

Network
Marketing.
It
Almost
Sounds
Like a
“Fairy
Tale” ...

Changing people's lives is what really drives this business—average people who decide not to live an average life and find this tremendous vehicle of network marketing to make it happen.

After graduating from college, I worked as a manager for a large corporation, and my wife Ruth was an elementary school teacher. Like so many people, we were living paycheck to paycheck, trying to get the promotions, save some money, invest some money, and looking forward to retiring some day. Work hard! That's what we were taught.

My brother first introduced us to network marketing in 1975, and one year later, network marketing became our full time business. We worked very hard with that first company and enjoyed the freedom we were experiencing, but we never really became financially independent. About ten years later, our children were starting to enter college and we needed more income—so I got into the car business and worked on a straight commission, basically seven days a week for five years.

In 1991, we were introduced to our present company, but for six months, we rejected the idea of ever getting into network marketing again. Finally after seeing some dramatic product results with my sister and talking to a very successful consultant

who had been with this company for about a year and a half, we became independent consultants. Eight weeks later, I was full-time in the business.

When we tell people about our business, it almost sounds like a “fairy tale.” As I sit in my home office overlooking Puget Sound with Mt. Rainier and the Cascade mountain range in the background, ships and sailboats are cruising by and a pair of bald eagles are soaring overhead.

**All the while I'm thinking to myself...
“Well, here I am at work.”**

Ruth and I have introduced our business to six people outside the state of Washington, where we live, but in fifteen years, our business has expanded to every state in the country and we now receive royalty income from over twenty different countries on four continents. The organization we developed generates millions of dollars in revenue each month for our parent corporation, and we do it with virtually none of the common business concerns. We have no overhead, no employees, no inventory, and no paperwork.

People often ask us... “Well, what *do* you do?”

**We simply became customers ourselves
and then referred other people to the
company.**

Our company's mission statement says it all: “*To inspire individuals to discover a whole new way of life, and provide them the opportunity to live it by changing their lives through improved health and financial well-being.*” The word “inspire” is the key. There is nothing in that mission statement about selling anything. That's one thing we love about this business. We are truly offering a gift, not begging a favor.

We enjoy the freedom! Freedom to choose when, where, how, how much, and with whom we spend our time and work with. Freedom to catch a matinee in an empty theater, enjoy the show and still be "employed" when we return back to the office; freedom to go camping in the middle of the week, when everyone else is at work; freedom to take a vacation once a month, if we choose to do so.

This business also provides the greatest "Insurance Policy" in the world. In our fifth year in the business, I had a major health challenge. Maybe because I didn't eat properly, didn't exercise, had some bad genetics, or for whatever reason—I was unable to "work" for the last three months of that year.

If I was unable to show up for work when I was in the car business, who would have sold a car or a truck for me? Answer: Nobody! In this business however, our business partners had become really great friends, just like family. In your own family, I'm sure that if someone has a challenge, others would rally around. This was no different.

When the word got out that I had a problem, there was an outpouring of love and compassion I can hardly describe.

Our home looked like a florist shop, and so many cards and letters came in, they were over the weight limit I was allowed to pick up for the first few weeks.

At the end of the year, I looked at our 1099 and remarked to Ruth, "Isn't this amazing? I haven't been able to do anything for three months, it's only our fifth year in the business, but if I was to earn the same amount of money that we were paid this year working at my previous job, I would have had to work there for an additional thirty-seven more years!"

Can you imagine an insurance man sitting down at your

kitchen table and saying,

“We’ve got a great new policy here... If you can’t work for three months... no worries... we’ll simply give you a check for thirty-seven years of your annual income to tide you over.”

Of course, there is no such thing, and if there was, nobody could afford the premium. What was the premium we paid? We spent a few hours every week... *“inspiring individuals to discover a whole new way of life, and providing them the opportunity to live it by changing their lives through improved health and financial well-being.”*

Changing people’s lives is what really drives us. So far, we’ve helped thirty-seven of our friends become members of our company’s “Millionaire’s Club,” and thousands of others earn substantial part-time or supplementary income. Someone once described this industry as a “personal development program masterfully modeled into a business.” How true that is.

Everyone has an equal opportunity to become as unequal as they possibly can.

We can’t think of anything we would rather do. Changing the world for the better, helping ordinary people achieve extraordinary wealth while improving the quality of our lives and the lives of others... What a way to make a living! It doesn’t just sound like a fairy tale—it IS a fairy tale. Only this one came true.

Dennis and Ruth Williams are seven-figure annual income earners and have created thirty-seven career millionaires in their networking organization. To learn more about Dennis and Ruth (and take a virtual tour of their magnificent home), visit their website here: <http://ybhurtn.com>.