

# on the minds of moms™

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a fargo-moorhead publication by moms, for moms, about moms



mompreneur

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For Carmen Gray being an independent distributor for a long standing Natural Nutrition Company, Shaklee has transformed her profession into more than a job, but a way of life. Working alongside husband Shawn, Carmen is able to improve the physical and financial health of their family and others every day while staying home with their three year old son, London.

# carmen gray

shaklee

## what is shaklee?

The number one NATURAL nutrition company in the U.S. for over 50 years offering NATURAL health products for women, men, children and seniors as well as sustainable business practices. Shaklee offers supplements, products specific to natural weight loss, anti-aging skin care lines as well as environmentally-friendly & non-toxic home care products that are SAFE for families. One of the first biodegradable household cleaner manufactures, this \$600 million dollar business leaves no carbon footprint on the earth and even has Oprah featuring their "green" home products on her show.

## what does having a home based business mean?

For me, it means freedom. Having the ability to be a mom AND a business owner without having to sacrifice quality of life from either side. Shawn & I believe we're helping to improve the lives of others and feel like it allows us to "do good" and "do well" at the same time. After all what we build today will be willed to our children...how awesome is that?

## what does your day consist of?

Being a mom. The morning brings all the usual fun stuff of getting London ready for preschool, while making sure he gets his Shaklee vitamins with his breakfast before we head out the door. I will typically

spend a couple hours per day working with Shawn in the business doing things like planning events for our team, communicating with people through email, conference calls, web presentations, etc. My working hours are focused on sharing the Shaklee story with new people and how they can have the best natural health possible and, if they are looking, earn a great income at the same time. We make a strong commitment to our partners to help them accomplish either their health goals, financial goals, or both.

## while Shaklee allows you to work from home, we understand it has taken you around the world.

Yes...we LOVE to travel. Whether it's Shaklee incentive trips to a spa in Napa Valley, Caribbean cruises, Hawaii or traveling to other places to open our business, I feel blessed that Shaklee has brought us around the world. Most recently it has been Beijing China where Shawn and I now have an apartment. It's actually where Shaklee is based in Asia so it only felt right to make it our home away from home. London is going to attend a Chinese school for a few hours per day when we're there to help him develop Chinese language skills. We have also been fortunate through our home business to travel to Europe, Asia and Africa in the last 7 years. I've found that people are people no matter what culture you come

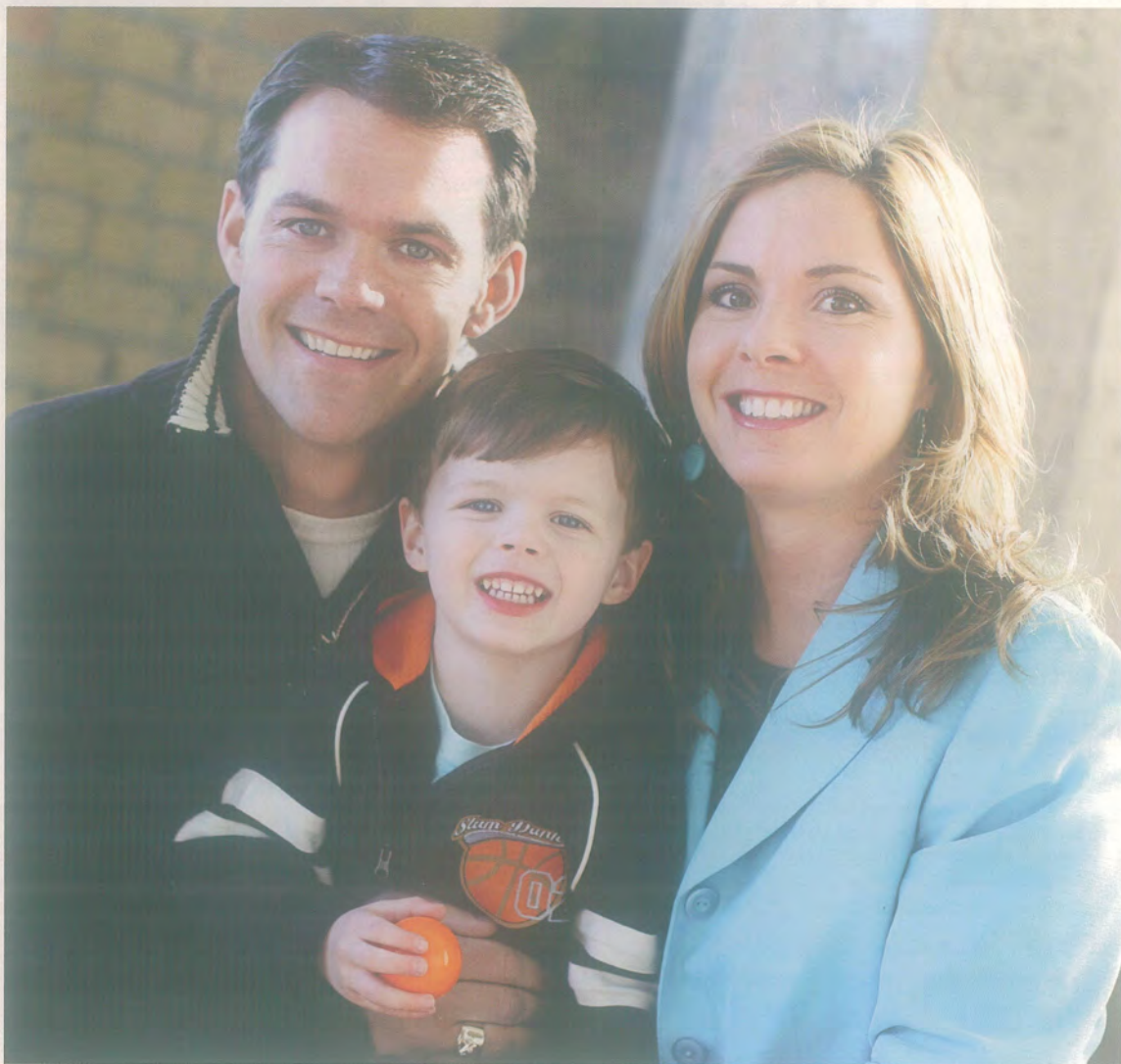
# momprenneur

from and we all have the same goal to live longer, healthier lives and at the same time create financial security. We really do have great friends all over the world!

## what is the most rewarding part of your business?

Giving people hope and watching them develop either because of the products or the business. It's an amazing thing when people have an experience with the products that is life-changing. I learned this first hand after having gone through two miscarriages prior to London. My progesterone levels were very

low and I truly believe Shaklee's powerful nutrition supplements helped us have a successful pregnancy with London. Once becoming a mom I became aware how too often we as women think we have to choose between family & work, between doing good & doing well. For me, Shaklee allows the best of all worlds. I find it greatly rewarding when I can help someone to create an income that allows them to contribute to their kids' college fund, buy a new home, get a new car, travel, create retirement income or simple get out of a job they don't like. Celebrating successes and teaching people they can have a great income without trading their life for it gives me great satisfaction.



### **what advice do you have for other moms looking to start a home based business?**

Believe in yourself. Life can really beat people down if they let it and life is too short to not accomplish your dreams and be happy at the same time. Tell yourself you can do it...you deserve to do it...you will do it; whatever 'it' is for you. Find something you really love, something with substance and a future that allows you to learn, grow and develop.

Keys to consider:

1. Choose the right partners both professionally and personally. Many great ideas have dissolved because of bad partnerships, lack of support or a company without a strong foundation.
2. Create a vision for your life and commit to it. Decide that nothing will stop you, make it fun and go for it.
3. Choose a mentor in your business profession that you can learn from...there is no need to reinvent the wheel.
4. Be optimistic, begin with the end in mind and be prepared for peaks and valleys. No matter what you choose to do, that's part of life and business.

### **if someone is interested in learning more about the business opportunities with Shaklee, what do you recommend?**

It's certainly worth getting the information to determine if it's right for them. We would be pleased to have anyone interested in learning more to contact myself at [carmengray@cablone.net](mailto:carmengray@cablone.net) or 701.306.0100 or Shawn at [shawn@shaklee.net](mailto:shawn@shaklee.net) or 701.306.000.

We do what we do because we think it's essential to do our small part as part of the movement to make people and the planet healthier. In doing so, we believe each of our contributions put together will create the major change we wish to see in the world.

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