

From Dallas, Texas funders, Emma's going diamond.

hi guys, grab a seat. Okay. This is the fun part. Uh, you know, this is where you got to open up. You can't make things up anymore. You know, you got to tell the way it is and, uh, you know, uh, we're gonna share how we, how we were. There's some of the crazy things that we did and, uh, you know, we're going to walk you through.

And when I walked in the first time, I said, well, why let's do somebody else's story. And just to give you a background, we are regular average people got hold of an opportunity and became part of a team that was growing on a fast track to do something better in life. And I heard early on the enemy of great life is good life.

And we were both doing so-called good. We had two corporate careers making a high, high, six figure income. And we were seemingly all set until we walked into a room like this. And that is when we realized how much more can we accomplish. And instead of just living life, you got an opportunity to do, to start leading life.

And we wanted to do that. So I'm going to have a RT shoot a quick hello, and then I will start my part of the story. And then she'd come and shit hers, and then I can come back and tell it anything. I want to wrap it up. Okay. So here's Arctic coming at you. Hello? Is that as a team, so excited to be here and thank you so much for the warm welcome that you guys have given to us.

And definitely we do not take that lightly. And in this part, we, me and Ravi are going to share how we actually put this business together. So, um, we are just here to give you a hope that, uh, not simply a couple like Ravi and Arctic and build this business with that, I will give it to Robbie and I'll come back and share with you guys.

All right. Awesome. Great. I want to take this opportunity first to thank our parents who told us the value of good education instilled good model values, never doubt ourselves and taught us the willingness to work hard. You all have a line of sponsorship and there's a purpose. We are in that line of sponsorship.

So I want you to be proud of it. Just like you can't change your parents, you can't in your line of sponsorship. So be proud of it. Okay. Uh, I'm originally from India. I grew up in, uh, Delhi, India. I have a younger brother who is also in us. Elizabeth are 10 minutes away drive from us. And, uh, my dad, the engineer, and same goes with me.

He's an electrical engineer. Talk about environment. I grew up what to become one also. Okay. I saw my dad working harder than engineer during the daytime. And in the evening, he used to teach high school kids, math and physics. Uh, he was a tutor to make that extra income. And that was a great lesson to me.

And I learned in life. The first 40 hours you'd work, it'll help you get by the next 20 hours is what's going to help you get ahead. And, uh, it was not told to me, but I observed my dad's setting a great example coming late at night, nine, 10:00 PM in the night to provide better for his family. And, um, I remember I was an average student, uh, you know, pretty average middle class till about 78 grade.

Uh, do not have much purpose in life. I was just enjoying life, uh, you know, doing the regular thing so we didn't have much money. Okay. So I was just drifting and somewhere around seventh, eighth grade something clicked. Okay. There's a board examination in this country that I grew up in India. Okay. Uh, at 10th grade.

And based on that, you decide whether you pick science or accounting and business or arts and see in India, there are only two ways to go to college, a good college, either you by your own admission. Okay. Cost a lot of money. Okay. All you have to clear an entrance examination. And I remember my mom telling me that, Hey, we can't pay for your college admission.

They can buy you a college admission. So you have two choices either you get serious or become a clerk. Okay. They put a goal in front of me. My dad showed me his bank account and they will not much in it. So I got the hint out of sheer fear. I started starting, I remember stepping up the game coming in top 10 of the class.

And I remember in high school about 11, 12 grade. Uh, that is very crucial. Uh, if you want to go to a good college, I remember I zoned out for those two years. I remember missing all the weddings of my relatives. You know, if you live in India, there's a festival every month, you know, it's a festival country.

And, uh, when you you're in 12th grade, you know, you're the high school senior year, the senior most class, uh, that is when you were supposed to Stein to enjoy life. I saw my friends, skipping classes, chasing girls, calling me out for movies. And I had to say, no, And I knew if I did not do that, I will have much bigger trouble in life early, later on.

And some of you will have to do that right now. You know, some of your friends are calling you for happy hour, but that should not be your priority. You know, I learned that most people are confused about time management. You cannot manage time, you cannot control time. You can only manage your priorities.

So those two years of my life, I had to focus short term pleasure versus long-term happiness. And you decide the same, same in this business. So I started up the entrance examination. It was a tough examination. Then about 200,000 students who take the test, um, you know, it's, uh, and only 1500 get a rank to be admitted.

Okay. So it was a nervous time of my life. So I took the test and scored a rank. That was a one 54 all in their rank. Uh, so less than 1% get admission. And I was so happy. I was like, man, finally I will have a life where I can live decently and buy things for myself. And, uh, I went to a great college. Uh, you know, it was a great time in my life.

Uh, it was Indian Institute of technology, Delhi, it's IIT Delhi. Uh, it was a good accomplishment as a 17 year old. Okay. For the first time in life, I, I felt proud of myself that I did something in life. And, uh, this is where, you know, I moved from a home to dorms. I got a 17, 18 year old, new parents, new restriction, freedom, man.

Okay. Um, whatever I could not do in high school, I took revenge where they would, I could drink, I drank, I never gotten a smoking thing, but, uh, my cool group of batchmates, uh, you know, whatever you could smoke in this word, they were smoked. Okay. Uh, that was a first year of college. I had a blast and, uh, I remember that first year emotionally blackmailing my dad every weekend, you know, cause Steven, you don't have a personality unit accessories.

And for a guy like me, I knew the girl to even look at me. I knew this. I said, I remember asking my dad every weekend to buy me a motorbike, you know, a Yamaha RX, motor bike. And uh, five days in the dorm I would party. I would enjoy. And weekend I would go to home as if I'm going to an emotional depression.

My mom would offer me food. I say, no, I don't need it. I'm not hungry. And, uh, you know, I would do that every weekend. Eventually my dad gave up my grandfather preached in and so I got a motor bike. Oh my God. That was an awesome feeling. I felt like James born, that's it. Okay. And, uh, that was it. So I chased anything and anybody I could.

Okay. It was a blast. You know, it was a blast, uh, a time of my life, but here's what happened when the grades were out, it was a relative GPA and they're all talk, not shooters from all over the country. See the school I went to, it is equally hard to get in. It is equally harder to get out and I barely made it the first year, you know, just barely passed the courses that is when I realized that you cannot live on your past laurels and accomplishments, you have to earn your stripes at every stage of life.

And, uh, some people outside you'll see the good, they do one good thing in life and they talk about it for the rest of their life. And, um, here you see exactly opposite. As soon as you see people reaching their goals, they talk about the next goal that they're going to accomplish. Okay. So guess what I do next one year?

You know, I realize I have to make it up. So I put my head down, head down and got my grades back up to come and talk to another class again. And, uh, this was about 30 years, you know, I got an internship, I got a job offer inside. I had three, four job offers and I was all set. Life was good. I was going to make some money, good package for at that time for a single guy.

So I was happy. But then I realized all my cool crowd, drinking, smoking buddies were starting for something called GRE and poison. They were all going to America. And, uh, you know, I had never thought about window America. And I said, I could not even speak proper English. Okay. My self image was so low. Uh, I used to only talk in a local dialect, uh, in my city.

And in fact, any, everybody knew that this guy can not understand English. Okay. Am I, English was pathetic. One sentence would not come out of my mouth in English with a proper grammar. And, uh, we would go to movies. I would go to movies with my friends, like matrix or something like that. And, uh, the guy would say a dialogue.

All my cool buddies are laughing and they look at me and they're like, you didn't get that. Right. And I was like, you are right. Can you explain what that guy said about red pill, blue pill? Can you translate? Okay. And that is where I was, but the environment, when I saw them talking about America, I said, I need to go to America too.

So I started preparing for GRE and, uh, you know, I remember getting in their tests, my English score was, uh, extremely low. Just to show up, you get four 80 out of 800. I got five 20, but my math and analytics, I aced it. And I remember telling my dad after that, that I want to go to America. And in the beginning they were not happy.

Uh, but they eventually agreed and encouraged. They said, okay, if you want to go, go for it, um, we will support you, but we will only morally support you

make money from us. And, uh, I said, okay, can you at least help me pay my admission application fee? Okay. So I applied, I got Penn admissions and see scholarships and guess where I went, where I got the most money. Okay. And I was off to America, but here's the catch Dickie to America at that time, especially one way is pretty expensive.

So I remember my dad telling me, Hey, you got to sell your motor bike for that ticket. I was like, that was hard, man. What if I decided to come back, I will need this bike. And, uh, I remember going into his bike shop, giving that bike. I used to wash it for my own hands buffet up, you know, cause it brought me so many good memories.

You know, I remember selling that bike and uh, you know, you hear, sometimes people say, do I have to invest, you know, understand what is sacrifice when you give something, nothing comes back. What is investment when you give something? A lot of it comes back and I was investing at that time. I didn't even know that.

Okay. And um, you know, I got my ticket came to America. I landed as if I was going to Mars. You could smell the spices from my suitcase. It was as if I was going to open an Indian grocery store. So I had a choice to pick an advisor. I purposely chose an American advisor, you know, in the beginning he said, you have a very thick accent.

I said you have a very thick accent too, so we have a mutual problem, but here's what happened. You know, my school in India was very tough and actually it prepared me for master's and beyond. I remember, uh, you know, getting into master's program, missing all the classes, getting 4.0 all the way through. I mean, I got GPA like nobody's business.

If you're a student, you need some GPA come back and see me. Okay. And, uh, you know, I remembered that and that's because sometimes when you're going through a tough phase in your life, guess what you're being prepared for something bigger. Always remember that. And guess what I did since I was scoring 4.0, I went back to my old days of freshmen in college.

I knew speaking and understanding English was my weakness. And this is where you surround yourself with what you want to accomplish. I remember copying my advisor. He was more my English advisor than my master's advisor. No. Uh, and, uh, he would, uh, I would copy everything, his pronunciation, his accent, anything that I could speak today is thanks to that advisor.

Okay. You know, uh, I would duplicate him in India, you know, you would say development. Okay. My advisor would stay development. So I copied, I had no English. So that was perfect. You know, starting from ground zero English, you called fast in India. You'll hear you call fast. So I remember copying him, I would copy everything.

And that's some of you, you know, we'll have to do the same thing as you get started in this business. You have an upline, a role model in front of you copy him. And when I joined this business, it was very easy for me. I copied everything from my apply. Okay. Uh, you know, in fact, I mean, I had my roommates from India, but I remember making friends from all part of the world.

I would, uh, that, that made me talk more in English. That was my intention. But guess what happened? Power of association. Wednesday night party, Thursday party, Friday party, Saturday party. I became like a party guy, you know, uh, you know, you, it was awesome time. You get grateful, minimal effort, you enjoy life and they pay for it.

Okay. So I loved it. You know, after I graduated, the economy was dude, I got five, six good offers. And I went to this, uh, top company in computer industry. And guess what, five months into the job I got bored. I got very bored. I was like, is this what I'm going to do for next 40 years coming to cubicle, going back, coming to cubicle, going back, you know, I got confused, no goals, making money, every Veekan party going nowhere in life, just drifting.

And that is what I heard this story. You know, this, uh, mama, Cameron and Bebe Camelot talking. And a baby camel last mama. Mama, can I ask you a question? Why do we have big humps? It's mama says, son, when you are in desert, water is scarce. And uh, you know, we need humps to store water so we can go days without water babies.

Like that's pretty cool, but Mo why do we have long legs? So mama said son, because when you're in desert, the feed goes in Stan. So these long legs help us to walk and run faster, baby. It's like, that's incredible. You know, uh, you know, mom, why don't we have these long eyelashes? Sometimes they bother my sight and mama replies with pride.

My son, these long eyelashes are your protective there. They help you to protect your eyes from desert, sand, and wind in the storm. So Bebe after thinking for a while, she says, Oh my God, all these things, but can you answer one last question? What the heck we are doing in the zoo.

I remember feeling that way. It's something to worry, correcting paycheck and going back. So guess what I did the next best thing went back to school for PTSD. Talk about self-inflicted pain. Okay. I like that kind of environment, you know, complete flexibility. You wake up whenever I wanted to do what I wanted to, uh, enjoy the studies part of it.

I was good at it and I wanted to push my limits and they were paying stipend for it. So, uh, I live very comfortably, not rich, but comfortable. And, uh, I realize that I like no control. I perform better, uh, when I'm in an environment with no control and I like that freedom. And that's what the PhD was. It was awesome.

But, uh, after that I started working, I had to have an alarm clock. I mean, you could see me in the morning. Uh, you know, Arctic and vouch for it. I wake up very unhappy with the alarm clock, you know, I like to sleep and I'm tired. And so I had a great time in the PhD program. And here's what happened, you know, some of your friends and cousins when you are doing a PhD.

Okay. They would ask you the toughest questions. Okay. Um, any PhDs is right now and this room. Okay. There, there are two of them. Okay. But the first question, when will you graduate? Oh my God. You don't even know your research topic right now. That was tough time, but you know, I graduated started working, got a good job.

They paid me very well. Luckily I told her an industry that pays very well and I'm thankful for that and I'm good at it, but I still don't like the control part of it. Okay. Now around the same time my parents asked me, you know, after graduation, you need to get mattered. You need to get serious. I'm like, come on, man.

I just graduated. I'm just starting to make my good high, high six figure income. Let me enjoy my single life for few days. So here's what happened. My, you know, uh, I met Arthur in a wedding in Chicago and then we got connected. Then we got connected to e-commerce, you know, social media. Okay. And she was talking about never long story short.

Uh, we got engaged regarding mattered. Um, it didn't eight months off PhD. I was mad off the market. Okay. And, uh, when I will tell you guys, now I could give a lot of stability to my life and I'm thankful the association I had. They taught me a lot of things, but RT joining me gave a lot of calmness and a commitment I could refocus.

I started doing some productive things again, you know, uh, looking back that was one of the best decisions of my life around that time. You know, I, I saw the plan. I remember seeing the plan, it took me

16 months to go a thousand PV. Okay. Some of you done yourself too soon, 16 months. My business was not growing, but I was doing, you know, something was happening.

It has to happen, you know. Have you ever seen a tree that grows outside with no roots? Okay. Uh, I know it has to happen inside first. And, uh, guess what? After 2003, the next seven, eight months we went the silver Eyeview. And I had a great time. Went to the Charlotte leadership, came back certified. That business went to 12, and we're talking about all those things, but I'll tell you this.

Here's what happened January. My queen daughters were born in February when we were on Ruby ideals. Okay. Sometimes in a wife is expecting a husband becomes pregnant.

No, my daughters will not. My reason to stop. They were my reason to accelerate in September that year we broke our first organization. I'm going to talk about that. Exactly. And six months later in month of January, we started Sapphire qualification, finished Safa in July, took a break in August, September.

We started Emerald qualification finished that continued straight to founders, and we are going to go diamond now. And that is what we have decided.

you know what? Sometimes I was paying the price. Nothing was happening. I couldn't see it, but it was happening. I'm going to talk about how we saw the plan, our first function, how we found our leaders and all that stuff. But I want you to listen to our thesis, an incredible listener, a phenomenal leader, uh, you know, uh, somebody who has mastered building relationships.

She makes our business, our life complete. Uh, she brings so much calmness. She juggled so many things sometimes I'm, I'm not even kidding. I'm amazed how she does all those things. And let me, let me go out and build a business. But I want you to listen to very, very carefully is going diamond, like coming at you.

Hello everyone. I'm so excited. Uh, do a VBAC again, and, uh, thank you so much for all the warm welcome you guys have done. And thank you for all the smiling faces that you guys are giving to. It makes our job much easier. So thank you. Of course. I want to start with thanking our uplines for always being there for us and always lending us the hand of friendship whenever we needed the most.

I want to take this time and thank our parents because the values that they have given us and all of this, supporting us and encouraging us to do our best. And, uh, of course, uh, acknowledged my three little

angels. Uh, my son Ren and my twin daughters, Lira and Pia. They are the blessing of my life. You know what one smile from them and I can do anything for them.

And of course they are the beautiful thing that has happened to me. Just start off my story. I was born in, brought up in new Delhi, India, uh, you know, had a very lovely childhood. Uh, of course I come from a joint family, um, which means that you get to live with other families in one, uh, under one roof and a lot of love and a lot of fun.

And, uh, it was amazing, you know, uh, we had, uh, came from a middle-class family. We had everything for outside world. We had status inside world. We knew the reality, you know, I still remember we had good houses. We invested in two nice cars and we were very proud of that. I remember whenever we needed that car and we ever wanted to go out somewhere.

We needed three to four people to push that car from one place to get it started. And, uh, I remember this one. Story. We, uh, it was a rainy night. It was me and my family all decided to go out in that car. And, uh, we all said sat down in the car. We were dressed up and everything. And, uh, my dad was driving the car and, uh, in the rain, the wiper, instead of running on the windshield, it was running on the hood.

So my dad had to get out of the car, pick up that Viper, put it back on the windshield. And we went to the party. So it was just like that, where we had everything, we enjoyed everything and it was great, you know? And I remember since childhood, you know what my grandfather and my father insisted this dream into us.

That one day we will be going to America. You know, they used to talk about America as if it was a heaven. You know, they painted this picture. Then once you go to America, your life will be. Very good. There will be no doors from it all the time, and you will have an amazing lifestyle. And I used to listen to this every other day and we did not come until, uh, to America when I was 15.

So if you almost took us 10 years to come to America, but they, because of their persistence, you know what? We were able to come here as a family together, my mom and dad in India, my dad, he was a business owner and it really liked the fact that he had the flexibility of coming back home whenever in the lunches ending some time and going back again, my mom was a school teacher and, uh, I never thought that she was working because whenever we used to go to school, she used to go with us.

And when we used to come back, she was home and we had the hot meals provided to us. And her being home was absolutely great. So we had a, um, You know, great way of very family was working. But

when we came to America, our life actually changed a lot. You know, I saw my, um, family's lifestyle from rent, from everything to them to very little, you know, I saw my mom and dad started working very hard to provide the best for our family.

Uh, you know, I saw them from their business owner. They started working into small companies, 12 hour shifts just to provide for our family. My mom from being a teacher started working night shifts so that, um, you know, she could actually be at home and Beaver home. So, and, uh, of course, uh, I haven't ended up brother.

His name is Gara and, uh, he also used to, he was, he all, all of us came together as a family. And, uh, of course like, you know, he was working, uh, studying full-time in San Jose state university. And, uh, he actually started working on the part-time basis on the weekends.

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And, uh, uh, he actually started working on the part-time basis on the weekends too, just to help out with the family. And I saw that there was a complete change in our family's lifestyle. Okay. Uh, unlike Ravi, Ravi says that he is to the school, but I had to see my way through the school. And I was like, wow, I really had to work hard.

I really had to work hard to maintain a C average. And, uh, but you know what, uh, one thing I realized that my mom always used to tell me, do not give up, you know, just as long as you continue doing that work, you will start getting results. My dad taught me how to be steady. You know, he'd always just to say, continue RT.

It's going to be fine. You're going to be fine. And my brother actually played a very important role in my life because you know what he always used to, uh, encourage me. You know, he always used to say that, you know what, RT, I want you to become like a self independent working woman. I don't want you to start thinking average and all these three things, actually, you know what data very important role in my life.

I kept on thinking about it whenever I used to go down here and there, I used to think about these three things and kept me going. Of course, uh, you know, graduated college right here from San Jose state university had a wonderful college. You know, I, uh, spent that, uh, glorious moments and it was fun. It was very fun.

Uh, of course some got myself, a car, you know, every graduation, every time you graduate, first thing you investment you do is a nice car for yourself. And I remember buying that nice Toyota Corolla, black and black car. And I was very proud of it because I was making the monthly payments for it and it was my car.

So I owned it. So I was very happy about that. You know, started working full time. And making good money from my job. So it, it felt like my life was set. You know, I was good, happy, go get drink, uh, having fun. But I remember in India, you know, when you graduate and when you start working, guess what your parents starts doing.

This starts looking, you know, they're like, Oh, now is the time for a girl to get married and they need to settle their own life. And that's when I met Ravi, you know, I met at a wedding, we had a good chat, we got to know each other as friends. We, uh, you know, started talking. And I still remember when I met trophy for the first time.

All I could remember, he wasn't Mr. Excitement, you know, full of excitement, self-confident smiling, caring, but uh, not like a PhD guy, you know, he was, he was very nice and, um, Of course, my parents came to know about it. And, uh, you know, when, um, when they came to know, you know, Ninja, there is no concept of dating.

You know, either you're getting married or you're not getting married, that is spirit. And I conveyed the same message to Ravi. I said, you know what? This is what my parents have told me. So you know what I have requested them to see how they can, you know, meet you and you can come over and meet them and we can not take the next steps.

Or so when I told this to him, he completely backed off, you know, he was like, Oh, I'm not sure I'm not ready and everything, you know, and, um, And of course, you know, I conveyed the same message, uh, to my parents and I stayed very calm. I stayed very calm and I conveyed that message to my parents. And guess what my parents started doing, they started looking, you know, they started looking and they told me to go say hello to other people and get to know them and get to be friends with them.

And that's what Ravi did not like that. And, uh, next thing. Next thing. I know that he took the next flight to California to meet my parents. And, um, I realized, you know, I realize sometimes you have to stay calm and relaxed. People will come. So, you know, like you're going to have to make a big deal.

Um, we got married. Uh, my parents actually gave us, uh, gave us a very beautiful wedding. It was a, especially for girls, you know, our dream is to have a lovely wedding and they provided the best for Robbie and me. And of course, uh, uh, got married, moved out. And, uh, first year of our marriage was a truly an experience for me.

You know, I realized love was blind, but marriage was a true eye-opener. We were so different from each other. You know, we had different personalities, we had different likings and it was completely opposite. Uh, and at that time I got a chance to see this business opportunity, you know, um, Well, when I went to this, uh, association and see the presentation, I had no clue what they were talking about.

You know, I didn't quite understand what the whole presentation was, but one thing that I really liked that, you know what, uh, I saw couples building this business together. I saw husbands respecting their wives, their wives, respecting the husband. And that part, I really liked it. I liked there were a lot of professionals out there.

There were PhDs, CPAs and genius, or very qualified people who were building this business. But, uh, but of course, you know what, uh, I did not get the money part of it. I just saw that. And I got little bit excited about it. About it and started building this business with Ruby. But of course my heart was not into the business.

I didn't quite understand why we were even building this business. I remember going to, uh, you know, the associations, uh, uh, dragging myself, you know, there. And I remember, uh, purposely Friday nights, you know, Friday nights, Ravi wanted to go to a meeting and I wanted to go for a movie. There was a conflict right there, you know, and a lot of times I used to tell him, uh, asking, why do you have to go over and over again then?

You know, same thing, same plan. Why haven't you still gotten it yet? Come here, sit here. I'll make sure that we'll go next time. You know what, skip it this time. But you know what? I can tell you one thing I stand here and I tell you that one of the things that I have done, I have never missed an association because you know what, that was the part, which gets me into this.

Okay. And, um, thank you. And I realize when I came to these, uh, association, you will feel, you will love the people around you. You will feel the encouragement, everybody will encourage you, and you will just love the environment that you have. Of course, we have to settle things down, uh, and, uh, at our household so that, you know what, uh, we could work in harmony together as a husband and wife, you know, uh, the, I realized that marriages are made in heaven, but the maintenance has to be done on art.

So I had to sit down with him and we decided that, you know what, let's talk about it. Why aren't we building this business? And he mentioned to me that, you know what, our team I'm building this business for our family. And I was like, I realized that I was the one who was not getting that part because you know what, he was building this business for us, for our family.

And we sat down, we wrote down our dreams and goals and. Then then was the point where, you know what I started the business started making sense to me. I said, you know what? We're working as a husband and wife together, and that's a blessing. And that's what I did not take things lightly earlier. I remember, you know, what going to, uh, the showing the plan with him, he used to show the plan and I used to think what to cook for them.

I had no interest whatsoever, but you know what, after that doc thinks quite changed, I started seeing that, you know, what, how I can actually start talking about some products after the presentation, I started learning how to do the demos after the presentation. And you know what I that's, when I started getting into the action phase, I was actually able to build myself up much better instead of thinking too much.

I started putting that thinking into action. And that part really helped me. Not only it helped me, but I was able to add value to the people who actually saw the presentation or the people who came into our team. So that is very important. Okay. Uh, of course, uh, learn to how to do, um, uh, I learned how to do the beauty parties, the grand openings and ventral big time, you know, still get to learn how to handle rejections, you know, to get to victory.

And in this whole process, we went Denver and we were very excited. We were very excited because we had done the work and we were, uh, excited about going as a brand new silver. And I remember in one team meeting, you know, what, they invited us on the stage and share a few things. And, um, that night, you know what, uh, I was very excited, but as soon as I went up on the stage and they gave me the mic.

To hold and introduce myself. Something happened, you know, I just got so scared. I was shivering. The words did not come out. Right. And I was just not there. And all I did was I picked up the microphone and kept it back on the table and ran out of the door. All boy that night, my self-image was hit. I was very afraid of public speaking.

I could not talk in front of people. I was very scared of that. And that night I was like very embarrassed because I felt like something I have done sold such a big blunder, but you know what, one thing I'll tell you are these actually standing here and talking to you guys and you know what? I realized that I went silver, but I cannot talk, but you know what?

I'm going to make sure that I'm going to build myself up. The biggest, uh, um, blessing in my life are my three little ninjas, you know, um, my son Ren, my twin daughters, uh, Mira and Pia. And like I said, one smile from them. I can, I will do anything for them. And you know what, initially I had to actually meet.

Did meet them a reason to think this business, you know, I made them, uh, knowing how to prioritize my time with them. You know, that helped me with, with them was to see how I can actually have a schedule for them, not have them run my schedule, you know, have a quality time versus quantity time. Lot of times what happens is when we are at a business meetings or a job we're thinking about kids, we're like, Oh my God, should I do this or not?

But when we are with the kids, we're thinking about our business or our jobs, sometimes you have to see that when you are with your kids, spend that quality time with them. You know what, that's what me and Ravi have done now that I'm home. You know, one, three to five, I sit down with my kids and some quality time with them get their homework's done.

But when I come to these association, I'm a business owner. My mind does not derive it to my kids. So make sure that you understand the difference between the quality and the worst is the quantity time. Of course, uh, you know, around that time I was actually diagnosed with an autoimmune disorder and, uh, I was a lot of, uh, in and out of the hospitals, you know, um, did not know, um, What happened and was very confused.

And a lot of times I was very weak, uh, and, uh, it was back and forth, but you know what, one thing that drove in me talked about and review all, always encouraged that, you know, what focus on the solution, not the problem now that we know that we have a situation of a health situation that we have to go through, instead of just focusing on the problem, let's work on the solution.

Let's sit down and see how, uh, how we, how I can take care of my health. I started learning how to take care of my health dot positive to me, and just to be happy, uh, with the whole thing. Of course, you know what? I knew one thing that it could be treated and as long as I be moving forward, I am fine. So every time, you know what, there, there will be.

Lot of times in life, things will go up and down, but always remember focus on the solution, not the problem. Okay. But rewards are absolutely worth it, you know, after I've learned that after every struggle. That is a victory. I still remember, uh, having my twin girls and I was working full time and I had the choice to come back home because, uh, we had replaced my income and much more from this business.

I remember you, what weren't they were more worried about me. They were worried that you're getting twin daughters. How will you take care of everything, your health, their health insurance, your payments and everything, but you know what? Back in the mind, I knew that we had dug well before we were thirsty and we were very secure for me to come back home.

Okay. Um, today I feel so blessed. That I'm home with them. I get to pick them up from school, get to hear their stories about school. They talk so much, they talk about their day. They talk about their best friends. They talk about their whole day at school and I love this thing to them. And you know what, I, I pinched myself that, you know, what, if I was working full time, I would not be able to do that because my kids were actually, so I think that opportunity that, you know what, because of this business, I was able to come back home.

And of course we are working on Ravi to come back home now, too. So, um, Second. One of my major thing was, uh, when I got started into the business was the security for my family. It was a very important thing for me. And, uh, because of this business opportunity, we were able to pay off our house and I feel so secure.

And you know what, on a monthly basis, I don't have to be any mortgage right now. Our house is completely paid off. Our kids are okay. And it just gives you that security that, you know, what, uh, what else can you do with that, uh, opportunity in your hand? Of course, the biggest blessing that Ravi and RD have is the team that we have.

You know what I remember when we got started into the business, uh, people used to say that, Oh, you know what, in this business, uh, people lose their friendship. You know, people don't maintain their relationships, but you know what I realized now that you know, what, in this business of, I found the true friendship when we went and wrote, um, Again, on what our team actually, um, prepare, you know, there was a regular open meeting day and there was a knock at the door.

And, uh, I see, I opened the door of EMU, open the door. There is a chauffeur right there and asking us that ma'am I'm right here and there was outside. When we went, there was a white. That was a stretch limo waiting for us. And our team was waiting for us to take us to the open meeting in the limo. And that was so beautiful.

Like, wow. You know, they made us feel so special that night vent in the open meeting, uh, in a limo. Um, my kids were so excited. We were like, mom, that's a big car. That's a big car. And it was just a special feeling. And of course, when we finished our founder, Dan Rose shift, our actually team gave us a surprise party.

And people through from different States do attend that party. Our own airplanes were there too. And it was just a feeling of a blessing that how this business can change so many things around you. When we got started, did I see all this coming? No, every time, you know what? It was a process. It is a journey and your journey will be there too.

And you will be coming and shedding your success up here too. You know, Ravi and RT are no special. All we did, we just stayed steady and we worked hard and that's what every couple of can do in this business. Of course, you know what, um, I'm so blessed to have, uh, Ravi in my life, uh, and got married to him.

You know what, uh, from childhood, you know what, I always just strive to be an average, you know what I said. Okay. And what, as long as I'm getting by, I'm good, but you know what, when I got married with Robbie, you always don't be, he only taught me how to work hard. You only taught me how to set some goals and work for them.

You know what? He always encouraged me. He was my best friend, and I know that together, we are getting our diamond chip done. And, uh, I love you a lot. And with that, please help me welcome.

Awesome. Wow. So let's walk through the journey now. Okay. This is where the fun begins. You know, I remember getting a call one day from an ex batchmates, uh, from my master's program, uh, saying, you know, we want you to go to this meeting. I'm going to reserve the special guest pass for you. I said, okay, there's a guest pass, you know, but I wasn't looking.

And I was focusing on the direction of my life, found my professional career. And I remember that Wednesday evening coming back home, sitting on a couch about 7:00 PM, relaxing and suddenly the phone rings. And my batchmates on the other hand, other line on the side says, are you, I was like, where? And he's like guest pass, man.

I reserved a guest pass for you. I was like I said, you know, uh, today has been a very tiring day. Just got back. You know, I have some work to take care of afterwards. I can't make it today. And today, this is where the posture comes in. My friend tells me, you know what, I reserved a guest pass. And you know what?

I am lazy sometimes, but I'm good for my word. And, um, see one thing you can teach people is accountability. So I felt bad. I said, okay, I'll go. I put my blazer on rush to the meeting. And, uh, you know, I went there, they said, uh, guests in the front row. I said, don't worry about me. I'm okay. In back. And the whole presentation, I was judging financial independence.

It doesn't require age to retire, but money. And I'm not even in that game because I'm just starting to work right now. You know, why would I retire? You know? Okay, I'm making good money. I have that goal of climbing the corporate ladder and you'd already been guiding me. And, um, so I came back, you know, my friend asked me, how was it?

I said, nah, not for me. Or my friend was like, Hey, there's a senior guy coming in your town. And you know, he will do a followup with you. You got to meet him. He's a very big fellow going on a fast track globally. His name is Andrew rock Jay. I said, sure, whatever. I didn't think much for the senior guy walks in, into my house and, uh, you know, he's this tall, you know, less than five feet.

Okay. And, uh, so I said, hello. Okay. And he came in from a long distance trip, uh, in some old car. And, um, we were always long distance from our appliance. So he uses my bathroom to get ready and then comes out, puts a whiteboard and an easel and say, let's talk about the business. And after 30 minutes of talking, I said, let's do this, but he didn't want to, I didn't want to smile too much.

I didn't want it. I don't want to make him think that I was excited. And that is, I got it. I got, I got started. I got my kid. And, uh, this is where, you know, uh, following through comes handy few months later, you know, uh, my friend and my basket, again, calls me, Hey, you know what? We want you to go to a leadership conference.

And as a PhD, I had been to a few conferences and this conference started, you know, uh, no, again, I'm comparing this to a PhD conferences. They were all doing rara jumping up and down. And I was like judging all throughout. I was like, these are smart people. Some of them say they have PhD, MBAs and look at them, they're screaming and jumping up and down doing this freedom thing, you know?

And, uh, as a matter of fact, one of my uplines at that time has had brought his fiancée and, uh, we connected very well, you know, uh, you know, we were sitting together and I told her, are you going to marry this guy kind of crazy guy, rocket war breaking down know, I didn't know that what I was doing unknowingly.

And they were like, are you fired up? I said, I'm okay. So Saturday night comes up and they have been talking about this Bill Britt guy and this 80 year old man walks up on the stage. And first he dances and the crowd is cheering. And then he starts talking. I have something doing that talk click. I never seen, I've seen a bunch of 18 year olds listening to an 80 year old man.

People don't listen to their own parents. Sometimes they call them old man or fella. Okay. And I don't know what happened to me, but that is when I realized good business with great people. And, uh, I was impressed. Uh, you know, that conference made a dent in my belief in a positive way that could never be removed.

So I was excited and I told him the rock, my upline, and, uh, I asked him what next, he said, make a list and we will help you. I said, don't worry about that. Uh, I know my friends, I will explain it to them and they will get it. Okay. That's how I did it. I had, uh, five, uh, lab mates on my AB list. All the list I had because for years you are holed up in a lab.

That's all I knew. Five guys. Okay. So I go to my first PhD lab, mate, working in the same city. Uh, at that time we were both working at shorten the plan. He said, I know it for last five years. It won't work. I said, why didn't you tell me about this? You said it won't work for me. And it won't work for you also.

So I was disappointed, you know, because we had done so many things together. We laughed together. We cried together as we did our experiments together. And, uh, I was disappointed, but I wasn't discouraged. I've been I'm into my PhD cousin. You know, this is a, he was my senior in my college. Uh, he actually recommended me.

Uh, to go to PhD in that school where I went, it was Georgia tech and I called him and I said, I told him, I told him, I want to talk to you about some business. So he said, sure, come on over. So I went, I prepared, I opened my yellow pad. I, uh, I start the plan and he said, stop. Is it Emory? I was like, I have not even gotten that far yet.

How do you know? And he says, I know everything about it, but guess what? By that time I had seen enough, I had my belief enough. They knew everyone was not going to build it. Like all my bachelors and my BTech, my bachelor's did not do PhD. It was not about good or bad. It was their choice. And that is where, so I moved on and you know, so I called my upline at that time, after, you know, these trial and error on my own.

And I got wised up. I said, uh, help me. And he says, sure, help me help you make a list. And I said, I don't know anyone that's left. Now. He said, somebody, you know, I said, I know one guy. He was my younger brother.

I was like, at least I have someone in my team now. So he was fast track. He sponsored four people in the very first, uh, month. Uh, he was always a people person and one of them was this nice guy. I know his name was . He was from a South India state called Tamilnadu. So we were like, let's get him dancing monkey, dark circles, same background, you know, he'd connect.

So I called him after one day to see how it was going. I said, Hey how are you doing? He said, Ravi, don't call me. call me. C'mon I, I told my brother, I said, wow, man, we found one double diamond. And one week later, no sedation, no Kumar. I was like, how can a Kumar quit this business? You know? And, um, after that, you know, uh, so I had one good leg and I was doing this yoga on one leg.

You know, every day my brother went one 50. I did mentally, I didn't do I go 300. Uh, he did 300 PV. I went 600 PV and then it stopped. And, uh, after that, there was a period of nine months. I'm speaking, going brand new thousand baby this month, Dundee deal. I'm speaking so many months. I missed it. Okay. And, um, a few months, you know, down that lane, my upline, my immediate sponsor put the business, you know, some of your downlines quick.

Can you imagine my immediate upline and the person who brought me in quick? And, uh, guess what, two months later I go thousand bills. I was like, you would have waited at least a couple more months, man. Okay. You know, I was doing the work in those nine months, but the conviction, the posture was not there.

My attitude was not right. I was looking for everybody to join. Not just the like-minded ambitious people. It was this story. I, you know, about the Brown shoes. He says, how many of you noticed a Brown shoe last, uh, yesterday? Not many, but if I pay you a hundred dollars to see Brown shoes, how many bounces will you see tomorrow?

As a matter of fact, everybody you'll meet. You'll say, how are you? You look at their shoes first. Right? Okay. Now the same guy who wore Brown shoes yesterday is going to wear it tomorrow. It's not gonna change his shoes because you are looking what, their differences, your attitude. Okay. Uh, you know, you are looking for those guys now with the Brown shoes.

No, initially I was looking to make everybody a like-minded Looker. Okay. Martin, my upline said stop doing that. You got six friends out there. They will only join your team. Now go find those Brown shoes and now build it. Okay. And, uh, my biggest struggle at that point was list-building, you know, making new friends.

And I worked, uh, with my upline coach. He came a couple of times down and showed me how to network professionally. And I was like, you're so cool. You can do it. But look at me, I can't even say hello properly. And I remember getting nervous, making new friends, you know, me and Artie were going out and making friends.

And one of these nervousness, making friends, finding the right people. I met this couple, they were highly qualified. Uh, went to top schools in India. Okay. Or the project manager working in a big name company. So I called him twice and he no showed me. And then I meet this guy in the, in a store and I was like, Hey, I called you twice.

You don't have the courtesy to return the phone call. That was posture. And he was like, sorry, sorry, this time I'll definitely come. You know, so long story short, I invited him to an open meeting. Denish was doing an open in Texas. Uh, and guess what? That was a cute was in our team, Muti and CDV palette.

That was my second organization, but there's a story behind it. You know, he sees the plan and talk about 24 to 48 hours, uh, follow up right after seeing the plan. He goes to Niagara falls for one week. I

was like, where is my followup man? And, uh, but see, you can't do wrong things with the right guy Brown shoes.

So he comes back after a week, get started and never looked back, you know, gone through all kinds of situations, job situations, health situations, or family situations, but stay steady. And that team is backed up by, you know, uh, you saw a new from Dallas, Texas. Okay. The VA, I found it, you know, Muti sponsors his ex-coworker and, uh, he has a roommate and his roommate doesn't want to do a business, but he gives one number to me.

I was going to California. He gives me one number to call and I call that guy. That person goes to the open meeting, comes back and says, I need a conference. I said, you do, we'll get you registered first. And then talk about one friends with ticket posture. And, uh, you know, that was, uh, uh, you know, Surendra and critical from right here from Bay area.

You know, there are silvers moving on to platinum, always steady, always steady. You know, he sponsors his brother and East coast who sponsored a good friend, uh, Kaushik, and my Yuri who live in Bangalore now who sponsors his junior. And that is Senator Sonny. Okay. But sometimes you don't know how you're going to connect with leaders and that organization is backed up by leaders, after leaders.

You're going to, you know, we have a new platinum coming up this year from BDO. Okay. No excuse couple. Okay. Uh, going platinum, but mentally preparing for Emory humming business and many, many leaders in that organization. Okay. Now my brother's leg, you know, underdog and his wife Mittagong. That's a pretty cool organization.

Rock solid. He sponsored his brother-in-law pasta and his wife, Sandra in India and Delhi going into platinum qualification next month. Uh, he sponsors his batchmates who's coming to us for masters. Okay. That versus name is Mayank mingle Lonnie. Today. Of course, my uncle, his wife, a concha. They are new founders, black num last year on track to be Sapphire this year, he comes a student to America and connects with this guy online out of Philadelphia.

And, uh, the guy, uh, my aunt contacted, uh, was between Chakravarty today. Of course, patrician me. He's jumping up and down. Okay. Throughout the function and the him and his roommate both get started on the wayback. The roommate says, I can do this. And he quits. Can you imagine you're less than a day in the business and your first downline quits.

Okay. But winners will always win today. Patrician raised me the Brooklyn first platinum last year. So he then Nilofer who are going Q2 of this year. They're backed up by another person. Armana his wife SIDA.

Who's going platinum qualification next year, next month. And they have another couple, another organization that's starting platinum qualification from September and his wife, big Lou from Dallas, Texas.

So they're finishing strong Sapphire looking good for Emory. And they have gone through their challenges. You know, I remember going to New York, you know, Patrice Chakraborty new Sapphire, his whole apartment in New York city was a basement six feet by six feet. Okay. And, uh, you know, he has gone through his own set of challenges, uh, moved around the country a bit, but today, guess what?

We stayed together in suites. Everytime we go to achievers and we look back at those days of six feet by six feet apartment. Okay. So I understand the victories are sweet guys and other organization of my ankle and a gunshot of course, is his roommate, uh, in master's program who got started, uh, they're going to be new platinum detach.

Uh, they are backed up by going platinum something. Okay. And they're backed up by fleeing platinums next year. Santos and sweater from Dallas, Texas. Okay. Humming business. Now I had been speaking Ember for a long time and it's not like we didn't have legs. We were wide. Uh, but guess what? We were going Sapphire going to the Sapphire qualification.

Okay. And RD is doing this beauty party. Uh, she says, uh, why don't you come on over? I don't want to go alone now. I never go to a beauty party. Never. Okay. And, uh, I said, you know, I don't want to go, it's your thing. Why don't you go and do it? You know, uh, I take care of the kids. She says, no, no, but just come, it'll give me company.

And sometimes you do things you don't even realize that there is something good about to happen. And, uh, so I go there and I'm sitting in the living room and the husband walks in and we got to talking and he's talking about company, I'm a business owner. And, uh, and somebody mentions, you know, I want to go expand online mobile.

And maybe somewhere I would have mentioned, um, you know, online business. So long story short, we exchanged numbers. I come back home and for two weeks, artists have called that number. I was like, okay, I'll call him. And I called him and it went to voice message. And then I think he called back and then they came to our home and saw the plan, took the material, went back home.

And a couple of days later, he calls back and says, we're ready to get started. I was like, okay. And that was brand new Ruby's testing V2 last month. Okay. Here's the cool part. Couple of things happened. I

got him started and I was like, see, let's see if he survives. I had an India trip planned a very few days later, so I gave him 30 CDs.

Okay. Most of them bill Britt. And I leave to India, you know, talk about providing, protect, building relationships, helping your new Ivo, nothing like that. And guess what? I'm in India. And he started sending me messages. Hey man, this guy's awesome. When are you coming back? I have the list ready. And I was like, this is good.

What? I learned something, you know, tests already had us very successful business. He had about 50 employees, but that is humidity folks. He didn't judge me. I'm from a different culture. These from Ethiopia, a different background. But you know, what I learned early on is a tree with a lot of fruits is always bending down.

Someone who's successful in life who has done something. He knows the value of it, and they are more easy to work with. And some of your uplines maybe different than you. They may be different education, different culture, different age, different backgrounds. But as long as they are ahead of you in the business, you got to build that friendship.

You got to build that relationship. And that is what, uh, tested. He had that humility. Every time I will tell him something, he will right away do it. And that's why they went silver in six months today. There are new rubies. Okay. On track to be Sapphire and Emerald. Okay. Humming gen Y team, many, many champions were getting their platinum, Don Roger, and Roman many, many more following their leadership.

And that is how we went ambulance. This is our story of finding those three champions. Okay. And you will have your own story. We are a few other teams that are forced, are ready to go. Platinum. You know, one of our organizations, my brother-in-law Gaurav and his wife, Charlotte, uh, you know, he was a top executive director in a big company, a very high income, multiple high, six figures, already a good life.

And, uh, I remember in the beginning he was a little bit negative. So he comes back and says, I want to get started. I was like, you do. I want to get you started. So we have a mutual interest. Okay. And they got started. And then of course, moving on to platinum building humming business in America and Latin America are phenomenal.

Couple. They didn't let their good life. He already drives the M and whatnot, stopping from building a great life. Okay. Uh, another team that, uh, we have our, and met them, making new friends there

Bosket and now from Dallas, he gave solid presentation, got excited. Within couple of days, got started. He moved around the country a few times, then finally settle in Dallas and, uh, you know, gone through their own sort of situations, but stayed steady did not quit on himself.

Uh, you know, they're all set to standard platinum qualification in a couple of months, uh, humming business, uh, you know, building international also, um, you know, another organization I helped go 15%. And they got a small raise and moved to California at this couple and lost their dream. Okay. Uh, but before they quit, they let us do a, someone who led us to a single guy, Shiva.

Uh, now of course, Sheila and Valley, they live in Austin, Texas. Um, when I called him first time, he said, I'm not looking good. I'm busy. You know, I said, okay, you know, convince right. We don't push. So I hung up three months later, he calls me back. He says, I have more time. Can you show me the presentation? Is that cool?

You know, I would like to gracious exit. Okay. It's like, I'm interested to see what you're doing. And they are, of course, moving on to platinum, backed up a couple. Uh, Doug Nishan, his wife, Chrissy out of Chicago. Okay. Phenomenal golden heart. Couple, no excuse. They're building three organizations. They're all set to start their platinum qualification.

Another organization that we recently sponsored, we started working with them. I met him in a doctor's office. This is, you know, pretty cool. Uh, you know, I take RPN, his wife brings him and we were both reluctant to go to the doctor's office where we meet, meet in this waiting area. And, uh, you know, they got started.

There's their name is Paula and Deepti from Dallas. Uh, they went through the initial doubt and fear stage in the first few months, but today a rock solid mindset, attitude and work ethic. Uh, they have three humming organizations making the move to go platinum and next 12 months tremendous, uh, you know, growth happening everywhere guys, but it'd be goof up.

Did we have fun? Absolutely. Okay. I remember doing a home planet thousand PV and moody invites this guest and you know, you're the first year brand, new thousand PV. You, this is the first time you're doing a home plan and this guy was very negative from the beginning and I'm nervous now. And instead of doing the home plan, him and me are doing one-on-one okay.

And everyone else is watching. Okay. And then in the middle of the session, 100 guests goes up and says, my wife is calling. I need to go. Okay. No people skills, you know, I remember going to camp,

ground. Okay. Doing team building. Okay. A PhD, you know, never done team building. So I booked two campsites and 13 Indian shore.

Okay. In us, everything is by quarter, you know? So, uh, the Parker engine comes in and says, Why so many cars. Okay. Oh, he cooked us out all of us at midnight out of the campground. Okay. And, uh, you know, guess what, you know, I'm sure the new Eyeview in their team has been thinking more team than that part of man.

Your journey would be your journey. Folks. We had so many, we had a blast doing these things. Okay. Uh, but see, I understand before there's a victory, there is a struggle. And we went through our struggles, uh, you know, first month of two 12 qualification. Uh, my company, my division gets sold out to a European giant, and guess what?

They shut down the whole division. Okay. It was not making money. And I'm out first month of qualification. I, no one knows that only one upline, you know, I had to look again and of course I found it, but I told myself, this is a learning lesson. This will never happen to me again. Bills will be paid for the business.

And I see some people in situation happens to them. They stop working on the solution. I went aggressive on the solution. Okay. Uh, after my daughters was born, you know, I was diagnosed with an autoimmune disorder. You know, I remember her going through infusions hospital visit some days, not having energy at all.

What an amazing champion attitude, you know, she is the reason why we stopped driving United doing the, and uh, this talk about rewards, you know, uh, uh, you know, I remember when you have a struggle, the victories will be sweeter, but you'll never know the victory if you never bought to the struggle. And so the rewards are awesome.

Okay. Uh, there was a period of two years. We didn't take no vacation. Friends are posting on Facebook and we are going to conferences, but today it's a different ball game. Uh, my kids are buddies with Mickey mouse. You know, they know Mickey mouse, they say, hi, Mickey, how's it going? Okay. And I've been to Australia, Paris, Bahamas, Mexico, Vegas, multiple times, uh, Miami, South beach Swan and dolphin Orlando.

But, uh, you know, traveling style, we stay in resorts and suites, which are way more expensive than I would have ever gone to. If I was just an engineer, we bought a home, paid it off, you know, Artie talked

about it. I remember holding off everybody in my friends and family were buying homes. And, uh, you know, sometimes you get the family pressure.

Why are you not buying? And I remember delaying that gratification, you know, first rule of success don't compete with the Joneses. Okay. And I remember economy went down, everyone was selling. Okay. Got a pretty good deal. Uh, it's a very good house, you know, uh, about 4,500 square feet for the first house.

Okay. And paid it off in less than five years. Okay.

I remember last year of the mortgage writing checks just to pay it off. Okay. Not because I was a genius, but when you have extra income coming in, you can do the same thing. Okay. Um, you know, we wouldn't nail it in the game to impress people. So we've been founders, Embrel got a single high, six figure bonus check year, end bonus tag.

Okay. There's a discussion between an S-Class Mercedes and a seven 50 ally. And I, you know, so I bought an seven 50 L I remember going to the dealership. Okay. And, um, the lady says, how would you like to pay? I said, cash. She looked at me. She's like, do you have that much money in your bank? Okay. And, uh, I don't want check.

I remember, uh, you know, my hand was shaking throughout writing that check. Well, it's like a yearly salary. I'm giving it away. You know, when you're an Indian guy, having that much money go out of the bank is not a good thing. But man, my, my self image was built at that time. It's a cool car. You know, you sit in that car.

I go back to my motorbike days. I feel like James Bard, again, it's like a cockpit. You know, there are so many buttons. I don't want to press anything. What if it did,

you know, it's a fancy car, it has camera all around, uh, suction doors, massage wiper comes on. When the rain comes, the shades comes on in the back, uh, you know, opens automatically. It's crazy, man. Crazy. Uh, you know, it runs on flat tire. It's not a big deal, but for a guy with my muscle, that's a very good deal.

You know, I'm not the kind of guy you can see in the road, changing the tire, you know? Uh, but I remember, you know, um, building our business to Q 12 and beyond on Honda and three and running

that to ground. Okay. Um, and, uh, you know, doing something special, how about doing some things for people who gave their life away for you?

They sacrifice a lot for you, your parents and grandparents. I invited, I remember inviting my grandfather to America. I only have one grandparent left. He's 87 years old. Now. Uh, his own sons are very rich. His nephews and nieces are in America, but they never, and he has done a lot for them, but they never invited him.

And, uh, you know, I had to convince him to make a passport and, uh, make him a trip to America. And I took him around different places in the us. And you could see, he felt proud. Um, he has a fast food, the use us visa stamp, and he still talks about it. You know, what price can you put on that? Okay. I, uh, one of our goals was to give back to our parents, just make them feel special.

I, you know, we took our, these spinners to cruise and, uh, you know, uh, paid for the cruise ticket. Okay. I sent my parents and her parents last year to Hawaii grand bi-layer resort. You know, I haven't been there, uh, but you know what, I want them to go enjoy it. I don't want them to wait for us to go diamond.

Uh, you know, I bought all their tours and trips and everything and paid for in advance because you know, when you have Indian parents, if you give them money, they won't spend anything, but they will save money for you also. Okay. Uh, you know, I brought my parents, uh, you know, uh, to us now in business class, You know, Costa McCosh money.

But my dad and mom, when they walked in, they were so relaxed, you know, and here's something guys, you know, they are getting old and I want to, I want them to feel those special moments. Uh, would I have done that if I was just a, uh, an engineer, maybe, maybe not. You know, I've seen most people when they're working outside, they plan for their vacations, but, uh, I've not seen many who think about their parents' vacations.

Okay. They call their parents to live with them and do things for them, but not give back. Okay. If not for this business, with three kids, whatever blurred my lifestyle. Definitely. No. Okay. Uh, but you know what? That is what this business offers. And how did I learn all these things? I was not born with these things.

Okay. And I hope you get to experience that. I hope you stay long enough and not give up. Okay.

We've talked about it with friends all over the world today. They're more friends than I can handle. Okay. Uh, you know, uh, every city, very many cities we go to, somebody picks you up. Somebody takes you, you know, people come with bouquets somewhere, takes you out for lunch. It's amazing. And, uh, you know, it's, the journey is always about dream struggle and victory, and your victories will be sweeter too.

You know, it was an advertisement released by Apple in 1980s. And he talked about, you know, in those days that Apple is not about computers, but an experience. And that is what Amway businesses. It's just not about products. It's about people. It's about you and me. You don't have to be great to get started, but you have to get started to become great.

I'm telling you the journey has been absolutely worth it, but we feel we are just getting started and we will make the brake team proud of us. I hope going out of here, you make that decision today that you are going to make it count with that. We are done. Please helped me in why you're awesome hosts back on this day.

And Mr. Shaw,

while the techniques and approaches suggested in this presentation may have worked for others. No one can guarantee that they will work for you. We hope however that the ideas presented here will assist you with developing a strong and profitable business. It is important to emphasize that success in any business opportunity does not come without hard work.

The financial achievements depicted in this presentation may reflect income from sources other than Amway, such as earnings from the sale of professional development materials or other businesses. And investments. Experience has shown that Ivo is who built the most successful businesses do three things.

They sell to retail customers, register others to become IPO's and develop product knowledge by purchasing products for personal use for Amway independent business or compensation plan where Ivo compensation plan offers monthly and annual bonuses that IVs can earn in accordance with their contract.

With Amway, I'd be as also may qualify for the Amway growth incentives program or GI program, a collection of discretionary programs separate from the IBO compensation plan. And that can vary from year to year. Eligibility for the GI program is at Amway's discretion. The GI program is available only to IVs in good standing.

And those whose conduct demonstrates high ethical and business standards align with the goals and objectives of Amway and its related businesses. The average monthly gross income for active adios was \$207 in the U S and \$186 in Canada, approximately 48% of IVs in the U S and 52% of IVs in Canada were active.

IVs were considered active in months in 2016. When they attempted to make a retail sale were presented the Amway IBO compensation plan or received bonus money or attended an Amway or Ivo. Meaning if someone sustained that level of activity every month for a whole year, their annualized gross income would be \$2,484 in the U S in \$2,232 in Canada.

Of course not every audio chooses to be active every month. Gross income means the amount received the retail sales minus the cost of goods sold plus monthly bonuses and cash incentives. It excludes all annual bonuses and cash incentives and all non-cash awards, which may be significant. There may also be significant business expenses, mostly discretionary that may be greater in relation to income in the first years of operations for the purposes of the calculation in Canada, individuals who are IPO's for less than the entire year in 2016, were excluded for more details of qualified for the GI program and the requirements for good standing.

See information on amway.com. Work contact Amway sells the following are approximate percentages of IVs in North America who achieved the illustrated levels of success in the fiscal year ending August 31st, 2020, 7,500 PV 0.9233%. Platinum 0.188% Ruby 0.0024%. Founders' platinum 0.4958% bounders Ruby 0.0081% Sapphire 0.0218%.

Founder Sapphire 0.0346% Emerald 0.0192%. Founders' enrollment 0.0509% diamond 0.0066%. Founder's diamond 0.0082% executive diamond and above 0.0145%. 0.3485%. The following are approximate percentages for the award trips for the fiscal year ending August 31st, 2020. You platinum conference 0.0977% achievers invitational 0.4321% diamond club 0.0246% executive diamond club 0.0126% diamond dreams 0.0141%.

North American growth council 0.0082% global founders council 0.003%. The Eagle program is optional. It is offered only in the hopes of assist you, you and building your own strong and profitable business. This is eww program and does not a requirement and achievement in the Amway sales plan. As a business owner, you can decide the best method for building your own business before registering as an independent business owner or IBO powered by Amway, you should read and understand the Amway business overview brochure, which contains important information for those interested in becoming IVs.

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