
Angelica Shaw
Kelly Smyth
Keesha Timmer
Bonnie Wright

NEBRASKA

Clay & Bethany Harmon
Jamie Helget
Nicole Kays
Kelly Krohn
Alvaro Molinar
Amanda Rausch
Kahner Woods

NEVADA

Kim Bishop
Angelica Cardenas
Jodi & Joe Collins
Alejandro Sandez-Cid &
Dalila Estrada
Vincent Ferrazzano
Julie & Kaoi Galeng

Brayan Garcia-Mendoza
Bill Graziano
Larry Baity & Terri Haddad-
Baity
Martina & Jesus Lopez
Rickey Miller
Sahira Moreno
Ana Nava
Jenette Titus
Carlos Torres & Veronica
Sahagun

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Cindy McKnight
Amber Riley
Linda & Tom Varela

NEW JERESEY

Karen Ayala
Valerie & Robert Baylor
Ann Marie & Craig
Bierbaum
Cecelia D'Orazio
Robin DeLorenzo
Alexis Demetroulacos
David & Cheryl Felsenthal
Sandy Grippo
Maria Lewis
Julie Lynes
Veronica Mabilia
Stephanie Nichols
Stephanie Perry
Marisol Santos
Elizabeth Turek

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Ana Benevitez
Elizabeth Campbell
Connie De La O
Laurel Dillard
Dolores Espinoza
Rebecca & Ryan Howard
Josh & Maribel Salinas
Maria & Wilhelm Siemens

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Jeannette Burgess
Shawna Butts
Dr. Thomas Davies
Cindy Grosz
Yvianne Hyacinthe
Janeen Salzman
Hannah & Adam Snyder
Danny Tore
Phyllis Young

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Leslee Bentley
Cory & Eliza Buckman

Krystal Burke
Cassidy Carrigan
Bonnie Craig
Tiffanie Edmonds
Pepe D Essary
Ali & Brandon Farabee
Jessie Foy
Caitlyn Greene
Jesus Gutierrez Solorzano
Mischa & Brad Hardee
Eve Hendricks
Betty & Bruce Howard
Nikki Huffman
LaQuita Ibegwam
Sara Jo Kimrey
Mary Kondratowicz
Chelsea Kovacs-Krueger
Kelly Marshburn
Jenne & Jay Matthews
Marie McCohnell
Tonia McRae
Rebecca & John Stewart
Kim Talbert
Ashley & Jeffrey Tullai
Chasity Wharton
Amanda & Matthew Wilcox

NORTH DAKOTA

Taylor Tomac

OHIO

Olivia & Dawson Aichholz
Jodi Barnt
Elizabeth Bartolon
Elizabeth Bascom
Jennifer & Jim Belt
Brooklyn & William Blair
Sarah Boehringer
Maddy & William Brett
James Brooks
Evan & Shannon Brown
Reilly & Tate Bucher
Brittany Craig
MaryAnn & Daniel Domka
Taylor Gramberg
Dr. Shelley J Hamler
Stephanie Hurt
Brian & Cheryl Johnson
Benjamin & Brittany Kovacs
Jessica McCarty
MaryAnn Miller
Lauren & Max Nihart
Jill & Greg Parker
Sarah Rankin
Jill Rodrigues
Kerri & Clarence Schlabach
Katie Thieda
Nicole VanPelt
Amber & William Walker
Deanna Withrow
Rachel & Dustin Woodrum

OKLAHOMA

Trina Baumgartner
Allison Dalke
Cheryl Enko
Leland Glasco
Stephanie Hopkins
Lindsay Jones
Katy Koyck
Layce McMullen
Kimberly & John Roberts
Amy & Nate Smith
Edie Tolar
David & LaJeanna Toliver

OREGON

Kindel & Dennis Bonin
Cassidy & Michael Burns
Vanessa Embelton
Anna Luthi
Amanda Reno
Shelby Shely

PENNSYLVANIA

Morgan Benton
Jamie & Matthew Binko
Michele Edwards
Ben Eshenbaugh
Stacy Gallagher
Sharon & Mark Londino
Anade Louis
Nicolle Lucas
Natalie Mclean
Shelby Morris
Brett & Jackie Morrow

PUERTO RICO

Marianela Guerrero
Rosa Maldonado
Marilyn Lopez Huertas &
Jose Rafael Perez
Dinorah Rodriguez

SOUTH CAROLINA

Holly Bardone
Joshua & Natalie Blanton
Dee & Justin Brooks
Megan Collins
Danielle Deperi
Amy & Mark Fincannon
Thomas & Lauren Gaede
Sylvia Herring
Jason & Katie Hill
Tiffany Hiott
Gwendolyn Mack
Gina McLean
Rochell & Andrew
Middleton-Hill
Shayla Newman
Grace Vines

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Skyler Best
Katie Jacobs
Kamberlyn Lamer
Lisa Lewis
Kim Weisbrook

TENNESSEE

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Darlene & Randy Chapman
Ainslie Franklin
Bailee Horton
Tonia Johns
Fleecy Johnson
Jessica Keithline
Tammy & Neal Kelley
Krista Kinsler
Morgan & Derek Martin
Allison & Nathan Neal
Danielle & Johnny Odom
Anna Owen
Andrea Parham
Cameron & Ryan Phillips
Ashley Phipps
Brittany Turner

TEXAS

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Gabriela Aladro & Patricio
Gonzalez
Rachael Anderson
Summer Anderson
Alma Araiza & Carlos
Galvan
Vanessa Arizpe
Britney Atkerson
Shani Baird
Nora Barnes
Jenny Baxter & Kurt
Kretsinger
Robin Bell
Amber & Jeffrey Blanch
Jami Bostic
Allie & Joshua Boyd
Marcia Boyd
Kristina & Christopher
Brown
Sherice Brown
Deidra Bryant
Janice & Chris Burke
Alison & Matthew Callaway
Judee & Bernard Capucao
Karie & Cole Carney
Adanelia Casas
Mercy Casili-Colunga
Lorena Castaneda
Rosa Castillo
Hailey Celaya
Amber Climer
Yuki & Jose Coca
Haley Combs

Coralia Cordoba
Anna Cox
Brittany Craine
Samuel Cruz Carlos
Zahamira Cruz Carlos
Ismael Cruz & Olga Garza
Ashley Davis
Hannah & Morgan Davis
Maria De la Luz Gonzalez
Heidi Delgado
M Leonor Garcia & Sergio
Delgado
Angelita Diaz & Jorge
Medrano
Sabrina & Doug Ellis
Ezequiel & Leslie Escalera
Sherrian Finner
Josefina Flores
Petra & Magdaleno Flores
Isaiah Flowers
Dianna Maria
Ruth & Jonathan Foster
Eri Garcia
Veronica Garcia
Laura Garza & Jorge Perez
Amanda George
Jessica Glaze
Luis Lauro Gonzalez
Lindsey & Scott Graham
Luis Martinez & Ana Lucia
Chapa
Kristen Hackman
Lisa Hernandez
Lisy Hernandez
Claudia & Jesus Hinojosa
Kole Hoenicke
Lindsey & Eric Hulen
Michael & Grace Ivery
Jill Ivey
Heidi Kilman
Hena Kyung Kim
SueHyun Kim
Shealyn Kinikin
Kristin Kirkland
Manda Kistler
Angie Kram
Meredith & Aaron Lapetina
Jane Lee
Rocela Ling
Taylor Litzman
Elizabeth Liu
Maria Llamas
Kristi Ludwig
Amber & Robert Massicott
Brenda Maxwell
Scott McKay
Maricel & Joseph Meade
Dayna Millions
Daisy Yamileth Munoz
Escobar
Graciela Nieto

Haley Nixon
Gissela Obregon
Victoria & Michael Ofeimu
Ashley & Brandon Olive
Erica Owens
Steven & Heather Parker
Amy Parr
Christopher & Sarah
Pentecost
Anita Perez
Heather Perez
Jacy Permenter
Phyllis Phillips
Brooke Polak
Amber Randall
Jaci Reinbold
Cindi Richter
Isaiah Robinson
Jennifer Robison
Rafael & Monica Rojas
Florenia Romero
Angela Roper
Andrea Sanders
Chastity Sanders
Daniel Sepulveda Berain
Dawn Shannon
Tammy Sicola
Sandie & Lyle Siemens
Nate & Jenna Simpson
Cindy Smith
Meagan Stansbury
Dutchess Stiles
Lenora Stoner
Sheila Stoutmire
Thomas Thompson
Olivia Todd
Sarah Tolson
Amy & TJ Trietsch
Tyray Ulmer
Amy Varley
Juan & Maria Vazquez
Dana Vick
Bree Villaseñor
Sherry Wade
Gaby & Lance Walerczyk
Maddie Wimberley
Marissa Winfield
Amanda Winslett
Adelhi & Gerardo Zamora

UTAH

Mariel & Frank Filippone
Katie Flynn
David R Green Jr & Leah
Green
Rebekah & Grant Pumphrey
Maria E Santana
Jeffrey & Lisa Stutz
McCrae Thompson

Circle of Influence—Pacesetter

VIRGINIA

Melissa Engelking
Michele Estep
John Hall
Jackie Kanupp
Sarah Kim
Kienyn Nowak

Jaylicia-Jinei & Brennan Young
Shannon Robb
Dianela Silva
Minjeong Song
Sabrina & Bradley Yoshitomi
Brittany Young

WEST VIRGINIA

María Carmen Hernandez
Vanessa Lestin
Kelsi Ullom

WASHINGTON

Alicia & Jesse Aunspach
Lynn & Tom Delancey
Blake Guidice
Myongsuk McConville
Jacquelyn Mejia
Leah & Sam Melquist
Syrina Melton
Trisha Myers
Terry O'Neill
Stephanie Palady

WISCONSIN

Danielle Kawlewski
Dante Kilgore
Laura McIntosh
Shar Ogiba
Nicole Ruffolo
Molly Schmidt
Jessica Smith
Ashley Tank

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

Tania Belcastro
Danielle Brown
Randi Crawford
Leanne Driscoll
Jordan Gallais
Heather Hetherington
Jules McPhee
Lexie Ringland
Ruviro & Ma. Bernadette Ruanto
Alysha Tenbroek
Jennifer Tongco
Chloe Turner
Kimberley Wouters
Geraldyn Wright

Caitlyn Stevenson
Brenda & Johnnie Unrau
Kyra Zebrasky

NOVA SCOTIA

Jeanie MacRitchie-MacKinnon

ONTARIO

Oliver Arcilla
Christa Blanchard
Sonia Clarke
Corazon Mayrina
Cheryl McClinchey & Jeff Bournon
Krystal Nagy
Darryl Nequest
Esperanza Ucol

QUEBEC

Cathy Beaudoin
Carole Louis
Francklyn Luc
Katherine Ross
Terry Tull & Joseph Swierk

SASKATCHEWAN

Carol Aceron
Falynn Bell

Ryley Boon
Ashlee & Stephane Brisebois
Tally Carriere
Lisa Gyoerick
Rob Johnson
Madison LaFreniere
Haley Martin
Kristie & Brendan Payne
Amanda Piche
Kaelyn Salamanchuk
Vanessa Savage

ALABAMA

Tori Bailey
April Calhoun
Chelsea Cooper
Sonya Dyess
Joshua & Dawn Gentry
Tiffany & Whitney Haggamaker
Michelle & John Hooper
Brittany Knoll
Javetta Lodge
Tiffany Pratt
Freida Pressnell
Haley Smith
Jessy & Andrew Tipton

ARIZONA

Maria R Cisneros
Esther Mejia
Violette Pullano
Eduardo Ramirez
Suely Ramirez
Fatima Sanchez
Bonnie Wilhelm
Deanna Woitaszewski
Debbie Yoos

ARKANSAS

Bridgett Collins
Laiken Stafford
Amy Whisman

CALIFORNIA

Victoria Ahlers
Frederick & Nina Irene Arroyo
Sun Cho & Ronald Song
Christine Kim
Maria Crane
Kelly Eisenbise
Ofelia Eufemia Ventura
Amanda Ferre
Kristen Frankmore
Elsa Garcia
Susana Gonzalez
Katherena Higashi
Grace Kim
Brenda & Theodore Kramer
Yessenia I Lara
Eun Kyung Lee
Ha Nam Lee
Kahee Lim
Barbara Martinez
Tammy Masciovecchio
Thao Nguyen
Theresa Race
Bernabe Ramos Blas
Sierra Rhodes
Maria Jovita Robles
Bianca Santos & William McGuigan
Ma Luisa & Adrian Solis
Saul Fernando Valerio Aguirre

COLORADO

Rochelle Elder
Zachary Wirth
Casey Witzel

CONNECTICUT

Jessica Garofano
Nicole Pichasaca

DELAWARE

Sherron Rodriguez

DISTRICT OF COLUMBIA

Maria Inman

FLORIDA

Tommy Allen
Offrand Auguste
Michelle Bartley
Voltaire Charles
Kay Cox
Marilyn Cruz
Jinky Diaz
Lindsey Donato
Dieuvandel Dorcius
Brooke Frapart
Norma Germain
Terry Harper
Laura Heredia
Junie Joseph
Monica Killins
Samantha Lorenzo-Horsley & Dale Horsley
Atiya McNeal
Fayre & Ryan Montecalvo
Karen & Michael Peterson
Dieulourdes Philippe
Guillermo Reyes

Louis Rodriguez
Marie Yanick Saint Fleur
Tami Siben
Craig & Mulan Snowdon
Adrianne Taggart
Melanie Taylor

GEORGIA

Brynley Conway
Glenda Douglas
Leasel Downey
Anne Drury
Shvilla Gaines
Caitlyn & Adam Gathercole
Greta George
Jennifer Groover
Faye Hartfield
Jennifer Hunter
Latrice Jackson
Giovanna Matta
Kristin McKibben
Kaitlin Newport
Morgan Parker
Melissa Stanley
Renee Turner

HAWAII

Josh Imai
Ronson Olaso
Jessica Ramie

IOWA

Tina Ahlberg
Cara Hintz
Andrea Kuehn
David Leatherman
Stryker Vance

ILLINOIS Tiffany Anderson D'onminique Boyd-Riley Shelly Doyle Naomi Eguia Beltran Lauren Kostynick Katy Vodicka	MICHIGAN Laura Bracali Bailey & Nathan Kolkema Charlynn McBee Earka Mingo Katie Smith Alissa Stoops Nicole Wills Alana Yoder	Tociana Watley July Gloria Williams	TEXAS Sarah Allen Toree Allen Hannah Arnold Twila Bauman Robin Bell Gail & Bill Bertrand Hermelinda Cardenas Rosa & Noe Cardenas Hilda Castaneda Morgan Chance Amber Climer Haley Combs Amber Crenshaw Zahamira Cruz Carlos Amanda Dahnke Victoria Delaune Ezequiel & Leslie Escalera Veronica Espinoza Jennifer Faglie Stephanie Fajkus Maria de Jesus Felix Josefina Flores Eloisa Galindo Eri Garcia Lisa Garlington Liz Gunderson Luis Guzman Hameedah Habeeb Mandi Hamilton Gibson Lolita Harris Lisy Hernandez Kristina Holcomb Jessica Horton Shane Hussey Holly Johnson Bethany Jones Chenita Jones SueHyun Kim Shealyn Kinikin Kristin Kirkland Ashley Kitchens Angie Kram Meredith & Aaron Lapetina Jane Lee Rocela Ling Stephanie Looney Carlos R Lozano Deborah E Lozano Kristi Ludwig Amelia Mckee Delmy Muralles Maria Muralles Gissela Obregon Victoria & Michael Ofeimu Rehema Olufemi Sharon Osborne Steven & Heather Parker Amy Parr Sheree Patterson	Griselda Perez Santellana Shandi Polak John & Rhonda Pollock Keyla Ponce Maria L Quintanilla Tammy Raines Amber Randall Leah Rivas Mayra Rivas Leah & Darius Rivera Erick Rodriguez Quinonez Flor Rojas Andrea Sanders Susana Santiago Lourdes Scull Shvonne Smith Alicia Tackett Donnish Thomas Janeth Torres Tyray Ulmer Elisa Vazquez Juan & Maria Vazquez Sandra Villarreal Garza Shelley Waddell Sherry Wade Tori Whitaker	WISCONSIN Molly Bongel Beth Gerbing Stacy Keene Jennifer McKinney Amy Sachs Makayla School Marki Wolf
INDIANA Laura Alcorta Alissa & Jason Alsup Margarita Carrillo Edgar Alejandro Cortez Jessica Ferguson Lori Humbert Sarah Johnson Dominee VanNostran	MINNESOTA LaTonya Holifield McKenzie Mikkelson Katelyn Svien	OKLAHOMA Trina Baumgartner Jonathon & Tamara Brock Tammy Hornek Layce McMullen Andrea Rainey	UTAH Mariel & Frank Filippone Katie Flynn Amanda Miller Kellie Wheeler	WEST VIRGINIA Maria Carmen Hernandez	
KANSAS April Bergner SenaKay Bland Haley Brunson Melanie Gifford Elina Katsman Ryan & Bailee Latta Jose Lopez Heidi Moore Khrysten Mosher Madison Petit Paige & Trenton Specht Raeleen Weston	MISSOURI Mackenzie Aldrich Jeannie David Deanna Fisher Vicky Jaegers Heather McCoy Maria & Drew Renaud Destiny Wesley Mackenzie Woodruff Brooklyn Yoder	OREGON Heather Brown Amanda Grant Madison Ross Addison Wasko	VIRGINIA Melissa Engelking Michele Estep Malissa Fansler Jackie Kanupp Leda Pacas Miranda Monica Turner Lyndsey Yocom		
KENTUCKY Kim Allen Denise Daugherty Ashley Dawn Ashley Hawkins Tiffany Medley Ciara Mollett Jessie Powell Lauren Turley	MONTANA Julia Standish	PENNSYLVANIA Alysha Bunch Nicholl & Kyle Ciecierski Louis Figueroa Stella Gonzalez	WASHINGTON Michelle Bonesteel Kay Boyce Shannon Colberg Karla Cornejo Rachel & Logan Dumadag Blake Guidice Choon Og Kang Je Jinhee Lee Jacquelyn Mejia Randi Sherman Angelina Silva Dianela Silva Minjeong Song Nicole Stratton Corinne Wright Brittany Young		
LOUISIANA Alicia Breaux Glenda Cruz Haleigh Earnest Laura Glover Elsa Monrroy Mirna Muñoz Brittany Picou Miselcy Vargas Avia Wilson	NEBRASKA Tamara Dobias Justina Johnson Jocelynn Mueller Olivia Stevens	SOUTH CAROLINA Liz Bell Christie Doriety Nicole Hassinger Tiffany Hiott Gwendolyn Mack Grace Vines			
MARYLAND Keane Daniel Soriano Tammie & Eric Watson	NEVADA Kirsten Chislett Elyssa Graziano Rickey Miller	SOUTH DAKOTA Katie Jacobs			
MASSACHUSETTS Dana Brattlof Heather Kusey	NEW JERSEY Marie Jean- Joseph	TENNESSEE Taylor Bishop Jennifer Boswell Erika Cobb Stacy Grimm Bailee Horton Ashlyn Knight Lauryn McBride Jessica Michael Michal Tinoco			

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!

ALBERTA

Braden & Courtney Bitzer
Brenna Bristow
Jessie Fitzgerald

NEW BRUNSWICK

Jordan & Kyle Blunston

ONTARIO

Kerry De Hoog
Kathy & Don Rae
Christine Spilotro

QUEBEC

Ashley Costello

SASKATCHEWAN

Falynn Bell

ALABAMA

Tiffany Pratt
Gillian Queen

ARIZONA

Ashley McLaughlin

COLORADO

Jenna & Joshua Allison

DELAWARE

Erika Scott

FLORIDA

DeAnn & Gregory Alaine
Erica Cole
Melanie Dixon

GEORGIA

Tiffany Bowlin
GraceAnna & Jacob Harrell
Rebekah & David Harrell
Michelle Jacobs
Sunni Vickery

IDAHO

Karrie Navarro

INDIANA

Kristi Berry
Sarah Johnson

IOWA

Josh & Stacia
Vander Stoep

KANSAS

Savannah Hale
Cherie Haynes
Raeleen Weston

LOUISIANA

Charlene Joseph
Doris Wells

MARYLAND

Tammie & Eric Watson

MINNESOTA

Ally & Derek McCallson

MISSISSIPPI

April Harris

MISSOURI

Leslie Rice

MONTANA

Taylor Hamel

NEW MEXICO

May Martin

NEW YORK

Cindy Grosz
Tara Ryan

NORTH CAROLINA

Romante Archer
Linda Cambell
Angela Clemmons

OKLAHOMA

Layce McMullen

OREGON

Vanessa Embelton
Amanda Reno

PENNSYLVANIA

Linda Harris
Mackenzie Kolehmainen

SOUTH CAROLINA

Brent & Danae Hudson

SOUTH DAKOTA

Kim Weisbrook

TENNESSEE

Michelle Kelley

TEXAS

Haley Combs
Amanda Dahnke
Lolita Harris
Kole Hoenicke
Heidi Kilman
Kristal Morgan
Steven & Heather Parker
Jaci Reinbold
Kelsey Thornton

UTAH

McCrae Thompson

WASHINGTON

Kay Boyce
Samantha Roberts

WISONSIN

Katherine Vander Kinter



O U R F O R M U L A F O R S U C C E S S

HARD WORK TODAY ALWAYS LEADS TO A BETTER TOMORROW



We believe in the time-proven principle that consistent effort, day after day, creates the foundation for lasting success. The work you put in to make your life better will always pay off. It may not be immediate, but it will always bring rewards. Melaleuca has developed a way for average people to work toward meaningful goals and reap amazing benefits. We believe in you! Your efforts *will* pay dividends!

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