



Colby Waisath, September 1 transcript:

Happy September to all of you! This is an exciting time of the year, school is back in session, the nights are getting cooler, football season is here and you all have an exciting fall and holiday catalog to bust your business wide open with. I am excited for you! What great products you have and what a great opportunity you have over the next 4 months to make a difference in your business and in the lives of people you touch through Pink Zebra.

September is the kick off to the biggest time of the year for you. Did you know that 55% of your business takes place over the next 4 months? You might be asking, what does this mean for me? It means during this time period you have an opportunity to kick it up a notch and take advantage of the seasonality of the product and business. You can create great results during this time period. Now is the time to make more money, now is the time to share pink zebra and build a team, now is the time you can help single mothers through the HEREOS charity, AND now is the time to get a big head start and join me in the Dominican Republic next April. You have the tools, now it just begins with you in creating and executing your plan.

Hey, do you know what September 7 is? Pink Zebra's 2nd anniversary! Yes, a big happy anniversary goes out to everyone who is part of Pink Zebra. What an amazing two years it has been! Do you realize all the amazing accomplishments you have all made? Here are just a few. We have near 9000 Consultants. This is truly amazing and puts you as one of the fastest growing party plan companies in direct sales. What an opportunity it has created. Did you know that two of the best and most successful companies in party plan both had less than 1000 in their first two years? They did and today one has over 100,000 consultants and the other has over 210,000.

You should all be very proud of the accomplishment you have achieved. If we take our trend we have the opportunity to eclipse their growth faster! This



means great opportunity for you as you continue to grow your teams and business. What else has happened in the past two years? You are partying Zebras. Nearly 20,000 parties have been held, which is awesome. Did you know that we have 571 consultants who are executive consultant or higher. That is incredible that so many of you have decided in some way to be in a leadership capacity. Did you know we had 235 consultants attend reunion this August? That was nearly 3 times as many attended last. And do you believe the opportunity you have can be a full time business? It can and is by many of our top leaders. In two years the largest commission check paid in ONE month was \$23,000. Can you believe it?

All this has occurred in just two years. There have been so many lives changed in our business and it is happening every day. You all have the opportunity to change your live or someone else's life in this business. We are still a ground floor opportunity and because of that you CAN MAKE A CHANGE.

I am so appreciative of each one of you and love to hear and see how this business is changing your lives. From hearing how this business is putting food on your table, replacing a previous income that was lost, replacing an income that you walked away from because you saw a better opportunity at Pink Zebra, paying for that new boat for your hubby, the new car, being able to pay for your daughters dance lessons, or simply how much fun you are having in this business.

You all have amazing stories and it is those stories and the power that this business has to offer each one of you that I love and it is the reason I do what I do in supporting you as you reach and achieve your dreams.

Again, congratulations on all of your accomplishments that you all have made in the past 2 years. May you have an awesome fall holiday season and Happy Anniversary to each one of you!