Setting the **Pace**

**DIRECTOR 3 IN 90 DAYS**

If you’ve just enrolled, the best way to take advantage of Melaleuca’s Compensation Plan is to advance to Director 3 in your first 90 days. When you do that, what you’ve really done is built a solid foundation for a lifelong Melaleuca business and you’ve doubled your Advancement Bonuses on the Pacesetter timeline!

Advancing your business to Director 4, Director 5, Senior Director and even Executive Director will simply be a matter of repeating what you’re already doing—enrolling customers and developing Directors and Directors 3 of your own. So don’t just read these stories; follow their examples and advance your business to Director 3.

**Dreaming Again**

A single mother working as a hairdresser, Debbie Marshall-Pryde knows a thing or two about having tight finances. Nonetheless, when her enroller, Executive Director 2 Bonnie Wright, first contacted her about Melaleuca, Debbie didn’t want to hear about it. “Bonnie said, ‘I’ve found this great company—you need to come build this with me,’” Debbie remembers. “But I told her, ‘I’m already overwhelmed—I just don’t have the time.’ Then, three months ago, she made a hair appointment with me, and when she came, she said, ‘I have something I want to talk to you about.’”

Debbie finally consented to a Delivering Wellness® overview and immediately connected with Melaleuca’s better, safer products. But when it came to the business, she was less confident. When Debbie insisted she couldn’t do sales, Bonnie replied that a Melaleuca business really doesn’t involve selling. “It’s just sharing amazing products that really work, are great for the environment and are healthy for your family,” Bonnie told her. “I wouldn’t be earning the income I’m earning if the products weren’t effective and didn’t speak for themselves.”

So Debbie enrolled her first customer, her boyfriend Kyle Wilson, with an Essentials Pack. And the next month, she received a check for $100.

“I called Bonnie and said, ‘I think they made a mistake—they sent me a check for $100,’” Debbie recalls. “Bonnie said, ‘No, that’s right. You earn $100 any time your new customer purchases an Essentials Pack,’ and I said, ‘Are you kidding me?’”

The next month, Debbie and Bonnie helped Kyle advance to Director 2 and one of Debbie’s other enrollees, Jennifer Nicholson, to reach Director. That, in turn, propelled Debbie to Director 3.

“We were at Convention 2014 in Salt Lake City when our monthly checks were posted,” Debbie says. “We stayed up until midnight to see what they were, and Kyle’s was $1,050, which was already just crazy. Then we opened mine, and it was $3,618 thanks to the Pacesetter program. Tears just started streaming down my face; I couldn’t believe it.”

Now Kyle is a Director 3, Jennifer is a Director 2 and Debbie has reached Director 4. And already, Melaleuca has changed her life.

“Having that income helps me sleep better at night, and it gives me hope for my future—and for my son’s future. But even more than that, it allows me to dream again and to actually plan for our future. The really amazing thing about this company is that you get to lock arms with others and change their lives too. It’s a very cool adventure.”
Double the Bonus

Five years ago, Melissa Checketts had her first child and decided to leave her job as a crime scene investigator to become a stay-at-home mom. In the five years since, her husband, police officer Kory Checketts, hasn’t received a single raise at work, they’ve had a second child and their living expenses have kept increasing.

So last fall, Melissa began looking for a new source of income that wouldn’t take her out of the home, and in December she found Executive Directors Mike and Kimberly Sewell. “They called me and said, ‘Hey, we’re driving to Utah right now — could we stop by and talk with you on our way?’” Melissa remembers. “My little boy was napping, so I asked them to just come to my house. When they got here, I looked out the window and decided they looked like decent people, so I let them in.”

Melissa was already purchasing store brand vitamins, omega-3 supplements, and other products similar to Melaleuca’s, so making the switch seemed like a natural transition. And when the Sewells explained the Value Pack, Melissa didn’t think twice.

“I asked, ‘If I buy the pack, I get double the bonus through the Pacesetter program—and if I don’t like the products, there’s a 100-percent satisfaction guarantee?’” Melissa remembers. “I thought, ‘If this stuff truly is better than what I’m already buying, I’ll have no problem telling others about it.’”

When the Sewells left, Melissa got online and began researching Melaleuca and its products. And after studying the company, she was only more excited to get her Value Pack and try everything out. “Within a week, I noticed a huge difference with the Vitality Pack®,” she says. “Also, my boys have eczema, and Renew® really helps with their flare-ups.”

Melissa began sharing Melaleuca with friends and neighbors hoping to perhaps add $500 to her family budget. She enrolled six customers her first month, seven in her second and six more in her third month. She’d reached Director 3 in Pacesetter time, and the next month she received a check for $1,828.

“That was unreal!” she says. “I thought, ‘This is the kind of money I was earning when I was working 40 hours a week.’ We bought a car in March, and we’re eating healthier because we can afford to. We go out to dinner a little more often, and our finances just aren’t as tight.”

Though a Director 3 income, on average, is $7,897 per year, Melissa is setting her sights on an even bigger goal—Senior Director—at which the average annual income is $61,290.

“This month [June], I think I’ll reach Director 5, and if that happens, I’ll stay on Pacesetter schedule,” she says. “But our big goal is to get to Senior Director in the next year so we won’t have to fight for a seat at Convention.”

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Is it time for you to achieve DIRECTOR 3?

Take the Leap

If you haven’t already, set a goal to achieve Director 3 in the next 90 days. You’ll need a minimum of 11 Preferred Customers and one Director. But instead of targeting the minimum, aim to personally enroll 20 Preferred Customers and develop two Directors. That way, you can double your Advancement Bonuses through the Pacesetter program, take advantage of the 20/20 Bonus, start earning 20-percent commissions on your personally enrolled customers and have more than enough Organization Volume to qualify for Director 3 and beyond.