

Discovering a GOLD MINE

MELODY AND BLAIR MCFARLANE HAVE GONE BEYOND LOOKING AT JUST THEIR OWN FAMILY'S LIFE—THEY'RE CHANGING LIVES AROUND THE GLOBE.

In over 15 years in the direct sales industry, Melody and Blair McFarlane couldn't do what they did in just three years with It Works!® They found freedom.

"I knew early on that this was the business that was going to change our lives," Melody says. "When you have a product that works in as little as 45 minutes at an affordable price and everyone wants it, you have tapped into a gold mine."

Within three years, they had paid off their credit cards, vehicles and mortgage and retired Blair from his construction job. After meeting those needs and 11 years in It Works!, their 'Why' has evolved.

"I began to see the lives being changed through this opportunity and that became my biggest 'Why,'" Melody says. "Knowing that I had some small part in cracking open the door to their financial freedom gives me such a feeling of joy that continues to drive me." ■

↓ THE DEETS

HOME Tennessee

DEBT PAID \$230,000 on mortgage, vehicles and credit cards

KEY TO SUCCESS Build your business with bricks and use love as the mortar.

