

WHAT'S ON YOUR  
*horizon?*

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BRIGHT NEW POSSIBILITIES WITH CONKLIN

# WHAT'S ON YOUR *horizon?*



## FOCUS ON A FUTURE

There's a bright future waiting for you at Conklin, where your hopes and dreams can become reality. Whether you desire to buy a home, raise a healthy family or travel the world, an independent Conklin business will help you set a course to reach your goals successfully.

Looking through these pages, you will see how Conklin has transformed lives of all ages. Read about Dan Hensley, a 30-something rodeo bronc rider, who channeled his tenaciousness into a thriving Conklin roofing business and a new home for his young family. Read about Art & Rita Walkden, who, after successful careers in sales and teaching, were surprised by an exciting second career with Conklin.

Then, take another look at your future. Let us show you how a Conklin business can help you and your family achieve the things in life that matter most.



# FULL OF POSSIBILITIES

## What's possible with a Conklin business

- Generate more income
- Buy a home
- Stay home with the children
- Own a successful business
- Keep the family farm
- Take a dream vacation
- Travel abroad
- Flexible Schedule
- Meet great people
- Support your favorite charity
- Send children to college
- Experience an exciting second career
- Build a secure retirement
- Make a difference in the lives of others



**JERRY & DOROTHY CRUISE**

National Directors >> Loudon, TN >>  
Awards - Master Contractor,  
Outstanding Contribution, Two Million  
Dollar Directors, and the Bob Conklin  
Award of Excellence

**Roofing Route to Riches**

Conklin has transported Jerry and Dorothy Cruise from struggling to feed their family of six and keeping their century-old home standing to owning two dream homes including a vacation retreat in Venice, FL. They've participated in extended family vacations to more than ten foreign countries including Czechoslovakia and Singapore. They've taken five international missions trips including West Africa and Russia. Jerry even flies his own plane.

What's most important to the Cruise's financial prosperity, though, is their increased ability to help others. "We'll always treasure the security, freedom and travel opportunities that our Conklin business affords us," acknowledges Dorothy. "But, the greatest reward is the personal growth and stability that we can impart to others by working with them to succeed in their own Conklin business."

Back in '79, Jerry left the stresses of teaching junior high school math, going into business for himself as a home remodeler. He had to continue scratching out a living while the recession hit with a vengeance in the early '80s. His dreams were shattered when he had to go back to teaching again.

In '83, Jerry and Dorothy took out a government loan for essential rehab on their home. They were quite self-sufficient, only needing assistance with their roof. They hired a church friend who applied Conklin roofing products usually reserved for commercial roofs. When they personally witnessed the quality of Conklin products and prayed about the Conklin opportunity that was introduced to them, Jerry once again left his teaching job. On a wing and a prayer, the Cruise's Armour Roofing was born, exclusively for applying Conklin building products.

"Dorothy, our son Ryan and I were the Armour Roofing crew up on the roofs together," says Jerry. "Lo and behold,



it took us only a few months to make money! In our first full year with our fledgling Conklin business, we tripled the income that we had ever made in our best year prior to Conklin. And in a couple of years after that, our Conklin business got us totally out of debt."

***"In our first full year with our fledgling Conklin business, we tripled the income that we had ever made in our best year prior to Conklin."***

It didn't take long for Jerry and Dorothy to get off the roofs all together to focus on building their Conklin organization. Today, they've built the largest organization in the Building Products division, spawning countless leaders who in turn are growing their own successful Conklin organizations. The foundation that Jerry set in the early days has set the stage for the surge in the Conklin Roofing Systems today. They are recognized for operating one of the best Conklin business models and are active leaders in training and marketing for the Conklin Roofing Systems division.

"Until Conklin came into our lives, our dream was simply to be able to buy enough groceries to feed our children," says Dorothy. With their Conklin business, the Cruise's initial dream has been eclipsed with multiple homes, world travel, building a business dynasty and financing church ministries and missions. ■



Six generations of Master Contractors in Cruise's organization recognized by Conklin Owner and CEO Charles W. Herbster (far right) at Master Contractor Destinations trip.



**DAN & CRYSTAL HENSLEY**

Directors >> Paola, KS >> Awards - Master Contractor and Outstanding Contribution

**From Rodeo to Riches**

Today, Dan, wife Crystal and son Jace live in a beautiful, new home on a 15-acre spread outside Kansas City. Together, they've built Hensley Coating, a thriving Conklin roofing business which has made their new home and lifestyle possible. They've also enjoyed many extra perks of a Conklin business, such as Destinations trips to Jamaica and Puerto Rico plus Master Contractor trips to San Diego and Marco Island. Most importantly, says Dan, "Conklin allows me the luxury to travel overseas and spend significant time with my family several months of the year."

What a wild ride to the top for Dan and his family! They've come a long way in just a few years, since Dan was pursuing his first career as a bronc rider on the rodeo circuit. For several challenging, free-spirited years, "I found myself driving cross-country three to four times a week, crashing overnight in budget motels or campers and putting up with the usual aches and pains from a steady line-up of bucking broncs. I drove an '80 Olds with bald tires and lived on ramen noodles and macaroni and cheese. Between rodeos, I squeaked by with sporadic odd jobs to pay my bills and entry fees."

Then, a fellow rodeo cowboy told Dan about a business that offered flexibility plus long-term financial stability. "When I first met Dan, he was 21 years old,"

said Richard Shuck, who taught Dan how to apply Conklin Roofing Systems. "He didn't know a thing about roofing, but he did know how to work. He had great charisma, doggedness in follow-up and was very goal-oriented. I knew that if he hung with it, he was really going to be a big success."

After attending his first Conklin Business Seminar, foundational training for new Independent Business Owners (IBOs), Dan was filled with new possibilities. Between rodeos, Dan rode his Yamaha street bike around industrial parks, leaving dozens of Hensley Coating business cards. Whenever he landed a roofing contract, he used Richard's equipment, rounded up his work crew and got to work. As business picked up, Dan was able to pay cash for several

*"The same things that made me a successful bronc rider have made me successful in my Conklin roofing business; visualizing being a winner, concentrating on what I really want and blocking out the negative."*

pieces of essential equipment, including a new truck and an enclosed cargo trailer.



It took only a year for Dan to go full-time with his Conklin roofing business, hanging up his saddle and spurs for good. Thanks to Conklin, Dan has achieved the American Dream in his early '30s. Moving his success from the rodeo to the rooftop, he has carved out financial stability, a beautiful home for his family, first-class traveling opportunities through the Destinations program and a thriving business with a flexible schedule to enjoy ample quality time with his growing family. ■



Dan, son Jace and Crystal in front of their new home.



Don and Connie Benson's organization on Destinations Caribbean cruise. Charles W. Herbster, Owner and CEO, pictured in center.



### DON & CONNIE BENSON

National Director >> West Plains, MO  
>> Awards - One Million Dollar Director, Spirit of Conklin, Outstanding Contribution and Directors of the Year

### The Power to Change Lives

To count the number of lives Don Benson has changed is nearly impossible. He has made it his daily practice to give a word of encouragement, timely guidance or a little push when necessary for any nearby Independent Business Owner (IBO),

whether in his organization or not. Since he never sits still or limits his influence to his personal organization, he has made a difference with hundreds, perhaps thousands of IBOs in his 15 years as a leader with Conklin.

Don's passion to help others facing financial challenges and purposeful lives comes from his own personal experiences. Despite working hard all his life as a dairy farmer, Don and Connie were a few mortgage payments away from losing their family farm. Don started in Conklin by using Fastrack® on his dairy herd to increase their production and improve their health, which in turn delivered a noticeable increase in their dairy farm income. Don's results made him want to share Conklin products with other dairy farmers so they, too, could benefit.

This sharing of the Conklin business helped generate the extra income needed to keep the family farm. By promoting all Conklin product lines and teaching others to do the same, Don and Connie's new business began to generate financial rewards in just a few months. "Within a few years after starting our Conklin business, our revenues were way more than we ever dreamed possible," says Don. "When we became District Managers

and were consistently earning an extra \$1000 each month on average, I became a true believer."

Don is a prime example of so many Conklin leaders who believe in giving back their riches, both personal and financial, received from Conklin. As a mentor and coach, Don teaches his up-and-coming team members how to listen to their customer's needs, gather and deliver compelling testimonials, and organize and lead effective product demonstrations and meetings.

Don and Connie's generous contributions to so many Conklin IBOs have been frequently recognized at Conklin's National Convention. They have participated in about a dozen Destinations trips that they say "just keep getting better and better every time we go!" Never having missed a National Convention in all their years with Conklin, Don and Connie have won just about every award possible, and in some categories, two and three times. That says it all for the ongoing enthusiasm and devotion this outstanding couple give for their Conklin business. ■



Don and Gina working at their Fastrack booth at national convention.



**GINA KUDA**

District Manager >> California, MO >>  
Award - Spirit of Success

**The Power to Change Her Life**

“If you knew me a few years ago, you would not think my success was possible,” says Gina Kuda, a rising star in the Conklin organization. “I had no self-confidence, wasn’t fulfilled and didn’t believe in myself. Consequently, other people made key decisions for me.”



national trade show.

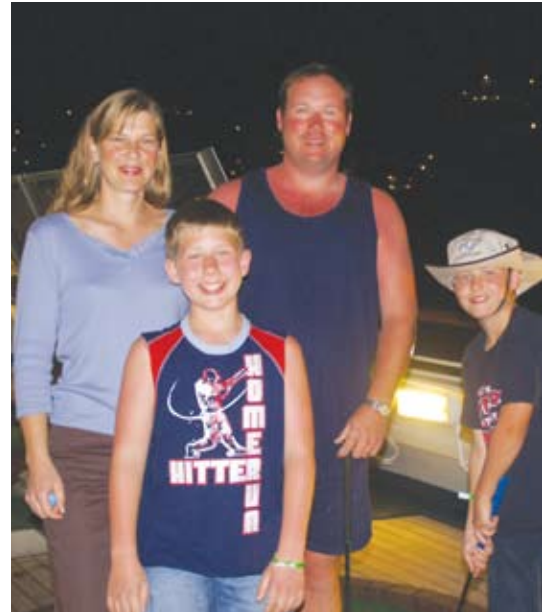
Through mentoring, available to any Independent Business Owners (IBO) who wants it, Gina has gained self-confidence and fulfillment as a professional business person. As she is building a strong organization, Gina is qualifying for a third Destinations trip for her family and has already won the Spirit of Success Award, a company-wide program to help managers recognize and reward their top, up-and-coming IBOs.

Most of her married life, Gina worked on a factory assembly line doing the same old thing day after day while raising her two young boys, now 10 and 11. “I needed to make a change, so I quit my factory job and searched for something else to bring in household money,” says Gina.

*“There are so many Conklin leaders willing to mentor and coach you. To build your Conklin business faster and ensure continued success, take advantage of them. They are one of the best business-building tools available.”*

Shortly after that, Gina was introduced to Conklin. She attended Conklin’s National Convention to see if it was possible to start a business, knowing that her husband would not be involved. “My convention roommates, Mandy Latimer and Kris Pierce, inspired me because both had succeeded in building Conklin businesses on their own,” says Gina.

At that same National Convention, Gina found her mentor and coach, Don Benson. “In my initial months building a Conklin business, Don believed in me when I didn’t,” says Gina. “He is always there for me, teaching me how to listen to customers’ needs, gather testimonials, distribute monthly newsletters and hold monthly business opportunity and product demonstration meetings. I know



Gina, husband Bruce and sons Jacob and Seth on Destinations Caribbean Cruise.

I must build relationships and effectively communicate with my team if I am to succeed.”

Today, Gina is a District Manager on the rise with self-confidence knowing that she truly has becoming a successful businessperson. “Now, I can clearly see myself climbing the Conklin success ladder and building a strong organization for myself,” says Gina.

To keep moving toward those goals, Gina attends every National Convention and leadership and field training possible. She teams up with other Conklin IBOs to work at various trade shows to sponsor new IBOs.

Even though Gina works at her Conklin business independently from the rest of her family, she looks forward to ongoing first-class family vacations through the Destinations program. “Our family had never been in a plane before nor had we ever seen an ocean,” says Gina. “We never thought it would ever be possible to take a family vacation out of the Midwest, let alone out of the country, with so much luxury. So, you can imagine how happy we all were when we took a Caribbean cruise. I will cherish the memories of our family experience on our first cruise forever.” ■

## REDESIGN YOUR LIFE



Fools Day), I'm able to expand my Conklin organization. I can continue farming and also build another business for additional income."

When Jay was first introduced to the Conklin business opportunity, he was impressed that Francis Childs' continuous world championship yields were achieved with the Conklin AgroVantage® system. Francis Childs was an active AgroVantage promoter and an eight time National Corn Growers Association (NCGA) National Champion who still holds onto the world-record corn yield title. In addition, Jay also found for the first time an agricultural products company that offered superior education and training with a practical approach.



Crop Improvement associations. He sells seed corn for Mycogen® and grows soybean seed for Syngenta® and Pioneer.® He's planting his 20th crop this spring. Plus, he's a great husband to wife Cara, who works as a CPA at Microsoft in Fargo, and a proud dad of son Travis, 12, and daughter Abby, 8.

But there's more than what meets the eye. Faster than a speeding bullet, more powerful than a locomotive, Jay is somewhat of a superhero when you look at his Conklin identity. Together with his wife Cara, they became Conklin Directors after four years as Independent Business Operators (IBOs), capturing the coveted 2008 Bob Conklin Award of Excellence at National Convention. This award recognizes the Director or Director couple who demonstrate outstanding leadership and selfless contribution to the entire Conklin organization. By nearly tripling their sales last year from \$600,000 to \$1.6 million, they also carried away the largest National Convention bonus check of any Directors totaling \$46,730.

"Since joining Conklin four years ago, my life has become a whole lot better," says Jay. "When I'm not out in the fields (roughly from Thanksgiving to April

*"There are so many rewards with Conklin for farmers, including extra income and travel plus the business melds so well with the fluctuation of my planting and harvesting schedule."*

### JAY & CARA MYERS

Regional Directors >> Colfax, ND >>  
Awards - District Managers of the Year  
and the Bob Conklin Award of Excellence

### Moving to the Extraordinary

On the surface, Jay Myers appears to be just another average hard-working, Upper Midwest farmer. Farming 2,000 acres of corn and soybeans in the rich black soil near Fargo, he is an active member of both the North Dakota Soybean Growers and Richland County



Daughter Angie, Cara, Jay and son Travis on Destination

When his schedule allowed him to attend his first Conklin Business Seminar, Conklin's foundational training for new members where he got to meet the company owners Charles W. and Judy Herbster, he got so excited that he couldn't sleep that night. He knew then that had to hop on board.

Since Jay started using the full gamut of the AgroVantage System's products, he has become a regular NCGA state champion for North Dakota, placing first or second in record corn yields.

After five years in the business, Jay is fully capable of leaping over tall buildings in a single bound for many reasons. "There are so many incredible things about Conklin," says Jay. "Our family is able to experience luxury travel to such exotic places as Cancun and the Caribbean through the Destinations program. We are receiving ever-increasing generous bonus checks. My circle of influence is ever expanding. I'm much more excited about our life now because our days take us beyond farming fields." ■



...s Hawaii trip.



**JERRY & JANE COX**

Directors >> Cape Girardeau, MO >>  
Awards - Francis Childs Award and Outstanding Contribution

**Tribute to a Conklin Champion Francis Childs (1939-2008)**

The Francis Childs Memorial Award was established for the first time at National Convention 2008 to recognize other agricultural champions who have followed in Francis' footsteps of excellence. Conklin friends will always remember Francis for his unparalleled dedication to helping other growers across the country recognize Conklin products and their potential. He is best remembered outside of Conklin for his world

record yields and for being an eight time NCGA national winner.

Francis Childs Award recipients are those who displays character, integrity and help to build credibility for Conklin and the AgroVantage® System. It is no surprise that Jerry and Jane Cox were selected as the first recipients of the Francis Child Memorial Award

Introduced to Conklin's AgroVantage System in 2001, Jerry immediately started reaping its rewards. He and his son Matthew went on to earn 17 national and numerous state awards, becoming the most celebrated champions in the history of the NCGA yield contest. Jerry eagerly takes his AgroVantage expertise on the road, speaking at trade shows, field days and growers clinics, sharing the strategies that he learned from Francis and Conklin's agricultural training programs. ■



Francis Childs Award



Jerry and Francis



**ROD & SHEILA LIVESAY**

National Directors >> Mount Sterling, IA  
>> Awards - Outstanding Contribution  
and Three Million Dollar Directors

**Family Tree Deep-Rooted in  
Conklin Soil**

More than 40 members of Rod and Sheila's extended family represent four generations who work (and play) together in their Conklin organization. The Conklin business is an ideal fit for Rod and Sheila, making it possible to put family and faith first while also pursuing their passion of offering a life-changing opportunity to American farmers.



Three Conklin leadership generations in the Livesay family.

A true success story for Conklin, last year alone Rod and Sheila's total organizational volume increased 60 percent, moving them to the Three Million Dollar Director mark. Their personal organization doubled and enthusiasm overflowed: nearly 100 of their team members attended National Convention in 2007.

Rod and Sheila are passionate about their work—which is showing crop producers how the AgroVantage® System can increase their yields and help them maintain the rural lifestyle they value.

Rod often participates as a leader in Conklin trainings. "I never go to a meeting where I don't get something more out of it than what I put in," says Rod. "The quality training programs and educational seminars sets Conklin apart from other companies."

*"Besides the financial and lifestyle opportunity, the caliber of the Conklin people we met made us realize that these were the kind of people we wanted to be around and that our children could look up to."*

But what is most important to Rod & Sheila is that since they started their Conklin business 15 years ago, they rarely missed a school concert or ball game for Katie and Curt (now District Managers with Conklin). Conklin also gave their children the opportunity to step up their travel exploits with unimaginable destinations and meeting new friends outside their hometown. Rod and Sheila are now continuing that tradition with their current school-aged children, Kayla and Karen. ■



Rod and daughter Karen attending Gala night at National Convention.



**MARK & KATHY ROTHERMICH**  
District Managers >> Mexico, MO >>  
Awards - Outstanding Contribution

### Growing a Family, Growing a Business

Mark Rothermich won the Outstanding Contribution Award for his leadership and guidance with the growing AgroVantage® Lawn and Plant Care program. Known as the “Lawn King,” Mark operates one of the most successful lawn care business models within Conklin’s vast network of Independent Business Owners (IBOs).

Conklin has always meant more to Mark and wife Kathy than just a company supplying superior lawn care products, and providing marketing support and extra income. “Before Conklin, we used to be tied to set hours and schedules on our farm, and were just getting by,” says Mark. “We didn’t realize anything more was available to us to better our lives than just more farming. Conklin expanded our horizons on how we think about life and look at seizing opportunities.”

In their second year with Conklin, Mark and Kathy set a goal: Becoming District Managers, members of the prestigious President’s Club for their sponsoring efforts and qualifying for a Destinations trip to Puerto Rico. With the help and encouragement of various Conklin leaders both within and outside of their organization, including owners Charles W. and Judy Herbster, they achieved all three goals.

*“The influence that Conklin people have had on our kids is irreplaceable. Their horizons have grown knowing that they have the ability to make the most of what the world has to offer.”*

“Our life on the farm never before afforded us a family vacation,” says Mark. “It was a fantastic adventure for our young family. More than that, this trip was a major turning point in our lives. We realized that our farming operation alone could not have afforded us the opportunity to travel to other countries, especially when our kids were young.”

Now, with their Conklin lawn care business at full throttle, Mark and Kathy are able to create “fantastic adventures” for their family through the Destinations program. They’ve since added memorable family vacations to Hawaii, Cancun and a Disney Cruise.

Mark and Kathy have also used their Conklin business to provide important life skills and character building for themselves and their children. Just as they learned to set goals for themselves, seize opportunities and maintain a positive attitude on life, so have they passed this on to their children through Conklin. “The influence that our many Conklin friends have had on our family is irreplaceable,” says Mark. “Our horizons have truly grown knowing that we have the ability to make the most of what the world has to offer.” ■



Mark and Kathy with daughter Monica and sons Adam and Thomas on the Destinations Disney Cruise.



Mark, daughter Monica and Kathy pose proudly in front of their business trailer.



### ART & RITA WALKDEN

Directors >> Mount Vernon, OH >>  
Award - President's Award and  
PaceSetters Award

### Enjoying a Working Retirement

Building a Conklin business transformed Art and Rita's ordinary retirement dreams into an extraordinary reality.

With a heart for the needs of others, Art and Rita see the best in people, encourage everyone they meet, and make a significant impact on the lives of others. It's no wonder that they are two-time winners of the President's Award, signifying a couple that goes the extra mile in sponsoring new Independent Business Owners (IBOs) and providing them with ongoing support and training.



Art and Rita with children and grandchildren at family reunion.



Art and Rita on Destinations Hawaii trip.

For this dynamic duo, Conklin is truly a team effort. Art is the accomplished salesman who brings in sponsorships, and then turns over the new team members to Rita, who provides ongoing support and training.

Art says: "Retirement can be viewed as a period to sit back, collect your pension or Social Security, take up hobbies and use your time any way you please. Rita and I are retired, but we're using our time to build a Conklin business. Throughout my long career, I've held many different sales positions, enjoying the selling of products and ideas, but my other 'regular' jobs never offered an ongoing income stream."

Rita says, "I was a teacher for 40 years leading a predictable and not so stimulating life—not anymore with Conklin! I love it and wouldn't change it for the world. Now, Art and I are on the go all the time, attending exhilarating trainings that provide personal development and an opportunity to meet many new people. We also can't stop talking about all the wonderful trips, including our dream trip to Hawaii, with the Destinations program.

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*"What appeals to us most about a Conklin business is the opportunity to build residual income that will continue to flow even when we're forced to slow down. We also know as Conklin leaders that we'll never, ever retire from helping others."*

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Art and Rita agree that the Conklin business model is ideal for retired couples. They sponsor and train many retirees in their organization because they know the flexibility of operating a Conklin business is ideal for them. "Retirees can work as much as they want, when they want," says Rita. "That's why I recommend building a Conklin business for everyone with 'grey hair and grandchildren.'" ■



**TIM & JODI MCCOMBS**

Regional Directors >> Trenton, MO

**Floating on a Second Stream of Income**

Five years ago, Tim and Jodi McCombs started looking towards their retirement years and planning their financial future. They had two strikes against them.

First, like many in today's society, Tim and Jodi had little retirement savings. Second, they own a paving business which has been their financial "engine"

for years. But they didn't expect paving to fund their entire retirement, especially since Tim had two serious back surgeries that slowed down his business considerably.

Knowing they may not be able to do the necessary hard physical labor for many more years, what could they do to create a second stream of income that would help them make a transition out of full-time paving and help fund their retirement?

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*"We look forward to helping people realize their potential by showing them what a Conklin business can mean to their personal growth as well as their financial future."*

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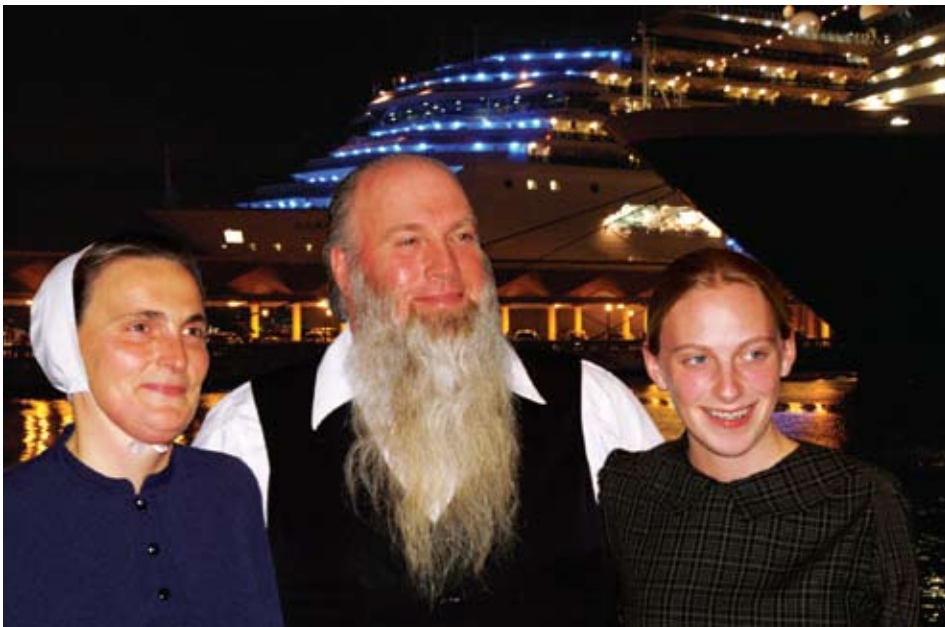
The answer: A Conklin business. They saw that with Conklin's network marketing business model – selling products through an ever-expanding network of relationships – they could begin to build that second stream of income that would continue into their retirement years.



Tim and Jodi recognized for achieving Regional Directors at National Convention 2007.

Working part-time, Tim and Jodi have built a strong coast-to-coast organization spanning from the Pacific shores of California to the Ohio River Valley which includes their son and daughter-in-law plus Jodi's brother and sister-in-law. When Tim and Jody achieved the title of Directors just two years after they started their business, they said, "We're very excited. We have a great team and none of this would be possible without their contribution."

Jodi feels some of the greatest joys and rewards of a Conklin business are being able to help others: "A Conklin business is much more than generating income. We get such great rewards when others save money with Conklin products and generate a better return on their investment in their business." Tim adds, "We look forward to helping people realize their potential by showing them what a Conklin business can mean to their personal growth as well as their financial future." ■



Jodi, Tim and daughter Alyssa on Destinations Caribbean Cruise.

## EXPAND YOUR BUSINESS



### DR. MICHAEL & SUSAN BROWN

Directors >> Arab, AL >> Awards - Spirit of Conklin and Pacesetters of the Year

### Conklin the Better Bet for this Vet

Dr. Michael Brown has been a veterinarian for over 25 years. He owns his own clinic, employs 13 staff members and treats hundreds of his four-legged patients annually. Also blessed with a beautiful wife and daughter, most in similar situations would be satisfied with a full life.

But not Dr. Brown.



Susan, daughter Michayla and Dr. Michael Brown on Destinations Caribbean Cruise.

He recognized a life-changing opportunity while caring for a very sick colt with colitis. When the patient recovered rapidly after treatment with Conklin's Fastrack® Equine Gel, Dr. Brown was amazed. Convinced the colt would not have survived without Fastrack, he set about learning much more about Conklin, the manufacturer of Fastrack animal nutrition products.

He already knew that Fastrack is a world leader in animal probiotics, which are remarkably effective in keeping animals healthy. What he had not realized was that he could sell them in his practice and generate additional income.

### A Match for His Ambition

But when Dr. Brown "crunched the numbers" the results really got his attention. He calculated his potential earnings in five years as a Conklin IBO would surpass his total earnings as a veterinarian over 15 to 20 years! Knowing those Conklin dollars would provide residual income for years, even after he and his wife Susan were retired – his decision was made.

Dr. Brown threw himself into learning about Conklin's wide variety of products, promoting them to his vast network of contacts, and attracting, training and coaching Conklin team members. His success at building a Conklin organization

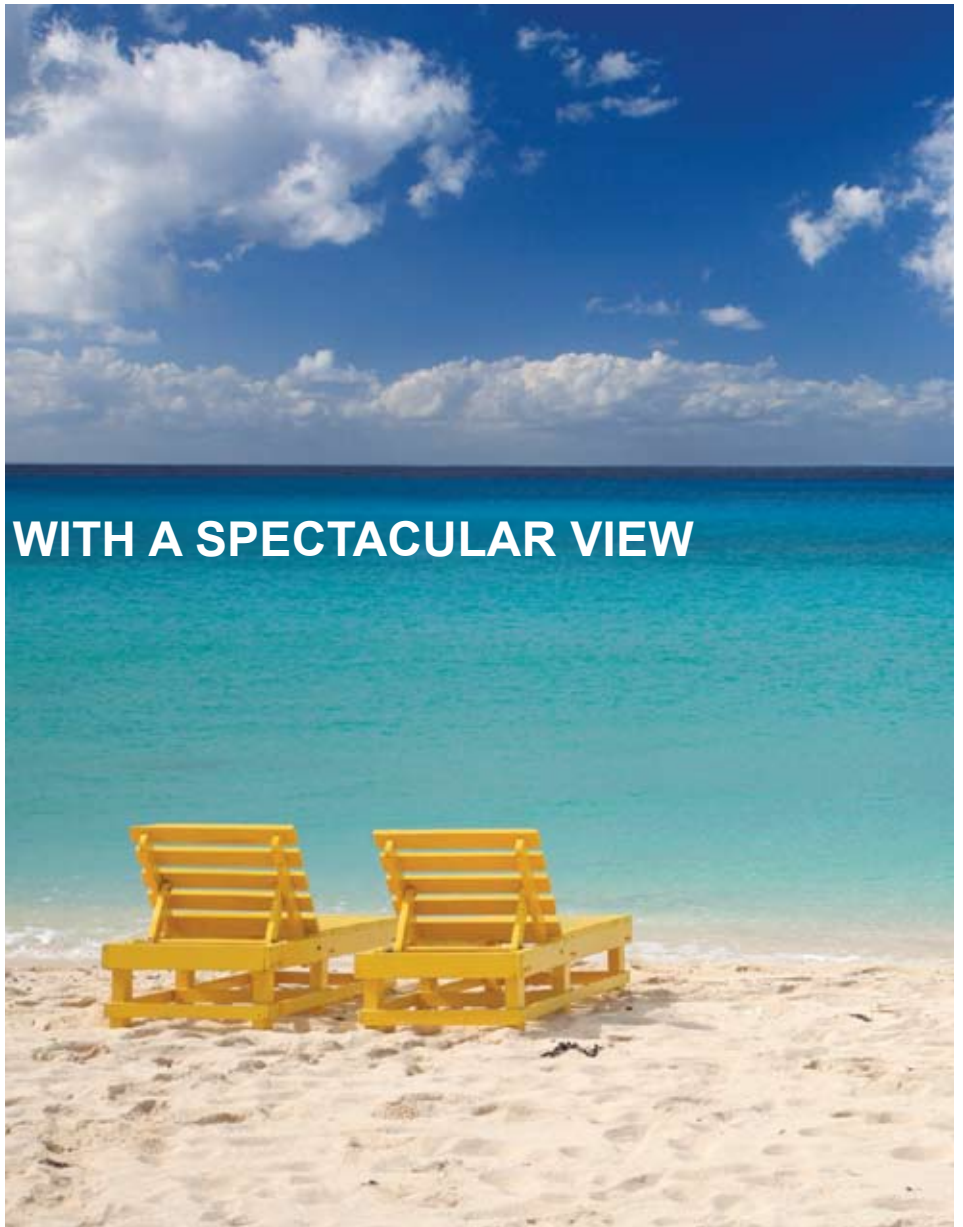
was soon evident with his rapid ascent up the Conklin management ranks. He designed his own step-by-step IBO training program which has produced multiple success stories, massive momentum and dovetailed perfectly with Conklin's corporate-sponsored trainings.

*"The reason I started my own Conklin business was because I knew that within five years, I could not only replace my veterinary income, but also have residual income that would last well into retirement."*

As motivated as he is to expand his business horizons, Dr. Brown is also dedicated to help others create their own American dream. His generous teaching, selling and support of Conklin IBOs, whether they're part of his team or not, earned he and his wife Conklin's prestigious Spirit of Conklin Award.

Within just a few years, Dr. Brown has achieved Director level status. Not one to rest on his laurels, he pushes himself daily to learn more, teach more and tell the Conklin story to all who can benefit from it. ■

## FRONT ROW SEATS WITH A SPECTACULAR VIEW



Toes in the sand, sun on your face and nothing on your schedule but fun. That's what's planned for our next Destinations trip to the tropics. Shop, tour and dine with the friendliest people you'll ever meet – Conklin Independent Business Owners (IBO) – or just sit back and enjoy the scenery.

To join our semi-annual Destinations trips, become a Conklin Independent Business Owner, learn how to qualify, then make it happen. Your success will earn you generous rewards - Destinations trips, commissions, bonuses and lifetime friendships.

*Destinations*  
Come fly with us!

# WHAT'S ON YOUR HORIZON?

**At the Conklin Company, we are passionate about one thing:  
Making your life better.**

Since 1969, men and women from all walks of life have built successful businesses upon the sterling reputation of Conklin's high-quality products and business opportunity. Thousands of entrepreneurs are now enjoying the rewards and independent lifestyle that come with a Conklin business.

**So, if you are looking for more time and financial freedom,  
you have come to the right place.**

The generous rewards you'll earn while building a business with Conklin include dream vacations, commissions, bonuses, awards and recognition. Just as important, you will grow personally, becoming more confident as you build your personal relationship and leadership skills.

Most importantly, as you become the best you can be, you'll also be making a significant difference in the lives of others.



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Conklin Company Inc. • 3951 NE Kimball Drive • Kansas City, MO 64161

**A network marketing company since 1969. Conklin is an active member of DSA (Direct Selling Association), adhering to a strict code of ethics.**

**Your Conklin Independent Business Owner is:**