

A Gathering of Champions at National Convention 2008

VISION

Convention Scrapbook

WWW.CONKLIN.COM



*Winners of
The Bob Conklin
Award of Excellence
Jay and Cara Myers*

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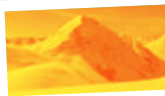
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CONKLIN
National Convention 2008

A message from Charles W. & Judy Herbster

National Convention inspires so many in so many ways



Charles W. Herbster
Owner & CEO

Judy Herbster
President

Welcome to our special National Convention 2008 Scrapbook. In this issue we wanted to bring you the highlights and successes so abundant during this annual magical three-day experience that just keeps getting better and better every year.

At this year's convention, I heard so many positive, inspiring, in-action words spoken so many times by so many different people, including: "hope," "dreams," "opportunities," "goals," "rewards," "friendships," "travel," "fun," and "I believe in myself."

That showed me that Conklin is truly succeeding in giving us "The Power to Change Lives." Look through the pages of this issue and discover what Conklin means to you:

- Meet some of this year's remarkable Conklin award winners leading the growth of this dynamic company. Picture yourself as one of them up on stage next year receiving your award.
- Review the National Convention 2008 highlights showing you the world-renown entertainers and highest-caliber motivational speakers featured at every National Convention.
- Take a look at the many jubilant commission check winners adorning the stage on Gala night. Make this year's goal all about you and others in your organization standing up on stage with your very own five-digit commission check at next year's National Convention.

Conklin will continue to fulfill your dreams, allowing you to become the successful person you've always wanted to be, as we celebrate the achievement of our 40 years in business at next year's National Convention. Together, we can make it happen for you!



As we move forward in 2008, let's all work together to top our \$51 million goal reached in product orders in 2007 by at least another \$10, \$20 or even \$30 million in 2008!

National Convention 2008 Award Winners

Outstanding Contribution

Jerry Cruise, TN
 Dan Hensley, KS
 Nate & Betty Shenk, OH
 Rod Livesay, IA
 Don & Connie Benson, MO
 Kent McSpadden, MO

Spirit of Success

Cherry Hermanstorfer, IA
 Kimbra Green, MT
 Abe & Jan Miller, IA
 Gina Kuda, IL

Top Purchaser

Sheldon & Sylvia Swartzentruber

\$12 Million Director

Dennis & Peggy Plooster, SD

\$9 Million Director

Dennis & Patricia Nun, NE
 Jim & Bev Boyle, AZ

\$5 Million Director

Nate & Betty Shenk, OH

\$4 Million Director

K&L, IA
 Lorraine & John Mathews, MO

Top Volume Awards

AgroVantage®
 Don & Betty Carpenter, TX
 Terry Stauffer, PA
 Mick & Sherry Maassen, IA
 Jim & Lisa O'Brien, IL
 Kent A Tappendorf, IL

Fastrack®

Loren & Jane Bergeman, MN
 Frank J Greggo, PA
 Lee & Joni Waldo, NE
 Aaron A Widrick, NY

Roofing Systems

Sheldon & Sylvia Swartzentruber, DE
 Milton & Barbara Yoder, GA
 Andy & Abigail Hostetler, MO
 Fred W Baker, NE
 Billy & Mary Feland, Sr, OK

Cleaning

Lester & Linda Schwagler, ND
 Claris Gingerich, IN
 Leroy Troester Jr, PA
 Matthew & Denise Haun, OH
 Kevin C Deniston, KS

Health & Personal Care

Dr. Ed & Bonnie Sheaffer, PA
 Timothy & Donna Mast, VA
 Verlin & Londa Kropf, CO
 Leon & Carolyn Stoltzfus, PA
 Daniel & Emma Glick, PA

Vehicle

Kenneth & Shurene Curti, CA
 Kenneth & Connie Bergey, PA
 Kevin Johnson, VA
 Trygve & Janet Knutson, MN
 Tommy & Donna Ross, OK

High Annual Commissions: Check it Out!



The largest total dollar amount ever allocated for annual commissions was given away at National Convention 2008. From stage left to stage right the line-up of proud IBOs receiving their annual bonus checks created quite a spectacle during Gala night. Pictured top left: Jay and Cara Myers display the largest check awarded with a total of \$46,730.72; bottom left: Charles and Jennifer Livesay surrounded by family members held up one of the largest checks awarded totalling \$42,042.44; bottom right: A jubilant line-up of proud check recipients.





CONKLIN
National Convention 2008

The Conklin Torch Continues to Burn Brightly

We're all champions! From the opening of the Olympic Village on Thursday afternoon to the Inspirational Service on Sunday morning, the flame burned brightly for everyone involved at National Convention 2008. Continuing throughout 2008, that flame is burning brighter and brighter in all convention participants who carried away new friendships, deeper knowledge and brighter outlooks for their Conklin business.



Ben Welch



Ben Welch, Dennis & Patty Nun

Opening Ceremonies

Opening ceremonies followed proud torch-bearing leaders from Minnesota to Missouri headquarters to the northern plains and southern deserts, to the streets of Louisville, into the Marriott ballroom and on up to the cauldron. Electrifying images of the Conklin torch reminded us of the power we all have to make a difference.



Charles W. Herbster & Lamar Eby

A Heartfelt Sweet Success

What better way to portray the sweet triumph of spilling over the \$50 million mark in revenues than with chocolate, chocolate, and more chocolate. Three hundred chocolate bars, large and small, with customized labels symbolized the achievement of Conklin earnings standing at \$51.5 million in 2007.



Olympic Village Kick-Off

Festive pine trees, quaint street signs, old-fashioned lamp post, and colorful hanging country flags greeted visitors participating in Olympic-themed games of skill while visiting trade expo booths.





Pat Mesiti

Keynote Speaker

Pat Mesiti, keynote speaker from Down Under gave us a one, two punch, entering the stage for two powerful sessions demonstrating just why he's known as the Southern Hemisphere's Mr. Motivation. His unique brand of humor, compelling sales tips, compassionate stories, and personal struggles fanned the flame within us.



Cherry Hermanstorfer, Kimbra Green, Abe & Jan Miller, and Gina Kuda

Spirit of Success

The colorful award plaques were displayed proudly by Spirit of Success award recipients, recognized for their consistent display of positive attitude and commitment to Conklin, each nominated by their Director or District Manager.

Testimonial Idol

Is it a contest of nerves, gallantry or passion? All three were demonstrated on stage by all five of finalists vying for the coveted title of "Testimonial Idol." Along the way, Ryan Seacrust and his trio of celebrity Judges, Simon (Scowl), Paula ("What a dolla" Abdul) and Randy ("Action" Jackson) spurred them on. Throughout the year and at each general session, highlights of other contestants—from painful to praiseworthy—were presented on video. Stay tuned for Testimonial Idol's 2nd season as it uncovers more hidden talent lying within the IBO community.



John Buck, Debreh Derrick, Joey Veal, Judy Dardar



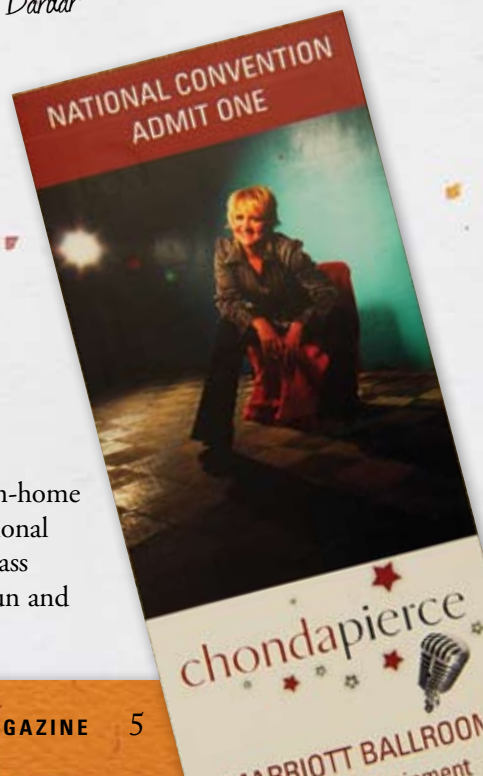
Jim Jarosa



Gala Night

The Isaacs

We clapped our hands and tapped our toes to the down-home crooning and instrumentals of The Isaacs. This inspirational family band demonstrated their unique blend of bluegrass instrumentals and modern southern gospel lyrics in a fun and heartfelt showstopper during Gala night.





2007 Award Winners

*Recognizing a year
of achievement*



Bob Conklin Award of Excellence

Jay & Cara Myers • Directors

The Bob Conklin Award of Excellence is the most prestigious award and tribute to the founder of the Conklin Company. It is presented to the Directors who demonstrate outstanding leadership to the entire organization. Jay and Cara Myers have demonstrated selfless contribution to Conklin with their dedication to building their organization and inspiring others. They have experienced unprecedented growth in product sales with the AgroVantage® System.



Francis Childs Award

Jerry & Jane Cox • Directors

The Francis Childs Award is a memorial tribute to a true Conklin Champion. Francis Childs is respected for his dedication to excellence and commitment to sharing his knowledge with growers across the country. He holds the world's corn yield record since 2002.

The first recipients of the Francis Childs Award, Jerry and Jane Cox, embody the character and integrity of it's namesake, teaching and promoting the AgroVantage system to independent farmers.



President's Award

**Art & Rita Walkden
Directors**

Representatives of the best of Conklin. They have a heart for the needs of others, see the best in others, encourage everyone they meet and make a significant impact on the lives of others.



Director of the Year

**Kent & Marian McSpadden
National Directors**

Directors who build a well-balanced business through a combination of sponsorship, management development and volume.



Spirit of Conklin

**Dennis & Patty Nun
Executive Directors**

Individuals who demonstrate the traits that make Conklin unique and make a significant contribution to the growth of Conklin through enthusiastic participation, training and mentoring.



PaceSetters of the Year

**Daryl & Michelle Grace
District Managers**

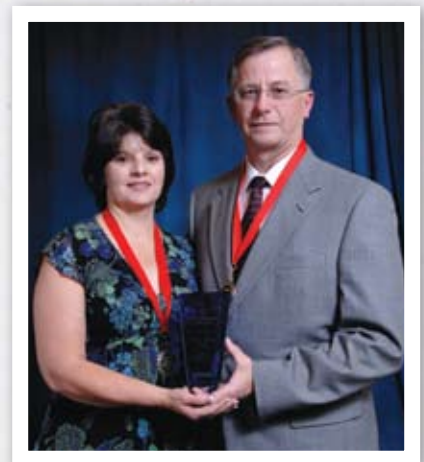
Developers of a dynamic, growing sales team willing to go the extra mile for their team and others.



Top Million Dollar Director

**Ben & Carol Welch
Senior Directors**

Sales Directors with highest maintained volume within a calendar year.



District Manager of the Year

**Ken & Marilyn Volkert
District Managers**

District Managers who build a well-balanced business through a combination of sponsorship, management development and volume.

We're expecting over 2,000
of our very best friends – including you!

Please join us for our 2009 National Convention February 5 - 7, 2009.



CONKLIN[®]

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