Phil and Sheila Barnhart

Network Marketing vs. Corporate America – Network Marketing wins out every single time

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In 1962, when I was 18 years old, I clearly remember my Father receiving a monthly commission check for $18,000. That is a large sum of money today, but, in 1962 it was huge. That was the day I made the decision I was going to be in sales. Whatever it took to be a successful salesperson, I made up my mind I was going to do it.

At that time I was a clerk in a grocery store making $1.42 per hour. After 30 years and several J.O.B.'s later I was making over $225,000 per year. Four years ago the company I worked for fired me after 14 years of dedicated service and building their dream and company, from $500,000 per year to over $300,000 million per year. At the time it was devastating, but, after two years, both Sheila and I were very happy that it played out the way that it did.

Thanks to Network Marketing our lives have taken on new meaning and we have grown as human beings far beyond what we were during our corporate lives. We have had more recognition in two years with our company than we did in thirty years in Corporate America. Our lives have

taken on real meaning because we are able to help other people achieve their dreams and in turn realize our own.

Two of our dearest friends, Bob and Betty Ann Golden are the reason we are in Network Marketing today. Our first full time venture into Network Marketing was with Jordan Adler's prior company and we fell flat on our face. If it wasn't for Bob and Betty Ann's coaching and guidance we never would have stayed in the industry. They believed in us when we found it very difficult to believe in ourselves. They taught us to believe in ourselves again and were there for us every step of the way.

Bob and Betty Ann introduced us to a company called *Send Out Cards* and the very first person to take us through a Gift Account and show us how to send a card was Jordan Adler, a true leader in network marketing. Prior to that, the closest we had ever been to Jordan Adler was seeing him on stage speaking in front of 15,000 people. Now Jordan is a personal friend and the number one money earner in *Send Out Cards* with us at number 10. What a thrill!

We have to pinch ourselves every morning when we wake up to make sure we are not dreaming. You have to realize I had a boss for thirty years and had NO freedom. I honestly did not know what it was like to be completely free. With that freedom comes great responsibility; however, once you are free of a J. O. B. you become psychologically unemployable. Today, both Sheila and I are happier than we have ever been in our entire lives. We always thought we wanted to retire at sixty-five and do whatever. Now that we have found out how rewarding Network Marketing is, we never want to retire.

If you do it right, it's not work, it's lots of fun and very rewarding.

We used to read about successful people who went to the top of their Network Marketing companies and we found it difficult to believe that they could make good money, if any, in such companies. We honestly thought the stories were hype or exaggerated to entice people to join their companies but, it was really because we didn't believe we could be a success in this industry. We were part time in a few others in the past and fell flat on our faces; therefore, we believed we would be a failure in

all of them. We simply believed this kind of system couldn't or wouldn't work for us.

> ***We found out in our company that the past does not equal the future.***

We started out 2 years and 3 months ago with just the two of us. We did not come charging out of the gate – it took us two months to find our first distributor. Although it may have been discouraging at first, we loved the product so much, we just kept moving forward. Day by day, one customer at a time and one rep at a time, we have built our downline up to 650 distributors and we are making full time income from home.

> ***The best advice we give to new people in Network Marketing is, you must truly believe in your product and give yourself enough time to get your business up and running.***

Too many people give up when they are so close to success. Give yourself enough time to get the plane off the runway!

Another key to our success is being available to our downline most of the time. If we are not immediately available, we get back to them in a timely manner. People are looking for leadership, especially new people, so we do our best to be the best sponsors we can be and do everything we can to help our business partners achieve success.

Working a business as a couple can sometimes be challenging, but mostly rewarding. It's nice to have a partner you can bounce ideas off. In addition, when one person has a bad day, hopefully the other one is having a good day, so you can balance each other out. Also, we have different skill sets that complement each other, such as my management

and leadership skills from the corporate world, and then Sheila does a lot of the follow up phone calls and sends a lot of the cards.

> ***Besides the freedom and security you gain by building your own successful Network Marketing business, the BEST thing is the relationships.***

We can't tell you how many absolutely wonderful people we have met from all over the world. We have made more friends in the last two years than in all the years in Corporate America! Additionally, in our business, one of the greatest rewards is all the great creative cards we receive from our business partners and friends. Imagine going to your mailbox everyday, and looking forward to receiving funny, creative and touching greeting cards from all over the world. In these days, of a crammed mailbox full of credit card solicitations, bills and catalogs, it brightens your day to open a genuine heartfelt greeting card from someone. That is something you NEVER get tired of!

> ***Finally, we would like to say, if you can learn anything from our experience, it would be, it is NEVER too late to start over.***

It was quite a blow to lose a high paying J. O. B. that we thought would last until retirement….but, if that hadn't happened, we would never have discovered *Send Out Cards* and discovered our true purpose in life ---- touching people's lives by sending out greetings to loved ones and in turn, receiving back ten-fold. With the help of *Send Out Cards*, Kody Bateman, and our wonderful upline and downline, we truly are "Changing Lives One Card at a Time".

Phil and Sheila – Send Out Cards, Husband & Wife Team

Phil & Sheila Barnhart have been with Send Out Cards a little over two years and have remained in the Top 25 distributors (Currently #10 Money Earners) during that time. Phil's last position in Corporate America was National Sales Manager for a consumer products company. Both Phil & Sheila say their lives are much more rewarding and interesting than they have ever been since they have been in Network Marketing.