NOW MORE THAN EVER, YOUR NEIGHBORS NEED MELALEUCA P. 22

Melaleuca®

NOVEMBER 2026 | USA

LEADERSHIP IN ACTION

ENHANCING THE LIVES OF THOSE WE TOUCH®

ONE YEAR FROM NOW

How would life change if you focused on your business for one solid year? P. 12







EXECUTIVE CHAIRMAN
FRANK VANDERSLOOT

You Can't Catch a Thing Unless You Keep Your Line in the Water

We have learned a lot in the short 41 years we have been in business. Some of those things have to do with what factors make the biggest difference in building a large Melaleuca business.

For some time now I have observed how different people approach working their business. It is obvious that some are much more successful than others. The reason why they are more successful has also become very apparent.

In the early stages of our company, I made the mistake of believing that other people's success would be determined by their skill levels, by how talented they were, and how bright they were. When I met new Marketing Executives, I made the mistake of "prejudging" them as to whether they would be successful or not. I didn't do it consciously or with any ill intent, but I found myself making a subconscious "check mark," as if to say, "Boy! This person will do really well!" or "I doubt this person will ever make Senior Director—I hope she has someone to help her!" I soon learned how wrong I was to be so audacious as to believe that I had the ability or even the right to have any preconceived notions about anyone before they had the chance to prove themselves.

I soon learned that skill, talent, and intelligence were not the defining factors for success. Those whom I had prejudged consistently proved me wrong! Although many of the bright, skilled, and experienced people have done very well, many have not. And yet many of those whom I thought would not make it have done extremely well.

> *"There is one trait shared by all those who have been very successful: That trait is tenacity!"*

Although there are vast differences among those who have had success with Melaleuca, there is one trait shared by all those who have been very successful: That trait is tenacity! I would define tenacity as "focused energy," a single-



mindedness of almost constantly working their business during their normal business hours—they are at it day in and day out. They do not let go of their goals. They do not wait for something to happen; they make things happen!

It does not matter much how bright they are or how skilled they are. I have seen many who have lacked social skills and people skills who could, in no way, be considered "polished"—yet they become Executive Directors, earning in excess of $100,000 annually just by sticking with it every single day. By "sticking with it," I mean they regularly and systematically add to their contact list, enroll new customers, and help those customers build a Melaleuca business.

I have been delighted to watch what happens when someone makes a goal and sticks with it until that goal is achieved, no matter what kind of distraction may come their way. Some businesses move more quickly than others. The speed of the growth of each business has more to do with the tenacity of the leader than any other factor. Those who are not tenacious are easily distracted; day-to-day life gets in the way, or they busy themselves with unproductive activities. With Melaleuca, productive activities are the Seven 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**

Unproductive activities would include pretty much all other activities except the Seven Critical Business-Building Activities. When my children were smaller I took them fishing a lot. In truth, I do not enjoy "fishing" nearly as much as I enjoy "catching." We had a family motto: "While others go fishing, we go catching!" I taught my kids that if they were going to be serious about "catching," they had to keep their line in the water. They repeatedly heard me say, "You can't catch a fish with your line out of the water!" They got tired of hearing it, but those who were tenacious about keeping their lines in the water caught lots of fish, while those who got distracted and fiddled around with other things never caught much of anything.

At Melaleuca, making phone calls, setting appointments, and making presentations are the same as having your line in the water: If you are not doing those things consistently, you may be having a great time but your business will not be growing much.

It is great to know that success with Melaleuca does not depend on some endowed gift or combination of skills. In all cases, success with Melaleuca comes from tenacity: never losing focus on contacting potential customers and making presentations. It's a simple concept, and it's totally within our control. Everyone—including you—can do it if you stick to it! If you want your business to grow faster, make sure your line is always in the water!

Sincerely,

Frank VanLeeuwen



ONE YEAR FROM NOW

Feature Story

Imagine arriving at the conclusion of 2027 with less financial stress, more freedom, and more time for the people you love. Discover how five Melaleuca Marketing Executives did exactly that—turning everyday efforts into meaningful changes—and how you can too.

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Business Building

Financial stress doesn't always look the way you expect. Learn to recognize the needs hiding in everyday conversations, stop prejudging the people on your contact list, and turn your own New Year's resolutions into consistent business-building action—starting now.



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Living longer is good. Living healthier is better. But living with purpose? That's *soulspan*. Discover how it can make your life richer—and your Melaleuca business stronger.



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SEPTEMBER 2026

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.



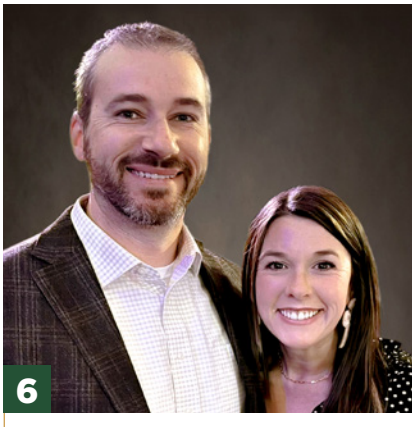
1

Sheyenne & Payson Brumbelow
TEXAS
MELALEUCA LIFETIME EARNINGS: **$987,447**



5

Alissa & Jason Alsup
INDIANA
MELALEUCA LIFETIME EARNINGS: **$334,905**



6

Thomas & Lauren Gaede
SOUTH CAROLINA
MELALEUCA LIFETIME EARNINGS: **$341,899**



7 MASTERS

Devan & Adam Rothers
KANSAS
MELALEUCA LIFETIME EARNINGS: **$670,354**



11 MASTERS

Lisa & Jason Rusk
OHIO
MELALEUCA LIFETIME EARNINGS: **$870,340**



12

Brandi & Jeremiah Whitmer
GEORGIA
MELALEUCA LIFETIME EARNINGS: **$732,923**



13

Troy & Shandee Messer
ARIZONA
MELALEUCA LIFETIME EARNINGS: **$837,847**

The Executive Leadership Council (ELC) is composed of the top Executive, National, Corporate, and Presidential 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

Natasha Rae
ONTARIO

MELALEUCA LIFETIME EARNINGS: **$560,198**



3

Brittney & Matthew Landrum
INDIANA

MELALEUCA LIFETIME EARNINGS: **$189,522**



4

Morgan & Derek Martin
TENNESSEE

MELALEUCA LIFETIME EARNINGS: **$3,396,083**



8 MASTERS

Jody & Jim Morgan
FLORIDA

MELALEUCA LIFETIME EARNINGS: **$1,128,373**



9

Sarah & Thomas Fisher
GEORGIA

MELALEUCA LIFETIME EARNINGS: **$740,409**



10

Lindsey & Drew Martin
MISSOURI

MELALEUCA LIFETIME EARNINGS: **$223,987**



14 MASTERS

Erin & Aaron Clark
MISSOURI

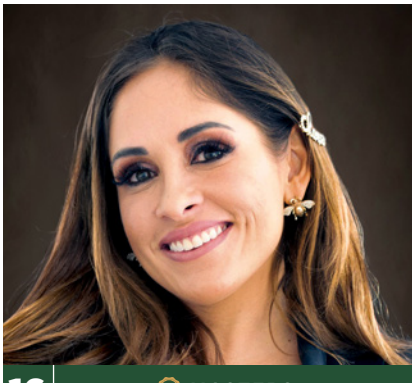
MELALEUCA LIFETIME EARNINGS: **$15,054,353**



15

Braydi & Tanner Hoppus
ALBERTA

MELALEUCA LIFETIME EARNINGS: **$674,432**



16 MASTERS

Geneveve & Sean Sykes
FLORIDA

MELALEUCA LIFETIME EARNINGS: **$2,802,217**

Consult the Annual Income Statistics on page 58 for typical results.

The Missing Metric: *Why* SOULSPAN *Matters*



At Melaleuca, we talk a lot about longevity—and we should. As *Melaleuca: The Wellness Company*, we help people live longer, healthier, more vibrant lives. We believe the products we use every day matter. Preventive wellness matters. And small, consistent choices compound over time. When families choose safer, healthier, more effective products for their homes, they invest in their future. And when our Marketing Executives refer new shoppers, they earn monthly repeat income that helps reduce worry and allows them to live life on their terms.



DARRIN JOHNSON
Senior VP of Sales
@darrinjohnson1

You've probably noticed that the wellness space has become obsessed with two big ideas: lifespan and healthspan. Lifespan asks, *How long will I live?* According to official Centers for Disease Control data, average life expectancy at birth in the United States is now 79 years.

Healthspan asks, *How long will I stay healthy, active, and capable?* Both matter deeply. No one simply wants more years if those years are consumed with poor health, low energy, or preventable decline. That is why Melaleuca's mission is so meaningful. Every time you help a family replace ordinary products with better ones, introduce someone to the Melaleuca Overview, or help a new shopper begin shopping with Melaleuca, you help them take a step toward a greater healthspan.

I'll bet you already know your longevity and healthspan metrics. You know your cholesterol and blood pressure numbers. You may know your ApoB number—a count of the cholesterol-carrying particles in your blood. You monitor your blood glucose. You track your sleep, macros, and total calories.

You intentionally consume enough protein and minimize ultra-processed foods.

All of that is fantastic, but there is so much more. Now, as we sprint into the holiday season and consider what's possible for us in 2027, I invite you to consider a third metric that may be even more important: soulspan.

The Missing Metric Is Soulspan

Sharon Horesh Bergquist, MD, summed it up well in *Psychology Today*. She wrote, "In essence, soulspan can be defined as the extent to which we feel fully alive from experiencing joy, satisfaction, and meaning throughout our lives. We build our soulspan through the energy and fulfillment we gain from connecting, creating, and contributing."

Soulspan is a measure of your aliveness. It is not just how many years you live or how well your body functions. It is how much purpose, connection, courage, contribution, and anticipation you experience along the way.

Soulspan asks different questions: *Am I still growing? Am I still contributing? Am I still connecting with people in meaningful ways? Do I have something I am excited to build? Am I living with purpose, or am I simply maintaining what already exists?*

I know firsthand how easy it is to let soulspan drift. It rarely happens all at once. It usually happens slowly, amid good intentions and full calendars. Work gets demanding. Your kids need you. Your parents need you. Commitments pile up. Responsibilities expand. Urgent matters get louder while the most important things are quietly pushed to the edges.

I have experienced that in my own life. There have been seasons, especially around the holidays, when busyness pulled me away from what mattered most. I was physically present but mentally distracted. I was going through the motions without always connecting deeply. I was checking boxes without considering whether my days felt meaningful.



That can happen to all of us. It's why the holidays are such a powerful time to assess your soulspan. November and December have a way of revealing what is healthy and what is missing. We gather with family. We reconnect with friends. We reflect on the year that is ending and the one ahead.

We feel gratitude, but we may also feel pressure. We celebrate progress, but we may also recognize relationships we have neglected, dreams we have postponed, and opportunities we have allowed to be delayed by fear or busyness.

The holidays are more than a season to rush through. If we slow down and pause, they can provide an accurate assessment of our soulspan. They show us where we feel alive, where our relationships need attention, where our purpose has grown stronger, and where life may have become too much about maintenance and not enough about meaning. That makes this season the perfect time to pause and ask, *How is my soulspan?*

Melaleuca Builds More Than Repeat Income

When you share the Melaleuca business opportunity, you naturally highlight repeat income and bonuses. That makes sense. Melaleuca has now paid more than $7.9 billion to families just like yours—and that number grows month after month! Repeat income matters. It can create options, relieve pressure, and help families breathe. It can fund dreams, pay off debt, create flexibility, and provide a path toward greater freedom. But if you have been building this business for any length of time, you know that Melaleuca does more than create income. It gives people a purpose and a life-changing reason to grow, reach out, reconnect with old friends, meet new people, develop leadership skills, overcome fear, practice courage, and help others move toward a better life. That is soulspan.

Every name you add to your contact list is more than a name. It represents a relationship—a person with goals, pressures, health concerns, financial hopes, family responsibilities, and dreams they may not have said out loud in a long time. Every appointment you schedule is more than an appointment. It is a moment of courage. It is you choosing growth over comfort. Every

Melaleuca Overview you share is more than a transactional presentation. It is an invitation to shop differently, live healthier, think bigger, and possibly build something that could change a family's future.

That is why consistently doing the first three Critical Business-Building Activities matters so much: Add names to your contact list. Schedule appointments. Share the Melaleuca Overview. These actions build your business, and they also build you.

The Business Grows When You Grow

One of the great blessings of building a Melaleuca business is that it requires you to become a bigger version of yourself. You have to practice discipline when motivation fades. You have to take action when it is easier to remain in your comfort zone. You have to practice consistency when your feelings try to convince you to stop. You have to practice leadership when others are watching. And you have to practice belief when the results have not yet caught up with your effort. That is soulspan in action.

When you add names to your contact list, you train your mind to focus on others and ask: *Who can I help, and how can I help them?*

When you schedule appointments, you step outside your comfort zone and do more than you thought possible. When you share the Melaleuca Overview, you strengthen your voice and belief while proudly sharing the #2 Best Brand for Value in America with others.

When you help others advance to Director and beyond, you multiply your impact and develop your leadership skills. You are no longer building only your own business. You are helping someone else build confidence, income, leadership, and belief.

As you develop personal leadership, you realize that helping others reach their goals feels better than reaching your own—and that your own progress can accelerate as you help others reach theirs.

A Holiday Soulspan Checkup

As you move through November and December, I encourage you to complete a simple soulspan checkup. Take 15 minutes, sit somewhere quiet, and answer these questions honestly:



5 QUESTIONS TO FINISH STRONG

and step into 2027 with purpose!

1. **CONNECTION**
   Who do I need to reconnect with before the year ends?
2. **CONTRIBUTION**
   Who could benefit from learning about Melaleuca before 2027 begins?
3. **COURAGE**
   What conversation have I been avoiding because I'm afraid of hearing no?
4. **GROWTH**
   Who am I helping advance to Director—or beyond?
5. **ANTICIPATION**
   What am I building in 2027 that genuinely excites me?

Finish with intention. Build with anticipation. Then turn your answers into action. Add 10 names to your contact list. Schedule three appointments. Share the Melaleuca Overview with someone who needs a fresh start. Reach out to someone you appreciate and explain specifically why you are grateful for them. Identify one person on your team who is ready to grow, and help them take the next step.

That is how soulspan grows—not through vague inspiration, but through intentional action.

Live for Your Soul

As we prepare for 2027, I encourage you to set meaningful goals for your Melaleuca business. Decide which status you are committed to achieving. Identify whom you will help advance. Write down the income you are working toward and the families you want to serve. But set soulspan goals too. Decide that in 2027, you will not simply maintain your life—you will expand it.

Melaleuca is a powerful vehicle for longevity because our products help families live healthier lives. It supports healthspan because better daily habits and routines lead to better long-term outcomes. And it supports soulspan because this business invites you to grow, connect, lead, contribute, and stay fully engaged in your life.

So as you move into the holidays, slow down and approach the Seven Critical Business-Building Activities with renewed purpose. Add names. Schedule appointments. Share the Melaleuca Overview.

And what will be the result? Of course you are building a thriving Melaleuca business. But remember that every conversation, every invitation, every name you add to your contact list, and every person you help does more than build your business.

It builds your soulspan.



And that may be one of the greatest rewards of all. LIA



OUR VISION

WE ARE BUILDING A BUSINESS TO LAST A LIFETIME

Most companies think in quarters. We think in decades. Every decision we make, every product we develop, every principle we uphold is designed not just for today's success, but for tomorrow's legacy. We're building something our children and grandchildren can be proud of—a business that will continue enhancing lives for generations to come.

Melaleuca.com

ONE YEAR FROM NOW

What could change if you gave your business one focused year?



PICTURE THE PERFECT HOLIDAY SEASON

Snow falls in soft, fat flakes outside a house glowing with warm yellow light. A fire crackles in the living room beside a bushy Christmas tree, every branch heavy with ornaments and shimmering lights. Shiny presents spill out underneath it, every item checked off the wish lists with a few big surprises mixed in. And that's just the backdrop for the real magic of the holidays.

Someone has just arrived from the airport, cheeks rosy-pink from the cold, arms spread wide for a hug. Children race around in new pajamas. The extra leaf has been added to the dining table, and extra chairs are pulled in from all over the house to seat everyone. There is too much food on the table and, soon, in everyone's bellies. Laughter keeps everyone at the table long after the dishes have been cleared.

ILLUMINATING WHAT MATTERS MOST

The holidays have a way of magnifying things. Joy feels brighter. Traditions feel more meaningful. Togetherness matters more. But not everyone's holiday looks like a Norman Rockwell painting. And the holidays can also magnify the stress of counting paychecks until Christmas, the time you can't take off work, or the loneliness that comes from a phone that just doesn't ring.

If you're looking at the holiday season with more worry than excitement, know this: It doesn't always have to be this way. You've found Melaleuca—and that means you have just what you need to make next year different.

Consult the Annual Income Statistics on page 58 for typical results.



GO ALL IN FOR ONE YEAR

One year may sound like a long time if you feel like you're barely hanging on. But the next 12 months will come and go in a collection of Mondays, grocery runs, work deadlines, ball games, birthdays, and more. One year from now, you might find yourself in the same spot, just 12 months older. Or you may find yourself preparing for the holiday you've been dreaming of because today you committed to creating that change.

Between now and then, you have 365 days: 365 opportunities to make the most of your mornings; 365 days to add a name to your Contact List; 365 chances to share a life-changing store with those you know and the new friends you'll meet along the way.

The formula is simple. Put your all into earning the next enrollment promotion. Then the next. Then the next. By doing that, you'll be adding four new Members to your organization each month—and that consistent activity will help you qualify for the Critical Activity Bonus. In the course of a year, that's 48 new Members and, based on historical averages, four to five new business builders. Help them do the same, and you'll have a growing organization while creating opportunities to earn Mentoring and Expanded Mentoring Bonuses. It all starts with reaching that first small goal this month.

If you're questioning whether it sounds too good to be true, just look at some of the Marketing Executives who took this approach at the close of 2025 and have used the last 12 months to change their lives.

CONTINUED >>



Senior Director 3 **CORINNE WRIGHT**

homeschooling mother, former nurse, and competitive bodybuilder

Last year: Bracing for the financial and personal trade-offs of leaving her job to stay home full-time.

One-year change: Advanced from Director 4 to Senior Director 3, built meaningful income from home, and found friendship, purpose, and a sense of accomplishment alongside motherhood.

Earned $83,424 in the last year from Melaleuca.

After 10 years as a cardiac nurse, Corinne decided to remake her lifestyle as a full-time mother and homeschool her two young children. This season of life passes too quickly, and she was willing to accept what that choice might cost. Leaving nursing meant giving up significant income their family relied on.

And for Corinne, work had never been only about a paycheck. She is driven by goals, whether competing in natural bodybuilding, playing college basketball, or caring for patients. But she decided that being home with her children was worth the trade-off.

But going all in on her Melaleuca business meant she didn't have to give up as much as she expected. It has given her meaningful goals to pursue, a growing sense of accomplishment, and close, fulfilling relationships.

"Without having goals, I feel like I would lose myself in motherhood," Corinne says. "My cup is very full. I have income now that I can count on. I have friendships that I can count on. I have goals that I'm racing toward."

Those rewards have translated into tangible changes for her family too—from buying her husband, Rob, a truck with cash and investing for the future to putting a playground in the backyard and saying *yes* more easily to experiences with their children.

Corinne chose to give her children more of herself.

Melaleuca helped make sure there was still plenty of *herself* to give.



Senior Director 7 **SHANDI POLAK**

mother, speech therapist, and small business owner

Last year: Working four jobs and missing her daughter.

One-year change: Advanced from Director 4 to Senior Director 7 on Pacesetter, developed 13 Directors, and spends more time with her family.

Earned $111,547 in the last year from Melaleuca.

A year ago, Shandi's life was measured in hours she didn't have.

She was a full-time speech therapist, professional makeup artist, co-owner of a wedding rental business, Melaleuca Marketing Executive, wife, and mom to her little girl.

During the week, she felt lucky to have three hours with her daughter between work and bedtime. Weekends often began with a 5 a.m. makeup call and ended after much of the day was already gone.

Shandi initially came to Melaleuca for the products, but an in-home presentation opened her eyes to the referral business. She went all in, even earning the Fast Track trip to Punta Cana, Dominican Republic. Since then, she's developed 13 Directors, regularly earns a five-figure monthly check from Melaleuca, and has retired from professional makeup artistry.

In one word, Shandi describes how this holiday will look different from the last one: "Presence."

For Shandi, the biggest change is not what the family can buy. It's the hours she gets back while her daughter is still little enough to want all of them.

Consult the Annual Income Statistics on page 58 for typical results.



Senior Director 2 **NIECY BILLINGSLEY**

retired professional, wife, mother, and grandmother

Last year: Supporting her family through devastating loss.

One-year change: Advanced from Director 8 to Senior Director 2 and is more able to care for family.

Earned $66,162 in the last year from Melaleuca.

Last year asked a lot of Niecy Billingsley.

Her daughter-in-law, Leah, had spent seven years battling cancer, and in the final months of her life, Niecy and her husband Wilfred regularly made the two-hour trip to help their son and care for his two children while he stayed at the hospital with his wife. Leah passed away in May, leaving the entire family to find its footing again.

Out of necessity, Christmas was "minimal." As retirees, Niecy and Wilfred live on a fixed income—yet they still desire to help their growing family. They learned firsthand that even after good careers and years of saving, retirement does not make financial pressure disappear.

Niecy could have waited for life to settle down before pushing forward with Melaleuca. Instead, she made a different choice.

When Niecy decided to step out of her comfort zone and share Melaleuca with members of her church, she was surprised at the response. The experience was a powerful reminder that people were searching for the safer products and earning potential she already had.

"A blessing is not a blessing unless you can help someone else," Niecy says.

That realization kick-started her momentum. She held in-homes, introduced herself to neighbors she barely knew, and kept looking for people whose needs matched what Melaleuca could offer.

Niecy's consistent efforts have translated into greater peace of mind and increased her ability to go above and beyond for her family. She has been able to help their children when needs arise and even send their son and his two children to Disney World after the loss of their mom.

In contrast to last year's bare-bones Christmas, this year's celebration will see the arrival of all four children, all four grandchildren, a big dinner, gifts, laughter, and everyone gathered in her home. "And it will all be on Mom and Dad," she says with a laugh.

No one would have faulted Niecy for taking a step back and waiting for an easier time. But Niecy knew that holding back meant denying others what they needed. Her courage to move forward during a difficult time has rewarded not only her life but also the lives of all those she's impacted.

CONTINUED >>





Senior Director 9 **ERIKA COBB**

musician, mother, and grandmother

Last year: Starting over in her 50s and worried about retirement.

One-year change: Advanced from Senior Director to Senior Director 9. Paid off all debt except their new mortgage, plus added to their retirement savings.

Earned $120,382 in the last year from Melaleuca.

Erika and her husband Steve are both lifelong professional musicians. They love the life they have built around music, but self-employment comes with financial uncertainty. With no employer-funded retirement plan, Erika entered her 50s wondering whether they were truly prepared for retirement.

Holiday expenses only added to the pressure. With a growing family, celebratory dinners, traditions, and gifts, they often felt stretched beyond their income. Most years, holiday magic came with a slew of credit card charges and a big bill in January.

By the time Erika found Melaleuca, she had spent 11 years building an MLM career and was apprehensive about starting over in her 50s. "I had lost the confidence that I could really find success," she says.

She started anyway.

Since enrolling, Erika has paid off about $20,000 in credit card debt and home-equity loans, helped pay for her daughter's wedding in cash, and began saving for retirement. "What I have achieved with Melaleuca in the last year is opening me up to dream again," Erika says. Now one of those dreams is to gather her grown children, their spouses, and her granddaughter for a family vacation—and be the one who gets to say, "I've got it." And this Christmas, one meaningful change is already certain: The credit cards will stay in her wallet.



Senior Director 9 **KELLI HILLMAN**

mother, entrepreneur, real estate investor, and longtime Marketing Executive

Last year: Hadn't advanced in over a decade.

One-year change: Advanced from Senior Director 7 to Senior Director 9. Is on the verge of developing her first Senior Director and advancing to Executive Director.

Earned $92,982 in the last year from Melaleuca.

Kelli Hillman was already a successful entrepreneur. She owns a wedding and event venue, flips houses, works in real estate, and manages rental properties with her husband, Nic. Those businesses provided income and freedom, but over time, Kelli realized they were missing something she deeply valued—a way to help other women create financial and time freedom in their lives.

"I can't help other women like that in those businesses," Kelli says. With Melaleuca, she could help a mom earn enough to put her children in sports, give a friend the option to come home from a job, or help a family create a little more breathing room around the holidays.

That realization inspired Kelli to make the business approaches that had always felt a little scarier. She pushed herself out of her comfort zone as she focused on what others needed to hear. "At the end of the day, it's not about me," she says. "It's about who I can help and how I can help them."

Kelli's greatest satisfaction comes from seeing the women on her team find their own success. She is now on the verge of developing her first Senior Director—made even more meaningful because it is one of her best friends.

That same year of stretching beyond her comfort zone has brought Kelli's own business back to life. After more than a decade without an advancement, she has climbed to Senior Director 9 and moved within one advancement of Executive Director. What once felt years away is suddenly within reach.

Kelli's story is a reminder that momentum can return, even after a lengthy plateau. You do not have to be a brand-new builder to decide that the next year will be different from the last one.

Consult the Annual Income Statistics on page 58 for typical results.

WHAT COULD CHANGE IN YOUR YEAR?

These five stories began in very different places, and nobody's circumstances changed all at once. Change came through ordinary choices repeated over time—a conversation, an in-home, an uncomfortable approach, a follow-up squeezed into an already busy day. Your story can start just as small—and it can start today.

January gets most of the attention when we talk about fresh starts. New year. New goals. New plans. But November might be a more compelling time to begin. Right now, you know how the holiday budget feels. You know whether you wish you could buy the plane tickets, give more freely, spend more time with your children, or have more people gathered around your table.

You know what you wish were different.

So don't merely notice it. *Use it*.

Let the thing that makes you say, "Maybe next year," become the reason you begin today.

The weeks before January are not dead time. In fact, the busy holiday season can be one of the best times to meet new people, reconnect with old friends, and learn what others may need. Make the call. Send the text. Develop the habits that keep a business moving.

Then bring that momentum—and your burgeoning team—to January Launch. Kelli watched two business partners attend Launch and fly through the Director ranks. Niecy filled her home with more than 20 team members for Launch and watched their commitment and energy grow.

Don't wait for Launch to begin. Let Launch accelerate what you start today.



IMAGINE NOVEMBER 2027

Picture the holidays one more time.

The same recipes. The same ornaments. The same people you hope will walk through the door.

But this time, something has changed.

The credit card balance is going down instead of up. You have more time to sit beside your children instead of racing toward the next job. Your table includes people who were strangers a year ago and are now dear friends. You feel stronger in your confidence and more certain about where you are going.

Maybe you get to be the one who says, "Dinner's on me."

"I've got the tickets."

"I've got Christmas."

Or simply, "Come home. We want everyone here."

No one can promise exactly what your next 12 months will hold. But a year is going to pass. Whether you choose to change anything or not, another year will be behind you.

What that life will look like is up to you.

NEW ADVANCEMENTS

EXECUTIVE DIRECTORS 3

Alissa & Jason Alsup INDIANA

Be Willing to Be Seen Trying



Long before Alissa became a Marketing Executive, she learned a lesson that would shape how she approaches just about everything: You get to decide how you respond to what happens to you.

"When I became pregnant as a teenager, I had to make a decision," Alissa says. "I could be a victim, or I could be victorious."

Today, she sees that choice as one of the most pivotal moments of her life. It taught her to keep moving forward when the path feels uncertain—and to never be afraid to be seen trying.

"So many people hold themselves back because they're scared of failing or of what someone might think," she says. "But growth requires being willing to be uncomfortable, make mistakes, and evolve. Confidence comes from proving to yourself that you're capable of figuring things out."

This mindset helped propel Alissa to Executive Director 3 in her Melaleuca business. However, the title she values most is Mom.

"My greatest responsibility and influence starts at home," she says.

Alissa's daughter is now 15 years old, and Alissa has also been a foster mom to a 3-year-old boy for nearly two years. Her children, she says, are always watching—not only what she accomplishes, but how she responds when things don't go her way.

"They see whether I'm willing to pursue big things and keep going when it's hard," she says.

A willingness to keep going has been essential throughout Alissa's journey. After 13 years of experience honing her word-of-mouth skills while working for another business, she has had time to learn that meaningful success rarely happens overnight.

"Direction is so much more important than speed," she says. "It's easy for someone to compare their day one to where I am now, but I have over a decade of experience falling on my face. I've just gotten very good at pushing myself back up."

For Alissa, building something meaningful takes discipline and consistency. It also means refusing to let a *no* discourage her from continuing to work toward her goals.

And as proud as she is of reaching Executive Director 3, Alissa is even more excited about who might come along with her.

"What I'm building is so much bigger than me," she says. "When I help someone recognize their potential, that impacts their family, their community, and the people they then turn around and help." JW

LAST MONTH'S EARNINGS $24,389

LIFETIME EARNINGS $334,905

Consult the Annual Income Statistics on page 58 for typical results.

NEW ADVANCEMENTS

EXECUTIVE DIRECTORS 3

Jody & Jim Morgan FLORIDA

I Know What I Have in Me



When Jody Morgan's daughter, Liz, asked Jody to help her reach her goals as a new Melaleuca Marketing Executive, a profound realization dawned on Jody.

She had been faithfully maintaining her own business for many years. She had attended every Convention and earned every Fast Track reward that the company offered over the years. But that was it. She had only been maintaining her business, not actively growing it. She couldn't even remember when she had retreated into her comfort zone.

Her daughter didn't ask for help as a challenge. But Jody decided to turn it into a challenge to herself. *I know what to do just to maintain*, she told herself. *But that isn't good enough to teach my daughter. I know what I have in me.*

It was a new perspective. Jody realized that she had all the tools she needed to help others succeed like she had. She just needed to lead by example.

"The Melaleuca Marketing Executives with thriving teams all have something in common," Jody says. "They're focused on doing the Seven Critical Business-Building Activities consistently and coaching their teams to duplicate their efforts."

Jody had to change her own mindset when her daughter needed her support. But she's proud of the grit that Liz has shown on her own. They make a great team as they plan and host mocktail-themed in-home presentations of the Melaleuca Overview together—featuring delicious beverages made from *Uncompromised: Wellness-Inspired Mocktails & Desserts*! Liz works hard, duplicating Jody's actions. As a result, Liz has grown a substantial repeat income that has helped her pay off her debt and begin saving.

Other fledgling leaders in Jody's team have been able to do the same. Director 7 Peyton Denard, for example, recently paid off her credit card and is looking forward to paying off her student loan debt soon, all thanks to the income she has built by sharing Melaleuca with others.

Another of Jody's business partners, Director 7 April Harris, is grateful for her Melaleuca repeat income. It provides a much-needed financial cushion for her family's savings. That income could even cover her monthly mortgage payment if she needed it to!

"I just thank God every day that I have this vehicle to help others achieve goals they once thought were out of reach," Jody says. "Just another $500 or $1,000 a month closes the gap for so many families."

It took Liz expressing her desire to go for it for Jody to realize just how important her own vision is—and how much she has to offer to her team. She's building with a whole new purpose. Her team is building momentum. And she's thrilled to see where it's taking them. JC

Editor's Note: The October 2026 article celebrating Jody & Jim Morgan's advancement to Executive Director 3 incorrectly displayed their lifetime earnings as $111,179. The correct figure is $1,111,179. Their story is reprinted here with the correct number.

LAST MONTH'S EARNINGS $24,552

LIFETIME EARNINGS $1,111,179

Consult the Annual Income Statistics on page 58 for typical results.

NEW ADVANCEMENTS

EXECUTIVE DIRECTORS 2

Brittney & Matthew Landrum INDIANA

The Tough Question



"Mom, did you earn it yet?"

That's Zella's question. She's Brittney Landrum's 10-year-old daughter and a top-tier accountability partner. She's highly invested in each month's enroller promotion, and she doesn't wait long to start asking her tough question. Brittney laughs. "I tell her, 'Zella, lay off me, it's literally the fifth of the month!'"

Zella is a fledgling Marketing Executive for sure. Recently, she and a close friend, whose mom is also a Melaleuca business builder, got permission from their fourth-grade teacher to share a full *Melaleuca: An Overview* presentation in class. "They made an entire slide show," Brittney says. "And Zella did three product demos!"

Brittney was wowed by their effort. But she wasn't surprised. "Zella goes to all of the in-homes with me these days," she says. "She's proof of just how duplicable an in-home Melaleuca Overview presentation can be!"

Brittney frequently hosts in-home presentations—in her own home, her business partners' homes, and even loyal customers' homes on occasion. She'll drive for hours to help a team member host one. She wants her team members to learn to duplicate her efforts.

"What I can do by myself may be amazing," she explains, "but what I can do through other people by giving them the confidence and resources they need is what starts the domino effect and really gets the flywheel turning."

Brittney was so immersed in helping her team members earn advancements, in fact, that she was caught off guard when her own phone call came. But her advancement was simply one more piece falling into place. And her answer to Zella's tough question would be *yes* this time. She *did* earn it!

And there's so much more to earn. "What has been in my heart is to earn President's Club," Brittney says. "Seeing myself as one of the top businesses in Melaleuca sounds crazy, but I know that if I don't try, it won't happen. A little while ago my husband, Matthew, told me, 'I just wanted you to know that I gave my work a heads-up that we're very likely going to Kenya.' I replied, 'What if it doesn't happen?' and he just said, 'I just have a feeling.' How cool is it that we can work together toward something so crazy? It just makes things so much fun!"

Everyone in the Landrum family has many reasons to love Melaleuca: the wellness products, the extra income, the effort-evoking enroller promotions, the friends who come into their lives, and so much more. Brittney will never have a more dedicated source of support and encouragement than the team in her own home. They earn each reward—and enjoy it fully—together. JC

LAST MONTH'S EARNINGS $19,229

LIFETIME EARNINGS $189,522

Consult the Annual Income Statistics on page 58 for typical results.

NEW ADVANCEMENTS

EXECUTIVE DIRECTORS

Drew & Lindsey Martin MISSOURI

Her Favorite Day of the Month



It happens on the 12th of each month.

From different towns, faces begin appearing on her computer screen. Her team has gathered on a video call for a monthly tradition. One by one, they share their Melaleuca earnings. For some, it's their very first paycheck. Others are celebrating long-pursued goals. The amount doesn't matter. Lindsey delights in every single success.

It's no wonder this is Lindsey's favorite day of the month.

Before Melaleuca, Lindsey spent five years with an MLM company to help pay off the student loans she took out to become a nurse practitioner. She earned enough to clear that debt, which allowed her to work part-time and be with her family more. But the MLM success came with stress and uncertainty.

"You start at zero every month," she says. "The work you put in doesn't stick. Even if there's a decent paycheck one month, the next month could be astronomically different."

Harder still was watching friends she'd brought into that business struggle to make progress. Lindsey loved mentoring people, but how could she confidently encourage others toward success when she knew how difficult it was to achieve?

So when Lindsey saw *Melaleuca: An Overview*, the 96% monthly customer retention rate grabbed her attention. Melaleuca also offered products that families could use every day. She saw the potential for something more sustainable—not just for herself but for the people she wanted to help.

Four and a half years later, Lindsey sees her efforts building on one another rather than starting over each month. Melaleuca's repeat income has brought greater peace of mind, allowing her to enjoy more of the time she worked so hard to reclaim.

Drew feels that difference too. "Becoming an Executive Director means so much more than the financial rewards," he says. "The added security and comfort it provides are incredible blessings for our family. What makes this truly special is seeing the positive impact these products have on people's lives."

For Lindsey, that means she can confidently encourage the women who have placed their trust in her, knowing she's sharing an opportunity she believes in—and celebrating as they make progress of their own.

And on the 12th of each month, as another teammate opens a paycheck, Lindsey gets to experience the part of leadership she's always loved the most: celebrating the success of someone she helped along the way. LH

LAST MONTH'S EARNINGS	$21,332
LIFETIME EARNINGS	$223,978

Consult the Annual Income Statistics on page 58 for typical results.

Now More Than Ever, Your Neighbors Need Melaleuca

The financial goals the folks next door will write down in January are already on their minds today. This holiday season, look beyond the lights and celebrations. Someone you know may be quietly searching for a way to get ahead—and you already have your hands on something that can help.



The house down the street looks beautiful. Lights line the roof, packages arrive on the porch, the kids are involved in sports, and two nice cars sit in the driveway. From the outside, everything looks fine. But appearances rarely tell you what is happening around the kitchen table.

That family may be wondering how they'll pay the credit card bill when it arrives in January. An unexpected car repair may have just wiped out their savings. Groceries, insurance, utilities, gas, and everything else affected by inflation may be simply draining their checking account faster than payday ever arrives. And they're hardly alone. In 2025, 37% of Americans took on holiday debt, averaging $1,223. Among parents with children under 18, nearly half—48%—went into debt to cover holiday expenses.[1]

48% ***of parents with children under 18 took on holiday debt in 2025.***

Source: LendingTree

Even before the decorations come down, many Americans are already thinking about what needs to change in the new year. They want to spend less, pay off debt, build savings, and earn more. Those aren't hypothetical goals. Heading into 2026, 48% of Americans said they wanted to save more, 35% wanted to reduce debt, and 34% wanted to increase their income.[2]

Those may sound like familiar New Year's resolutions, but there's something worth remembering as you build your Melaleuca business: January's financial resolutions often begin long before January. Families don't suddenly become concerned about their finances when the calendar changes. They're thinking about them right now. And that creates an opportunity—not to pressure anyone, but to pay attention.

Look Beyond the Driveway

Financial stress doesn't have a certain look. The person who could use another $500 a month may have a good job. The family looking for additional income may live in a beautiful home. The parent who needs some breathing room may never mention money at all. In fact, only 30% of Americans say they would pay a $1,000 emergency expense from their savings, while one-third say they would have to take on debt to cover it.[3]

ONLY 30% ***of Americans say they would cover a $1,000 emergecy expense from savings***

Source: Bankrate, January 2026

That's why prejudging people can be such a costly mistake. You simply don't know what someone needs until you have a conversation—or two.

Maybe a friend mentions how expensive Christmas has become. A coworker jokes that January is going to hurt when the credit card statement arrives. Another parent at basketball practice talks about picking up extra hours, or a neighbor mentions looking for a side gig. Listen carefully. Those aren't opportunities to pounce; they're opportunities to care.

If someone tells you they're looking for extra income, your response can be simple: "If earning some extra income is something you're serious about, I'd be happy to show you what I've been doing." Then set a time to share *Melaleuca: An Overview*.

You don't need to know whether Melaleuca is going to make sense for them immediately, and you certainly don't need to make that decision for them. Your role is simply to give them the opportunity to look and decide for themselves.

A Different Kind of Holiday Season

Before helping someone else think differently about money, take a look at your own holiday plans. It's easy to allow generosity to turn into overspending. We want Christmas to feel special, so we buy one more gift, add one more item to the cart, and tell ourselves we'll figure it out later. Then January arrives.

What if this year were different? Decide what you can afford before you decide what you'll buy. Consider paying cash—or using only money you already have set aside—for holiday expenses. Make a gift budget and stick to it, and simplify where it makes sense.

One popular approach for children is to organize gifts around four simple categories: something they *want*, something they *need*, something to *wear*, and something to *read*. It won't be right for every family, but the principle behind it is valuable: More gifts don't necessarily create more joy.

The goal isn't a smaller Christmas. It's just a Christmas that doesn't follow you

CONTINUED ▸



into February. Imagine entering January already moving toward your financial goals instead of recovering from December. That's a very different way to begin a new year.

Don't Wait for January

Now bring that same thinking to your Melaleuca business. What do you want the next year to look like? Maybe you want to eliminate a credit card balance, build an emergency fund, pay cash for next Christmas, take your family somewhere special, increase your retirement savings, help with college tuition, or simply stop feeling anxious every time an unexpected bill appears.

Whatever your goal is, put a number on it. If you want to have $1,200 set aside for next Christmas, that's $100 a month. If you want to put $6,000 toward debt, that's $500 a month. If you want to add $12,000 to your savings, that's $1,000 a month. A big annual resolution becomes much more tangible when you turn it into a monthly goal.

Then ask yourself this question: ***What would I need to do consistently in my Melaleuca business to move toward that goal?***

That's where resolutions turn into action. Your financial goal might be new, but the activities that grow a Melaleuca business aren't. Build your contact list. Set appointments. Share *Melaleuca: An Overview*. Hold Strategy Sessions. Celebrate success. Always be involved with Fast Track. Lead by example.

You don't need a new system for the New Year. You need greater consistency with the Seven Critical Business-Building Activities—and you certainly don't need to wait until January 1 to begin.

Listen for the Goal Behind the Words

As you move through the holiday season, listen a little more carefully to the people around you. Even those struggling are unlikely to say, "I need supplemental income." More often, they say things like, "I wish we could take the kids somewhere next summer," "I'd love to stay home one more day a week," "We really need to get these credit cards paid off," or "My daughter wants to play club volleyball, but it's so expensive." They may talk about wanting to put something away for retirement or simply wonder aloud how they're going to afford Christmas this year.

Those statements reveal something important: a goal. Melaleuca's mission is to ***enhance the lives of those we touch by helping people reach their goals.***℠ So listen for the goal—and when it makes sense, have the courage to extend an invitation.

You don't have to promise what Melaleuca will do for someone. You don't know what they will earn, how much effort they'll choose to put in, or even whether they'll be interested. You only know that they deserve the opportunity to look.

There is an enormous difference between saying, "You look like you need money," and saying, "You mentioned wanting to bring in some extra income next year. Would you be open to seeing

Consult the Annual Income Statistics on page 58 for typical results.

what I'm doing?" One is an assumption. The other is an invitation.

Look at Your Contact List Again

Now open your contact list, but this time look at the names differently. Think about the person who recently mentioned taking a second job, the friend who wants to pay down debt, the parent with a child starting college soon, or the couple saving for a home. Consider the people who want to travel more, who have mentioned how much groceries are stretching the family budget, who want greater flexibility, or who simply work hard and would like to get further ahead.

Don't assume those people want a Melaleuca business. Ask.

Remember the financial goals that Americans identified for 2026: 48% wanted to save more, 35% wanted to reduce debt, and 34% wanted to increase their income.[2] Those percentages aren't just statistics. They represent individuals in your life—neighbors, coworkers, other parents sitting beside you at a basketball game, friends, family members, and people you haven't spoken with in a while.

Someone you know is represented in those numbers.

Your job isn't to diagnose someone's finances. It's to recognize when someone has expressed a goal and give them an opportunity to see whether Melaleuca could help them pursue it.

Make Your New Year's Resolution Now

There's a reason gyms fill up in January. A new year feels like a clean page. But you don't need a new calendar to make a new decision.

What if you entered January with momentum instead of merely a resolution? Start adding names to your contact list now. Make approaches now. Set appointments now. Decide what financial goal you want your Melaleuca business to help you pursue next year, calculate what that means monthly, and then schedule the activity required to move toward it.

"Build my Melaleuca business" is too vague to be useful as a New Year's resolution. Instead, write down what you will actually do: add new names to your contact list every week, make approaches consistently, schedule Melaleuca Overviews every week, and hold Strategy Sessions within 48 hours.

Those are actions, and actions that are repeated become habits. Habits sustained over time can change the direction of a business.

The Goals on Your Contact List

As you think about what you want next year, remember that the people on your contact list are setting goals too. Someone wants to finally get out of debt. Someone wants to build an emergency fund. Someone wants more options or another source of income. Someone wants to give their children experiences that currently feel out of reach. Someone is simply tired of saying, "Maybe next year."

You don't know who that person is yet. That's why you keep adding names. That's why you keep having conversations. And that's why you don't prejudge the family with the beautiful house or the friend with the successful career.

Behind one of those doors, someone may already be thinking, "Next year has to be different."

You don't have to wait until January to reach out. And they shouldn't have to wait until January to begin. MH

SOURCES

1. Maggie Gunara, "Holiday Debt Hits $1,223 as Tariffs Push 45% of Americans to Cut Back on Gifts," LendingTree, December 22, 2025.
2. Maggie Gunara, "Nearly 1 in 5 Americans Ended 2025 Worse Off; Groceries, Essentials Hit Hardest," LendingTree, January 26, 2026.
3. Karen Bennett, "Bankrate's 2026 Annual Emergency Savings Report," Bankrate, February 4, 2026.



THE WORLD IS DISCOVERING WHAT YOU ALREADY KNOW!

Nothing we do is to seek accolades. But lately the recognition keeps rolling in—award after award. Consumers are confirming what Melaleuca Members have known all along.

Most recently, Forbes recognized Melaleuca as the #2 brand for value out of millions of companies, second only to Costco. But that's not all. USA Today placed Melaleuca on its list of the top 500 "Most Trusted Brands" and one of "America's Best Stores." We've also been recognized by Forbes as one of the best employers in America.

In each case, these media companies hired a reputable research firm to determine the results. Melaleuca is being discovered! Here's a list of recent awards by national media:

















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Scan to see the full Forbes list.

Melaleuca
The Wellness Company®

№ 7
LEAD BY EXAMPLE



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*

7 CRITICAL BUSINESS-BUILDING ACTIVITIES


GO WITH
YOUR GUT!





It's always the right decision. After all, your gut influences all of your body's major systems, including your nervous, cardiovascular, immune, and digestive systems. Your gut even gets called your second brain. That's why supporting your gut health with proper nutrition is so essential in your journey to wellness. And Melaleuca offers that nutrition—all in a money-saving bundle.

It's called the Peak Performance Complete Gut Health Bundle, and it includes supplements that support your gut health in key ways. Here's how:

The Peak Performance Nutrition Pack is what we believe everybody should be taking twice a day! This pack brings together six core daily supplements that have been clinically proven to deliver essential vitamins and nutrients, enhance nutrient absorption, lower free radicals, support blood flow, and so much more.*

Florify® Daily Probiotic, one of the six supplements in the *Peak Performance Nutrition Pack*, deserves its own callout! *Florify* provides a guaranteed 11 billion probiotic colonies per serving to help support a healthy balance of beneficial probiotic bacteria in your gut microbiome.*

FiberWise® provides seven diverse sources of soluble and insoluble fiber—as well as prebiotic fiber to nourish your gut probiotics, soothing herbs, and antioxidants. Enjoying this fiber-rich supplement each day provides daily support for your heart, digestive, and immune health. And it's available in multiple flavors you'll love.*

Good Zymes® helps you keep all the foods you love on the table without worrying about digestive discomfort. Our comprehensive 18-enzyme digestive blend supports your body's ability to break down the foods you eat and benefit from more of the nutrition they offer.*

What makes the **Peak Performance Complete Gut Health Bundle** the right decision? It not only gives you superior gut health support but also saves you money!

Find this bundle at Melaleuca.com and order today!

* 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.



Consult the Annual Income Statistics on page 58 for typical results.

THE SIMPLE PROCESS *OF* SUCCESS



PRESENTED BY
Alan Guzzino
Corporate Director
ADVANCE Regional Conference, Atlanta, June 2026

Success Starts with Setting a Goal

Success is the progressive realization of a worthy ideal or goal. A successful person is simply someone who is deliberately working towards a predetermined goal because they decided to do so.

Why set a goal? If I'm going on a trip to somewhere I've never been before, do I just get in the car and start driving? No, because who knows where I'd end up? First I'll find my destination on the map. Then I'll plan out the fastest route.

Just like with a road trip, you've got to first determine where you want to go, then plan exactly how you're going to get there. Only then can you go to work.

If you're working toward a goal, you're going to have the right mindset for success. I've seen this with myself, and I've seen it with members of our team. The business builders who have predetermined goals at the beginning of a month always go further than those who don't have those goals.

What do you want to accomplish as a Melaleuca Marketing Executive? Do you want to earn the 20/20 Club this month? Do you want to develop your next Director? These are activity-based goals. To reach them, you do the Seven Critical Business-Building Activities. Let's take a look at the process.

Add to Your Contact List

Pull out your phone. Open up the Grow app. Navigate to your contact list. There are a lot of great memory joggers to help you think of names you haven't yet considered.

And if you're hesitant to add a name, think of the recent Forbes article. Melaleuca has been ranked as the number two best brand for value in America. Who doesn't want to shop here? Only people that don't know about us, right?

So write down all of those names on your contact list! Don't leave anybody off when it comes to making approaches. All you're going to do is reach out to the people that are on your contact list. Without a contact list, you'd have nobody to reach out to.

But you do have that list, and it's just a matter of approaching them.

Make Approaches

Executive Director 6 Kevin Merriweather and I were at dinner recently. Kevin said to me, "I'm loving Grow. Do you know what I'm doing? I'm asking every person who enrolls within my organization to take 20 contacts from their phone and import them into their contact list in Grow!"

Let me challenge you to do the same! Take 20 contacts from your phone and simply import them into Grow.

When I asked Kevin, "What do they do with those 20 contacts?" he told me that they approach them. He said, "I have them find two to three approaches that really work for them. Then we set a goal, make a plan, and get to work."

National Director 9 Chelsie Gilbert has a ton of great approaches that you can find in Grow. I strongly suggest studying them and trying out your favorites. Even a simple approach can be very effective.

CONTINUED >>

When Heather and I first started building our Melaleuca business, I called a buddy of mine who had been building Melaleuca for a few months longer than we had. I asked him, "What kind of approaches do you use?"

He told me, "It's simple. I just ask, 'Have you heard of Melaleuca? We're buying all of our household goods there.'" That sounded simple enough to Heather and me. And that approach worked great!

Another great approach is to pick a favorite product and then talk about that product. Still another approach focuses on the referral business opportunity and how a modest second income could make a huge difference for them.

Would you agree with me that everybody's feeling a little bit of a financial squeeze right now? Boy, I'm feeling the squeeze every time I roll through the checkout line at the grocery store. I feel like I'm getting carjacked! Everybody could use a little extra income right now. So don't be afraid to get excited and share some information with the people on your contact list.

Help Them Keep Melaleuca Front of Mind

What if, after you've made the approach, you don't hear back from the person? If you're working with a brand-new business builder—or if you're just getting started yourself—you might think that they're just not interested, that they think this is dumb, or that they just don't like you.

That's not necessarily the case! Here's something I learned that has always stuck with me and actually gives me comfort: Eighty percent of sales are made between the fifth and twelfth contacts.

On TV, you never see a commercial for a product just once and then never again. You see it again and again! Marketers know that potential customers have to see their product several times before they get interested. So when someone doesn't respond right away, or when they don't respond how you want them to, remember that they just don't know enough yet. You just need to share more—maybe a new fact that they haven't yet heard.

That's exactly what Presidential Director Jeff Miller did with Heather and me. He said: "Look at this money this person made." "Look at these amazing products." "Look at this promo." "Look at this new Compensation Plan enhancement." And he eventually helped us enroll! So just follow up, follow up, follow up. The fortune truly is in the follow-up.

"Everybody could use a little extra income right now. So don't be afraid to get excited and share some information with the people on your contact list."

Set Appointments

Make sure you're setting an appointment. Even if you've shown them the 12-minute *Melaleuca: An Overview* video. I've seen new business builders say that they've got 20 contacts, they've got Grow, and they've got three approaches they feel really good about, and so all they have to do is personalize their approach with the script that's most relevant and then finish off with the Overview video, and everything's going to work.

You can't do that, of course. You've got to set an appointment—even when you're sending videos out. Here's the way your conversation should go: "Hey, I'm super excited for you to put your eyes on this. Do you want to learn more? I've got something I want you to see. I'm going to send it over. When do you have 15 minutes to take a look at this? Because I want to make sure that I can be there to answer any additional questions that you have."

What I don't say is to go watch this thing and then sign yourself up. Good luck with that! Make sure that you're always setting an appointment. And whether you're sending a video, getting on a web call, or doing a live Melaleuca Overview presentation, make sure that you are present. And make sure that at the end of that appointment, you're there to answer questions.

Invite Them to Enroll!

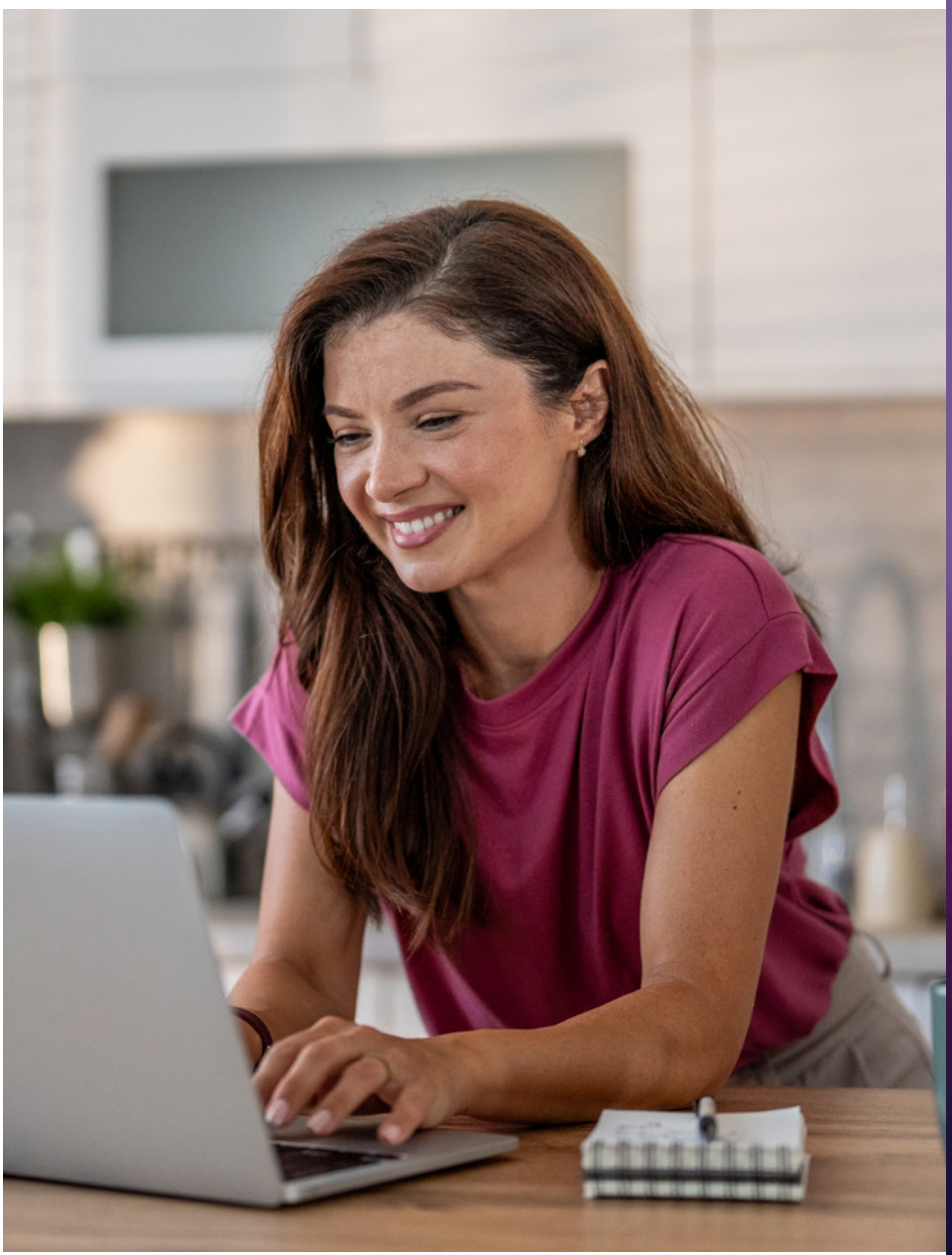
The person for whom you've done all of this will most likely enroll—but maybe not until you invite them to! You might end the Overview by asking them, "This just makes sense, doesn't it?" Then follow that up with why enrolling as a Melaleuca Member just makes sense. There's virtually no cost. They can be a Melaleuca Member for just $19 for the year. And they'll receive $20 in Loyalty Shopping Dollars right away! Most importantly, Melaleuca has a 100% satisfaction guarantee on the products. And guess what? More than 96% of customers return to shop with Melaleuca next month!

Consult the Annual Income Statistics on page 58 for typical results.

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.



Even if they're hesitant about enrolling, you can still extend the invitation. You can say, "Even if you did decide this wasn't for you, you're not out anything. All you did was try a brand-new, growing-like-crazy wellness store that opened up in your home on your computer. You didn't have to go anywhere to give that store a try. I think you're going to love it. Let's set up your account!"

You've set your goal. You've committed to doing the correct activities consistently every day. You put your friend's name on your contact list, made an approach, followed up, presented the Melaleuca Overview, and were present to answer all of their questions. Then you invited them to enroll and helped them place their first order.

That's the process. To follow it consistently and reach your goal, you need your mind in the right place. Make sure you have a clear *why*. Be bulletproof in your belief in Melaleuca's mission and products. Know where you want to go. You now have a plan to get there. That's your secret to success!



All Eyes on the

Holiday plans filling up your calendar? Give this season of celebration a few signature looks. From soft and cozy neutrals to rosy shimmer and dramatic evening color, *Sei Bella® Eyeshadow Palettes* make it easy to create a mood for every day and any event.

Consider this your holiday inspiration guide. Find your favorite—or try all four!

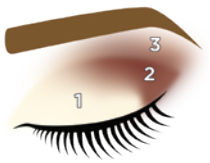
seibella
WELLNESS INSPIRED BEAUTY



Holidays

LOOK 1:
Cozy by the Fire

HOLIDAY MOOD:
Cozy
Classic
Effortless



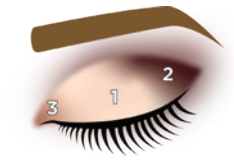
1 **BASE** Simple Joys
2 **CREASE** Guilty Pleasure
3 **HIGHLIGHT** Golden Brown*

WHICH PALETTE?
Down to Earth Eyeshadow Palette

Soft, relaxed, and effortlessly lovely. Creamy neutrals meet a touch of rich brown at the outer corner of the eyes for a naturally polished look that feels right at home with twinkling lights, cozy sweaters, and your favorite holiday traditions.

LOOK 2:
Mistletoe Mocha

HOLIDAY MOOD:
Warm
Shimmery
Sophisticated



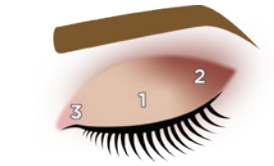
1 **BASE** Chai
2 **CREASE** Americano
3 **HIGHLIGHT** Cappuccino

WHICH PALETTE?
Morning Coffee Eyeshadow Palette

Heat things up with rich browns layered over a shimmery neutral base. The result is inviting, dimensional, and perfect for everything from Sunday brunch to an afternoon of gift giving.

LOOK 3:
Sugarplum Glow

HOLIDAY MOOD:
Rosy
Radiant
Romantic



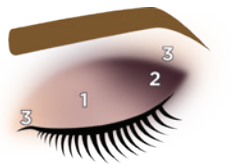
1 **BASE** In Harmony
2 **CREASE** Bless Your Heart
3 **HIGHLIGHT** Just Rosy

WHICH PALETTE?
A Little Bit of Sunshine Eyeshadow Palette

Bring on the rosy glow! Soft, romantic tones paired with a petal-pink highlight create a fresh, luminous look made for festive photos and moments worth remembering.

LOOK 4:
Winter Romance

HOLIDAY MOOD:
Dramatic
Cool
Reflective



1 **BASE** Tranquil
2 **CREASE** Wet Earth
3 **HIGHLIGHT** Cloud

WHICH PALETTE?
After the Storm Eyeshadow Palette

When the sun goes down, turn the shimmer up. Cool-toned shades combine with a shimmery neutral, deep purple-brown, and sparkling cloud white for a striking look that will dazzle at holiday parties and elegant dinners.



Brush Up Your Beauty Routine! The *Sei Bella Brush Bundle* brings together all seven vegan-hair cosmetic brushes to create your favorite looks—from flawless foundation and sculpted contours to perfectly blended eyeshadow. Even better? You'll save 23% when you get the full set.



Keep the Conversation ME

BE CURIOUS.

Listen before you respond.

BE CONFIDENT.

You don't have to apologize for being excited about what you're building.

BE NORMAL.

It's a conversation—not a presentation.



RRY

The holidays open the door to plenty of chitchat—and not everyone around the table will understand what you're building at Melaleuca. Here's how to naturally share the products you love, handle discouragement with confidence, and stay focused on your goals for 2027.

The potatoes are making their second trip around the table. Desserts are being eyed. Everyone's catching up—asking about kids, travel plans, and inevitably work. And then you hear it:

"Hey, are you still doing that Melaleuca thing?"

The person asking might be genuinely curious, but you think you sense a little skepticism behind the question. Before you start preparing your defense, remember that you don't have to convince everyone at the table. In fact, some of the most successful Marketing Executives have learned that the best conversations happen when they stop trying to convince anyone at all!

CONTINUED >>

Tried-and-True Tips from CONVERSATION EXPERTS



National Director **Lauren Murphy**

Lead with Confidence, Not Defensiveness

For Lauren, confidence is everything—especially when someone is skeptical.

If someone asks, "Isn't that an MLM?" she doesn't get defensive. Instead, she gives a quick, honest answer: "No. Melaleuca is a word-of-mouth shopping club, and most customers never refer anyone—they just shop." From there, she lets the products speak for themselves. "I'll pull out my phone and say, 'Have you really never shopped here? Look at everything they have!'"

Then she makes it personal. With a younger cousin, she might talk about *Sei Bella*®. With Grandma, it could be laundry products. The goal isn't to sell—it's to share what she genuinely enjoys.

Lauren also talks about the experiences Melaleuca has given her, from stepping outside her comfort zone to traveling to Mexico and connecting with new people.

Don't get defensive. Stay confident, know who you're talking to, and share the part of your experience that will resonate with them.



Corporate Director **Jim McCune**

Keep the Message Simple

Jim knows that even the people closest to him don't always understand what he does.

"Everybody in my family knows what I do," he jokes. "They just have no idea what it is I do."

So he keeps his explanation simple. He compares Melaleuca to familiar shopping experiences, where customers buy products they already use and can choose to tell others about those products. When someone brings up his previous experience with network marketing, Jim uses humor: "I laugh and say, 'I served a 10-year sentence at Amway.'"

That experience made him cautious, which is why he focuses on what he sees as different about his time with Melaleuca.

Ultimately, Jim doesn't try to convince anyone. He tells them, "Take a look. If you're interested, I'll help you every step of the way. If you're not, I wish you the very best."

Make it easy to understand, let people look for themselves, and respect their decision.

Quick Conversation Guide

THEY SAY "Are you still doing Melaleuca?"

YOU SAY "Yeah! I'm really enjoying it. I've got some pretty exciting goals for next year."

THEY SAY "What do you actually do?"

YOU SAY "I help families become Members of a wellness store that offers hundreds of safer, healthier products shipped right to your door. I don't sell products myself, but I receive a small bonus when I help someone open a shopping account. If you want, I can tell you more about it later."

THEY SAY "I don't think I'd ever do something like that."

YOU SAY "That's totally fine. Most people don't—they just shop." Then keep enjoying the conversation!

Remember to Read the Room

If they're curious: Keep talking.

If they're skeptical: Ask questions and share your own experience.

If they're not interested: Change the subject and enjoy the pie!





National Director 7 **Laura Garza**

Connection Comes Before Conversation

Laura knows what it's like to be excited about Melaleuca. When she first discovered The Wellness Company, she wanted her family to know about it so badly that she presented *Melaleuca: An Overview* at the very next holiday party.

But after 12 years as a Marketing Executive, Laura says she would give a brand-new builder slightly different advice: Connect first.

"Don't give your friends and family an explanation they didn't ask for," she says. Instead, Laura focuses on the reason everyone gathered in the first place—to enjoy one another.

Listen. Ask about their lives. Find out what's going well and what's difficult. And if a natural opportunity to talk about Melaleuca comes up, great! If the conversation deserves more time, follow up later.

"I like to call them the next day and say, 'You know what? We didn't have time to talk about what I do for work last night. Let's have coffee soon.'"

That creates room for a real one-on-one conversation instead of trying to squeeze a business discussion between dinner and dessert. For new Marketing Executives especially, Laura says there's nothing wrong with changing the subject when you don't feel prepared for a conversation about Melaleuca.

"Protecting a relationship is more important than proving a point," she explains.

Connect first. Listen to their story. Then, when the time is right, share yours.



Executive Director 6 **Susan Dampier**

You Don't Have to Know Everything

Susan Dampier said *no* to Melaleuca for six and a half years. That experience taught her an important lesson: People sometimes need time. So when someone is skeptical or wants to know if Melaleuca is an MLM, Susan doesn't get defensive—she simply asks questions.

"I'll ask them, 'What has your experience with Melaleuca been?'" or 'Where did you hear that?'"

And when Susan doesn't know the answer to a question, she isn't afraid to say so. She'll simply share a video or another resource.

"You don't have to be an expert in this business," she says. "Use the tools that Melaleuca provides to do the explaining for you."

Most importantly, Susan doesn't take a *no* personally. She compares it to offering someone coffee—you might love it, but you wouldn't be offended if they didn't want a cup.

Around friends and family, Susan focuses less on pitching and more on listening. That way, if someone mentions a problem and she knows of a Melaleuca product or service that could help, she's able to share it naturally.

Ask good questions, listen for what people actually need, and give them the space to decide for themselves.

The Future Is Bright

Now imagine another holiday gathering one year from now. The same family member or friend looks across the table and asks:

"So, how's Melaleuca going?"

What would you love to be able to say? Maybe you want to reach a new status, help a certain number of families, develop new Marketing Executives, build your income, or become a more confident leader. Whatever your answer is, there's no reason to wait until January 1 to begin visualizing success. Here's a quick goal-setting guide to get you started!

By the 2027 holidays, I want to...

Have _____ customers

Have _____ personally enrolled Marketing Executives

Reach _____ status

Earn $_____

Accomplish_____

How do you want your 2027 holidays to feel? Describe in vivid detail: _____

_____

_____

Close Your Daily Fiber Gap with FiberWise®!

95% of American adults are not getting all the fiber they need each day.

Fiber is one of the most important nutrients your body needs in order to operate at its best. Its benefits aren't just limited to digestion. Fiber plays a wide variety of critical roles in systems throughout your body. Getting enough fiber each day is important for optimal wellness.* **But if you're like 95% of American adults, you don't get all the fiber you need from your diet alone.**

FiberWise to the rescue! Each serving of *FiberWise Drink* provides more than 50% of your daily fiber needs along with a proprietary blend of natural fiber sources. It's unlike any other fiber supplement!

The Daily Benefits of FiberWise

Supports immune function

The prebiotic fiber sources in *FiberWise* feed the probiotics that support your gut microbiome, supporting immune function throughout your body.*

Supports digestive health

According to research, a high-fiber diet helps support digestive tract health. And more fiber helps promote regularity.*

FiberWise is also formulated with digestion-friendly herbs to ease gas and bloating, antioxidants to fight free radical damage, and probiotics to support gut health.*

Promotes heart health

The fiber in *FiberWise* supports a healthy heart.† Soluble fiber absorbs excess cholesterol in your digestive tract and carries it out of your body. This fiber may help maintain normal total blood cholesterol and LDL cholesterol.*

Sweeps away toxins and waste

The fiber in *FiberWise* acts like a trash collector—keeping toxins from recirculating in your bile and blood and speeding the passage of waste from your body.*

Promotes healthy weight loss

FiberWise helps you feel fuller longer, which can reduce overeating and help prevent weight gain, making it easier to shed excess pounds.*

Both Types of Fiber!

FiberWise provides the ideal, research-recommended balance of 80% soluble fiber and 20% insoluble fiber!*

Soluble fiber dissolves in water and forms a gel-like substance that traps excess sugars, fats, and cholesterol as it moves through your intestines, helping sweep them out of your body. It also plays an important role in supporting healthy blood cholesterol and blood sugar levels.*

Insoluble fiber absorbs up to 15 times its weight in water, helping you feel full while also speeding up the movement of food through your digestive system.

The Rock-Star Fiber Source

Psyllium husk fiber delivers the perfect balance of soluble and insoluble fiber. Just 7 grams of this precious fiber a day may reduce the risk of heart disease.*† Two servings of *FiberWise Drink* a day provide 7–8 grams of psyllium husk fiber! JC



*** 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.**

† Diets low in saturated fat and cholesterol that include 7 grams of soluble fiber per day from psyllium husk may reduce the risk of heart disease. One serving of *FiberWise Drink* provides 3.5 grams of this soluble fiber.

Which FiberWise Drink Fits Your Needs?

Sweetened with sugar, Orange *FiberWise Drink* provides all the benefits of *FiberWise* in one of our most popular flavors.

Great-tasting sugar-free Berry *FiberWise Drink* and sugar-free Orange *FiberWise Drink* provide all the benefits of *FiberWise* without the sugar.

Sweetened with stevia, Green Apple *FiberWise Drink* is a delicious way to get all the benefits of *FiberWise* when you prefer a natural sweetener.

Unflavored *FiberWise All Purpose* provides all the benefits of *FiberWise* with no flavors or sweeteners, making this *FiberWise* especially good for baking.

Orange Special Dietary Preferences *FiberWise Drink* provides all the benefits of *FiberWise* in a soy-free, gluten-free formula.



Your Complete Guide to SKIN CARE

Your skin protects you. It changes with you. And it deserves a routine that actually works!

No matter your age, skin type, or preferences, you'll find a skin care regimen to meet your needs at **Melaleuca.com**. Using advanced skin care science and a variety of powerful ingredients found in nature, our scientists have formulated a broad range of solutions to help you care for the skin you're in—both today and for years to come.



HEALTHY SKIN STARTS ON THE INSIDE

Targeted supplements can make an incredible difference in the health of your skin! *Hair, Skin & Nails* can promote a more even-looking skin tone. The *Vitality for Life® Peak Performance Pack* supports cellular skin health with essential vitamins and minerals. *Collagen Boost* supports beauty from within by activating your body's natural collagen synthesis.*



4 STEPS TO HEALTHIER SKIN

A four-step skin care routine helps you get the most out of your products. Each step builds on the last, working together to address your skin's unique needs and keep it looking and feeling its best.

1. CLEANSE | Start fresh.

Cleansing removes makeup, excess oil, dirt, and impurities that can build up throughout the day. Think of it as clearing the way for everything that comes next.

2. TONE | Refresh + prep.

A toner helps complete the cleansing process and prepares your skin for the targeted products that follow by rebalancing pH on the skin's barrier.

3. TREAT | Get personal.

This is where serums and targeted treatments shine. Choose formulas designed to address your skin's unique needs, from hydration and visible signs of aging to dullness and blemishes.

4. MOISTURIZE | Seal in the good stuff.

Finish with a moisturizer that helps hydrate and support your skin's protective barrier. And during the day, don't forget sun protection!

*** 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.**

MEET YOUR SKIN CARE MATCH

From *Sei Bella*® to *Alloy*®, we have a broad range of skin care options so you can find the perfect match for you. Remember that age, seasonal shifts, and even diet play a role in determining which skin care routine your complexion is craving right now! Plus, feel free to mix things up—our coordinated collections take the guesswork out of your routine. But if a specific skin care line doesn't contain a toner or treatment serum, add one from another line. For example, our *Advanced Microbiome Support* line doesn't feature a toner, but many customers love using *Deep Marine Sea Toner* as part of their morning and evening regimen.



Your goal: **Smoother, younger-looking skin**

Advanced Microbiome Support features sophisticated skin care ingredients (including plant-based retinol alternative bakuchiol) to help smooth and revitalize the appearance of skin while fighting advanced signs of aging.



Your goal: **Nourished, replenished skin**

Our *Deep Marine Age Protection* line uses sea minerals and antioxidants to help address the first visible signs of aging—delivering firmer and more hydrated skin while reducing the appearance of fine lines and wrinkles.



Your goal: **Get glowing**

Our *Vitamin C Skin Defense* collection lightens the appearance of dark spots and brightens dull skin to give you a radiant complexion.



Your goal: **Calm + comfort**

Sensitive skin deserves a softer touch. Our *Honey & Rose Skin Soothing Recovery* line helps care for skin that's prone to dryness, discomfort, or irritation.



Your goal: **Less shine, more balance**

When excess oil is stealing the spotlight, reach for *Charcoal & Flower*. Designed to deeply cleanse and purify skin and pores, the collection helps minimize oil and leave skin looking clean and mattified.



Your goal: **Clearer-looking skin**

Blemishes happen. *Clarity Clear Skin Solutions* gives acne-prone skin a targeted routine designed around its needs.



Your goal: **Keep it simple**

New to skin care? Prefer a streamlined routine? Start here. *The Basic Collection* delivers simple, effective essentials that make building healthy skin care habits easy.



Your goal: **Support men's skin needs**

Men's skin could benefit from a healthy routine. In fact, men have skin that is 20% to 25% thicker than women's! Support it with facial essentials from *Alloy*: Calming Face Wash, Cooling Facial Tonic, Tightening Facial Serum, and Mattifying Moisturizer. JW

Good Zymes®

Multi-Enzyme Digestive Aid*

18 digestive enzymes help break down proteins, carbohydrates, dairy, fats, fiber, and more.*

Don't forget to watch and share the *Good Zymes* demo in the Learning Library at Melaleuca.com/Learning-Library. It's an easy way to understand the science behind this product!

Helps your body digest food more efficiently so you get more from every meal.*



Broad-spectrum support for the wide variety of foods you eat every day.*

Can be taken before a meal.

* 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.

Worried about how the foods you love—appetizers, dinners, drinks, and desserts—are going to make you feel?

When you've got *Good Zymes*, you can say "Of course!" to the delicious, healthful meals your body craves. That's because *Good Zymes* provides 18 unique digestive enzymes to help break down proteins, carbohydrates, dairy, fats, fiber, and more—increasing the rate and effectiveness of digestion and helping increase nutrient availability.*

In fact, Melaleuca has specifically formulated *Good Zymes* to be the most comprehensive and effective blend of enzymes available on the market today! It provides more and better digestive enzymes than the national brands offer.

So when you're contemplating the consequences of eating any food, you don't have to be so worried about indigestion, gas, bloating, and discomfort. With *Good Zymes*, you can enjoy all your meals to their fullest.*

Talking Points for Sharing Good Zymes

> I used to get worried before dinner. I loved all the food on the table, but not all of it loved me back! So I started taking *Good Zymes*, and now I have a lot more confidence before a meal that I'm going to enjoy the food and feel good afterward!"

> If your holiday dinners are anything like ours, then you're putting lots of once-a-year foods and drinks on the table. *Good Zymes* really comes to my rescue then—and throughout the rest of the year too!"

SEARCH AND SHARE FROM GROW!

Product information like this is always available for download in the Grow Digital Library. Go to the Product Knowledge folder and open the Get to Know Products folder. From there, you'll be able to download and share important details about the products you love.

★★★★★ REVIEWS FROM MELALEUCA.COM

"*Good Zymes* is my best friend! Love this! It helps with the digestive system!"

—Rebecca

"Great for digestion! I try to never be without *Good Zymes*. They're easy to take and help digestion."

—Charlotte

"Yes, I would definitely buy it again! I absolutely love this product. I take it with every meal and don't ever want to be without it. I love the way it breaks down the food in my system and helps with bloating, gas, and all of those other things. I love, love this product!"

—Tracy

"Love the enzymes! I feel less bloated after meals when I take this. I take them on most days but definitely when we eat out at a restaurant."

—Kristen

"I never leave home without them. This is a gut health staple! Let's just say I can tell the difference when I don't have my *Good Zymes*."

—Kecia



What No One Told You About Perimen

In one US study of doctors in training—OB-GYNs included—only

6.8%

felt adequately prepared to care for women experiencing menopause.

A forgotten word. A stiff shoulder. Sudden heart palpitations. Sudden anxiety. Itchy ears. A shorter fuse. Receding gums.

What do these things have in common?

They're all symptoms associated with perimenopause.

Dpause

Puberty came with a warning. Perimenopause often doesn't.
Long before her first period, a girl usually learns that hormones will change her body. Then, a few decades later, another major hormonal transition begins—one that affects nearly every system. Yet many women enter this transition knowing remarkably little about what is happening inside their bodies.

And the timing doesn't help. Perimenopause often arrives during one of the most demanding seasons of a woman's life. She may be raising or launching children, caring for aging parents, managing a demanding career, and carrying countless other responsibilities. When sleep becomes unpredictable, concentration gets harder, anxiety appears, or her body begins to feel different, it's easy to blame stress, exhaustion, aging, or simply having too much on her plate.

Her doctor may not immediately make the connection either. Despite the fact that virtually every woman who lives long enough will experience menopause, medical training on how to recognize and manage it has historically been limited. In one US study of medical residents training in internal medicine,

CONTINUED ▸

family medicine, and OB-GYN, only 6.8% felt adequately prepared to manage women experiencing menopause. About one in five reported receiving no menopause lectures during residency.

In popular culture, menopause has been stereotyped down to two things—hot flashes and the end of a woman's period. But those are only part of the story.

First, Let's Learn the Terms

Perimenopause is the transition leading to the end of a woman's reproductive years. Ovulation becomes less predictable, and hormone levels often fluctuate significantly. While perimenopause usually begins in a woman's 40s, it can start as early as her 30s and last anywhere from a few months to a decade.

Menopause is reached after 12 consecutive months without a menstrual period. In the United States, the average age at which this occurs is 51.

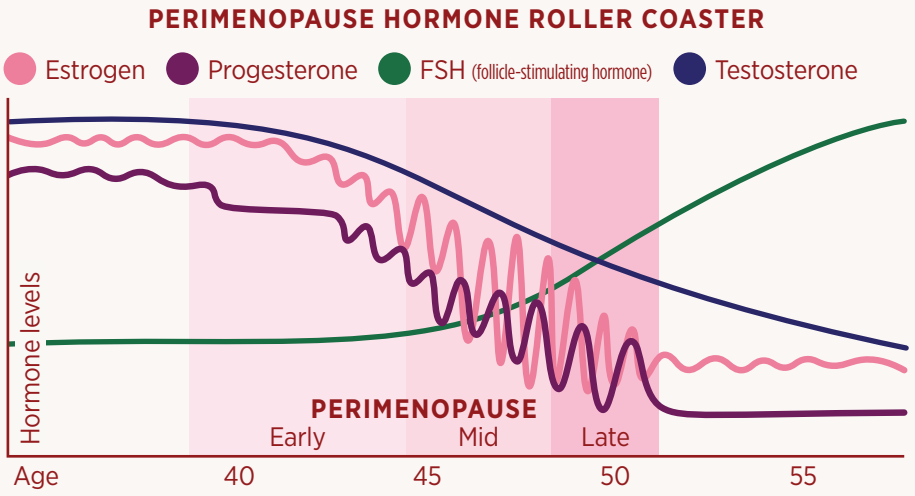
Postmenopause begins after menopause and continues for the rest of a woman's life.

Your Body During Perimenopause

To understand why perimenopause can affect so many seemingly unrelated parts of the body, it helps to understand what's happening with a woman's hormones.

Perimenopause isn't a steady decline in estrogen. It's a yearslong transition that can rearrange a woman's chemistry from one day to the next. Estrogen can soar and plummet before eventually declining. Progesterone becomes less predictable as ovulation changes. FSH moves in the opposite direction, rising as the ovaries become less responsive, while testosterone follows a more gradual decline with age.

In other words, the body isn't simply producing less of everything. Different hormones are changing in different ways and on different timelines.



Estrogen's influence reaches far beyond a woman's menstrual cycle, with receptors throughout the body—including the brain, bones, muscles, skin, blood vessels, and bladder.

Some of those changes last beyond the transition itself. In a recent Weill Cornell Medicine study, researchers found changes in the brain's estrogen-receptor activity across menopause that remained evident in postmenopausal women into their 60s. The brain, in other words, doesn't simply weather menopause and return to its premenopausal state. It adapts to a new hormonal environment.

And then comes the new normal. After menopause, estrogen remains much lower—and a woman may spend 30%–50% of her life in this new hormonal environment.

Perimenopause Changes the Rules

Perimenopause initiates a new normal that brings changes that can influence a woman's health for decades.

Her heart. Estrogen helps support healthy blood vessels and influences how the body manages cholesterol. As it declines, LDL cholesterol rises sharply and cardiovascular risk factors increase. That's especially worth knowing because heart disease is the number one killer of women in the United States.

Her metabolism and muscle. As estrogen declines, a woman's body may burn 250–300 fewer calories a day. At the same time, women begin to lose muscle and store more fat around the abdomen.

Her bones. Estrogen helps balance the constant breakdown and rebuilding of bone. When estrogen falls, bone loss accelerates.

Her collagen. Women can lose approximately 30% of their skin collagen during the first 5 years after menopause, followed by continued losses of about 2% per year for the next 15 years. And collagen isn't just about wrinkles—it is a structural protein found throughout the body, including connective tissues in joints and muscles.

Her brain. If she's losing words, losing focus, or simply not feeling like herself, she isn't imagining it. Women in perimenopause are about 40% more likely to experience depression. On top of that, learning and memory often dip during the transition. For many women, the brain fog eventually lifts. In one major US study, women after menopause performed as well on memory tests as women who hadn't yet started the transition.

Ask About Your Options

If symptoms are disrupting your sleep, mood, daily life, or overall well-being—or you're simply concerned about changes

you're experiencing—there are treatment options that can help with many perimenopause symptoms.

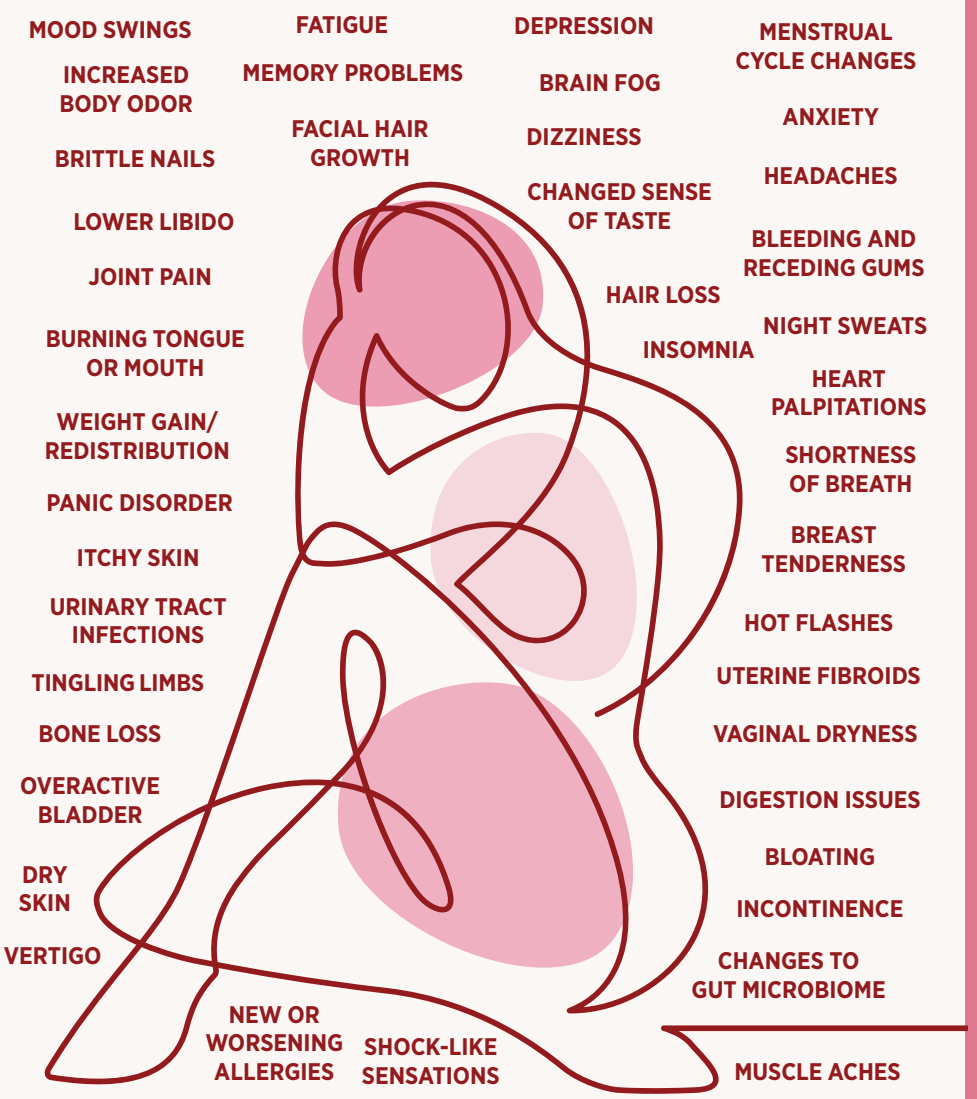
Talk with a health care professional who has experience and training in perimenopause, menopause, and women's health in midlife. Your health care professional can help you understand your options and decide what is appropriate for you.

Own What Comes Next

Previous generations of women often entered menopause without much explanation for what was happening to their bodies. We have more of what many of them lacked: more research, better information, and a growing number of health care providers who specialize in this stage of life. That knowledge means that women today have more resources at their fingertips to empower themselves and live healthier lives as they age.

That starts with paying attention. A changing cycle, worsening sleep, new anxiety, unexplained aches, changes in weight or strength, or other symptoms are information—not inconveniences to dismiss.

Menopause changes the body. Knowing what is changing gives a woman something powerful in return—the chance to change how she cares for it. LH



MORE THAN HOT FLASHES

TAKE CARE OF THE Body YOU HAVE NOW

Your hormones have changed. Some of the ways you support your body should change with them.

Build Muscle

Menopause can make maintaining muscle harder. Strength train at least two days a week to help preserve muscle and bone.

Keep Your Heart Moving

Cardiovascular risk rises during perimenopause. Aim for at least 150 minutes of moderate aerobic activity every week.

Prioritize Protein

As muscle becomes harder to maintain, protein matters even more. Postmenopausal women should generally aim for about 0.5 grams of protein per pound of body weight each day, ideally spread throughout the day.

Know Your Numbers

Menopause is a time to pay closer attention to heart health. Keep up with wellness visits and know your blood pressure, cholesterol, and blood sugar.

Support Your Bones

Bone loss accelerates as estrogen falls. Women ages 51–70 need about 1,200 mg of calcium daily, and vitamin D helps the body absorb it. Weight-bearing activity and resistance training provide additional support.

Supplement for Your Changing Needs

Lower estrogen changes the needs of your bones, muscles, heart, skin, and other tissues. Along with a healthy diet, consistent supplementation can help provide the protein, vitamins, minerals, essential fats, and other nutrients that support these systems through menopause and beyond.

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	Executive Director	National Director	Corporate Director	Presidential Director
$500 PER MONTH	$1,000 PER MONTH	$1,200 PER MONTH	$1,500 PER MONTH	$1,500 PER MONTH



Executive Directors **Drew & Lindsey Martin** MO
2023 Honda Odyssey

For the Martins, earning Melaleuca's Car Bonus wasn't about putting something flashy in the driveway. It was about making life work better for their family of six—and ultimately owing less.

When Lindsey was pregnant with their fourth child, they knew that their old five-seat vehicle was no longer going to work. So they purchased an eight-passenger minivan. Six months later, when Drew's SUV broke down, they added a second minivan. "With a family of six, the Car Bonus has been an incredible blessing," Drew says. "It's given us the flexibility of having two vehicles that can each hold our entire family so that we can keep up with our family's busy schedule."

Earlier this year, the Martins paid off their final auto loan. But Lindsey loves that the Car Bonus didn't disappear with the car payment. It now provides additional room in the family budget each month. "The best part of earning it isn't necessarily that we have to have more," Lindsey says. "It's just that we owe less. It's so peaceful to owe less." MH

Consult the Annual Income Statistics on page 58 for typical results.



THOUSANDS of CARS

MILLIONS of SMILES

MELALEUCA
EVENTS

2027 CALENDAR OF EVENTS

Melaleuca events provide you with world-class coaching and proven strategies you can use to build your business and improve your life.

January 2, 2027	**Launch** | Virtual Event
February 4–5, 2027	**Leadership Quest** | Jacksonville, FL
March 13, 2027	**ADVANCE*** | St. Louis, MO
April 3, 2027	**ADVANCE*** | Atlanta, GA
May 6–8, 2027	**Convention 2027** | Salt Lake City, UT
June 26, 2027	**ADVANCE*** | Dallas, TX
TBD	**Road to Executive Director** | Idaho Falls, ID
October 28–29, 2027	**Standing ELC** | St. Louis, MO

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.

LAUNCH YOUR BUSINESS INTO THE NEW YEAR!



A new year brings new goals, new possibilities, and an opportunity to build lasting momentum. And now, more than ever, January Launch is exactly where you and your team need to be.

Start planning today. Notify your team. Invite ANYONE who wants to earn supplemental or significant income. Then tune in together for a powerful virtual event designed to give you world-class training, game-changing announcements, and practical tools to make 2027 a year of action and growth. Your goals are in reach!

MARK YOUR CALENDAR AND MAKE 2027 YOUR BEST YEAR EVER!

JANUARY 2, 2027 / 10:00 AM MST

LAUNCH

Melaleuca.com/Launch |

SENIOR DIRECTORS 8

Mike & Andrea Van Bakel ONTARIO

Everyone Learns at Their Own Tempo



LAST MONTH'S EARNINGS $19,587

After teaching piano for almost 20 years, Andrea Van Bakel has learned something important from her students: Progress can't be rushed.

Some students pick up a new skill quickly. Others need more time. A teacher can encourage them, guide them, and stay beside them—but ultimately, every student has to choose their own tempo.

Andrea has discovered that leadership works much the same way. "I think it's realizing that everyone goes at their own pace," she says. "People build their own businesses on their own terms, and it's important to support everybody where they are. I'm here when they need me, but I'm patient."

That patience has become part of how Andrea leads as a Senior Director. But reaching this point was a goal long before it was a reality.

When Andrea first opened *Leadership in Action*, she remembers reading the advancement stories and seeing people from all walks of life reaching their goals. Her reaction was immediate: "I want to be on one of those pages!" Now she is!

Building a Melaleuca business had to fit into an already-full life. So Andrea used the spaces between everything else—waiting at the bus stop, sitting in the car while one of her children finished work, or finding an open pocket in her piano-teaching schedule.

Those small stretches of time added up because Andrea kept filling them with small, repeated actions. Her advice to her team sounds remarkably like something a piano teacher might say about practice: Do a little every day.

"Do two approaches a day. That's it," Andrea says. "Be consistent and promise yourself that you will do that. You might not hear back from people right away. You might not hear back from them for a year, which I've had happen. Just be patient, be consistent, and do the work."

Andrea has seen what that consistency can produce in her own life. She recently paid off the family's Suburban and has been able to significantly reduce the number of piano students she teaches. Her next financial goal is paying off the mortgage.

But after two decades of teaching, she understands that her timeline isn't the same as everyone else's. Some people move quickly. Others take longer. Andrea knows that someone saying "not right now" doesn't necessarily mean "never"—sometimes the person you approach today won't be ready for another year.

Her job isn't to force the tempo. It's simply to be consistent, stay patient, and be there when they're ready to play.

Consult the Annual Income Statistics on page 58 for typical results.

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.



Noel Walker
Senior Director 7, Virginia



Hanniel Espinosa
Senior Director, California



Josefina Corona
Senior Director 9, California



Manda & Sean Kistler
Senior Directors 6, Texas



Andrea & Mike Van Bakel
Senior Directors 8, Ontario



Orlando Corona
Senior Director 7, California



Maria & Drew Renaud
Senior Directors 6, Missouri



MacKenzie & Robert Gladwell
Senior Directors 4, Michigan

SENIOR DIRECTORS 9



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

SENIOR DIRECTORS 8



Andrea & Mike Van Bakel
ONTARIO
Enrolled: 04/12/2025

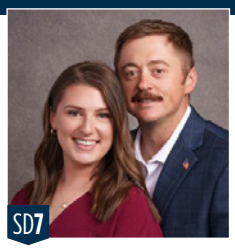
SENIOR DIRECTORS 7



Christy & Mark Carr
PENNSYLVANIA
Enrolled: 11/27/2020



Orlando Corona
CALIFORNIA
Enrolled: 03/13/2010



Megan & Wesley Doyle
IOWA
Enrolled: 01/18/2022



Lexie & Parks Hartsfield
TENNESSEE
Enrolled: 12/30/2024



Noel Walker*
VIRGINIA
Enrolled: 04/10/2026

SENIOR DIRECTORS 6



Manda & Sean Kistler*
TEXAS
Enrolled: 12/15/2024



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



Noel Walker*
VIRGINIA
Enrolled: 04/10/2026

SENIOR DIRECTORS 5



Tina Hockmuth-Pezzetti
IOWA
Enrolled: 12/01/2024



Manda & Sean Kistler*
TEXAS
Enrolled: 12/15/2024



Ana Maria Padilla Moreno & Mauricio Alfaro
KENTUCKY
Enrolled: 08/04/2017

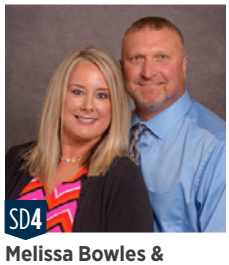


Noel Walker*
VIRGINIA
Enrolled: 04/10/2026

SENIOR DIRECTORS 4



Emily & Zachary Basler
MISSOURI
Enrolled: 08/18/2023



Melissa Bowles & Richie Sutphin
WEST VIRGINIA
Enrolled: 03/12/2025



MacKenzie & Robert Gladwell
MICHIGAN
Enrolled: 11/01/2025



Claude Ishimwe*
INDIANA
Enrolled: 06/09/2026



Elina & Ilya Katsman
KANSAS
Enrolled: 03/21/2022



Anuarite Zainabu*
ARIZONA
Enrolled: 06/15/2026

SENIOR DIRECTORS 3



Claude Ishimwe*
INDIANA
Enrolled: 06/09/2026



Ashley & Jason Patterson
INDIANA
Enrolled: 02/10/2025



Anuarite Zainabu*
ARIZONA
Enrolled: 06/15/2026

SENIOR DIRECTORS 2



Brooke & Wade Blankenship
ILLINOIS
Enrolled: 12/31/2024



Callie & Tyler Duncan
KANSAS
Enrolled: 10/30/2024

* These hardworking Marketing Executives have advanced rapidly and are pictured for each status they have achieved.


SD2 PACESETTER

Claude Ishimwe*
INDIANA
Enrolled: 06/09/2026


SD2

Katie & Beau LeDoux
WYOMING
Enrolled: 01/22/2020


SD2 PACESETTER

Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Enrolled: 04/09/2026


SD2

Candace & Blaine Spradley
TEXAS
Enrolled: 03/31/2023

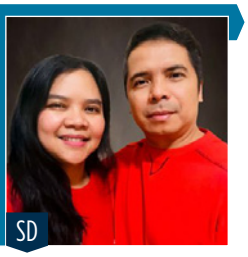

SD2

Mackenzie & Marcus Woodruff
MISSOURI
Enrolled: 09/16/2025


SD2 PACESETTER

Anuarite Zainabu*
ARIZONA
Enrolled: 06/15/2026

SENIOR DIRECTORS


SD

Judee & Bernard Capucao
TEXAS
Enrolled: 01/30/2023


SD

Riley Childs
MISSISSIPPI
Enrolled: 02/26/2024


SD

Hanniel Espinosa*
CALIFORNIA
Enrolled: 05/23/2025


SD PACESETTER

Jen Foster
ILLINOIS
Enrolled: 10/06/2025


SD PACESETTER

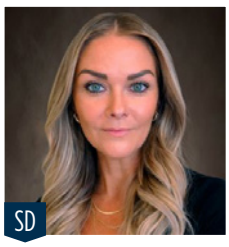
Claude Ishimwe*
INDIANA
Enrolled: 06/09/2026


SD PACESETTER

Mwamini Manga*
ARIZONA
Enrolled: 07/13/2026


SD PACESETTER

Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Enrolled: 04/09/2026


SD

Brenda & Johnnie Unrau
MANITOBA
Enrolled: 05/08/2025


SD PACESETTER

Anuarite Zainabu*
ARIZONA
Enrolled: 06/15/2026



Wellness Looks Good on You

Melaleuca Logo Gear brings together everyday comfort and meaningful style in a way that fits your life beautifully. Whether you're heading out, working out, or keeping it casual, these are the pieces that help you look polished, feel confident, and represent what matters to you. Because when wellness is part of your lifestyle, it shows.

Shop the latest Melaleuca Logo Gear styles at **Melaleuca.com/LogoGear.**

MELALEUCA 2025
ANNUAL INCOME STATISTICS

Melaleuca has a generous customer loyalty program that shares a portion of its revenues with those who have told others about Melaleuca products. These statistics provide transparency of the financial opportunity that comes from referring customers to Melaleuca.

Customers

Customers who subscribe to purchase products every month are called Members. Having customers who love Melaleuca products so much that they purchase them almost every month provides a solid foundation for the business opportunity. Although Melaleuca offers intriguing financial rewards to those who refer customers, the majority (approximately **82%**) of those who purchase Melaleuca products each month are exclusively interested in the health benefits of Melaleuca products. 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 live a healthier, more vibrant life, and they believe that Melaleuca products will help them with that goal.

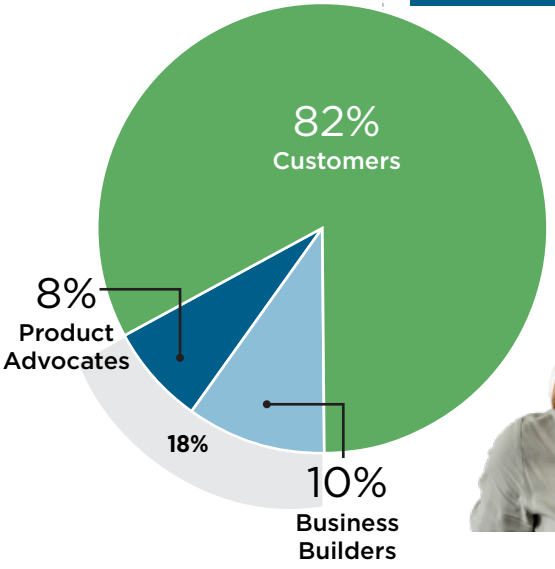
Pursuing the Business Opportunity

Approximately **18%** of Melaleuca customers pursue the business opportunity by referring customers and becoming Marketing Executives. These Marketing Executives receive a commission when their referrals purchase Melaleuca products.

Product Advocates

Marketing Executives who have referred fewer than eight customers are called Product Advocates. 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. As customers purchase products directly from Melaleuca, the Product Advocate who referred them receives a small commission. Approximately **44%** of all Melaleuca Marketing Executives are simply Product Advocates. Product Advocates are not necessarily seriously interested in the Melaleuca financial opportunity. They just love Melaleuca products enough that they have referred at least one customer. While a Product Advocate may not be considered a serious business builder, since there are thousands of Product Advocates, the overall contribution of these very loyal customers is significant.

	ANNUAL INCOME			PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS	
	HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
PRODUCT ADVOCATE	$2,246	$14	$112	0	1	1	4	1 Mo.	406 Mo.
PRODUCT ADVOCATE 2	$3,869	$28	$242	2	2	2	8	1 Mo.	436 Mo.
PRODUCT ADVOCATE 3	$5,568	$57	$535	4	5	4	18	1 Mo.	390 Mo.





Building a Melaleuca Business

Approximately **56%** of all Melaleuca Marketing Executives achieve a leadership status of Director or higher. You can find the percentage of Marketing Executives currently at each leadership status in the provided schedules.



Beginning a Business (Director–Director 2)

The status of Director 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 active Melaleuca customers.

	ANNUAL INCOME			PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS	
	HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
DIRECTOR 1–2 (88.2%)	$27,540	$274	$2,242	8	17	8	76	1 Mo.	406 Mo.



Initial Leadership Status (Director 3–Director 9)

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 (Members) who purchase Melaleuca products each month.

	ANNUAL INCOME			PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS	
	HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
DIRECTOR 3 (3.9%)	$31,161	$2,666	$10,763	11	37	42	139	1 Mo.	403 Mo.
DIRECTOR 4–5 (2.3%)	$39,313	$4,995	$17,071	13	53	94	288	1 Mo.	361 Mo.
DIRECTOR 6–7 (1.0%)	$49,011	$9,280	$25,235	16	73	185	388	1 Mo.	362 Mo.
DIRECTOR 8–9 (0.7%)	$72,942	$18,055	$36,366	24	91	285	546	1 Mo.	354 Mo.



Advanced Leadership Status

Those Marketing Executives who reach Senior Director or above have shown substantial dedication in building a Melaleuca business. While most do not work their businesses full time, it is essential that they invest time each month nurturing, training, and helping those in their marketing organizations. Some Executive Directors at the higher income statuses do work their businesses close to full time. However, Melaleuca advocates that Marketing Executives keep their full-time jobs and work their Melaleuca businesses in their spare time. Marketing Executives should never quit their full-time jobs until their monthly Melaleuca income far surpasses the income they receive from their full-time employer. Rather, they should add their Melaleuca income to their regular income, thereby making a substantial difference in their family finances.

	ANNUAL INCOME			PERSONAL CUSTOMERS		TOTAL ACTIVE CUSTOMERS		TIME TO ACHIEVE STATUS	
	HIGH	LOW	AVERAGE	MINIMUM	AVERAGE	MINIMUM	AVERAGE	SHORTEST	LONGEST
SENIOR DIRECTOR 1–9 (1.9%)	$249,390	$20,446	$66,153	22	111	372	950	1 Mo.	365 Mo.
EXECUTIVE DIRECTOR 1–9 (1.5%)	$693,201	$50,747	$171,408	34	162	893	2,415	2 Mo.	353 Mo.
NATIONAL DIRECTOR 1–9 (0.3%)	$997,362	$143,947	$329,332	42	220	2,909	4,594	5 Mo.	277 Mo.
CORPORATE–PRESIDENTIAL DIRECTOR (0.1%)	$2,583,538	$407,332	$1,123,836	69	357	6,203	13,902	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 2025 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, an email account, and transportation if you choose to conduct meetings in locations other than your own home. 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 develops and exercises those qualities.

I don’t wait for free time.

I Grow in the time I have.



You don’t need to clear your calendar to build your business. Open Grow during the little pockets of your day to organize contacts, send a product recommendation, check reminders, track progress, or share a helpful resource. It’s got everything you need to keep building—right in the palm of your hand.

GROW

YOUR SUCCESS

Melaleuca.com/GrowPremium

24 cups. Countless connections.



With every cup comes a warm reminder of the relationships that matter most. Gift someone special the **24 Coffees of Christmas Advent Calendar**, or share a cup together. It creates a natural opportunity to connect, catch up, and share what you love about Melaleuca. Because some of the best conversations start over a cup of coffee.

DIRECTORS 8

Hailey & Jake Polderman MISSISSIPPI

A Breath of Fresh Air



LAST MONTH'S EARNINGS $2,277

Long before Melaleuca found Hailey, breathing was something she learned not to take for granted. She remembers being the kid who needed breathing treatments during recess and the dancer who tucked an inhaler into her sports bra. As an adult, Hailey says conventional cleaning products bothered her lungs so much that she often left the cleaning to her husband, Jake.

Then, in 2022, Jake came across a post from their future enroller about the Lung Study, which found that cleaning with national brand cleaners caused as much lung damage as smoking a pack of cigarettes a day for 20 years. As someone who had worked in construction cleaning to remove debris from newly built or renovated houses, Jake was intrigued. "He said, 'We have to look into this store,'" Hailey recalls. "I said, 'Absolutely not.'"

But Jake pressed the issue, and eventually Hailey agreed to give Melaleuca a try. In October of that year, she placed her first order. For Hailey, choosing the products she brought into her home became an important part of being intentional about her family's environment.

The timing also coincided with another long-awaited chapter. Hailey and Jake had been married for five years and had struggled to grow their family. Six weeks after converting their house to Melaleuca products, Hailey learned she was pregnant with their daughter, Zoey. While Hailey doesn't claim Melaleuca directly contributed to that joyful news, her experience deepened her desire to examine the day-to-day products her family used.

"I realized I needed to share Melaleuca with other moms, but at first I was only talking about it casually," she says. Then, on an 18-hour drive home from a family trip to New Mexico, Jake and Hailey started talking about the year ahead.

"I remember looking at him and saying, 'Gosh, the year is going to pass us by, and I'm so tired of being in the same boat financially every single year,'" she recalls. "We always say, 'This is going to be our year,' and then we give up."

That conversation became a turning point for Hailey and Jake. They decided right then that Melaleuca was going to be their lifeboat.

Today, the additional income from Hailey's Melaleuca business has helped them pay down debt. Hailey has also discovered something she didn't expect: how much she loves showing others they are worthy of the life they dream of if they find the right vehicle and are willing to work. "In more ways than one, Melaleuca has given me and my family a little more room to breathe," she says. JW

Consult the Annual Income Statistics on page 58 for typical results.

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.



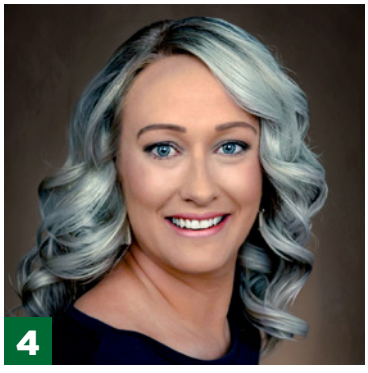
Rachael & Benjamin Akhidenor
Directors 5, Quebec



Paige Cunningham
Director 6, Texas



Jose & Sarai Hernandez
Directors 9, Tennessee



Sarah Coldham
Director 6, Alberta



Melinda Page
Director 6, Kentucky



Megan Crays
Director 8, Indiana



Tehrie Ned
Director 7, Texas



Hannah Tyner
Director 8, Mississippi

DIRECTORS 9



Hanniel Espinosa*
CALIFORNIA
Marketing Executive



Claude Ishimwe*
INDIANA
Marketing Executive



Mwamini Manga*
ARIZONA
Marketing Executive



Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Marketing Executives



Amanda Weger
ALBERTA
Entrepreneur

DIRECTORS 8



Megan Crays
INDIANA
Marketing Executive



Claude Ishimwe*
INDIANA
Marketing Executive



Mwamini Manga*
ARIZONA
Marketing Executive



Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Marketing Executives



Amy & Jimmy Phelps*
ALABAMA
Marketing Executives



Cassie Tuff
NEW YORK
Police Officer

DIRECTORS 7



Justin & Karli Hudgens
ALASKA
Business Owner/Stay-at-Home Mom



Claude Ishimwe*
INDIANA
Marketing Executive



Mwamini Manga*
ARIZONA
Marketing Executive



Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Marketing Executives



Amy & Jimmy Phelps*
ALABAMA
Marketing Executives



Courtney & Jeremy Renaud
TEXAS
Retail Store Business Owners



Chelsi Wooton
MISSOURI
Entrepreneur

DIRECTORS 6



Sarah Coldham*
ALBERTA
Entrepreneur



Paige Cunningham*
TEXAS
Boutique Owner



Claude Ishimwe*
INDIANA
Marketing Executive



Mwamini Manga*
ARIZONA
Marketing Executive



Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Marketing Executives

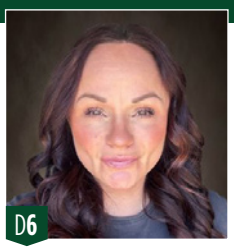


Kalli Oolman
SOUTH DAKOTA
Teacher



Amy & Jimmy Phelps*
ALABAMA
Marketing Executives

* These hardworking Marketing Executives have advanced rapidly and are pictured for each status they have achieved.



Karlee Prins
ALBERTA
Marketing Executive



Rosemary Tovar
TEXAS
Special Education Teacher

DIRECTORS 5



Tally Carriere
SASKATCHEWAN
Marketing Executive



Sarah Coldham*
ALBERTA
Entrepreneur



Paige Cunningham*
TEXAS
Boutique Owner



Claude Ishimwe*
INDIANA
Marketing Executive



Mwamini Manga*
ARIZONA
Marketing Executive



Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Marketing Executives



Krystal Nagy
ONTARIO
Nail Technician



Cheryl Pieper*
FLORIDA
Talent Acquisition Partner



Natalie & Stephen VandenHeuvel*
ONTARIO
Communicative Disorders Assistant/Internet Tech



Madi Wallace
TEXAS
Marketing Executive

DIRECTORS 4



Nicholas & Shenae Alberts
WYOMING
Electrical Engineer/Physical Therapist



Hope Brown
TENNESSEE
Technical Education Director



Paige Cunningham*
TEXAS
Boutique Owner



Emilia & Christopher Faber*
ILLINOIS
Marketing Executives



Jenny Hoffman
WISCONSIN
Stay-at-Home Mom



Claude Ishimwe*
INDIANA
Marketing Executive



Charlene & Randy Joseph
LOUISIANA
Marketing Executive



Mwamini Manga*
ARIZONA
Marketing Executive



Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Marketing Executives



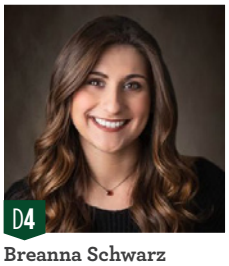
Jenny-Lee Morais
NEW BRUNSWICK
Marketing Executive



Nanette Pankau*
MISSOURI
Stay-at-Home Mom



Cheryl Pieper*
FLORIDA
Talent Acquisition Partner



Breanna Schwarz
MARYLAND
Marketing Executive



Natalie & Stephen VandenHeuvel*
ONTARIO
Communicative Disorders Assistant/Internet Tech

DIRECTORS 3



Noel Anzures*
CALIFORNIA
Production Manager



Irene Arguez*
ONTARIO
Marketing Executive



Jasmin Balbastro
ONTARIO
Marketing Executive



Brenda Bartlett
NEW BRUNSWICK
Marketing Executive



Sarah Bridges
TEXAS
Marketing Executive



Leanet Broche Ceballo*
FLORIDA
Computer Science Engineer



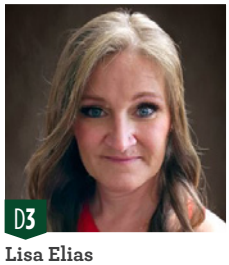
Dr. Tameka Brown
SOUTH CAROLINA
Marketing Executive



Mariana Cervantes*
TEXAS
Marketing Executive



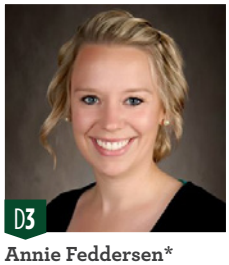
Paige Cunningham*
TEXAS
Boutique Owner



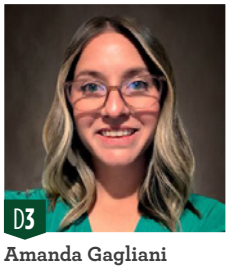
Lisa Elias
MANITOBA
Cosmetologist



Emilia & Christopher Faber*
ILLINOIS
Marketing Executives



Annie Feddersen*
SOUTH DAKOTA
Physical Therapist



Amanda Gagliani
PENNSYLVANIA
Marketing Executive



Charleen Gardner
PENNSYLVANIA
Marketing Executive



Debra Gooding*
SOUTH CAROLINA
Marketing Executive



Kymberly Hagwood
MISSISSIPPI
Marketing Executive



Kelly & Joshua Heimbach
PENNSYLVANIA
Marketing Executive



Deborah Holmes*
OKLAHOMA
Technical Program Manager



Claude Ishimwe*
INDIANA
Marketing Executive



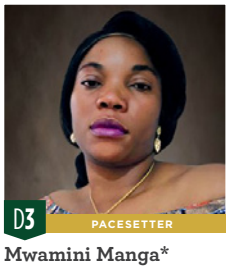
Brittney Jay*
TEXAS
Marketing Executive



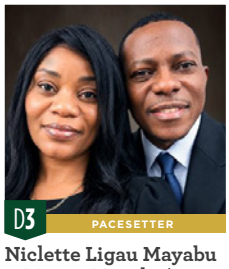
Katelyne Koeberlein*
INDIANA
Marketing Executive



Melissa Kroupa
ILLINOIS
Nurse Practitioner



Mwamini Manga*
ARIZONA
Marketing Executive



Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Marketing Executives

* These hardworking Marketing Executives have advanced rapidly and are pictured for each status they have achieved.


D3 PACESETTER

Rebecca McNally*
ALABAMA
Stay-at-Home Mom


D3 PACESETTER

Lesly Pagoada*
NEVADA
Marketing Executive


D3

Nanette Pankau*
MISSOURI
Stay-at-Home Mom


D3

Nicole & Cole Roper
GEORGIA
Cattle Producer/Poultry Supervisor


D3

Chelsey Sanford*
MISSISSIPPI
Dental Hygienist


D3

Kaylie Vajgrt
IOWA
Stay-at-Home Mom

DIRECTORS 2


D2

Stephanie Allen*
MISSOURI
Stay-at-Home Mom


D2 PACESETTER

Nayara & Mitch Amelio*
CONNECTICUT
Marketing Executives


D2 PACESETTER

Noel Anzures*
CALIFORNIA
Production Manager


D2 PACESETTER

Irene Arguez*
ONTARIO
Marketing Executive


D2 PACESETTER

Adele Basarich*
FLORIDA
Marketing Executive


D2 PACESETTER

Mary & Rick Bessette*
KENTUCKY
Registered Nurse/Police Officer


D2

Emma Betz
INDIANA
Teacher


D2 PACESETTER

Sarah Bourne*
OHIO
Hairstylist


D2 PACESETTER

Leanet Broche Ceballo*
FLORIDA
Computer Science Engineer


D2

Tamara Brown*
PENNSYLVANIA
Public Health Program Analyst


D2 PACESETTER

Sandra Carrazco*
ARIZONA
Marketing Executive


D2 PACESETTER

Kim Carroll*
NEW JERSEY
Marketing Executive


D2 PACESETTER

Christina Castellanos*
MICHIGAN
Travel Agent & Bookkeeper


D2 PACESETTER

Mariana Cervantes*
TEXAS
Marketing Executive


D2

Jordan Christopher
MICHIGAN
Registered Nurse


D2 PACESETTER

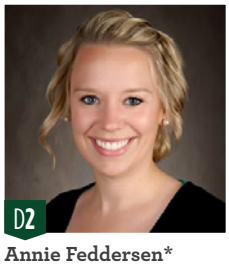
Cherie Cochrane*
VIRGINIA
Marketing Executive


D2 PACESETTER

Paige Cunningham*
TEXAS
Boutique Owner


D2 PACESETTER

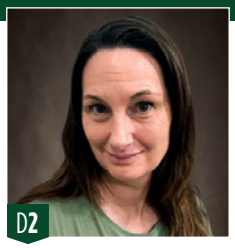
Fred Ewing*
GEORGIA
Marketing Executive


D2

Annie Feddersen*
SOUTH DAKOTA
Physical Therapist



Angie Feger*
WISCONSIN
Health & Special Education Assistant



LeAnne Fields*
ALABAMA
Stay-at-Home Mom



Anastasia Frangakis*
FLORIDA
Marketing Executive



Michelle Franklin
FLORIDA
Pharmacist & Retail Owner



Nelys Galvez*
FLORIDA
Marketing Executive



Debra Gooding*
SOUTH CAROLINA
Marketing Executive



Nicole & Kenneth Gordon*
TEXAS
Marketing Executives



Becca Green*
DELAWARE
Registered Nurse



Gale Hanson*
NEW BRUNSWICK
Accounting Supervisor



Kaylie Herman
INDIANA
Marketing Executive



Yusnay Hernandez & Roberto Castro*
TEXAS
Marketing Executives



Deborah Holmes*
OKLAHOMA
Technical Program Manager



Kevi Howell
TEXAS
Clinic Supervisor



Claude Ishimwe*
INDIANA
Marketing Executive



Brittney Jay*
TEXAS
Marketing Executive



Jody Johnson*
ALABAMA
Marketing Executive



D'Syre Joseph*
TEXAS
Teacher



Allyson & Nick Kelly*
NORTH CAROLINA
Teacher/Electronics Supervisor



Brandi Kio*
NEW YORK
Clinic Secretary for the Department of Health



Katelyne Koeberlein*
INDIANA
Marketing Executive



Racquel Lennon*
TEXAS
Marketing Executive



Vikki Lopez*
WASHINGTON
Security Access Control Area Support



Audrey Luttrell
MISSOURI
Stay-at-Home Mom



Kateland Maksanty*
VIRGINIA
Marketing Executive



Mwamini Manga*
ARIZONA
Marketing Executive

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Katie Martin*
ILLINOIS
Cosmetologist



Jessica Martinez*
TEXAS
Marketing Executive



Shannon Martz*
PENNSYLVANIA
Marketing Executive



Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Marketing Executives



Melanie McCann*
OKLAHOMA
Realty Specialist



Koryn McDaniel*
GEORGIA
Stay-at-Home Mom



Rebecca McNally*
ALABAMA
Stay-at-Home Mom



Morgan Milam*
ALABAMA
Marketing Executive



Tetyana Miletska*
WASHINGTON
Registered Nurse



Amarilis Morell*
KANSAS
Marketing Executive



Will & Shysheen Nelson*
DELAWARE
Truck Driver/Elementary Teacher



Austria Nelson*
UTAH
Real Estate Agent



William & Aretina Nolan*
MINNESOTA
Marketing Executives



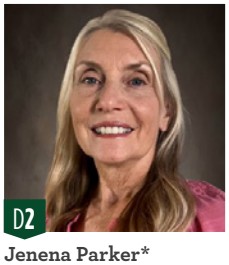
Stephanie Omen
OHIO
Self-Employed



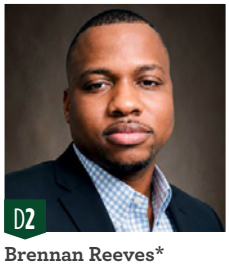
Lesly Pagoada*
NEVADA
Marketing Executive



Elizabeth Palmer*
ARIZONA
Audiologist



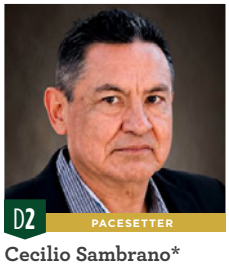
Jenena Parker*
INDIANA
Marketing Executive



Brennan Reeves*
TENNESSEE
HR Manager



Catherine Rochefort*
ARIZONA
Chef



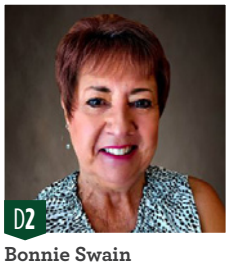
Cecilio Sambrano*
ARIZONA
Marketing Executive



Chelsey Sanford*
MISSISSIPPI
Dental Hygienist



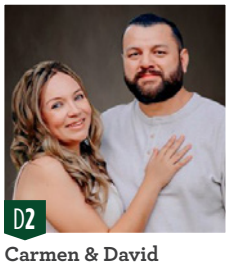
Karri Steele*
KENTUCKY
Customer Service Representative



Bonnie Swain
OKLAHOMA
Marketing Executive



Whitney Swisher*
KANSAS
Marketing Executive



Carmen & David Talavera
CALIFORNIA
Marketing Executives



D2 PACESETTER

Elizabeth Van Nus*
GEORGIA
Stay-at-Home Mom



D2

Emma Wagner*
KANSAS
Marketing Executive



D2 PACESETTER

MaKenna & Nathan Whitehouse*
KENTUCKY
Marketing Executive

DIRECTORS



D

Stephanie Allen*
MISSOURI
Stay-at-Home Mom



D PACESETTER

Nayara & Mitch Amelio*
CONNECTICUT
Marketing Executives



D PACESETTER

Noel Anzures*
CALIFORNIA
Production Manager



D

Kristin Apostolico
FLORIDA
Teacher



D PACESETTER

Irene Arguez*
ONTARIO
Marketing Executive



D PACESETTER

Adele Basarich*
FLORIDA
Marketing Executive



D

Cassandra Bax
MISSOURI
Marketing Executive



D PACESETTER

Mary & Rick Bessette*
KENTUCKY
Registered Nurse/Police Officer



D PACESETTER

Sydney Blaske
KANSAS
Marketing Executive



D PACESETTER

Sarah Bourne*
OHIO
Hairstylist



D PACESETTER

Leanet Broche Ceballo*
FLORIDA
Computer Science Engineer



D

Tamara Brown*
PENNSYLVANIA
Public Health Program Analyst



D

Keisha Brown
TEXAS
Store Manager



D PACESETTER

Jeremy & Madesta Browne
TEXAS
Body Shop Office Coordinator/
Marketing Executive



D

Danielle Carr
TEXAS
Marketing Executive



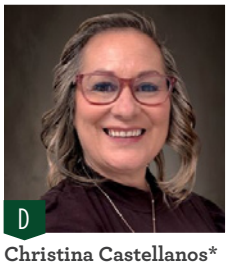
D PACESETTER

Sandra Carrazco*
ARIZONA
Marketing Executive



D PACESETTER

Kim Carroll*
NEW JERSEY
Marketing Executive



D

Christina Castellanos*
MICHIGAN
Travel Agent & Bookkeeper



D PACESETTER

Mariana Cervantes*
TEXAS
Marketing Executive



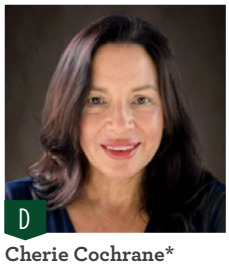
D PACESETTER

Lisa Chapman
GEORGIA
Surgical Tech



D

Adrianna Clendenin
OHIO
Marketing Executive



D

Cherie Cochrane*
VIRGINIA
Marketing Executive

* These hardworking Marketing Executives have advanced rapidly and are pictured for each status they have achieved.


D PACESETTER

Paige Cunningham*
TEXAS
Boutique Owner


D

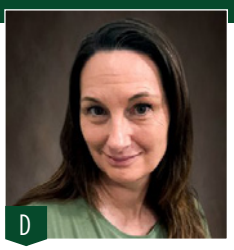
Wanda Diaz
PUERTO RICO
Marketing Executive


D PACESETTER

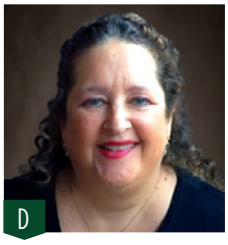
Fred Ewing*
GEORGIA
Marketing Executive


D

Angie Feger*
WISCONSIN
Health & Special Education Assistant


D

LeAnne Fields*
ALABAMA
Stay-at-Home Mom


D

Anastasia Frangakis*
FLORIDA
Marketing Executive


D PACESETTER

Nelys Galvez*
FLORIDA
Marketing Executive


D PACESETTER

LaTanya Gentile & John Horner
PENNSYLVANIA
Associate Director/Health Physics Technician


D

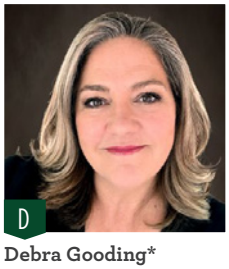
Rachel Gholston
VIRGINIA
Public Safety


D

Kizzi Gibson
SOUTH CAROLINA
Marketing Executive


D

Brigett Gladden
OKLAHOMA
Marketing Executive


D

Debra Gooding*
SOUTH CAROLINA
Marketing Executive


D PACESETTER

Nicole & Kenneth Gordon*
TEXAS
Marketing Executives


D PACESETTER

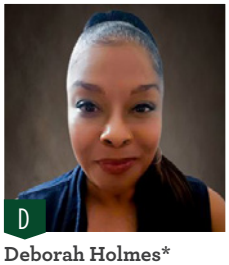
Becca Green*
DELAWARE
Registered Nurse


D PACESETTER

Gale Hanson*
NEW BRUNSWICK
Accounting Supervisor


D PACESETTER

Yusnay Hernandez & Roberto Castro*
TEXAS
Marketing Executives


D

Deborah Holmes*
OKLAHOMA
Technical Program Manager


D PACESETTER

Matt & Carly Horner
ILLINOIS
Mental Health Professional/ Marketing Executive


D PACESETTER

Claude Ishimwe*
INDIANA
Marketing Executive


D

Brittney Jay*
TEXAS
Marketing Executive


D

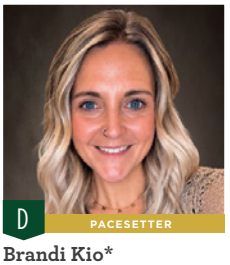
Jody Johnson*
ALABAMA
Marketing Executive


D PACESETTER

D'Syre Joseph*
TEXAS
Teacher


D

Allyson & Nick Kelly*
NORTH CAROLINA
Teacher/Electronics Supervisor


D PACESETTER

Brandi Kio*
NEW YORK
Clinic Secretary for the Department of Health


D PACESETTER

Christina Kitchen
NEW BRUNSWICK
Marketing Executive



Katelyne Koeberlein*
INDIANA
Marketing Executive



Leticia Laza
FLORIDA
Marketing Executive



Racquel Lennon*
TEXAS
Marketing Executive



Kristy Leuthe
PENNSYLVANIA
Teacher



Vikki Lopez*
WASHINGTON
Security Access Control Area Support



Kateland Maksanty*
VIRGINIA
Marketing Executive



Mwamini Manga*
ARIZONA
Marketing Executive



Katie Martin*
ILLINOIS
Cosmetologist



Jessica Martinez*
TEXAS
Marketing Executive



Shannon Martz*
PENNSYLVANIA
Marketing Executive



Niclette Ligau Mayabu & Mputu Mayabu*
TEXAS
Marketing Executives



Melanie McCann*
OKLAHOMA
Realty Specialist



Koryn McDaniel*
GEORGIA
Stay-at-Home Mom



Christy McLaughlin
PENNSYLVANIA
Registered Nurse



Rebecca McNally*
ALABAMA
Stay-at-Home Mom



Ashley McSwain
NORTH CAROLINA
Legal Assistant



Morgan Milam*
ALABAMA
Marketing Executive



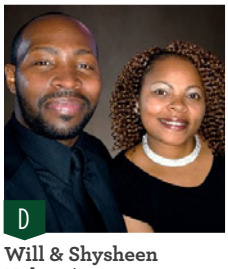
Tetyana Miletska*
WASHINGTON
Registered Nurse



Amarilis Morell*
KANSAS
Marketing Executive



Kristen & Zachary Myers
TEXAS
Homeschool Mom/Firefighter & Paramedic



Will & Shysheen Nelson*
DELAWARE
Truck Driver/Elementary Teacher



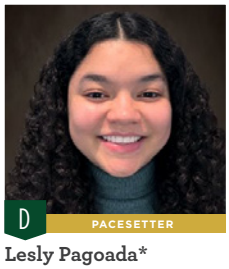
Austria Nelson*
UTAH
Real Estate Agent



William & Aretina Nolan*
MINNESOTA
Marketing Executives



Janet & Dave Pagano
ARIZONA
Marketing Executive



Lesly Pagoada*
NEVADA
Marketing Executive

* These hardworking Marketing Executives have advanced rapidly and are pictured for each status they have achieved.



Elizabeth Palmer*
ARIZONA
Audiologist



Jenena Parker*
INDIANA
Marketing Executive



Tiffany Pierce
MICHIGAN
Marketing Executive



Destiny Poulos
FLORIDA
Marketing Executive



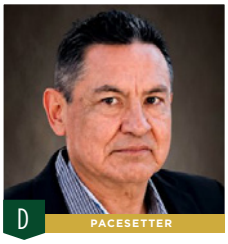
Harlee Ramsey
INDIANA
Registered Nurse & PMHNP Student



Brennan Reeves*
TENNESSEE
HR Manager



Catherine Rochefort*
ARIZONA
Chef



Cecilio Sambrano*
ARIZONA
Marketing Executive



Chelsey Sanford*
MISSISSIPPI
Dental Hygienist



Lurdenia Santana Sarduy
TEXAS
Marketing Executive



Paul Smith
RHODE ISLAND
Self-Employed



Allie Smith
CONNECTICUT
Stay-at-Home Mom



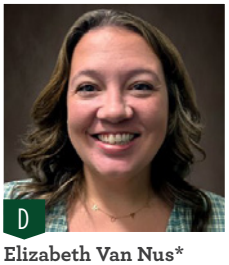
Karri Steele*
KENTUCKY
Customer Service Representative



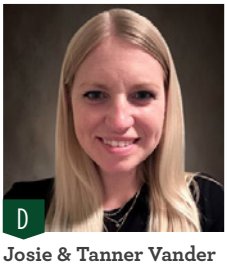
Whitney Swisher*
KANSAS
Marketing Executive



Annabel Valdes
FLORIDA
Marketing Executive



Elizabeth Van Nus*
GEORGIA
Stay-at-Home Mom



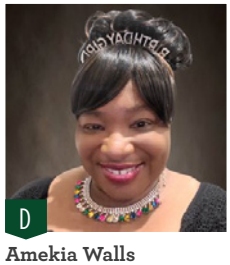
Josie & Tanner Vander Stoep
IOWA
Teacher/Marketing Executive



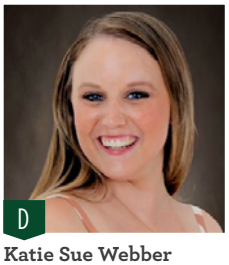
Alysha Wagley
ILLINOIS
Marketing Executive



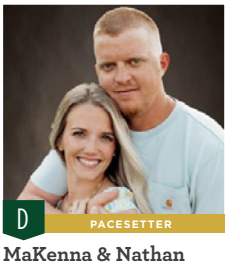
Emma Wagner*
KANSAS
Marketing Executive



Amekia Walls
TENNESSEE
Marketing Executive



Katie Sue Webber
TEXAS
Marketing Executive



MaKenna & Nathan Whitehouse*
KENTUCKY
Marketing Executive



Timothy August Young
TEXAS
Educator

PRESIDENT'S CLUB
MASAI MARA
KENYA
2027

An Unforgettable Destination Deserves a Magnificent Return













Look closely at the photos on this page. They aren't glimpses of what President's Club might be like. They're real moments from President's Club 2019 when Melaleuca leaders journeyed to Kenya for an experience many still talk about today. And now we're going back in 2027!

Another Chance to Put Yourself in the Picture

Imagine experiencing the savanna from the legendary &Beyond Kichwa Tembo Tented Camp. Sharing extraordinary meals beneath an enormous African sky. Experiencing the traditions of the Maasai people. And discovering the kind of beauty and adventure that photographs can capture but never quite replicate.

Earn Your Way to the Wild

Extraordinary experiences begin with extraordinary commitment. Build consistently. Help others reach their goals. Then earn your way to the Masai Mara—and create the photographs and stories you'll still be sharing years from now.

President's Club | August 21–26, 2027

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4% BACK[1]
on gas, EV charging, grocery, and dining purchases

2% BACK[1]
on all other purchases

$100 WELCOME BONUS[1]
after your first purchase, made within the first 3 billing cycles after account opening.

Get a decision in less than 30 seconds!
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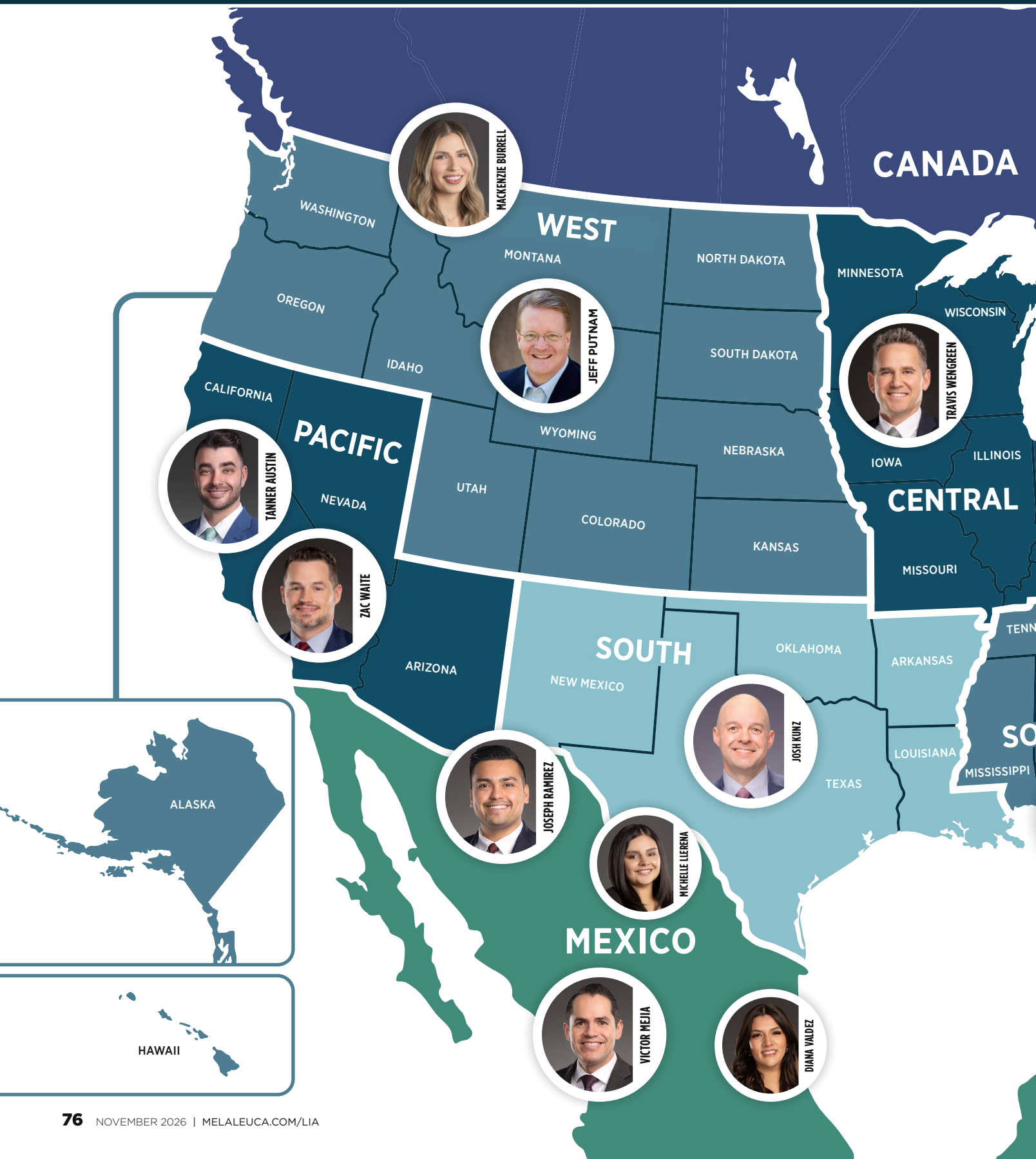
Must apply here for this offer. Offers vary elsewhere.

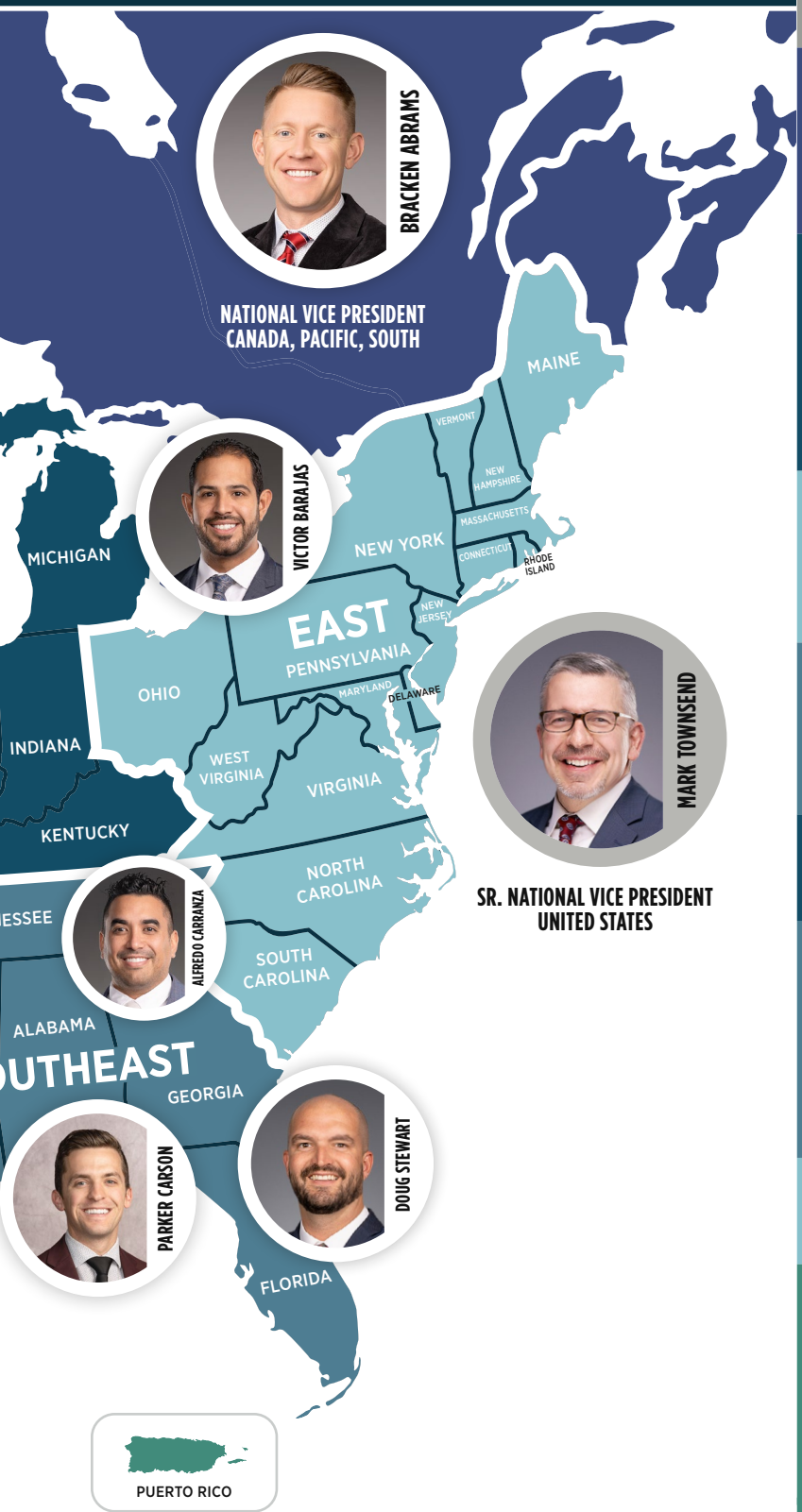
[1] See the Rewards Terms and Conditions for details. Please see the Melaleuca Rewards Program terms and conditions at Melaleuca.com for information regarding expiration, redemption, forfeiture, and other limitations on Loyalty Shopping Dollars.

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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

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MACKENZIE BURRELL MANAGER **CANADA & WEST**	**208-534-2244** mburrell@melaleuca.com

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BRACKEN ABRAMS NATIONAL VICE PRESIDENT **CANADA, PACIFIC, SOUTH**	**208-534-2710** brabrams@melaleuca.com
ZAC WAITE DIRECTOR **PACIFIC**	**208-534-2619** zwaite@melaleuca.com
TANNER AUSTIN SR. REGIONAL MANAGER **PACIFIC**	**208-534-2068** taaustin@melaleuca.com

SOUTH

BRACKEN ABRAMS NATIONAL VICE PRESIDENT **CANADA, PACIFIC, SOUTH**	**208-534-2710** brabrams@melaleuca.com
JOSH KUNZ DIRECTOR **SOUTH**	**208-534-2421** jkunz@melaleuca.com

WEST

JEFF PUTNAM DIRECTOR **WEST**	**208-534-2360** jeffputnam@melaleuca.com
MACKENZIE BURRELL MANAGER **CANADA & WEST**	**208-534-2244** mburrell@melaleuca.com

CENTRAL

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

SOUTHEAST

DOUG STEWART DIRECTOR **SOUTHEAST**	**208-534-2829** dstewart@melaleuca.com
PARKER CARSON SR. REGIONAL MANAGER **SOUTHEAST**	**208-534-2471** pcarson@melaleuca.com
ALFREDO CARRANZA MANAGER **SOUTHEAST**	**208-534-2219** acarranza@melaleuca.com

EAST

VICTOR BARAJAS DIRECTOR **EAST**	**208-534-2130** vbarajas@melaleuca.com

HISPANIC MARKET US/PUERTO RICO/MEXICO

JOSEPH RAMIREZ DIRECTOR US HISPANIC	**208-534-2075** jramirez2@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

QUALITY STEAKS
RIVERBEND RANCH

COOK WITH CONFIDENCE

Riverbend Ranch® Premium Beef Tallow Is a Fresh Alternative to Seed Oils



You have never tasted anything like it! No strong fragrance or beefy taste like most tallows. Just a clean, savory, fresh flavor.

PRODUCT OF USA
100%

NEVER EVER
NEVER RAISED WITH HORMONES OR ANTIBIOTICS

Today, more and more families are looking to replace heavily processed seed and vegetable oils used in cooking—and for good reason! Seed oils are high in polyunsaturated fats, which makes them vulnerable to breakdown under heat. When those oils break down, they can generate free radicals, which can lead to the cellular damage associated with a host of health concerns.

In stark contrast, the saturated fats in beef tallow are structurally more stable, and tallow's smoke point is much higher—400˚F, which is above the range at which most foods are typically cooked. But not all beef tallow is the same!

The Trouble with Typical Tallows

Much of the beef tallow on the market is made from fat that has been stored for weeks before rendering. It is also processed quickly with high heat, affecting the smell, flavor, and quality, which are then often corrected with additives and deodorizers.

The Riverbend Ranch Difference

Riverbend Ranch Premium Beef Tallow is produced immediately when the cattle are processed—never stored for months, never bleached, and never deodorized. Using a first-of-its-kind, patent-pending process, we carefully control the heat so that the fat never touches the heating source directly. The result is clean, naturally white, remarkably fresh tallow with a light, savory scent and pure flavor.

Why You'll Love *Riverbend Ranch Premium Beef Tallow*

★ **Clean, Single-Ingredient Simplicity** No additives. No bleaching. No deodorizers.

★ **Exceptional Flavor** Enhances food with a light savory flavor that doesn't overpower your recipes.

★ **Everyday Versatility** Use it for frying, searing, roasting, sautéing, or anywhere you'd use butter or vegetable oil.

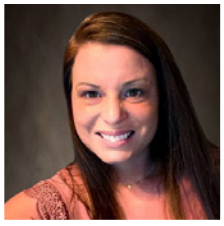
Experience the Richness of Fresh, Pure Tallow

Discover 50+ ways to make every meal better. Scan the QR code for your FREE *Riverbend Ranch Premium Beef Tallow Digital Cookbook*.



Expanded Circle of Influence

Enrolling eight new Members in a single month is no small accomplishment. These Expanded Circle of Influence Award winners have demonstrated the focus, consistency, and sustained effort required to reach this significant milestone—all while expanding their organizations and creating new opportunities for future growth.



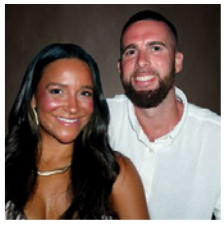
Katherine Ahola
OREGON



Amanda Allen
MINNESOTA



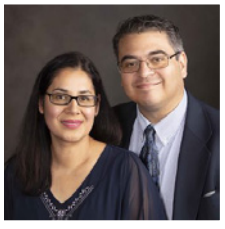
Stephanie Allen
MISSOURI



Nayara & Mitch Amelio
CONNECTICUT



Noel Anzures
CALIFORNIA



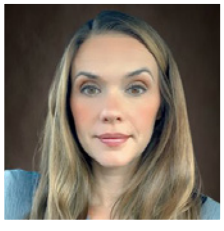
Alma Araiza & Carlos Galvan
TEXAS



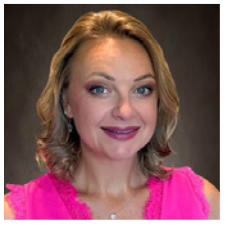
Irene Arguez
ONTARIO



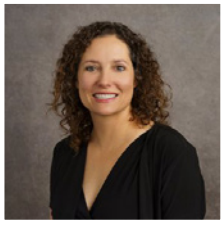
Sheila & Steven Backus
ARIZONA



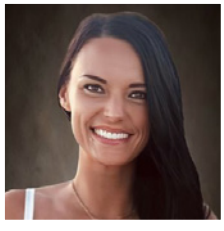
Adele Basarich
FLORIDA



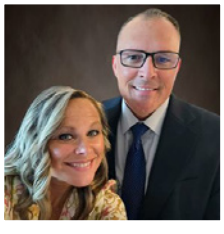
Cassandra Bax
MISSOURI



Tracy Beaudry & Chad Brockschmidt
ARIZONA



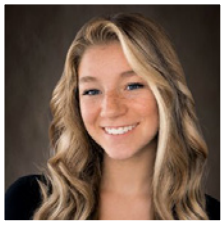
April Berry
MISSOURI



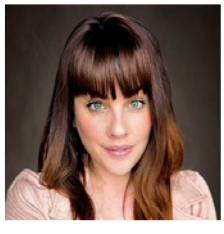
Mary & Rick Bessette
KENTUCKY



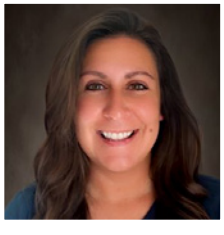
Brooklyn & William Blair
OHIO



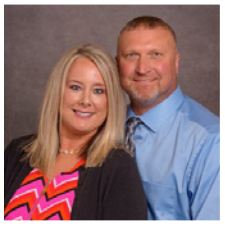
Sydney Blaske
KANSAS



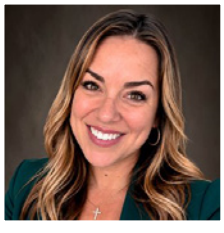
Alexandra Bojda
ALBERTA



Sarah Bourne
OHIO



Melissa Bowles & Richie Sutphin
WEST VIRGINIA



Sarah Bridges
TEXAS



Leanet Broche Ceballo
FLORIDA



Dee & Justin Brooks
SOUTH CAROLINA



Kristina & Christopher Brown
TEXAS



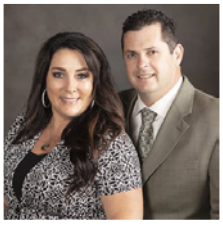
Hope Brown
TENNESSEE



Heather & Frank Brown
LOUISIANA



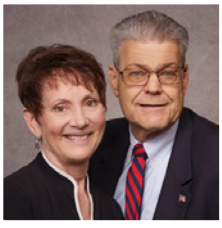
Jeremy & Madesta Browne
TEXAS



Elisa & David Campos
CALIFORNIA



Judee & Bernard Capucao
TEXAS



Mary Anne & Raymond Carlson
WISCONSIN



Vetta & Gavin Carpenter
FLORIDA



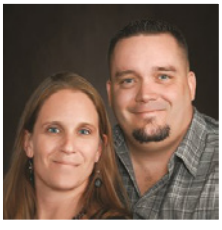
Sandra Carrazco
ARIZONA



Tally Carriere
SASKATCHEWAN



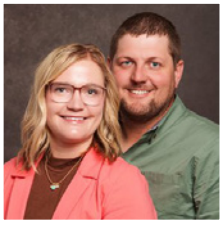
Mariana Cervantes
TEXAS



Gen & Charles Chamblee
NEW MEXICO



Lisa Chapman
GEORGIA



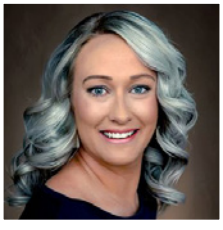
Kylie & Caleb Christianson
NORTH DAKOTA



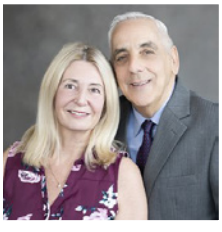
Erin & Aaron Clark
MISSOURI



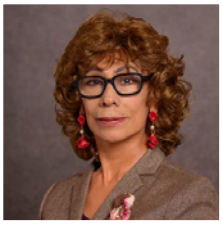
Adrianna Clendenin
OHIO



Sarah Coldham
ALBERTA



Terry & Michael Commisso
ONTARIO



Josefina Corona
CALIFORNIA



Megan Crays
INDIANA



Paige Cunningham
TEXAS



Katherine Davis
KANSAS



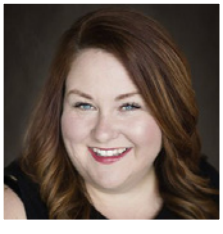
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KANSAS



Alexis Demetroulakos
NEW JERSEY



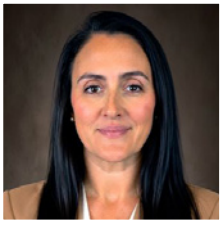
Tracy Donald
ONTARIO



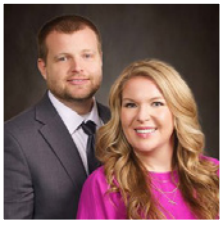
Amy Donovan
NEWFOUNDLAND/LABRADOR



Callie & Tyler Duncan
KANSAS



Hannah Echols
ALABAMA



Kevin & Angela Echols
GEORGIA

Expanded Circle of Influence



Sabrina & Doug Ellis
TEXAS



Jen English
IOWA



Hanniel Espinosa
CALIFORNIA



Fred Ewing
GEORGIA



David & Cheryl Felsenthal
NEW JERSEY



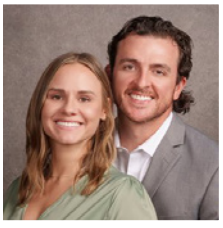
Miraida Figueroa
PUERTO RICO



Mariel & Frank Filippone
WYOMING



Sarah & Thomas Fisher
GEORGIA



Shelby & AJ Ford
ARIZONA



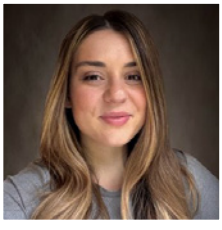
Nelys Galvez
FLORIDA



Rebecca Garrett
GEORGIA



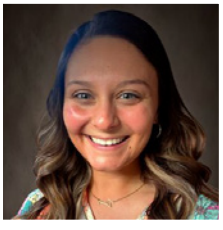
LaTanya Gentile & John Horner
PENNSYLVANIA



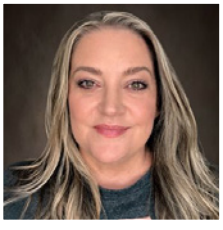
MacKenzie & Robert Gladwell
MICHIGAN



Nicole & Kenneth Gordon
TEXAS



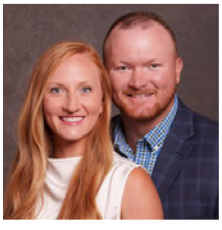
Shelby Graves
MISSISSIPPI



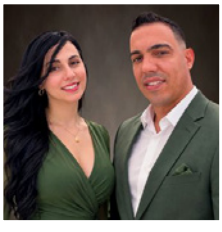
Amy Haden
TEXAS



Gale Hanson
NEW BRUNSWICK



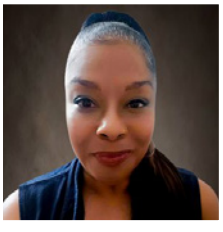
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TENNESSEE



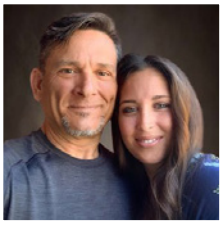
Yusnay Hernandez & Roberto Castro
TEXAS



Nic & Kelli Hillman
KANSAS



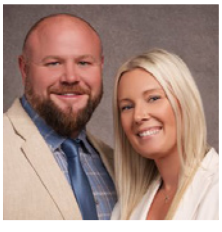
Deborah Holmes
OKLAHOMA



Justin & Karli Hudgens
ALASKA



Claude Ishimwe
INDIANA



Robert & Tessa Jacques
CALIFORNIA



Brittney Jay
TEXAS



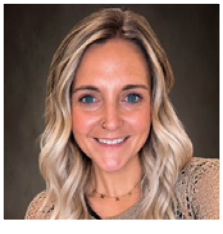
Maegen & Eddie Johnson
WASHINGTON



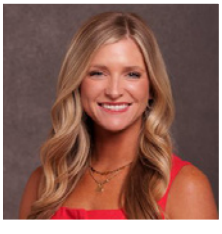
Elina & Ilya Katsman
KANSAS



Allyson & Nick Kelly
NORTH CAROLINA



Brandi Kio
NEW YORK



Manda & Sean Kistler
TEXAS



Christina Kitchen
NEW BRUNSWICK



James & Katey Kloepper
ALBERTA



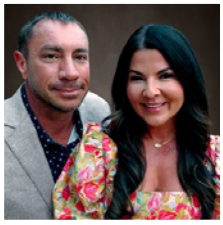
Melissa & Kevin Knecht
FLORIDA



Katelyne Koeberlein
INDIANA



Pamela & Chris Kollman
SOUTH CAROLINA



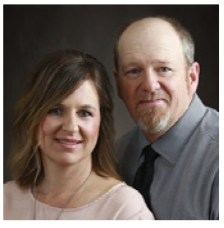
Brent & Sadie Kolves
FLORIDA



Noelle & Dusty Kruise
MICHIGAN



Michelle & Justin Larsen
TEXAS



Laura & Daniel Larson
MONTANA



Racquel Lennon
TEXAS



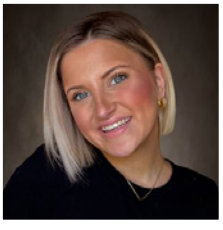
Yomara Leon
PUERTO RICO



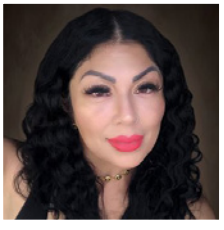
Kristy Leuthe
PENNSYLVANIA



Patricia & George Leynaud
ILLINOIS



Leah & Randall Loftin
MISSISSIPPI



Vikki Lopez
WASHINGTON



Nan Luma
CALIFORNIA



Dr. Phill & Claudia Macklin
NEW MEXICO



Kateland Maksanty
VIRGINIA



Rosa Maldonado Perez
PUERTO RICO



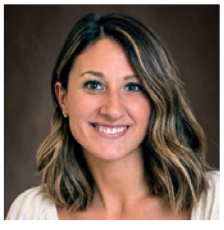
Mwamini Manga
ARIZONA



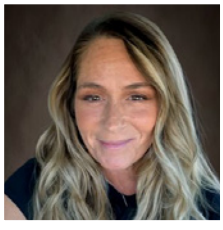
Morgan & Derek Martin
TENNESSEE



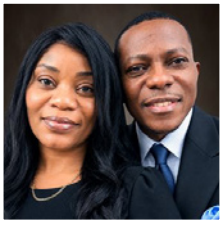
Jamie & Reuben Martin
SASKATCHEWAN



Katie Martin
ILLINOIS



Jessica Martinez
TEXAS



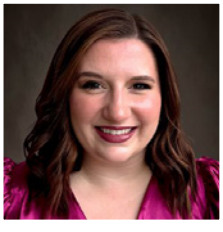
Niclette Ligau Mayabu & Mputu Mayabu
TEXAS



Melanie McCann
OKLAHOMA



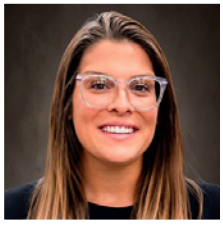
Adrienne & Martin McDowell
FLORIDA



Rebecca McNally
ALABAMA

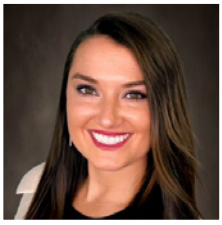


Maricel & Joseph Meade
TEXAS



Megan Medlar
TEXAS

Expanded Circle of Influence



Morgan Milam
ALABAMA



Tetyana Miletska
WASHINGTON



Katherine & Chad Moir
MANITOBA



Brett & Jackie Morrow
PENNSYLVANIA



Kristen & Zachary Myers
TEXAS



Tehrie Ned
TEXAS



Will & Shysheen Nelson
DELAWARE



Stephanie Omen
OHIO



Terry ONeill
WASHINGTON



Tania & Marco Ortiz
CALIFORNIA



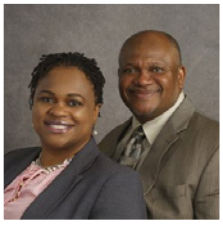
Melinda Page
KENTUCKY



Lesly Pagoada
NEVADA



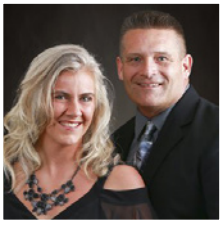
Sondra & Alan Pariser
TEXAS



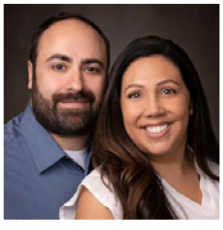
Erika & Charles Parker
ALABAMA



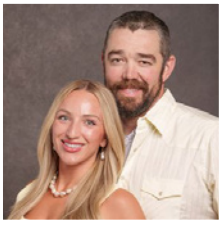
Carie & Allen Parkes
ILLINOIS



Sherry & Russ Peck
FLORIDA



Bryan & Maria Pereira
CONNECTICUT



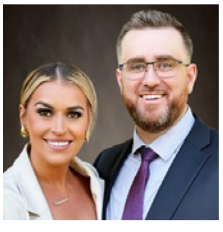
Catarina & Laramy Phillips
COLORADO



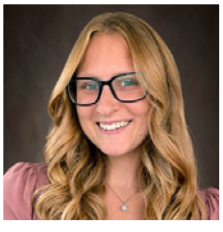
Cheryl Pieper
FLORIDA



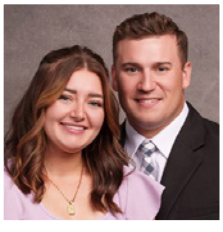
Holly Plunkette
KENTUCKY



Brittany & Benjamin Pollock
MINNESOTA



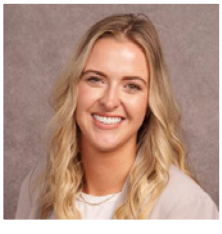
Destiny Poulos
FLORIDA



Rebekah & Grant Pumphrey
UTAH



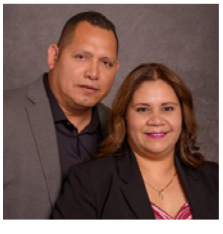
Jyl Purington
IDAHO



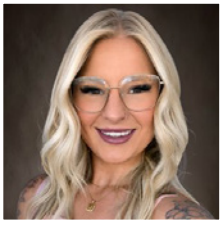
Natasha Rae
ONTARIO



Yeison Ramirez
PUERTO RICO



Bernabé Ramos Blas & Nora Magallanes
CALIFORNIA



Harlee Ramsey
INDIANA



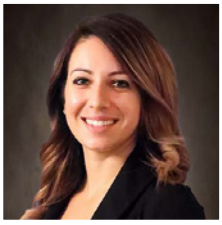
Emily Raynes
NORTH CAROLINA



Angie Reeves & Matthew Belcher
LOUISIANA



Deborah Reilly
FLORIDA



Vanessa Rivard
QUEBEC



Catherine Rochefort
ARIZONA



Ernest & Sherita Ross
GEORGIA



Devan & Adam Rothers
KANSAS



Renee & Austin Rourke
MICHIGAN



Ruviro & Ma. Bernadette Ruanto
ALBERTA



Lisa & Jason Rusk
OHIO



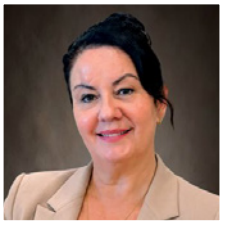
Adriana Salamon
NEW YORK



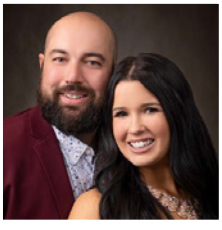
Cecilio Sambrano
ARIZONA



Chelsey Sanford
MISSISSIPPI



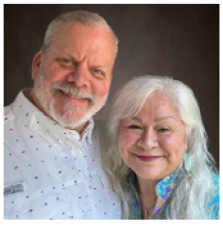
Lurdenia Santana Sarduy
TEXAS



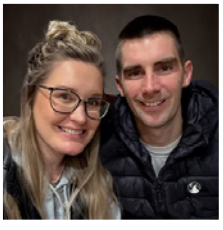
Tyler & Laura Schmidt
MINNESOTA



Missy Smith
TEXAS



Randy & Rosalie Spear
TEXAS



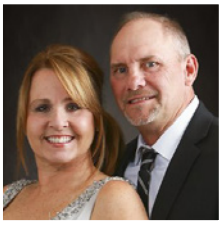
Paige & Trenton Specht
KANSAS



Susan & Adam Stauffer
WISCONSIN



Rebecca & William Stell
ARIZONA



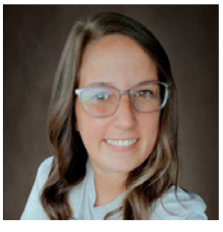
Kimberly & Ron Stiner
ARIZONA



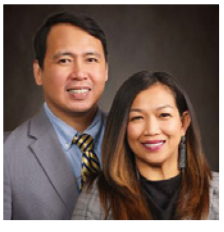
Jill Stundebeck
MISSOURI



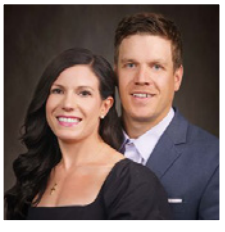
Breanne & Michael Sufrin
WYOMING



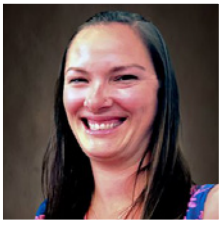
Whitney Swisher
KANSAS



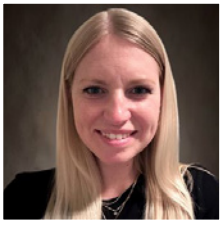
Paolo & Faye Torres
ONTARIO



Jenna & Nolan Trudeau
ALBERTA



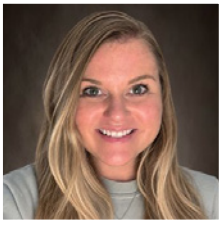
Natalie & Stephen VandenHeuvel
ONTARIO



Josie & Tanner Vander Stoep
IOWA



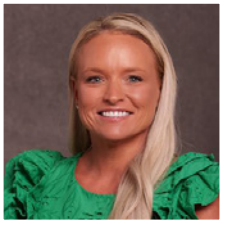
Tonatiuh Aguayo & Teresa Vazquez
TEXAS



Alysha Wagley
ILLINOIS



Emma Wagner
KANSAS

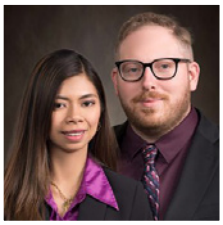


Kimberly Waits
KENTUCKY

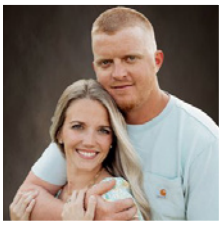
Expanded Circle of Influence



Derek & Stacee Weissenberger
FLORIDA



Lovely & Jeremy White
TEXAS



MaKenna & Nathan Whitehouse
KENTUCKY



Cora & Royston Williamson
NEW YORK



Kerry Wise
ILLINOIS



Corinne & Robert Wright
WASHINGTON



Shannon Yager-King
TEXAS

Circle of Influence

Consistently setting appointments & sharing Melaleuca: An Overview are two of the Critical Activities that grow a successful Melaleuca business. By enrolling four new Members in a single month, these Circle of Influence Award winners have strengthened their organizations, expanded their influence, & created new opportunities for future growth.

ALBERTA
Caroline Auger
Amanda Bateman
Kimberly Brett
Ma Cristina Curbi
Meghan Dirk
Kristin Forsythe
Megan & Casey Garland
Lisa & Jeff Golden
Jessi Harris
Braydi & Tanner Hoppus
Trish Jones
Amparo Leung
Alyssia MacDonald
Kim & Sean Maloney
Shelby Mast
Sage McNulty
Melody Prevost
Karlee Prins
Annick Tessman
Shauna Thomas
Shandene Walters
Bryce Wiebe

BAJA CALIFORNIA
Hayley Barnes
Josée Brazeau
Alaina Carrington
Michelle & Richard Podgurski
Wendy Tirk
Jenna Visosky

MANITOBA
Crystal Anderson & Brett McLaren
Andrea & Troy Angus
Victoria Duncan
Ranae Ginter
Dianne Gray-Wysocki & Wayne Wysocki
Sam Panko
Kayla Roberts
Denyse Swiderek
Brenda & Johnnie Unrau

NEW BRUNSWICK
Donnie & Sherry May Calunsag
Jenny-Lee Morais
Tammy Trenholm

NEWFOUNDLAND & LABRADOR
Carla Bitsack
Joanne Spurrell

NOVA SCOTIA
Gail Boudreau
Lacey & Adam Boutilier
Angela Bryden

ONTARIO
Amy Anicic
Jasmin Balbastro
Red Barcinas
Michel & Gile Beaudoin
Kelly Carmichael
Colin Ciavone
Pauline & Derek Clarke
Marianne Fraser
Dina Goddard
Dr. George & Elaine Grant
Barb & Matt Houser
Amy Kowalchuk
Donna MacDonald & Marc Verrette
Lalande Miezi N'Lhosso
Stephanie Meji Musau
Christine Nsabimana
Anthonia Poyotte
Patricia Ramirez & Mark Dubois
Kathrina Rivero
Tavia Rogerson
Cathy Ryan
Lani Serdon
Melissa Van Vuuren
Jenise Williams
Daniel & Helen Wright

QUEBEC
Rachael & Benjamin Akhidenor
Jowen Soguilon & Michelle Allana
Raissa Bashonga
Danielle Belanger
Shella Carpio & Engelbert Boceta
Martina & Shane Castonguay
Audrey Hamelin
Karen & Joe Hetzel
Aline Gretta Inabatoni
Sylvain Laplante & Monique Pothier
Melanie Larocque
Pierre Leblanc & Danielle Lacroix
Silvy Lemay
Manon Levesque
Marie-Claire Martin
Faustin Mbonyinkidi
Daniel Turcotte
Solange Umutesi

SASKATCHEWAN
Becca Anderson
Chelsea Boutin
Jacqueline Gauthier
Melissa Jackson
Jessica McKenzie
Emma Peterson
Monica & Jock Sutter
Tanya Swarbrick
Crystal Tosczak
Alyssa Veikle

ALABAMA
Peyton Denard
Allison Gann
Tara Harper
Kenya Helderman
Steven Hemendinger
Ashton King
Megan Morris
Diana Nielsen
Amy & Jimmy Phelps
Susan & William Porter
Amanda Shepherd
McKenzi Stanford

ALASKA
Alberta Porterfield

ARKANSAS
Haley Liberatore
Mariah Rodgers
Jessica Waters
Jennifer & Brian Yandell

ARIZONA
Melissa Baum
Tiffany & Kent Biswanger
Diane Burtch
Anthony & Angela Cook Jr
Kelly & Tony Cook
Lindsay English
Brian & Joslynn Ford
Luz Armida Fuentes
Lisa Fuller
Dianna & Greg Furstner
Korena Goldberg
Felicitas Gamez
Tanya & Neil Hagre
Marcela Haro
Serene Isabelo & Deswood Tillman
Tonya Jolly
Rainbow Lackey
Mwamini Manga
Sofia Ruby Mariscales
Michele & Ron Markham
Yazmin Martinez
Joanne McKearney
Troy & Shandee Messer
Elizabeth Molina
Benita Nehema
Eloy Ortega & Silvia Perez
Alicia Piña
Kellianne Pritchert
Tresha Rodriguez & Anthony Bivins
Aurora Rosales Garcia
Cecilio Sambrano
Araceli Valenzuela Barreras
Trish & Rob Verzera

CALIFORNIA
Rigoberto & Damaris Aguirre
Noel Anzures
Leilani Bandian
Rossy Barajas & Rodrigo Huete
Saul Can Uc
Greg & Lisa Carter
Teresa Castilla Magnus
Cesar Corona & Tammy Barney
Orlando Corona
Keith Davis
Keith & Ruth Demby
Bobbie Elliot
Rocio Espinosa
Brenda Espinoza de los Monteros
Georgina Estrada
Olga & Ben-Hur Fontoura
Elsa Garcia
Marilou & Stephen Gargarc
Melissa Griffen
Mary Hornickel & John D'Isacco
Koda King
Mike & Gina Lang
Cecilia Lopez & William Coreas-Garcia
Rosa Lopez & Meliton Torres
Luis Mariscal Gonzalez
Christina Matcham
Brittney & Kellen McLaughlin
Victoria Medina
Jennifer & Steve Morgan
Luis & Eleonor Navarro
Astraea & Charles Noguera
Rosa Olaguez de Barba
Charlene Ortega
Rocio Plascencia
Luz Reyes José
Maria & Jose-Alejandro Reynoso
Shannon & Frank Rich
Jose Romero Estrada
Johnny Ruiz
Sofia Sanchez
Amber Syvertson
Carmen & David Talavera
Kelly Taylor
Mona Thomas
Mirna Vasquez

COLORADO
Amber Adame
Cortney & David Copley
Jennifer Florez
Trish Grinnell & Paul Krueger
Cori & Joshua Hogstad
Rebecca & Ryan Howard
Lance & Michelle Smith

CONNECTICUT
Nicole Hassinger
Natali Krause & Kent Wonnell

DELAWARE
Becca Green
Julie Morley
Jennifer Sturgis

FLORIDA
Anita Barnes
Shannon Boone
Jennifer Bowman
Amanda Breazeale
Leanet Broche Ceballo
Octavia Byrd
Misty Carter
Dianne Cashmore
Jean Chery
Christina Coffey
Danay Costa Alfonso
Melissa Curlings
Susan & Sean Dampier
Javier Devora
Julia & Daniel Duran
Shana & Scott Falany
Jenn & Tim Fellure
Catarina Francisco Miguel
Ismaray Sanchez & Arodi Gallardo
Dainely Giraldo Perez
Kathy Goltermann
Daylenis González
Francisco & Rhina Guardado
Alan & Heather Guzzino
Yelena Haag
Belinda Hulett
Terri Jackson
Ashley & Bron Jacobs
Tislay-Joe Joseph
Robert & Dawn Lemus
Sheila Martin
Chelsea McCool
Atiya McNeal
Lurlene Miller
Jody & Jim Morgan
Liz Morgan
Maria & Frank Mosca
Amber & Lucas Nelson
Brandi & Clint Newman
Kelly Newman
Helga Otero
Crystal Pearson
Cheryl Pieper
Melissa & Doug Prater
Lilianne Puentes López
Christa Raney
Ashley & Jeremiah Ranow
Pedro Raphael
Brittany Regans
McKenzie Rinehart
Ailet Rubio
Yurisel Salazar & Richard Diaz
Alicia SalazReyes
Martha Sanchez
Marshia Sandy
Bob Schick
Beth & Russ Schom

Circle of Influence

Andrea & Nate Scott
Amber & Thomas Springer
Suzanne & Justin Stadler
Lee Stewart
Nicole Sutton
Geneveve & Sean Sykes
Jessie & Andrew Trudeau
Mandi & Jared Varnum
Patsy Visscher
Brittany Walker & Jacob Westphal
Deidre Walker
Kalin & Josh Walker
Tony & Sarah Zanoni

GEORGIA

Otis Brown
Gretchen Bryant
Robin Bryant
Helen & Durward Dilag
Lindsey & Anthony Echols
Christi & Jeremy Farmer
Kai Fluitt
Phillip & Leah George
Nikki Killen
Jennifer & Jay Leach
Angeles Magnou
Carolyn Maloney
Kimberly Massengill
Koryn McDaniel
Jeanie Paige McWhorter
Darla Miller
Stephanie & Scott Patterson
Christy Payne
Janet Pingue
Whitney Walker
Brandi & Jeremiah Whitmer
Kim Wilkinson

GUAM

Rosette & Vicente Pasetes
Miriam & Percival Piana

HAWAII

Roxane & Dr. Lindsey Kimura
Diane & Joel Nakagaki

IOWA

Jerica Aldred
McKayla Cooper
Megan & Wesley Doyle
Mwaliasha Dunia
Nichole & Robert Hansen
Tina Hockmuth-Pezzetti
Jerica Miller
Jo Partelow-Blanchard
Heidi Sharp
Josie & Tanner Vander Stoep
Krista Wineinger
Noella Zamukunda

IDAHO

Modestine Asukulu
Karen Davis-Morris
Cecile Ebedo
Art & Kimberly McCauley
Fransheska Meservy
Jason & Brooke Paulin
Meg Schroeder
Michael & Kimberly Sewell
Crystal Swanson
Jeanne Tabu

ILLINOIS

Taylor Bierman
Brooke & Wade Blankenship
Tasha Brasher
Tammy & Erik Burgwald
Meagan Colunga
Emilia & Christopher Faber
Kristin Fenton
Lisa Frerker
Nicole Gibbons
Jason & Keri Hayes
Sheryle Hendry
Sarah Herzing
Raquel & Dennis Jacinto
Taunya Jenkins
Chad & Connie Kohler
Melissa Kroupa
Linda Medina
Paige Moore
Natalia Mucha
Christopher Muhammad
Jackie & Mike Mulder
Roz Okeke
Madyson Orth
Marlo & Jim Payne
Emely & Rogelio Ruiz
Melvin & Stevee Shaw
Rachel Starkey
Gina Sullivan
Katy Vodicka
Kim Wood

INDIANA

Alissa & Jason Alsup
Kristi Berry
Anastasia Card
Tracey & Jeremy Ebert
Hannah Fields
Diane & Stan Good
Amber Greenwood
Gloria Hamilton
Sara Hodges
Brittney & Matthew Landrum
Taylor Lusk
Britney McKee
Jenena Parker
Ashley & Jason Patterson
Carlee & David Pickering
Alicia & Jason Purdy
Harlee Ramsey
Casey Schneider
Kyanne Scott
Carlie Strahan
Olivia Wagler
Monika Ward
Liz Woods

KANSAS

Kahindo Banageija
Andjelani Bilombele
Karah & Ian Bosmeijer
Lucas & Chantel Brooks
Kelly Brown
Brenna Ebert
Taylor Fagan
Kimberly Flores
Jeanette & Michael Gallant
Tina Goins
Destiny Hollrah
Laramie Hoxworth
Bawili Kipimo
Brileigh & Dakota Knight
Rachaell & Seville Ko
Grace Latta
Tara Minckley
Michelle Morris
Janay Nelson
Danielle Parker
Barclay Shaffe
Kaitlynn & Jeffrey Smith
Charlene Thiessen
Vanisi Uzamukunda
Brittany & Ben Wahlers
Shayla Ward
Bailey Welsh
Taryn Wittig

KENTUCKY

Mary & Rick Bessette
Cindy & Chris Brown
Jessica Davis
Jessica Dennison
Leah Dile
Zozo Enkoni
Kennya Gill
April Hagerty
Harley Hawkins McIntyre
Maddy & Hetty Kaye
Joao Nsesikilandamoko & Graca Mwilambwe
Oliver Nyirantereke
Ana Maria Padilla Moreno & Mauricio Alfaro
Kelli & Robert Peterson
Tia Rutter
Wakenya Saidi
Karri Steele
Allison Sumner
Jessica Woodard

LOUISIANA

Ellia Angeron
Jaschandria Bailey
Katie Barry
Nesha Calais
Lila Clinton
Betsy & Thad Dumesnil
Alisha Duplechin
Tammy & David Guillory
Katie & Matt Holloway
Tara Joiner
Charlene & Randy Joseph
Wabiwa Kasangandjo
Craig & Kristin Kingrea
Kayla LaBorde
Dana Lee
Courtney & Graham Martin

MAINE

Neema Bahaya

MARYLAND

Cherelle Anderson
Shavonne & Donzell Bowman
Janet Hopkins
Angelia John
Linda Lisanti
Michelle Maier
April Moseley
Stella Stakias

MASSACHUSETTS

Emilia de Pina
Janelle Schoch

MICHIGAN

Stephanie Burke
Eddie Camberoz & Nydia Moreno
Jane & Jim Cyrus
Christy Davidson
Allyson Downey
Tracy Elenbaas
Jenny Kelly
Nathan & Bailey Kolkema
John & Kim Lefler
Mahoro Mbabazi
Aubree & Dean Muckle
Kristin Roberts
Amber Sakocius
Jen & John Sebbas
Megan Smith
Jamie Squires
Sherre & Jeff Van Den Heuvel
Nicole Wills
Kelly Zsido

MINNESOTA

Katie & Ryan Anderson
Megan Bergdahl
Kelsey Boerboon
Destiny & Austen Bryan
Lauren Dozier
Kimberly & Patrick Emerson
Sara & Jake Montreuil
Abby Mushel
Lindsay & Nick Percuoco
Marcia Reiter
Lindsay Retzlaff
Kristi & Todd Smith

MISSISSIPPI

Jesse Bailey
Alice Barnes
Jazzmon Burnett
Riley Childs
Alisha Downs
Kathy Dueitt
Kristin Dunlap
Chelsie & Bo Gilbert
Mary & Scott Guidry
Marissa Hobbs
Janna Parker
Hailey & Jake Polderman
Shannon Rawson
Brandy & Michael Sharp
Cheryl & Shane Smith
Dennis & Susan Smith

MISSOURI

Brittanie Abel
Stephanie Allen
Christina Ammons
Emily & Zachary Basler
Shyra Davis
Jackie Deckard
Krystal Drone
Kristina Faires
Deanna Fisher
Megan Hanff
Cherry Harris
Kaylyn Helfer
Janelle Higgins
Kabura Jack
Taylor King
Lindsey & Drew Martin
Amy McCullough
Kelsey Montgomery
Kaylin & Shane Murphy
Scot & Abigail Nichols
Megan & Mike Nichols
April Oliver
Nickie Phillips
Chelsea Regelsperger
Maria & Drew Renaud
KeAishia Resa
Mandi Roberts
Anna Schulte
Laura Shivers
Jasmine Sykes Edwards
Taylor Weaver
Devon Werdehausen
Destiny Wesley
Mackenzie & Marcus Woodruff
Chelsi Wooton

MONTANA

Bonnie Wright

NEBRASKA

Rachel Glidden
Bethany & Clay Harmon
Kendra Holly
Mmunga Lulaca & Binti Wilondja
Gail McHugh
Leah Peterson
Shannon Pomplun
Cindy & Shawn Sutton
Keely Trimble

NEVADA

Kim Bishop
Brayan García
Larry Baity & Terri Haddad-Baity
Lesly Pagoada
Jarre Poh
Dalila Reyes-Estrada
Sherry Velasco

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Esperance Morisho
Linda & Tom Varela

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Valerie & Robert Baylor
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Candy Grande Kegel
Sandy Grippo
Angela & Joseph Kalnas
Maria Krauss
Lauren McDevit
Fariba & Anthony Sylvander
Jose Vargas

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Sabrina & Ray Gutierrez
Yvonne Kiehne
Melinda Lough
Maria & Wilhelm Siemens

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Ashley Wales

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Kabasu Antoinette Kumuamba
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Teresa Bautista
Krystal Burke
Cassidy Carrigan
Elizabeth & Jacob Eshack
Pepe Essary
Terry & Robert Hess
LaQuita Ibegwam
Taylor Messer
Consolata Ngendakumana
Allege Nshindu
Renee Pridgen
Abby Reynolds-Mitchell & Troy Mitchell
Glenda Campbell
Enedina Sanchez
Steven & Makenzie Schultz
Alberto Servín Sanchez
Ryan Shedrick
Ashley Tulla
Amanda & Matthew Wilcox
Gloria Williams

NORTH DAKOTA
Nyambibi Jolie
Sasha Marvig

OHIO
Karley & Taylor Brown
Shannon & Evan Brown
MaryAnn & Daniel Domka
Pascaline Furahisha
Dr. Shelley Hamler
Alyssa & Adam Hollar
Katie Jacobs
Amber Johnson
Beatrice Lumumba
Melchior Maniraha
Jodi Newell
Jill & Greg Parker
Sarah Rankin
Tammy Risner
Christine Sifa
Brittney & Zach Zillig

OKLAHOMA
Terri Higgins
Nicole Lynch
Kim & Scott Olson
Amy & Nate Smith

OREGON
Cassidy & Michael Burns
Haley Elmenhurst
Amanda Haefner
Shanna Kelty
Shelby & Dane Shely

PENNSYLVANIA
Courtney Antoniello
Sarah & Kevin Anyan
Olivia Arellano
Naomi Arroyo-Cruz
Emily Boyles
Alysha Bunch
Christy & Mark Carr
Jessica Ferraro
Amanda Gagliani
Summer Gordner
Kelly & Joshua Heimbach
Amy & Ben Hunt
Elizabeth & Dustin Keim
Kristy Leuthe
Mary Ellen Marranca
Shelby & Clark Morris
Sara Petrie
Jessica & Brooks Queitzsch
Lindsay Robie
Jaime Shaull
Lindsey Stewart
Carol Warner

PUERTO RICO
Marianela Guerrero

RHODE ISLAND
Gwen & Jamie Maccarone

SOUTH CAROLINA
Sara Adelman
Holly Bardone
Joshua & Natalie Blanton
Randy & Doris Caulder
Thomas & Lauren Gaede
Kizzi Gibson
Angela Jones
Vera Kostenko
Drs Richard & Brenda Ludwig
Gina & Nicholas McLean
Nathaniel & Bethany Moore
Johnny & Constance Prioleau
Melissa Reilly
Leigh & Charles Sims
Sherill Templin
Phil & Bridgett Truesdell

SOUTH DAKOTA
Stephanie Alberts
Esmeralda Briel Ramos
Holly Dobesh
Kim Weisbrook
Morgan Wookey

TENNESSEE
Nicole Airhart
Kasey & Dotson Anderson
Tammy Clark
Erika & Steve Cobb
Tonya Duerr
Maria Estrada
Solange Furaha
Jo Ann Goodman
Lauren Magalhaes
Antoinette Miles
Eva Elia Moreno Cruzaley
Allison & Nathan Neal
Kim Norris
Yvonne Nyirabihogo
Anna Owen
Geymi Pedroso Batista & Darian Morales
Carol Pierce
Cora Rusk
Kellye Smith
Megan Sparks
Amekia Walls
Amanda Wright

TEXAS
Gloria Acuna
Gabriela Aladro & Patricio Gonzalez
Toree & Channing Allen
Rachael Anderson
Vanessa Arizpe
Mariya Balongelwa
Casee Beach
Sherry & Kirk Bedinger
Brianna Bell
Laurie Blott
Carola & Jack Broaddus
Keisha Brown
Mendi Brown
Sheyenne & Payson Brumbelow
Brittany Burch
Janice & Chris Burke
Luna Carballo
Rosa & Noe Cardenas
Laura Carrasco
Mercy Casili-Colunga
Hilda Castaneda
Maria Guadalupe Castillo
Rosa Castillo
Nina & Ken Cebrun
Yuki & Jose Coca
Paige Cunningham
Amanda Dahnke
Ashley Davis
Hannah & Morgan Davis
Angelita Diaz & Jorge Medrano
Marc Dick & Angela Dick
Samantha Dunavant
Yala Mado Abedi Esombola
SanJuana Favela
Dianna Maria
Rochelle & Leslie Gaspard-Rochon
Trisha Ghergo
Amanda Goodson
Mindy Goshien
Katherine Gray
Sergio Guzman
Kristen Hackman
LaTesha Hardy
Cynthia Hermosillo
Kristin & Kristian Hoenicke
Kevi Howell
Michael & Grace Ivery
Melissa Jaster
Barbara Jones
Chinamula Kasaza
Destiny Kirkland
Sherry Loftus
Steve & Suzy Maier
Luis Martinez & Ana Lucia Chapa
Karissa Mays
Mireya Medrano
Vestine Nahimana
Rosa Nava
Kaitlyn & Colten Oder
Jessica Ortiz
Alan & Sondra Pariser
Amani Paul
Rudy Peña
Maria Dolores Perez
Lacy Porter
Connie Riley Ayad
Daniela Rodríguez
Mariana Rubio
Mileydy Sanchez
Chastity Sanders
Ofelia Santana
Anna Liza Saucedo
Guadalupe Serrano
Dawn Shannon
Lindsay Siegert
Sandie & Lyle Siemens
Nate & Jenna Simpson
Candace & Blaine Spradley
Sami Springfield
Torey Stockman
Kevin & Yolanda Tarver
Vanessa & William Terpenning
Amy & TJ Trietsch
Amy Varley
Amber Villarreal
Linda Wakeman
Gaby & Lance Walerczyk
Amanda Wood
Madison Young
Emma Zabor

UTAH
Laura Gonzalez Malerva
Austria Nelson
Martha Rios
Jeffrey & Lisa Stutz

VIRGINIA
Layne Altice
Kristen Landes
Katie Lee
Kienyn Nowak
Zoraida & Tony Sherald
Kurkessa Springs
Noel Walker
Lyndsey & Kyle Yocom

WASHINGTON
Mikayla Black
Michelle Bonesteel
Lynn & Tom Delancey
Megan & Joe Ector
Syrina Melton
Mary Miles
Roselyne Mukuyabisabo
Trisha Myers
Tammy Sims

WEST VIRGINIA
Christopher & Kelley Byrd
Kimberly Hamrick

WISCONSIN
Jenny Hoffman
Shayla Parker
Sara Roberts
Diana West

WYOMING
Nicholas & Shenae Alberts
Kaydee Stewart
Trisha Williamson

Pacesetter

These Marketing Executives started strong & moved with purpose. By watching the Foundations video, enrolling at least eight Members, & reaching a new high status of Director & above within the Pacesetter time frame, they've built momentum worth celebrating.

ALBERTA
Sarah Coldham
Yeddis Kayumba
Nicole Kienzle
Amparo Leung
Pamphile Mburugu
Noe Mukendi Kayumba

NEW BRUNSWICK
Christina Kitchen

NOVA SCOTIA
Kerri Chambers
Donna Letcher

ONTARIO
Jasmin Balbastro
Vanessa Niyonsaba
Christine Nsabimana
Tazwea Sandy
Andrea & Mike Van Bakel
Natalie & Stephen VandenHeuvel
Chris Winik

QUEBEC
Martin Baillargeon
Aline Gretta Inabatoni
Alice Kagisye
Monica Kalonji
Gaetan Lafond
Joyeuse Mukamihigo
Marie Chantal Mukanziza

ALABAMA
Tara Harper
Kenya Helderman
Ashton King
McKenzi Stanford
Sydnie Terry
Wanda Ward

ARIZONA
Esglendi Aguirre
Zainabu Anuarite
Melissa Baum
Luz Armida Fuentes
Mwamini Manga
Yazmin Martinez
Benita Nehema
Catherine Rochefort

ARKANSAS
Ashley Clark

CALIFORNIA
Noel Anzures
Victor de Lira
Brenda Espinoza de los Monteros
Antonio Evangelista Jr
Kelsey Hammer
Gabriel Torres

CONNECTICUT
Nayara & Mitch Amelio

FLORIDA
Adele Basarich
Carline Bontemps
Shannon Boone
Catarina Francisco Miguel
Karen Glace
Kalie Hedden
Nicole Jerome
Tislay-Joe Joseph
Sheila Martin
Sophonie Mesidor
Lunie Pierre
Pedro Raphael
Maria Marley Vicente Sontay
Rita Lee Williams

GEORGIA
Fred Ewing
Breana Greene
Nicole Grimins
Angela Lee
Koryn McDaniel
Darla Miller
Maya Newsom
Janet Pingue
Claire Satterfield
Elizabeth Van Nus

GUAM
Rosette & Vicente Pasetes

IDAHO
Machozi Mazambi
Bladimir Rodriguez

ILLINOIS
Meagan Colunga
Jen Foster
Taunya Jenkins
Kyomuhendo Mwamini

INDIANA
Luka Chabukashvili
Gloria Hamilton
Katelyne Koeberlein
Aline Nyabirori
Alivia Wagers

IOWA
Butunga Aloise
Yasmine Bahizire
Mwaliasha Dunia
Jayme Roudabush
Kirstien Slater

KANSAS
Andjelani Bilombele
Veronica Cortez
Bawili Kipimo
Amarilis Morell

KENTUCKY
Louise Asele
Zozo Enkoni
Kennya Gill
Yesenia Guerra
Harley Hawkins McIntyre
Lindsey Howard
Rachel Kaja
Mado Lubunga
Anita Mulumba
Glody Seva
Karri Steele
Kim Watt
Merveille Yangake

LOUISIANA
Stacy Berthelot
Rayla Hunt
Tara Joiner
Wabiwa Kasangandjo

MAINE
Claudine Niyibizi

MARYLAND
Janet Hopkins
María de los Ángeles Medina
April Moseley
Nicole West

MICHIGAN
Christy Davidson
MacKenzie & Robert Gladwell
Kiara Nyboer
Stephanie & Tim Seneker
Eric Weller

MINNESOTA
Floridalma Batres
Bree Schindele

MISSISSIPPI
Haley Bell
Mattie Jo Curtis
Kayla Davis
Alexis Dees
Marissa Hobbs
Lurline Simmons

MISSOURI
Sara Frohock
Asha Ngunza

MONTANA
Joe Miller

NEBRASKA
Mmunga Lulaca & Binti Wilondja

NEVADA
Rosella Jordan
Lesly Pagoada

NEW HAMPSHIRE
Dorine Lelo
Ngombo Luyindula
Esperance Morisho

NEW JERSEY
Floriela Jimenez

NEW MEXICO
Chesnea Clemmons

NEW MEXICO
Cynthia Bowens
Brandi Kio
Stephanie Morabito

NORTH CAROLINA
Teresa Bautista
Lily Elmore
Allyson & Nick Kelly
Matunda Ramazani
Amanda St. Clair

NORTH DAKOTA
Sasha Marvig

OHIO
Glenda Frost
Liela Fugate
Pascaline Furahisha
Tiffany Herr
Jacqueline Insko
Gina Javorek
Joella Kapinga Mpoyi
Amoureuse Muhizi
Claude Musore
Wilondja Shabani
Christine Sifa

OKLAHOMA
Helen Latimer
Brenda Morse

PENNSYLVANIA
Courtney Antoniello
Naomi Arroyo-Cruz
Kelly & Joshua Heimbach
Kelsey Rote

SOUTH CAROLINA
Jessica Blandin
Khalif Croom
Ericka Galan
Jenna Marinaro
Jordan Smith

SOUTH DAKOTA
Allie Huizenga
Morgan Wookey

TENNESSEE
Cassidy Burnette
Maria Estrada
Solange Furaha
Stacy Hammett
Amy McGuire
Antoinette Miles
Jenna Perdue

TEXAS
Gloria Acuna
María Araiza
Crystal Cardona
James Coffey
Paige Cunningham
Audrey Dowdle
Yala Mado Abedi Esombola
Sergio Guzman
Yusnay Hernandez & Roberto Castro
Lidia Irene Holzwartth
Nina Johnson
Otto Juarez
Chinamula Kasaza
Manda & Sean Kistler
Brenda Lanham
Racquel Lennon
Jessica Martinez
Judith Michaels
Gaudencia Montanez
Kristen & Zachary Myers
Vestine Nahimana
Aaron Obregon
Daniela Rodríguez
Wanda Taylor
Katie Trent
Debora Vega
Jose Luis Villegas Jr
Shana Walker
Amanda Wood

VERMONT
Chrispin Boleo

VIRGINIA
Jenny Curry
Noel Walker

WASHINGTON
Vikki Lopez
Roselyne Mukuyabisabo

WYOMING
Mercedes Wagenaar

20/20 Club

Reaching the 20/20 Club is an important milestone that reflects consistent effort & a growing base of loyal customers. By personally enrolling 20 Members, these Marketing Executives have strengthened the foundation of their businesses while qualifying to earn 20% commissions on the monthly purchases of their personally enrolled customers.

ALBERTA
Alexandra Bojda
Noe Mukendi Kayumba
Jilma Reyes

MANITOBA
Ranae Ginter

NEW BRUNSWICK
Donnie & Sherry May Calunsag

NOVA SCOTIA
Gail Boudreau

ONTARIO
Vanessa Niyonsaba

ALABAMA
Hannah Echols
Susan & William Porter

ARIZONA
Jessica Waters

CALIFORNIA
Charlene Ortega

CONNECTICUT
Jade Heflin

FLORIDA
Melissa Curlings
Lori O'Maille
Lunie Pierre

GEORGIA
Courtney McTaggart

ILLINOIS
Emilia & Christopher Fabe
Melissa Kroupa
Kerry Wise

INDIANA
Olivia Wagler

IOWA
Jayme Roudabush

KANSAS
Brileigh & Dakota Knigh
Paige & Trenton Specht
Shayla Ward

KENTUCKY
Holly Plunkette
MaKenna & Nathan Whitehouse

LOUISIANA
Ana Couture

MICHIGAN
Renee & Austin Rourke

MINNESOTA
Brigetta Hagen

MISSISSIPPI
Mattie Jo Curtis
Shelby Graves
Jordan & Kylie Roche

MISSOURI
Lindsey Long
Brittney Pitts
Devon Smith
Jennefer Vernoy

NEBRASKA
Christine Coash
Shelby & Trevor Osantowski

NEW YORK
Shari Hassos
Nicole OConnell

OHIO
Tiffany Hammer
Stephanie Omen
Wilondja Shabani

PENNSYLVANIA
Lindsey Stewart

SOUTH CAROLINA
Randy & Doris Caulder
Phil & Bridgett Truesdell

TENNESSEE
Aimee Taylor

TEXAS
Amy Haden
Jessika Smith
Sofia Wilhelm

WASHINGTON
Tammy Sims

WEST VIRGINIA
Hailey Corbin

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SERVICES

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Your Melaleuca Membership helps you **shop smarter** for wellness products. Now let it help you **save** on everything else.

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