

NO EXPERIENCE? NO PROBLEM!



WHEN I WAS IN elementary school I tried out for the basketball team even though I'd never played the game before. Sounds crazy, I know. I barely made the team; then I got to work. I practiced for hours every day and gradually

became better—much

better in fact. My hard work paid off and I was the best on the team by the end of the season.

Then when I was in high school I got it in my head to be on the tennis team, even though I'd never played tennis before. Once again I barely made the team, but I worked hard to improve my game and became the top seed on our team.

So, I guess it's no surprise that when I signed up as a Close To My Heart Consultant I'd never attended a Home Gathering, never stamped before, and didn't have a creative bone in my body. However, as a stay-at-home mom with two young boys I saw Close To My Heart as an opportunity for growth and learning and the chance to interact with adults. I signed up and went to work. I asked lots of questions, learned from my mistakes, and tried to copy others who were succeeding.

After many hours refining my Close To My Heart "game," I feel I've become a great contributor to the team. I love earning the incentive trips Close To My Heart offers, and it's fun being recognized onstage for being a top seller or recruiter. I do these things for me, not to compete with others. I set high expectations for myself because that's who I am. But more importantly, when the financial district was

downsized a few years ago, my husband's 30-year career on the New York Stock Exchange came to an end. This was a new beginning for me as I was able to step it up and support our family through my Close To My Heart business.

I work my business six to eight hours every day to keep up my personal income and I also rely on my Downline override commissions to help out, too. Ten months out of the year I hit my sales goal of \$4,000 per month—way more than the minimum \$300* required per quarter to keep my active status. Knowing I keep 22% of every sale as base commission with personal and team override commissions on top of that, my goal is to eventually grow my team to where I'll be making \$10,000 per month. I know I have the potential to make great money!

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Just like my basketball and tennis experiences, I've put in the time and effort to make my Close To My Heart business a success. I take it seriously and am richly rewarded for it! Close To My Heart has opened the doors to "what if" for me and it can be for anyone if you see the possibilities and believe in yourself. ♥

*US dollars; Canadian minimum sales required per quarter is \$350.

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