

# A WINNING STRATEGY THAT'S ALL IN THE FAMILY

IT WAS MY FIRST Mother's Day since I'd joined Close To My Heart as a Consultant and I was in the kitchen making breakfast for my family when my husband, Aaron, disappeared for quite a while. I thought he was probably working on one of the many home projects we had going. Just as I was finishing up the breakfast preparations, Aaron appeared with his arm behind his back. I laughed and asked what he was hiding. He presented me with his first ever, handmade scrapbook page! I was amazed and touched because I knew it was not his forte. He was so proud and I was so impressed, although I just couldn't keep from "tweaking" his design a bit—something I confessed to, we both laughed about, and I noted on the scrapbook page!



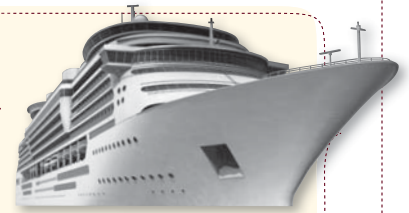
Aaron and I and my two young daughters are truly partners in my Close To My Heart business and they have supported me from the beginning. Aaron gave me the okay to sign up when he learned we are not required to carry a product inventory—a big concern with our limited storage space at that time! He and my girls label postcards and Idea Books, make deliveries, brainstorm new ideas with me, and Aaron is great at challenging my assumptions and helping me refine my business strategies. He tweaks my ideas and I tweak his scrapbook pages—seems fair to me!

I believe in order to reach your fullest potential you need supportive people around you and my family does that, without my even asking! Reaching the required \$350\* minimum sales per quarter to stay an active Consultant in

Canada has never been difficult, even with my other, "outside" job to work around. In fact, my income goal is to average \$5,500 per month throughout the year. With our 22% base commission plus override commissions, I know I can do it by continuing to work my business 20 to 25 hours per week, especially with my family supporting me along the way!

Why does my family love to help out? They have experienced first-hand the rewards of our business: having a new house, taking family vacations to Disneyland, enjoying incentive trips I've earned to Alaska, the Mediterranean, and other wonderful locations—things we never would have experienced otherwise.

"My family has experienced first-hand the rewards of our business."



I certainly could run a Close To My Heart business as a "sole" proprietor—many successful Consultants do—but I love having my husband and girls involved. I promised Aaron when I signed up that I would make this business work for our family, and it has been a blessing in many ways, especially by bringing us closer together. ♥

\*Canadian dollars; US minimum sales required per quarter is \$300.

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