



More Than a Business

Shawn and Carmen Gray were looking to replace their income when their previous business disappeared overnight. With Shaklee, they found a home and a passion for helping others find health.

by Jennifer Workman Pitcock

Photography by Bruce Fritz



"We were looking for a home, and we found Shaklee," says Carmen Gray of her home-based business.

months in, we decided we could actually make a career of owning our own home-based business."

Through determination—and a lot of trial and error—they achieved a high level of success in their previous company. "I think failing from time to time is a good thing. It helps you learn a lot along the way," Shawn says. "It helped us decide what we really wanted," Carmen agrees. "We decided we were never going to answer to anyone else, and we were never going to quit."

"Then, when our previous company succumbed to industry pressures, we were looking for a home, and we found Shaklee," she says.

Amazing Opportunity

Initially, the earning opportunity was what drew the Grays to Shaklee. "If you take a look at how much Shaklee pays out in commissions, it's staggering," Shawn says. "Shaklee is the greatest financial

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opportunity we've ever seen!" But the Grays had never even tried the products. What they found amazed them. In less than two years, they've felt their own health improve dramatically. "I just turned 33," Shawn says, "and I'm in better physical health than I was at 25."

"We started for the opportunity," Carmen says. "Most opportunities—like those you see on TV commercials—sound too good to be true, and when you read the small print, you find the catch. What we've found in Shaklee is that the small print just gets better and better."

"Shaklee products make a positive emotional and physical impact," Shawn says. "We've literally had people come up to us with tears in their eyes and tell us, 'Thank you. You wouldn't believe what these prod-

ucts did for me.' We never saw that in our previous business. Let's face it: people don't have that kind of emotional tie to their phone service."

Eye to International Expansion

In Shaklee, the Grays found a business that has changed their lives. "In the beginning, we were looking for an opportunity for a great income," Shawn says. Having accomplished that, they see even greater possibilities ahead. Right now, Shaklee is only in five countries, but expansion into others is imminent.

"We want to do a lot of traveling and worldwide business-building," Carmen says. "That's what gets us out of bed each morning—we don't want to miss the chance to be part of the face of Shaklee worldwide." **STB**

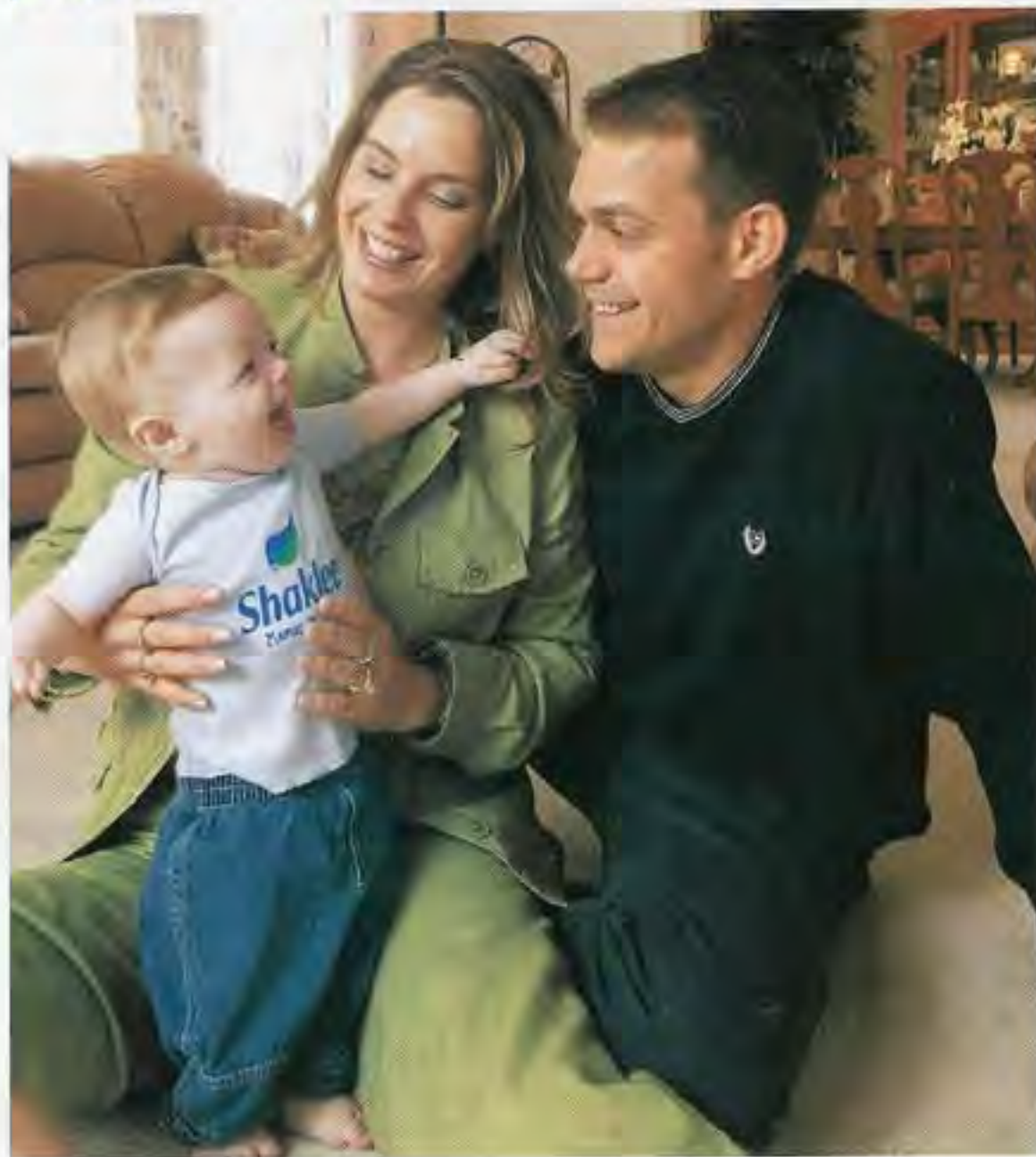
Eighteen months ago, Shawn and Carmen Gray were living the good life. Then, overnight, the telecommunications company they represented as distributors folded. The business they had built over the past nine years—and their high-six-figure income—vanished. The Grays were looking for a business that would replace their earnings. With Shaklee, they found much more.

Reluctant Recruits

A friend introduced the Grays to home-based business ownership during Shawn's final semester of college. At first, Shawn wasn't interested. Carmen and he had already owned and operated a fast-food franchise, so they knew all the negatives of running a business.

"We worked 70 hours a week," Shawn says. "We had food and labor costs. We dealt with a 5 a.m. delivery truck, people writing bad checks and trying to teach 16-year-olds to love their \$6-an-hour jobs. When people

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At a Glance

Name: Shawn & Carmen Gray

Home State: North Dakota

Family: London, 6½ months

Former Occupations: Fast-food franchise owners and telecommunications

Shaklee Status: Executive Coordinators

Most Rewarding Achievements with Shaklee: Helping with First-Step Training and regional training and the chance to share knowledge, experience and perspective.

Vital Business Tip: Do something uncomfortable—get outside of your comfort zone. "Comfortable" doesn't produce results.

Personal Philosophy: Opportunity doesn't wait for those sitting down.

Favorite Books: *Think and Grow Rich* by Napoleon Hill

Most Influential Persons: Parents

Hobbies: Carmen: Reading, gardening; Shawn: Golf, racquetball, fishing, hunting

called in sick, guess who got to work? It's a profitable business, but at the end of the day, it totally controls your life.

"This guy that Carmen and I worked with said, 'Hey, I've found a way that you can make some money in your spare time,'" Shawn says. "I didn't have any spare time! And, like a lot of people, I was pretty closed-minded about it in the beginning." But Carmen convinced him to take a look at it.

Shawn had completed all the qualifications to become a commercial airline pilot, but the Grays saw home-based business ownership as a better opportunity. "What we noticed was the lifestyle," Shawn says. "We saw people who were stress-free, who vacationed when they wanted and spent time with their kids. They gave significant contributions to their churches, drove nice cars and lived in nice homes. About six