

Profiles of Success



Profiles of Success represent a brief glimpse into the lives of some of the top Quixtar affiliated IBO's in the International Leadership Development (I.L.D.) Organization. Their vision, dedication and consistent effort has helped them achieve extraordinary success in business. We believe true dedication to achieving your goals can bring you success only if the right opportunity presents itself.

These profiles are presented as illustrations of the potential this business offers. They are not intended to promise or guarantee any level of income. As with any business you should obtain as much information as possible about the opportunity. Additional information is provided below regarding average IBO incomes for calendar year 2000.

Before trying the IBO business you should read and understand the Independent Business Ownership Plan brochure which contains important information for those interested in becoming IBO's.



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Approximately 66% of all IBO's of record were found to be active.

See additional information on the Welcome Page

Quixtar Average Annual Income



Average Annual Income for IBO's in North America*

2000 Average Annual Earnings in U.S. Dollars

- Platinum \$27,064
- Founders Platinum \$31,047
- Q12 Award \$39,846
- Emerald \$64,639
- Founders Emerald \$84,577
- Diamond \$139,298
- Founders Diamond \$228,091
- Exec. Diamond and Above \$495,152
- Founders Exec. and Above \$1,303,190

The following are approximate percentages of Direct Fulfillment IBOs of record in North America who achieved these levels of success in the calendar year ending December 31, 2000. Q-12 Qualifiers .135%, Emeralds .043%, Founders Emeralds .019%, Diamonds .007%, Founders Diamonds .001%, EDC & Up .004%, Founders Executive & up .001%.

An independent survey of participants in the Independent Business Ownership Plan was conducted in April of 2001 to determine the average monthly gross income based on calendar year 2000 for "active" IBOs. For this survey an "active" IBO was one who attempted to make a retail sale, or presented the Independent Business Ownership Plan, or received bonus money, or attended a company or IBO meeting in the year 2000.

Gross Income means the amount received from retail sales, minus the costs of goods sold, plus the amount of Performance Bonus retained. There may be significant business expenses, mostly discretionary that may be greater in relation to income the first years of operation.



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Jack & Rita Daughery

Profile of Success

When the Daughery's first saw this business plan, they had no idea what a tremendous future it would lead to. They only saw a chance to possibly get ahead of their bills. At one time, Jack managed a fresh produce warehouse, while Rita worked as a beautician. "We were both used to hard work," says Jack, "but through this business we have also done a lot of personal growth."

Before we started our business, our daughter, Janet, knew the baby-sitter better than us. Now we're both working our business full time, so we can enjoy our family and help others obtain their goals. "I have also seen my husband develop into a dynamic leader and a wonderful man." comments Rita.

As Double Diamonds, the Daughery's lifestyle has improved dramatically. They, and their three German Shepards presently live in Spokane, Washington, in a 9,000 Square foot Home with "all the built-in comforts" on a seven acre estate. Their home includes personal offices and a large conference room used to run their successful global business enterprise.

Jack and Rita enjoy driving the cars of their choice and love traveling in their 45 foot Featherlite bus. They always have the next vacation destination in mind. Jack also owns three Harley-Davidson motor-cycles that he carries in a custom trailer behind his bus. Jack leads a yearly motorcycle event where as many as 50 men spend time touring selected routes and sharing experiences.

"Our business has enabled us to do what we want, when we want, where we want. This is truly the best way of life!"



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Tony & Mary Henderson — *New Zealand*

Profile of Success

For Tony and Mary Henderson, setting and achieving goals is now something that is second nature. Focus, energy, control, purpose, whims and fun are all words which feature strongly in their vocabulary and their sheer enthusiasm is electrifying...

In 1986 this dynamic, energetic couple became New Zealand's early innovators and had one of the fastest growing networking businesses. They began their business as young shearing contractors, traveling the world over shearing sheep. The couple enjoyed great freedom shearing for 6 months of the year and traveling the other six months. Their desire to retain that freedom was their primary motivation in building this business.

Since then, Tony and Mary Henderson have gone on to build a successful business which spans the globe. They are now part of a small group of independent business owners worldwide who have reached this level. This exuberant couple has continued their quest for personal freedom for themselves and their group and have found great counsel in their U.S. Mentors, Jack and Rita Daughery.

Tony and Mary receive the guidance and support of the Daughery's and stand as an example of the belief that if you work hard and smart, and seek the support of those who have beaten the path before you – your success can multiply.

That starts with learning to really take control your life. "We were like most people at the start, emotionally going up or down depending on what happened to us. That leaves you open to the influence of everyone else so you end up giving up or doing the acceptable things which makes success nearly impossible. All we do is ask 'Does this help our goal?' If not - then flush it and move on. "When you are in control of your life you can control your business. That control can lead to success which in a well constructed network gives you control of time and effort through duplication.



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David & April Humphrey

Profile of Success

David, a native Canadian from Toronto, Canada, moved to Seattle, Washington, after completing his medical training and embarked on the demanding journey of building a medical practice. He became interested in the concept of global and domestic distribution in the early part of his medical career when a hospital ward clerk invited him to see a successful entrepreneur named Jack Daughery present a business plan.

At that time, in spite of the heavy demands of a medical practice and hospital commitments, David was considering business opportunity costing hundreds of thousands of dollars. He could invest thousands or he could take a shot at global and network distribution for a very small investment. He is very thankful he chose this business. Independent business ownership has afforded his family the opportunity to build a lifestyle and a life.

David, April, children John and Erin, and their dogs reside on a three acre, waterfront estate near Seattle, Washington on the edge of Lake Washington. It is perfectly suited for the needs of David, April and the children, with plenty of room to play, roam, and entertain. With freedom from his medical practice due to their independent business David now has the flexibility to spend quantity and quality time with his family and friends.

David states, "You can always make money at something if you want.. Why not dare to dream? Why not dare to have it all -- the time and money to venture forth and do the things that carry the greatest meaning for you and your life? Why not dare to believe you can reach your potential?" April says that she is excited to have a family life so full of love, friendships, freedom, and the health and time to enjoy them all.

David and April encourage others to check out this opportunity very closely by getting to know someone who truly knows how to build a global and domestic distribution system. "Make a decision based on knowledge, fact and the experience of people who have succeeded greatly," David says. "We relied on the ILD Professional Development materials and ILD leaders for advice and guidance while building our business and we rely on these today. In the end, the choice is yours."



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Jeff & Andrea Moore

Profile of Success

In a remote Alaskan road in the quiet of a winter night, in 1980, everything Jeff and Andrea Moore owned was destroyed by fire. Their home, businesses, and offices were leveled. Heavily in debt for the buildings and equipment, they were also uninsured. That devastating night was a complete reversal from the exciting, adventurous beginning of their relationship.

When Andrea first met her "knight in shining armor," Jeff was everything she had ever dreamed of. He was charming, handsome, and witty. Life was exhilarating! It was like living the happy ending of a movie.

Jeff ended a successful tour of duty in Vietnam after sustaining a combat injury. He returned to begin a series of small business ventures that never seemed to work. Although they worked day and night, they were still losing money. "We did everything you could do to make money," Jeff says. "We had a booming business built on loans, but we kept getting further behind."

"We were getting old and tired and poor," continues Andrea. "and we were lost in so many ways. When our place burned down one night it was a real wake up call. Our business and our home was just a hole in the ground by the time it was done. We were \$500,000 in debt, and our assets and dreams had gone up in smoke." Struggling with debt, the Moores felt they had no choice but to work harder.

Jeff's parents introduced them to this business and it was like stepping through a threshold into a new world full of hope. We found, through this business, answers to questions we didn't even know we had. We found a way to apply God's principles of success, and a proven pattern of success that could be very simply learned and passed on.

Today, Jeff and Andrea live in a lakefront home on 40 acres within sight of the mountains and Jeff's beloved hunting and fishing country. They treasure their family and their circle of trusted friends. "We're both working every day to become better people than we were the day before. Our goal is to raise our children with good character and leave the world a better place. This business has afforded us the time and the resources to make this possible. We've regained our youthful and idealistic enthusiasm about life," Andrea says with the smile of someone who is living "happily ever after" again.



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Tom & Judy Ashlock

Profile of Success

It was one thing after another for Tom Ashlock, MD. In 1980, Tom left medicine for family and health reasons. He began a business in the fast-growing energy conservation field, which gradually grew into an industrial project development company, developing electrical power plants and co-generation facilities. Then, in 1985, everything changed.

The collapsed sale of his business and a hostile takeover left the Ashlocks without business or income. To support Judy and their two children, Tom started a window cleaning and painting contracting business with the help of friend Keith Lockwood.

After being talked into looking at the business and listening to some information, Tom and Judy agreed to become IBO's but they weren't really convinced. After listening to more tapes and attending a major function, Tom began to believe he could restore his old dreams. He saw that for the first time he could have a business where success was up to him and not the whims of other people, and that he could run a business potentially without debt or liability and create an adequate income, plus time for his family.

Judy wasn't so sure about this distribution business. After four months of seeing Tom's determination, she became part of their team. "We are living proof this business can work. We built this business ourselves but relied on the exceptional training and tools from the International Leadership Development system," she says. "We tied up closely with ILD's system and used their suggestions - they worked and their still working for us!"

Tom adds, "We look forward to being debt free, having time and money to travel with our children - now we have Kristinia, who was born the week we started building our business, and Lindsey, in addition to Emily and Tyler. It's great having a home that's spacious with each family member having his or her own space to retreat to.

We have created a solid income stream but the most important of all is having time to develop a super marriage, the many friends all over the U.S. this business has given us, and the opportunity to make a difference for our family and this country."



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Don & Janice Berman

Profile of Success

When we got into this business, we were a mess," says Janice. "Prior to getting in the business, Don was very successful teaching a national real estate seminar. He was on the road at least four days a week, forty-two week-ends a year, and had been doing that for nine years. Don was very good at what he did and he loved doing it, but it was tough on our marriage because we never saw each other."

Don and Janice were literally separated by work. Janice was a product manager for the telephone company in Reno, which required her to work long hours. Don was traveling four days a week and they were growing apart.

"The way things were going, I doubt our marriage would have lasted another six month," says Janice. "Although I didn't realize it then," says Don, "I can tell you now, my priorities were totally out of whack. I was pursuing the almighty dollar, but at the expense of my family. What's the point of making all the money in the world when all the important things in your life, like your family, and your home and your peace and tranquility are being sacrificed?"

Don hit the business with a vengeance. "I had a lot of income to replace in a hurry," says Don, "so we worked hard and our business began growing rapidly and steadily. Today, our business has expanded all over the United States, Canada, and the free world.

Janice got to leave her job of 21 years to work our business full time. "Life's good when you're calling the shots! says Janice. "No jobs, no debts, money in the bank, a six figure income and we decide when, where and how to build our business. I like that. And here's the best part; because of this business, I got my husband back!"

Today the Bermans have a great marriage and are able to spend a lot of quality time together. They love to travel and this business certainly affords a lot of opportunity to do that. "We've been all over the world. Although we have big dreams that motivate us - our number one dream in life is to help those people in our business who want to achieve and surpass their goals like we have!"



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Stu & Beth Carseldine - Australia

Profile of Success

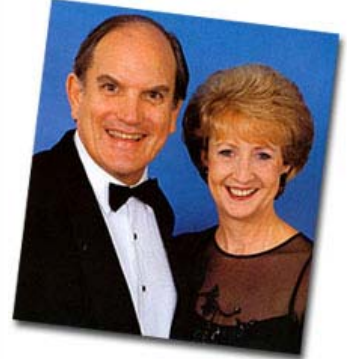
Stu and Beth are more than glad they persisted with their business venture. Prior to being introduced to the business, Stu was involved with his work in senior management in the insurance business. "I was also president to two clubs and we had just moved into a brand new home with our young family, Rachel and Lee aged just 2 and 5, so we didn't have any spare time".

The timing, however, was ideal. "I had just had the "deal" changed by the insurance company and this caused me to question my future in the insurance industry. When I saw the Plan, I immediately identified this business as just the vehicle to help get us out of the rat race." Beth on the other hand was reticent about the business. She confesses, "I was incredibly shy and this was a people business so I had a lot of work to do in the area of self-development". She now has a great empathy with people who are struggling to overcome their challenges."

Stu and Beth put those strengths to work and were able to generate a self-supporting income. "We like to classify ourselves as full-time work at home parents. Once we reached a certain level our major goal was to spend time with our children. Family is paramount."

They add, "because we had both traveled extensively both before and after we were married, we have encouraged both Rachel and Lee to seek adventure and seize opportunity to see the world. Both have made many wonderful friends throughout the world and recommend travel as a great way to broaden one's outlook on life and adds

Stu and Beth conclude emphatically, "the biggest thing to get across is that people don't value the business opportunity. We were able to see from day one that if we treated it like a multi-million dollar business, it could treat us accordingly. That's one of the major reasons we're successful. Lock onto your goal and don't give up until you've achieved it."



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Fred & Dottie Davis

Profile of Success

The dream of owning a waterfront home on the shores of Puget Sound in the Seattle area was dampened only by the enormous debt that accompanied it. In fact, the dreams that Fred, an orthopedic surgeon, and Dottie, an art teacher, had reached for had created nearly one million dollars of debt.

Fred's answer was to borrow more to invest. Unfortunately, the investments failed despite the high profile investments like banks in Seattle and Brazil, diamond mines in South Africa, bonds and real estate. After 29 years of formal education and apprenticeship as an orthopedic surgeon you would think the good doctor would be earning a good income. However, debt, taxes, inflation and insurance premiums, made it impossible to stay even, much less get ahead.

"Fred was rarely at home," says Dottie. "I went to work in his office so I could see him and appreciate what he was doing for his patients and for me and the girls. I was vocally and emotionally negative when David Humphrey showed us this business," confesses Dottie, "because I saw any other business related activity as more time away from home."

"What Dottie didn't realize was that competition, health care reform, government interference, escalating business costs and managed care, would create a situation where doctors would be working harder and longer for less income. If I didn't do anything about the situation, it was sure to get worse."

Dottie's fears were relived when she studied the lifestyles of other successful people affiliated with ILD. She saw they all worked very hard but their time was theirs! As Fred and Dottie began to expand their business they started to reap benefits. "We started to pay off debt, meeting and surpassing our goals one by one including a new home in Arizona. We feel we became better people beginning with a more optimistic and positive outlook on life!" exclaims Dottie.

"The rewards and the peace of mind, friendships, control of time and even greater hope for the future was worth the time to find the ones who said 'yes' "Besides, we don't even remember the no's"



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Mike & Bridget Hoffman — New Zealand

Profile of Success

Mike and Bridget are an example of an everyday, fun-loving couple who grabbed the business opportunity with both hands. When they saw the plan, Mike was working in the shearing industry and Bridget was a secondary school teacher. They had no previous business experience.

I've found there are two things you need to be successful in life, says Mike Hoffman. First, have clear goals. Second, a vehicle to achieve them. This business is a fantastic vehicle to speed up the process of achieving your goals. We realized the business offers even more. It's all about people helping people. We derive tremendous satisfaction from helping others achieve their goals.

Today, in their early thirties, they are running their own business. It is their choice whether they work or play, go snow skiing in the middle of the week when there are no queues, or go trout fishing when there is no-one else on the river. As Mike puts it: "When I get up in the morning I set up my diary. I haven't got anyone dictating my schedule or setting my goals for me."

Mike and Bridget have achieved the higher levels of success and enjoy a lifestyle that includes plenty of free time to share with their two young children. Says Mike: "We were excited by the potential of the business when we saw the plan. But I must admit, we wondered if we could do it. Fortunately, there's plenty of support available in this business from upline and the training system available."

We're not afraid of hard work, but keen to have the time to enjoy the fruits of our efforts." "We could see the business helping us achieve our goals far more quickly than just carrying on with our careers," says Mike. Better still, we could continue our careers while we built our business, so there was low risk. Everything to gain, nothing to lose."

Being business owners has taught us commitment, self-confidence, a positive attitude and a love for other people - values that are important to us. "Applying these principles played a huge part in our success. "There are big rewards in this business. Financially, yes. But the biggest rewards are freedom of time and freedom of choice."



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Fred & Madelon Holpp

Profile of Success

Fred thought a position with the U.S. Forest Service, as a Range Staff Officer and Wildlife Biologist, would be more satisfying than his position with the U.S. Soil Conservation Service. He decided to relocate from Glendive, Montana to Deadwood, South Dakota late summer of 1979. Unfortunately, the move took place at a time when inflation was at its peak and interest rates were exorbitant.

Even though the Holpps made a profit on their home in Glendive, it was not enough to pay the 30% deposit required, at that time, to purchase a house in Deadwood. It became necessary for the Holpps to rent the Forest Service house until they could acquire the down payment.

To help speed the process, Fred decided to invest their profit in stock options, however, luck turned against him and they lost everything and more. It was a devastating blow, but it also occurred shortly after Fred and Madelon were shown this business opportunity by their neighbors.

At that time, they struggled to provide for their family.. "It got to the point", says Madelon, "that I would have to purchase groceries on Visa, which was fast approaching its limit, so the situation was becoming a bit scary. When we saw the plan, I saw the potential of the business immediately. Fred, however, thought he was too busy, so I started the business without him. When the money started to come in, his belief level increased accordingly."

"Because we decided to build the business, we have enjoyed an incredible lifestyle." says Fred. "We have been able to travel extensively, we own luxury cars, and designer clothing. We are presently building a new home with 5,000 square feed of living area and a three car garage, that sits on a gorgeous 20 acre lot amidst the Back Hills of South Dakota.

"As a result of our association with ILD, we have enjoyed great friendships and a family commitment to our goals. The Holpps feel confident in the future of their children, because they have chosen to follow Fred & Madelon in the business.

"Fred and Madelon advise "Follow success based principles and then go one step further, help others succeed. You CAN have it all."



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Jeff & Pam Israel

Profile of Success

Things were on track. By everyone's estimation, life was great and had unbelievable potential. It wasn't long, however, before the "potential" began to look smaller and dimmer as the medical environment changed. The art of practicing medicine was being replaced by the business of practicing medicine. The legal, insurance, and governmental bodies started impacting lifestyle. Something was missing from their lives. How were they to fill the void?

They knew they wanted to spend more time with their children, Jeremy and Jessica. As a family they wanted more time to travel together, have more control of their work schedules, and in general have flexibility and options. Pam opened a business in downtown Portland hoping this would be the change so desperately needed. Initially, it looked as though her referral service would create great financial return. However, it wasn't long before the business controlled her.

Time with family and outside interests became very rare commodities. Jeff had started to pursue his dream of traveling to Third World countries to perform cleft lip and palate surgery for children in need. As these were time and money intensive projects, there was never enough of either.

The answer to Jeff's and Pam's questions and dilemma came unexpectedly through a business plan presented to them by a couple building their own business and affiliated with International Leadership Development. They found an organization composed of men and women of high integrity who teach how they leverage both time and money. The "something is missing" feeling has been replaced by a growing group of wonderful friends who share an increasingly positive outlook on life and knowledge of success principles. Jeff asks, "Where in the traditional business world will you find friends helping friends in business to succeed?"

The Israels now travel more than they ever expected. As they grow closer to reaching their financial goals, they are able to enjoy their home at Cannon Beach, Oregon. Jeff has tailored his busy medical practice down to three days per week. With his newly created medical foundation, FACESFOUNDATION.org, more time dedicated to Third World work is on the horizon.



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Arnie Kremer

Profile of Success

Arnie Kremer was born, raised and educated in Philadelphia, moved to Seattle after completing his medical education and began his practice in emergency medicine. Realizing that working emergency rooms was not going to achieve the security he desired, he began several clinics in hopes of creating residual income.

After some frustrating experiences and being \$400,000 in debt he was ready for a new idea. "I saw the plan," says Arnie, "and I figured people would be foolish not to do this; a business with so little investment that can create unlimited income and financial independence."

Considering the options is something Kremer strongly advises. "In reality," says Arnie, "if I wanted the freedom and lifestyle I talked about and dreamed about, there was no choice but to build the business."

Today, Arnie Kremer maintains a vast network of Independent Business Owners all across the USA and in several foreign countries. Arnie states emphatically, "There's no better opportunity out there. People all around the world want freedom. You've just got to get out there and find the freedom-fighters."

Arnie seems most proud of his association with people he would have never met if it were not for this business. "Great friendships like these are only found with great people. Great people like we have in I.L.D." Arnie is also a recognized leader amongst leaders when he joins forces with dozens of motorcyclists for the Annual ILD Rolling Rally. An I.L.D. event where only those who meet stringent standards for excellence are invited.

The Kremers have four wonderful children (three girls and a boy). Arnie encourages everyone, especially professionals, to check out the business. "I see most physicians today, and they're frustrated and very quite often depressed," he says. "We all need to break the bonds of financial oppression, make a decision and get the job done. If I can do it with my busy schedule, anyone can do it. It's just a matter of doing the work."



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Rick & Mary Jane Matthews

Profile of Success

Rick and Mary Jane Matthews settled eight miles from a town of 2,000 people in central Minnesota over 20 years ago. Rick worked as a school counselor and Mary Jane as a special education teacher. After twelve years in education they realized their fixed incomes were unable to afford them the lifestyle they desired. Rick says, "Our annual pay increases were losing significant buying power each year."

The Matthews were ambitious and open-minded so they began trying various ways to supplement their incomes. Rick taught karate part-time, bought rental property, had numerous investments, and operated a small car business, while both continued their full time careers. Mary Jane says, "We were so busy doing all the things the experts recommended. We had graduate degrees, investments, owned a business, and worked hard, but none of those things gave us adequate results."

In 1987 when the stock market fell, so did their investments and many of their hopes for the future. They became disillusioned, thinking they had exhausted all possibilities.

Then in June 1988, the Matthews were introduced to a business that appeared to have all they wanted. Rick was very skeptical but agreed to evaluate the business based on its potential, the required investment and the risk. He was pleasantly surprised by his investigation and set on a course to fast success.

Today the Matthews live in the country where they have acreage and room to grow. Rick and Mary Jane left their "traditional" careers and now work together raising their family and growing their business. Rick and their three sons, Ben, Dan, and Jon use their basketball court almost daily. The whole family also enjoys golfing, skiing, snowmobiling, target shooting, go carting, and traveling. Mary Jane includes shopping as a favorite activity too!

Rick says, "We are thankful we chose the ILD professional development system. It is an excellent return on our time and our energy. We are proud to know one aspect of our work is to offer an opportunity for individuals to lift themselves out mediocrity into a life of excellence. What we do each day will affect countless lives in a positive way around the world for generations to come. We are excited about the future!"



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Jack & Sharon McLennan

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Jack and Sharon met during their senior year at Oregon State University in the college choral group. She needed a ride to choir practice, and he had a hot '58 Plymouth hardtop. After graduation they parted ways, Sharon went to Chicago to be a flight attendant for United Airlines, and Jack went to Fort Lewis, Washington, a newly commissioned Officer in the U.S. Army. Romance would have none of such a separation and soon the married couple settled in to life at Fort Lewis.

After Jack finished military service, he and Sharon moved to Salem, Oregon, and Jack began fulfilling his dream of teaching and coaching football, basketball, and track. He loved coaching and working with a team of young men, and he took many teams to state finals.

Jack and Sharon's lives were filled with school and church-related activities. Jack continued his own schooling and was well on his way to receiving a Doctorate. After some years, Jack and Sharon became dissatisfied with their financial picture. It seemed every stress and argument came back to the lack of money. Then a respected and successful businessman showed this business.

Here was a business they could own and never be fired, a business where they could build a better life than coaches expect. Jack applied his coaching skills to himself and built a successful business fast.

As a result of their financial success, their children were able to attend college, the family enjoys wonderful vacations and they enjoy business seminars that take them all over the U.S. and the world!

Today, daughter Sarah and her husband, Randy Hunt, have three children. Their son Michael and his wife, Pippa, have two children, and are also involved with I.L.D. and growing their own successful business.

Jack and Sharon now live in a house with a view of four mountains. Their dream of taking a team of true winners "to State" has begun. Jack and Sharon believe if you have a heart to be successful, are willing to work patiently and keep the faith, and long to be on a winning team, then this business is for you.



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Doug & Wendy Somers

Profile of Success

When Doug and Wendy first saw this business, Doug was just five months out of alcohol treatment. They were struggling with changes and seeing a marriage counselor, hoping things would somehow start to make sense. Although the Somers managed to stay afloat, they were in debt.

Doug knew something had to change. When Jeff Moore, who eventually became Doug's business sponsor called, Doug immediately gave him a typical bad time. But Wendy was interested and after talking to Jeff's wife, Andrea, she decided to go to the meeting without her husband.

The following week, Doug and Wendy went to a meeting and met Jeff Moore. "What I heard that night was not what I expected," Doug said. "Although I didn't understand the scope of this opportunity, I knew I liked the people and the attitude and principles expressed. Doug remembers listening to tapes and thinking, 'We could do this!' and at the same time feeling fear creep in like a morning fog. Finally, fear of the future became greater than fear of building the business. With a wonderful supportive wife, things started to happen," Doug said. "When we got excited, Jeff Moore referred to us as 'Ignorance on Fire'."

Today, the Somers live next to a river in Alaska. They home-school their children, Bert, Angela, Jessica, Heidi, Chad, and Mary, come and go as they please, and have truly achieved an uncommon freedom. Sitting on the deck in the morning to read and watch the moose in the water reminds them of how wonderful controlling their futures and creating options can be.

Doug and Wendy's greatest desire today is to pass their dream on to as many people as possible. Doug says, "We look at other people and know for a fact that they can do it. I know that because I know where we were when we started and we did it. Now matter what your circumstances, get the attitude right, do the work, and come join us."

Doug and Wendy now have a legacy to pass on to their six children, who also want to build the business. Both take comfort knowing they have made a positive contribution to others. Their focus is on uplifting and believing in others until they can believe in themselves.



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Frank & Jan Sorrels

Profile of Success

Most would agree the demands of life are challenging. For the Sorrells, life has been especially tough. Frank and Jan both previously experienced failing marriages, divorce, and single parenting before they blended families to create their family of today.

Uncontrollable events took place that left feelings of bitterness and anger within the family. Frank and Jan were determined to overcome the obstacles and focused on working harder. Despite Frank's solid education and Masters degree it became obvious no job could accommodate the care of a family of seven and debt brought on by life's unexpected challenges.

The small town of La Grande Oregon provided little in the way of business opportunity. Frank's entrepreneurial drive and ambition launched Oregon's first mobile windshield replacement operation. While the business was successful, Frank often reminds himself of the long hours and often times dangerous and undesirable environment.

Despite the success of their business, Frank and Jan wanted more time to enjoy life and their family. After attending a business seminar, Frank and Jan were convinced they could create a wonderful alternative source of income to buy some freedom. Developing a business in a small and rural area presented difficulties. But for the Sorrells, it has been worth every challenge.

With the help of the I.L.D. system, the Sorrells have built a business that spans America and has provided immeasurable joy and happiness to their once torn family.

Today they live in a beautiful home overlooking Columbia River Gorge and are frequent invited speakers at business seminars across America. To them, the greatest reward has been working and striving for goals as a family. This has created a spirit of loyalty and harmony shared by every son and daughter in the family (Jennifer, Ericka, Carl, Joshua and Andrea). For the Sorrells, this is a business and a life philosophy to be passed on for generations to come.



The Average Monthly Gross Income for Active IBO's was \$115

Approximately 66% of all IBO's of record were found to be active.

See additional information on the Welcome Page