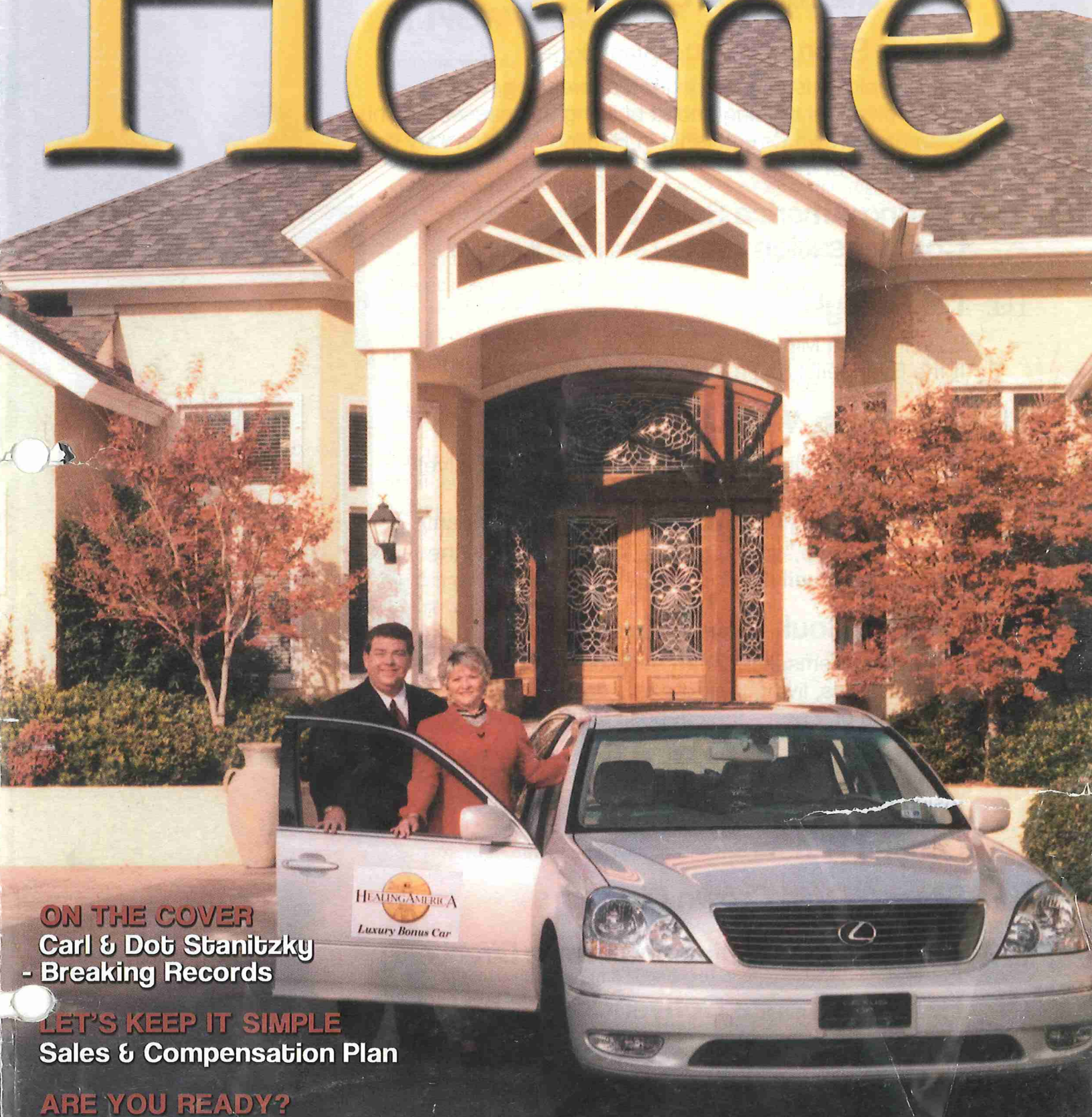


# HI Home

Vol. 2 Winter 2003

*Welcome*



**ON THE COVER**

**Carl & Dot Stanitzky  
- Breaking Records**

**LET'S KEEP IT SIMPLE**

**Sales & Compensation Plan**

**ARE YOU READY?**

**Healing America Convention**



# Carl & Dot

**H**is summer job selling bible reference books paid his college tuition---and broke a company recruiting record of 100 years standing. He managed a single apparel store, then became Vice-President of Sales for the entire chain. When he turned his hand to selling health insurance, he rose to top producer for his agency—and stayed there for the next four years. Carl Stanitzky is very, very good at breaking records, at recruiting, at training and at building businesses, but his Diamond Crown Directorship in Healing America very *nearly wasn't one of them.*

The story is not a new one in our industry, and neither is the headline:

## **Company Collapse Steals Couple's Dreams— Hopes Dashed After They Risk All**

After years of success in the Insurance business, Carl found network marketing, and “took to it like a duck to water.” He put together a successful team and did so well that within one year, he and his wife Dot had achieved a “decent income” and were featured speakers at conventions in several states. They closed their thriving insurance agency and poured themselves into a company that abruptly vanished, with their hopes, a year later.

Not surprisingly, Stanitzky had little interest in the “opportunity” his friend Dan Praytor brought to his West Monroe, Louisiana home; Dot had even less. “I said, ‘No way Dan,’ Carl recalls, ‘we wish you the best of luck, but I am burnt out, and don’t have the heart to do another network marketing program, at least right now.’”

Carl did purchase a kiosk product pack, some four months later—but hid it in a closet, where it stayed for the next two years. Diamond Crown Director Dan Praytor asked Carl one day, “Have you looked at your genealogy to see your Downline?” (Others could be putting pennies in your pockets as they put dollars in theirs) Diamond Crown Director Jerry Heisler sent an encouraging fax. (Congratulations on being wealthy enough to throw away money) Carl began wanting to do this business in which no Diamond Crown Director makes less than a quarter-million dollars per year, but

he had promised Dot that he would not get involved in another network marketing company.

Then, in early April of 2002, Dot spoke her mind: “Honey,” she told Carl, “I’m starting to feel guilty about telling you that you cannot do any network marketing when you like it so much. So, if you really believe that Healing America is a real company that will last, and not go broke, then I want you to go build the business with Dan and Jerry, and build one you can be proud of.”

Carl let Dan and Jerry know that Dot had said “Go For It.” For their part, they let Carl know, “if you are serious about this business, you will be in Owensboro, Kentucky for the annual convention at the end of this very month.” Carl attended Healing America’s fifth birthday party celebration, saw the people who had benefited from the products, saw the people who were making money and came home ready to build. “I was by myself at the Odyssey event,” recalls Carl, “but the importance of attending conventions and company events was clear enough, that at the Light the Fire Event on Labor Day I had over a hundred of my group there with me.”

“I like to tell people,” says Carl, “that your business begins to grow, not when you get into this company, but when this company gets into you.” He and Dot laid out the game plan they were to follow for the next five months: “Livings are made,” says Carl, “from 8 to 5, but fortunes are made from 5 to midnight.” “By day a mild-mannered Insurance executive,” as it were, Carl Stanitzky became a network marketing dynamo every night, pausing only briefly for dinner and a shower. “Was it worth it?” asks Carl, “You decide.”

A Silver Crown Director in April, Carl attained Gold, then Ruby, then Emerald jewels for his Crown Director Pin, all in the month of May—breaking a company record. Then in June, he earned over \$10,000 and qualified for a \$500 Luxury Car Bonus. His organization continued to grow in July and August and in September he became the 5th Diamond Crown Director in the company, earning over \$18,000 during the month. October saw another great month of income, and qualification for the \$1,200 per month Luxury Car Bonus—all of this while still in the insurance business.

# Stanitzky

## Breaking Records

"Think about it," Carl says, "sure this was a lot of hard work, but look at the results...Our organization, which is now over 4,200 reps, is so spread out that if I took a month off and did not sponsor anyone or talk to anyone, my income would still exceed \$10,000 per month. What other opportunity offers this much potential?"

Stanitzky is quick to give credit to the outstanding leaders in his upline, (dubbed "The Dream Team") which includes Diamonds Dan Praytor and Jerry Heisler, Ruby Eric Rondeau, Diamond Crown Directors Steve and Judy Duncan, and Emerald Suzy Hayden. Carl also has high praise for the "awesome leaders" that have come on board with him since April, "such as Lowell & Lisa Mims, Bill & Miriam Yeager, the unbelievable group from California led by Dr. Robert San Jose, Cynthia Briganti, Cesar and Amanda Barrera, and Mario Solis, and the new leaders rising to the top every day...I cannot even keep up," laughs Carl, "with all of the new Silvers and Golds anymore."

The record breaker issues a challenge to other professional men and women—to build a home-based Internet business while they are still earning a good living. "After all," he states emphatically, "they may not need the income right now, but all of us are a sickness or accident or job loss away from financial problems. Why not go for it and simply call it 'Gravy' for some future time..."

