

❖ Tel America News ❖

Volume 1 Issue 1

November 1995

HERO OF THE MONTH

FLIGHT ATTENDANT FLIES HIGH WITH TEL AMERICA

Sharon Jensen, a flight attendant for eight years, has now found financial freedom with Tel America International.

While expecting her second child, Sharon was introduced to an opportunity in direct selling she thought could be fun and would occupy her time. She had no intention of building a large business, as she disliked recruiting and felt that networking was not for her. When she attended a convention last March, and heard Tom Hopkins speak at that time, she decided she wanted to be up on stage, and set that goal. Shortly thereafter, her close friend, Robin Smith introduced her to a network marketing opportunity that Sharon started working with great focus. At the end of two months, however, she had only made a few hundred dollars. It was at that time, that Tel America came into the lives of Sharon and Robin, and they both put concentrated effort into the program.

Sharon states, "My first month in the business, I was hardly home, but I had set a goal for my husband, Tim, to be able to quit his job by October 1st, and within 3 weeks, he left his position as an Insurance Adjustor." Tim is now more relaxed, works out on a regular basis and supports Sharon by taking care of their two sons, Michael, 2 1/2 yrs. and Parker, 1 year old. He has also become interested in the business and has started sponsoring.

Sharon has no intention of quitting her job as a flight attendant, realizing the importance of coming in contact with prospects on a regular basis. She is presently flying a mini-



imum number of days each month, and does plan to take a five month leave soon, to travel and promote the growth of her business throughout the United States.

In her first month with Tel America, Sharon earned \$7,000, and has earned over \$48,000 in four months time. "My husband and I recently got back from an 8 day trip to Hawaii, and found that we had earned \$10,000 while we were gone. I realize now, that even if I don't do anything to build my business, the money will continue to come in", said Sharon.

What excites Sharon most about this opportunity is helping others to achieve their goals. Recently, Sharon introduced Tel America to her hot tub salesman, and because of her enthusiasm and the quality of the marketing plan, he joined her in building a business. He is now working Tel America full time, and just a few weeks ago purchased his first home.

Sharon emphasizes, "Setting goals and having the team support of Robin Smith and Nancy Dailey has been the key to my success. You are not bugging people when you share this opportunity, you are helping them to become successful."

"City of Roses" Hosts Fast Start Training

Portland, Oregon Independent Representatives hosted the second Tel America "fast start" training, held October 6th & 7th, at Montgomery Park Plaza. Over 200 attended Friday evening's business opportunity meeting and a tremendous turnout of 708 people enjoyed Saturday's Fast Start Training.

Workshops conducted by independent representatives covered such topics as: Compensation Plan, Sponsoring/Recruiting, Business Basics & the Responsibilities of Independent Representatives, and the "How-To's" of conducting meetings and creating positive energy.

Attendees had the opportunity to meet the Home Office staff and company associates and be the first to purchase a Tel America special edition — a beautiful silver coin that is also a pre-paid long distance phone card. It sold out rapidly, and has already increased in value. The entire event was a complete success.

IR's will not want to miss the next Fast Start Training on December 1st & 2nd in Sparks, Nevada. Friday night includes a variety show, featuring Tel America representatives, and other surprise events. Saturday is a full day of workshops, where IR's will hear about company updates, new products & forms, special performance awards, and experience business building workshops conducted by successful Tel America representatives. If you are serious about building a successful business, this event is a must!! See the enclosed flyer for registration.