

**It Works! Status**  
Ambassador Diamonds

**Home**  
Tennessee

**Key to Success**  
Wrap people every day.

**Melody & Blair  
McFarlane**



**THERE'S NOTHING  
OUT THERE LIKE  
THIS PRODUCT—  
NOTHING.**

—Blair McFarlane

## Living Their Dreams

Melody and Blair McFarlane are living in the lap of luxury, thanks to their It Works! success.

by Amy Burgess

Every time Melody McFarlane slides behind the wheel of her silver Mercedes S550, she says a little prayer of thanks for her It Works! business.

That business, started in 2005, enabled her to pay cash for her dream car. And that's only the beginning of all the luxury It Works! is bringing into the lives of Melody and Blair McFarlane.

### Dreams Coming True

For years the couple has driven through the exclusive Palmer Road area of Lebanon, Tenn., talking about how they'll build their dream home there one day. They put a down payment on that dream—a 50-percent down payment on nine acres, and have started building their dream home.

Financial freedom has literally opened up the world to the McFarlanes. Melody surprised Blair with a 10-day trip to Scotland for their 25th anniversary. They also traded in their Tennessee winter for a week on the beach in Hawaii right before Christmas.

"I still have to pinch myself. It really can get a little overwhelming at times because I'm thinking, 'Wow! Look what we've been able to do!'" Melody says. "We're still the same people. It wasn't that we were super duper networkers. We were regular people who found a product that worked, that got people's attention, and we went to work."

### Wrapping While They Work

People need to realize it does take work, Blair says. "We always tell people it's not net *wishing*, it's net *working*." The product is what makes the work easy, the McFarlanes agree. "There's nothing out there like this product—nothing," Blair says. With the It Works! wrap, most people see results the first time they try it.

"The work is wrapping people. It comes down to that. That's how simple it is," Melody says. "You put this wrap on people. That's what I do—I wrap people. Then I teach them how to wrap people. You've got to get the product on somebody and that's the work."

Melody and Blair have accomplished so many of their dreams, they're having to learn to dream bigger. Their latest dreams are creating trust funds for their five grandchildren, and providing for their parents' care in their later years. The one dream that never leaves the list is helping as many people as possible realize their own dreams with the It Works! opportunity. **SfH**

### It Works! Accomplishments:

- ▶ Paid cash for Mercedes S550
- ▶ Building dream house with 50 percent cash down
- ▶ 25th anniversary trip to Scotland