

Travel  
Isn't a  
Luxury—  
It's  
Homework  
for a  
Meaningful  
Life

*It's a lot of fun when all the key elements come together—and the commissions constantly flow to you and to a slew of other deserving leaders on your team!*

Chuka-Chuka-Chuka-Chuka-Chuka-Chuka-Chuka-Chuka-  
Chuka-Chuka-Chuka-Chuka. **“Wow, look at that, Dad!”**  
Chuka-Chuka-Chuka-Chuka-Chuka-Chuka. Chuka . . .

The motor drive on our long-lensed Canon SLR camera had just responded to my 16-year-old son's anxious finger as he'd quickly squeezed off twenty-three shots in rapid-fire succession of the pride of lions trotting through the tall, sunset-washed savannah grasses just thirty feet from our big safari van in Kenya's Masai Amboseli National Park.

Seth's upper body extended up through the photographers "pop-top" on our van, his elbows rested on the roof, and he continued photographing these lions as they came to rest atop a huge, rounded termite mound, settled down, and gazed off toward the antelopes and zebras grazing on the plains—with massive Mt. Kilimanjaro looming above it all, yet fully seventeen miles away!

The sunset cast its orange glow over everything, and even the

white snow and ice atop Hemingway's mountain looked like it was on fire before the sun finally set rapidly—as it does near the equator—plunging us into early nightfall as we headed back to our luxury lodge for some drinks at the bar before settling in for our first night “on safari” in East Africa.

Eighteen years prior to that, my fabulous wife, Marlyn, had stood on the 19,340 foot summit of Kilimanjaro with several other friends from our first safari to East Africa, and now, we were back here together, with new friends, *and* with our son. It was pretty special, and we were just at the beginning of what would be yet another month-long, fantastic family vacation.

All this was possible because we now enjoyed both the time-freedom and a large, steady flow of passive income... the result of several years of serious, focused, part-time work building an active team with a great network marketing company.

*That* is what Marlyn and I most appreciate about this business—the opportunity we've had to significantly improve the quality of our future by building an enduring and lucrative income-producing asset (our organization) with our network marketing company.

Money isn't everything, but it's right up there with oxygen.

**The many benefits of an extra stream of strong, recurring income allows us to enjoy more options and get to where we really want to go in life—much sooner, and in style!**

And because “success is a journey, not a destination,” we're still on that journey, and we're actively building and supporting our networking team.

How was our trip to Africa inspired?

Ten months prior to it, I'd received a call from a leader on our team with the network marketing company we'd been building with for four years (and are still with today). She said, "Hey Art, my brother, who has been to Africa sixty-three times and runs a safari company, is going to Kenya with our family and a few others. We are taking a small group, and we want to know if you guys want to go too."

So I said, "Sure!"

**That was a \$24,000 decision, and I could make it right there and then on the spot, because of the time and money freedom this business provides.**

So we got to take this great, luxury safari to Kenya with an expert guide, and it was really rewarding for me and Marlyn to be able to provide that exceptional and unique experience for our son, who was then only halfway through high school.

On that same trip, we got to meet some Samburu natives and toured their village. At the end, after the tour, the chief's son brought us around a corner onto the pathway back to our vehicle, and all the women of the village were lined up along it.

They had spread out their wares, and they wanted us to buy everything that they had! Jewelry, trinkets, bows, arrows, spears, bowls, carvings... all this stuff. It was both breathtaking and heartbreaking, because with their poverty and their hardships with drought, we wanted to be able to buy from everyone.

Realistically, of course, we couldn't do that, as there were only about ten of us and over sixty of them. Also, because we had a limited amount of time and not enough of the smaller Kenyan shilling notes with us, we couldn't buy as much as we wanted to.

What's really great is that our son learned the value of hot and

cold running water on that trip. He experienced the contrast between how we were traveling and how these African natives really lived.

It was an eye-opener, and I think it's very valuable to get that kind of firsthand experience, especially when you're young—it really expands your perspective.

On the way back from Africa, we stopped over for a week in London and a week in Paris. And those were fabulous experiences, too. We were away for a month together, and we got paid our networking commissions the whole time we were gone.

## **Who else can do *that* with their teenaged son when they're in their early 50s?**

VERY few besides successful network marketers, successful investors, or independently wealthy people! Wealthy retirees can travel, but often not until they're much older, and if they have to *work* for a boss at a day job until they're sixty or sixty-five or older, they can't benefit *their kids* with the essential experience of extensive travels. Their kids aren't kids anymore by that time!

Personal development is another big benefit of being around smart people in network marketing, and the educational escape that travel provides from one's routine allows for more reading and introspective personal development.

We know that your business will only grow as fast as you do. So, unless you engage personal development, your chances of really expanding your business are limited, because you're probably not growing much *yourself*—expanding your abilities, your insights and your skills.

One experience that helped me a lot occurred about two years into our association with the company we're now with. We were making enough money that we could take our

first long family vacation.

We'd just finished up a week's vacation at the UCLA Family Camp in the Southern California mountains at Lake Arrowhead, where we go every year, and six days later, we returned home, packed our brand-new luxury car, and we were off again—for a *five-week* driving vacation from Los Angeles to Cape Cod, Massachusetts and back.

It was terrific. It was just the three of us—Marlyn, Seth and me—and we drove at whatever pace we wanted for 8,200 miles. We saw five major league baseball games along the way. We stopped to visit family and friends, stayed in motels or hotels when we needed or wanted to, ate at restaurants all along the way. We visited national parks, the Baseball Hall of Fame in Cooperstown, New York, big city sites, and cool museums.

We were able to show our son this great country of ours from the ground up, instead of just down through the clouds. Our neighbor took in our mail and deposited our network marketing checks at our bank for us, so we could simply go to any ATM machine and take out the cash we needed.

**We got paid by our company every week we were gone on our trip—and THAT is such a HUGE benefit of this business!**

Before we left, I invested \$300 in a bunch of training albums from *Upline*®—John Fogg's excellent *Conversation with the Greatest Networkers in the World* tape series and *The Women's Tapes*. And that's how I was first introduced and came to appreciate industry leaders like Richard Brooke, Tom "Big Al" Schreiter, Randy Gage, Steve Spaulding, Russ DeVan, Jan Ruhe, Mark & Rene Yarnell, Peggy Long, Rita Davenport, and Sandy Elsberg. And as we listened to those tapes in our car as we drove all across the country, I learned a lot. And so did Marlyn and Seth!

On this trip across America, we got to spend quality time with many special friends and relatives. We had lunch with the parents of our company's president in Cape Cod, and then we drove twenty minutes up the road and had dinner with cousins of mine I'd known since my childhood.

We spent time with my dad both in Boston, where he was visiting his girlfriend, and then in Baltimore, where he was still living. And, for the first time, I visited our "family plot" where my grandparents and my brother are buried. All together, we visited twenty-two states, plus Canada.

**Chances are, you don't know any thirteen-year-olds who have done that, and very few, if any, adults!**

When our son was fourteen, he had the opportunity to go to Europe with an organization called People to People Student Ambassadors. It was a soccer tour—some thirty kids from all around the US met at the Los Angeles airport. They flew to London and toured southern England, Holland, Germany, and France, and they played soccer games with other students their age in all these different countries.

They had the chance to go sightseeing everywhere, and they happened to be in Paris the day the French won the World Cup. At fourteen, it was great for Seth to be able to go to Europe on his own, and it was nice for us to be able to easily afford that experience for him.

A few years later, Marlyn had the chance to take her mom to New York City. She was trying to figure out what to give her for her 80th birthday. Marlyn's mom had grown up in New York City, but she hadn't been back there in sixty years. She had come out to California as a young bride, so Marlyn took her back home.

It was wonderful that just the two of them could do that together.

**Two years later, her mom passed on. Without the income from our network marketing business, Marlyn and her mom wouldn't have been able to share that very special experience together.**

Because of our successful home-based networking business, Marlyn was also able to retire early. She taught elementary school for thirty years; she did a great job and loved teaching and the kids and classroom, but she got tired of all the state-required testing, the politics involved, plus the time required outside the classroom spent grading papers, attending meetings, and bargaining for the teachers' contract renewals.

That same year, our son started his first year of college at the University of California at Berkeley, and two months later, Marlyn and I celebrated her early retirement by taking a six-week vacation to Australia and New Zealand.

**Once again, our residual income flowed into our mailbox every week while we were away!**

We have never missed getting a weekly check in over ten years, and our networking income has also paid for our son's college education.

Another great trip was our ten-day visit to Guernsey, the beautiful British channel island off the coast of France, where we stayed with fabulous new friends we'd met on our New Zealand tour a couple years prior.

They live in a 500-year-old granite farmhouse built in 1493.

And that twenty-five-square-mile island is the most charming area of lushly bordered country lanes, gorgeous farms, flower gardens, and quaint village areas that we've every seen. Their main town, St. Peter Port, was celebrating their 800th anniversary when we were there!

In the fall of 2005, as our son was in his senior year at college, Marlyn and I flew to Melbourne to attend the wedding of another wonderful friend we'd met three years prior on our trip to Australia. We spent the weekend in Sorrento and Port Sea—two beautiful little villages on the peninsula south of Melbourne.

While strolling through the shops in Sorrento, Marlyn and I saw a beautiful, seven-foot-long, dark red, antique Chinese sideboard. It was just exquisite, 150 years old with beautiful black distressed markings. My wife said she didn't even want to see the price tag, figuring it would cost just as much to ship it home all the way from Australia.

Well, the clever storeowner overheard us and said, "Well, you'd be surprised." It was going to cost us only about \$750 to ship it home, so we bought this unusual, eye-catching sideboard with a credit card, and it now graces our dining room! The kind of freedom to be able to snap up spectacular "souvenirs" like that is so nice!

Even though our Aussie friend's wedding was beautiful and fun, you know it's virtually impossible to spend any *time* with a friend at *their* wedding, so the arrangement we made with her was that we'd come *if* we could spend some time with her and her new husband *after* their honeymoon.

So, after their wedding, while they were off honeymooning, Marlyn and I spent another week sightseeing in Melbourne, then over a week touring beautiful, remote Tasmania. Then we flew up to Sydney and met our friends as they returned from their honeymoon on the South Sea island of Vanuatu. With a

slew of our extra Marriott points, we treated them to some nights at the Sydney Marriott as part of our wedding gift to them, and we had a blast together sightseeing all over Sydney for five days!

Of course, we were paid our weekly commission checks the whole time we were on that vacation, too!

**Time freedom. Financial freedom. Thanks to network marketing! What *magnificent benefits* these are for parents and their kids!**

Marlyn and I sleep until we wake up. We're no longer jarred awake by alarm clocks every morning. We decide when and where we're going to travel—*anywhere*. There's no more commute that consumes hours every day, or hundreds of gallons of costly gasoline every month! So there's much less wear and tear on our cars, *and on US!*

Having those freedoms relieves stress, because we have enough income to provide options and flexibility. We can travel almost whenever we want to—including during the “off season” when the crowds are gone and the weather's cooler. We work seriously at our business, so we're certainly not traveling all the time, but I believe...

**...travel is not a luxury—it's homework for a meaningful life.**

When you can expose yourself and your children to travel, I think it has a very positive and important impact on them and on the quality of your family relationships. It provides a very important perspective, and it nurtures fun, rewarding relationships.

Plus, if you're doing any prospecting or “research” for the future growth of your networking business, then some of your travel

expenses could be tax-deductible—check with your tax advisor.

## **Being able to live your life in a comfortable, flexible way is a huge benefit of network marketing! Freedom!**

It's not easy growing a network marketing organization. You have to be blessed with finding the right company—one that's got excellent management, great leadership, and a strong, appealing, consumable product line which creates a positive impact on the quality of people's lives—and you need a good marketing plan and strong support from the company.

Then you have to work smart with consistency and focus, usually for several years, to get your group large enough to develop its own growth momentum and for leaders to emerge and develop.

You want a flagship product with uniqueness, exclusivity, and appeal with some sizzle that can create impact and duplication. Some buzz in the marketing arena helps too, empowering a lot of other people so that they can create success for themselves and grow *their* organizations.

It's a *lot of fun* when all those key elements come together, and the commissions constantly flow to you and to a slew of other deserving leaders on your team! These are some of the very best benefits of growing a network marketing organization in the right way

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**Art Burleigh** is Double Diamond Executive distributor and also the Chairman of the Executive Advisory Council for Essentially Yours Industries (EYI). His team of over 150,000 distributors now spans the North American continent and has also grown throughout Asia.

To learn more about Art and to subscribe to his free training newsletter, *Accelerate Your MLM Success!*, visit <http://ArtBurleigh.com>.