

UK – 1<sup>st</sup> September 2007  
New Millionaire Team Members

## Congratulations Bernie & Ian Salvin

We both graduated from Newcastle University and got married 13 years ago while staying up in the North East to build our careers. For the next 8 years we 'enjoyed' the 9-5 life and the trappings that it brought, always ambitious for a fulfilling life but never really acting on making any changes or looking for something that would fulfill our dreams.

That changed when we started our family; Bernie had to return to work when our son Josh was just 3 months old and that, combined with a 4 hour commute and a change in her job role, culminated in us deciding enough was enough and that we needed to address the work/life balance. We looked into all sorts of ideas ranging from starting a nursery, fostering and moving abroad.

While searching for the 'something', Bernie did a search online and came across a work from home opportunity; very skeptically she gave her details and was phoned 10 minutes later by our sponsor, Brian Robson-Burrell.

The rest is history as they say! We started our Herbalife business in September 2003 and from there on in we never doubted that Herbalife was what we would be doing for the rest of our lives; we love the products, the company, the people involved and the lifestyle it enables us to have, working from home around our 2 boys age 5 and 2.

The foundations we built in our first 3 months are the ones we have strengthened and built on month in month out for the past 4 years and this has led us to this amazing level of Millionaire Team. We retail using very simple, low cost methods and we find people wanting an opportunity like this and teach them the same methods of building their customer base and encourage them to go on to teach their teams. It's been about having a balanced business, sticking with a tried and tested system, stretching each month, building relationships and encouraging people to the STS's and big events so they can see the mission of Herbalife and awaken and believe in their own dreams and goals. We have an amazing team of people who feel as passionate as we do and it's fantastic seeing them build their businesses and helping more customers and more people to change their lives through the products and the opportunity.

Thank you to our Upline, for finding us, believing in us and helping us to become Herbalife distributors we are proud of; Brian and Linda Robson-Burrell, Benly and Simon Brown, Russell Gain. We are indebted to you; you inspire and lead us daily.

Thank you to our cross-line support and in particular our colleagues on the Midlands STS Strategy and Planning Group – our business would not be where it is today without this monthly dose of information and inspiration and the friendships we have.

Thank you to the UK Corporate Team, Jim Rohn, Michael O Johnson and all the doctors; we feel incredibly grateful for the backing we are privileged to have.

And a heart felt thank you to our team, an amazing group of colleagues and friends who make us so proud, we are just getting started and are looking forward to many, many incredible years building our businesses together.

Our advice to everyone is never doubt yourself or Herbalife, everyone can succeed with this business.

**Bernie & Ian Salvin**

