



# ELITE

Fall Edition 2023



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## **7 Steps to Becoming the Best Version of Yourself**

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# The Start

Firstly, welcome to the latest edition of the ELITE, this magazine has always strived to provide education, knowledge, and information that I hope can help every reader get one step closer to achieving their goals. I would also like to thank everyone who has taken the time to contribute to this edition as their own personal experiences and perceptions on certain business topics are always insightful.

I have now been in business in the same industry for almost 20 years, something I am very proud of, not just from a business creation aspect but mainly from a personal development point. In this time, I have seen technology and innovation change the way business is done, from faster processing to automated systems it has generally made doing business easier. However fast technology and innovation can make processes; there are some things that just take time. Technology has let us almost bypass the need for patience, the click of a button, the swipe of an app, and products that can arrive at your doorstep services just happen. I believe that the increase in speed and ease of transactions has often seen a decrease in patience and an increase in frustration when trying to personally develop our own skill sets and learning. Trying something new because you haven't "got it" does not always mean that you will "get it" when trying a new skill or venture you desire to succeed at. Any skill or relationship of any value in your life has and will take time, I mentioned at the start that I have been in business for almost 20 years, what I didn't mention is how proud I am that I was able to commit, learn and develop lifelong skills because I stuck at it for that long. When trying to achieve something keep in mind a time perspective, how long have you been doing it and should you really be an expert in your trade after a short period of time, I know I wasn't, and almost twenty years later I am still learning from those around me to be slightly better at what I do.

Enjoy the latest edition and thanks again to all the contributors, remember to have patience and give yourself time when learning new skills that will help you achieve your goals.

**Chris Rudge**







#### 4. Take Care of Your Physical Health:

Your physical well-being is the foundation of your personal development journey. Prioritize regular exercise, a balanced diet, and sufficient sleep. Physical health has a profound impact on your mental and emotional well-being, energy levels, and overall quality of life. Make self-care a non-negotiable part of your daily routine.

#### 5. Cultivate Resilience:

Life is full of challenges, setbacks, and adversity. Cultivating resilience is essential for personal growth. Learn to bounce back from failures and setbacks, view them as opportunities for growth, and develop problem-solving skills. Surround yourself with a supportive network of friends and mentors who can guide you during tough times.

#### 6. Practice Mindfulness and Emotional Intelligence:

Emotional intelligence and mindfulness are key to personal development. They help you understand and manage your own emotions and empathize with others. Cultivate self-awareness, regulate your emotions, and enhance your interpersonal relationships. Mindfulness practices like meditation can help you stay present and reduce stress.

#### 7. Give Back and Build Meaningful Relationships:

Becoming the best version of yourself isn't just about personal achievement; it's also about contributing to the well-being of others and building meaningful relationships. Engage in acts of kindness, volunteer, and support causes that align with your values. Nurture your relationships with family, friends, and colleagues, as they provide essential support and connection on your journey.

#### Conclusion:

Becoming the best version of yourself is a continuous and deeply rewarding journey. It requires self-awareness, clear goals, dedication to learning, physical health, resilience, emotional intelligence, and meaningful connections with others. Remember that personal growth is a lifelong process, and setbacks are natural. Embrace the journey with an open heart and a willingness to evolve, and you'll find that each step brings you closer to becoming the best version of yourself.



# What Not To Do

*Danielle Hoen*



**W**hen I got asked to write an article for the next Elite Magazine on a subject of my choosing, I was excited. Then I started thinking about a topic. What to write about? What am I particularly good at or passionate about? What's made me successful, especially in the last year and a half? I hit a wall. I kept running through the same topics over and over again: resilience, work ethic, optimism, etc. You've heard it before. Then I realized it's something much simpler. What's made me better has simply been messing up so much, so hilariously, and in so many ways that I've found what works. So, this is not an article about what works. This is about what not to do. Ready?

**1.** Don't have so much of an ego that you forget to keep learning. When I was just starting out as a Brand Ambassador and then Sales Leader, I wanted to get good FAST. I was hungry to learn and put it into practice. I moved up quickly, built a team, but hit a point where I felt like I was better than where I was. I was a Sales Leader and felt stuck. I thought I should have already moved up and should be on my way to open an office. So, I started blaming everything else. The owner wasn't giving me enough recruitment, the method we were selling, the places we went. It took me a few months and others opening offices to



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realize that it was me. I had stopped learning and pushing. It was sobering to realize that I wasn't the best, I didn't know everything, and that if I really wanted to do this right, I needed to commit to being a constant student.

**2.** Don't think that getting promoted faster is better. Don't compare your career to others. It took me two years to get promoted to ownership. It took me another two years to learn to run my business properly. I started as a Brand Ambassador in 2017 and opened my first office in 2019. 2021 was when we really started making solid money. You know what I was

thinking most of these four years? Comparing myself to where others were and how quickly they got there, I thought I wasn't measuring up. I can tell you now it won't help you. Everyone is running their own race. Everyone has winning seasons, and everyone has losing seasons. Your job is to be better than you were the day before. I used to paddle competitively and very early on our coaches told us never to look to the left or right at the boats we were racing. That takes attention and effort away from your team and your race. Only people afraid of losing look left or right. Head down and look straight ahead.

**3.** Don't try to do everything on your own. **3** Ask for help. In my first year as an owner, I was asked to give a talk at a conference titled "Doing Everything." What it should have been titled was "Danielle Hasn't Figured Out How to Delegate Yet." As an owner, I thought it was my job to have everything ready for my guys. Sites booked, recruitment coming in, administration done, plan for leader's meetings and training. I thought I had to do it all on my own. The irony was I had a team of people around me wanting to help book sites, call interviews in, and help with administration. Learning to delegate and ask for help was one of the biggest steps in my own development. Just because you are the leader doesn't mean you have to have all the answers or do it yourself. I typically now ask myself the question, will this significantly impact our ability to drive revenue (better sales training, hiring more people, etc.). If the answer is yes, I want a heavy part in it. If not, for things like day-to-day administrative tasks, I will ask others to help.

**4.** Don't try to control everything. This one **4** was hard for me. I always had an idea of what my team, my office, and my company, should look like. Heads up, it's never looked like that. For a while I had a cycle of building a great team, getting to 10-15 people, and then losing my team relatively quickly. I wanted everyone to maintain a certain standard

and expectations, and when they couldn't do that, I would get frustrated. It took me a while to realize I was trying to make everyone exactly like me. No wonder no one wanted to stick around. The way I view my company and my team now is so different. My business is an incubator for the next generation of leaders and business owners. My job is to create a framework for them to work within to be successful, but not to judge each step they take within the framework. If I want sharp leaders, I want people who think differently, who ask questions, who push. I need to give them control here and there so they can test their own abilities. That's really the goal here.



## ***Messing up is important.***

We live in a world that tends to overhype success but minimizes the failures along the way. What is important to understand is that success is not a plateau you hit. You don't suddenly "make it" and everything is smooth sailing. Things get easier sure, but then you grow, and the next challenge appears. If you want to be good at something whether that's running a business or managing a team it's a constant process. So lean into those mistakes, learn, and move on.

***That's how you get good.***

# THE LAUNCH

## JOE DINH



**M**y journey to Little Rock, AR started in Houston, TX with an interview with Mayte at Taksu Connections. I previously worked in sales, but the position was not sustainable for me. As a result, in December 2020, I began as a brand ambassador. Within a couple of weeks, I progressed personally, emotionally, and professionally. This exponential growth was driving me to work harder. I acquired countless skills and overcame a multitude of challenges. One of my most memorable learning experiences was at my first Owners Meeting in Ft. Lauderdale, FL. I interacted with other owners from across the nation and listened to their stories. These interactions humbled me, and I grew to understand the business even more. There was always room to grow, and I decided to put my all into the business like the Owners I had met.

Upon my return to Houston, I worked and was promptly promoted to Team Leader in September of 2021. Content with my quick progressions and a new position, I lost my path for a moment and was complacent. Through the guidance of my team and the people I met along the way, I found my path again. My fire returned. Consequently, I became an AO in May of 2022. I knew that

with this position, I could not remain in it forever. It was time to think about opening an office that I could call mine.

Through many conversations, advice, and weighing out the pros and cons, I decided to set up the office in Little Rock. The process leading up to this new resolve felt surreal. I had a new challenge ahead of me. I was scared yet excited to start something that I can call “my office.” In April of 2023, the day came to say bye to Houston and hello to Little Rock. The whole process to get where I am now feels like a blur. The days felt long, but the year felt short.

April 10, 2023, is a day I will never forget. It is the day the Little Rock office officially opened for business. The mountains I previously overcame seemed like hills now. The learning curve to run a business was a hard adjustment. I learned the inner workings of a business and have slowly but surely worked to put all my gears in place. Some pieces were easy to put together, others required more time and thinking. I relied on my new team in Little Rock, and my old team in Houston, and the connections I continue to cultivate have continuously shown me invaluable support.

***Success relies on the ability to adapt to create a solution.*** A business does not have a step-by-step manual to be successful. There needs to be room to move and grow. The ebb and flow allow the business to flourish. Adaptability allows you to find solutions for your adversities, using your resources, in your environment. I was fortunate to learn this skill when I was a Brand Ambassador. I cultivated my skills to where I can effectively adapt subconsciously. Every step, skill, and interaction I have made since December 2020, is pertinent to what I do today.

Today, my office continues to grow. I am focusing on a strong foundation by focusing on building a strong and independent team. The Little Rock team is vital to the success of the office. They continue to work hard and become a reason to create an environment that makes them excited about work. Through everyone’s hard work and support, I am now able to share my story with you, like how the Owners in Ft. Lauderdale shared their stories with me. I promise my team that I will continue to work hard for you to create a workplace that you are proud to be a part of. My will be incorporated by the end of the year!

# THE LAUNCH TREVOR GRIMM



The launch of All For One in Colorado Springs has been everything I always hoped it would be. The journey to ownership was longer than most. The first time I was building a crew in Dallas was about 6 months before the pandemic hit. During the interview process where I learned about the amazing opportunity, I had walked into I knew this was a business for a guy like me to truly thrive.

A guy like me, with no resume to speak of, from a little country town with zero connections to help me build anything for myself professionally. A guy who knew that putting in the work in this business would be absolutely one hundred percent worth it in the end. From there I had a taste for the business and loved everything about it, so when COVID hit I had no idea what other business I could love as much as the one I stumbled upon in Dallas all those years ago.

So, when I got a call several months after saying: “They are going to let me launch charities again in Dallas.” My response was simple: “Send me a site.” I couldn’t wait to be back to do what I love to do. However, shortly after getting my crew back off the ground, I tore my knee to shreds. I had been living with a torn meniscus for years, and finally, on Easter Sunday I woke up and couldn’t walk. After a long seven months on the shelf, I got back into the face-to-face sales business. I spent time with a few other events companies, and though I was doing very

well in them, I always knew that Orbit was still the way to go. So late January I finally decided to come back and seize the amazing opportunity every Brand Ambassador here is blessed with. Now I’m here in beautiful Colorado with four of my favorite people on the planet. Now I have the job that I’ve dreamed about and chased for what feels like an eternity! I am extremely proud of the immense success in our first two weeks here, with over 120 new customers delivered to the clients. *I know we are going to have many more success stories to come out of All For One, the only question is...*

## Who’s next?

# THE LAUNCH

## JORDAN THOMPSON



**L**imitless Ambition is a vision I didn't know I wanted. I embarked on this journey because I was tired of relying on others. I took a leap of faith in myself and betted on my ability to coach, lead, and always have a student mentality. Instead of trying to make someone see my vision, I want to show success doesn't have to fit in a box. I chose to trust my instincts and capabilities. This decision has not only transformed my life but has allowed me to control my destiny, shaping the future of my family and paving the way for greatness. It's a reminder that sometimes the biggest chance you can take is the one on yourself.

Success doesn't come overnight, it's about consistent daily efforts. I've made a habit of falling in love with the process. All Processes, from the sales process to the training process and recruitment. One of my secrets to success is sticking to the process that got me here. No shortcuts, no compromises. Consistency, discipline, and planning have been my way to close the gap.

I'm very excited about my early success but I want more. My team pushes me and challenges me to be better every day. I'm excited to grow and I will do everything in my power not to get complacent.

My journey is a testament to the power of daily training, being coachable, and a willingness to confront challenges head-on. These principles

have not only changed my life but have also been the driving force behind Limitless Ambition's remarkable success. As I continue to evolve and inspire, the future of L.A. is bound to be even brighter.

**“SUCCESS DOESN'T COME OVERNIGHT”**



# THE LAUNCH DALTON JONES



**M**y name is Dalton Jones, and I am the owner of one of the newest companies in the network, Viking Promotions LLC. We are based in Cincinnati, OH, and have already broken \$100,000 in donation value for our client and promoted our first Sales Leader, Angel McNeill! I chose Cincinnati for two reasons.

The first was that it was an untapped territory that we ran a road trip to for a client and I fell in love with the city. It has a beautiful downtown area that's both modern and clean. It has major sports teams the Cincinnati Reds and Cincinnati Bengals, for those who know me also as the "sports betting guy" know that sports are a very big part of my life. Now also being an untapped territory that is bigger than Nashville, TN where I was promoted out of Kulia, and being originally from the Midwest; I was intrigued already. The numbers we pulled on the last road trip solidified my mindset that Cincinnati had amazing potential to be the hub to start my company and my own network with no other

teams based in the whole state! Whenever you guys come here, you are required to try Skyline Chili at least ONE TIME before you leave, as it is the staple food that Cincinnati is known for! (Side note: it's not really a chili!)

The next main reason I wanted to open here in Cincinnati, OH is that it is the national headquarters city of the Disabled American Veterans (DAV). The DAV is an amazing organization that I found a deep passion in wanting to work with. Not only are they the oldest veteran non-profit in the country that has helped millions of veterans for over 100 years; but they are also the only non-profit that helps all generations of veterans with all their services being completely free. I tried to serve in the military myself but was unable to. I have every branch in my family tree though with a ton of veteran presence and knowing how much struggle it was for some of them dealing with the VA to get their benefits, or how long it took them, really enlightened me to dig in deep

into everything they do. I was amazed at just how much they do and knew I wanted to see the HQ in my prospective city. I got the opportunity to do just that on my last road trip in March. We were the only team in the country that was able to go to the HQ and partnered on a corporate 5k event for them in November of 2022. I took it upon myself to soak up as much information about them and ended up becoming almost an encyclopedia of the DAV. I'm proud to say we have another headquarters visit with the official Viking Promotions LLC team this October 3rd! I'm proud to be able to offer unique experiences to my staff that I know not a lot of other offices are able to have due to proximity.

Now, obviously, we are not client-dependent on just the DAV and will bring on another client as we grow. I would like to always be the office that can do any corporate needed events for the DAV though and am proud to have them as my first client. And hey, who knows, sports betting just became legal in Ohio, too.

# THE LAUNCH

## ALESSANDRO

## GERVASI



I started my sales career in San Diego, CA on May 2, 2022. Fast forward one year later, I've experienced growth both professionally and personally. I entered this industry as a wide eyed 19-year-old with no sales experience and big dreams. Having just dropped out of university. Searching for a merit-based career, I found Endeavour Global. After being shown the promotional structure, I knew that if I could stay dedicated and disciplined, I would achieve what many considered “unrealistic”. Leading a large sales team was the goal, however, I knew that I needed to learn how to lead myself before I could lead others. Under the guidance of my trainers and mentors, I became a consistent salesman and soon began to build my team. At that time, Derin Cox was the Assistant Owner at EG and was getting ready to open his own office in Sacramento, CA. My goal from the start was to open my own office within one year. Being a 19-year-old college dropout with zero sales experience meant that the odds were stacked against me. I knew I had to take a risk, so I decided to move to Sacramento just two months into the job to assist in building that new office.

Never being one to shy away from a challenge, I embraced the change in Sacramento. Going from an office with 30 people to just 2 was a big change. My eyes were always set on the future, knowing that If I focused on the process, success would follow. Success did follow. Before I knew it my team had grown, and I was able to hit my promotion to Team Leader within the first two months of moving to Sacramento. Being happy but not satisfied, my eyes were set on becoming an Assistant Owner. Although the journey wasn't perfect, there was never a doubt in my mind that I was capable of building and leading a top-tier sales team. Fast forward to March of 2023, I was able to earn my promotion to Assistant Owner. To own my own business in sight, I didn't let up. Thanks to my amazing team, we were able to consistently hit 100 sales week in and week out in the city!

I began searching for the location to open my office and I landed in Santa Rosa, CA. Although not a very large city, Santa Rosa is very centrally located. In the heart of Sonoma County, both Marin and Napa County are just a short drive away, not to mention San Francisco is just an hour south. I knew it was the perfect place to start my next chapter. On August 7th, 2023, my company Zeitgeist Marketing Group officially opened in Santa Rosa, CA. My story thus far couldn't be told without giving huge credit to Jawaad Saliman, Sean Remitz, and Amair Williams. All being a part of my team in Sacramento, they decided to take a risk just as I did and moved with me to open this new market. Having already achieved an “unrealistic” goal by being a business owner at 20 years old, I decided to continue the trend. The team and I set our sights on hitting 100 sales in our first week open. Through lots of perseverance, we were able to hit 100 sales on the dot! Since then, we've been growing our office and continuing to build strong relationships. I'm very excited to see what the future holds for them.

Although my story is far from over, I need to give thanks to everyone who has helped me get here. My parents moved here from Peru so that my sister and I could have an opportunity to dream big. I thank my parents every day for taking that risk and constantly being my biggest supporters. The biggest reason I've never been stopped by doubt is due to my faith in God. Win or lose, I never lose sight of what truly matters and that's giving the glory to Him. Always trust in God's perfect timing because His plan is much better than any plan I could come up with.

# THE LAUNCH

## TREY MAZZA



**M**y name is Trey Mazza I am the owner of Meridian Business Solutions in Charlotte, North Carolina. I started in the company about two and a half years ago and was originally employed out of Equilibrium Marketing Solutions in Miami Florida. From there I stayed in Miami and helped Colleen open KAI Marketing in which I went through the promotional structure to become Colleen's business partner and first outside office. I launched Meridian on July 5th of 2023 with just three other people and myself who had moved from Miami. Those three people Eric, Caroline, and Vesenta have helped shape and mold the culture in Charlotte alongside me. In just two months of opening, we have grown in size, skills, and knowledge with around 14 people in the office continuing to grow every week. We had our first 100-piece week in the company just recently the week of September 18th and are on pace to become one of the best offices in the country. When I first started in the industry, I was lucky to see not just a successful office but what it took to create a successful organization in this business. I loved the idea of owners' meetings and getting to meet the amazing network that we have in this industry. From the start, I knew I wanted to be an owner of my own company and create an organization of my own as well. So, I made sure to be the best employee I could be to get to the position I wanted to see myself in. The feeling of opening my own office and walking into my company on the first day was very surreal. It has been a journey over the last couple

of weeks to continue to grow and learn with all my employees and create something a lot larger than myself. My goal for the company is to promote two offices within my first year as an owner because I want to be able to give the same opportunity I was given and show people what is truly possible if you just work hard and stay focused. The name Meridian comes from the definition of the highest point reached and I want to continue to reach for the highest point in everything I do. I have amazing support from everyone in my office and



we get along like a large family, I feel truly grateful to be in the position I am in and want to continue to get better every step of the way. So far it has been an amazing ride, and I can't wait to see what the future holds for Meridian as an office and an organization.

# THE LAUNCH

## IGOR

## TASHLIYEV

**E**mbarking on the journey of opening a new company is a profound experience, one that carries with it a multitude of emotions and challenges. For me, the realization of this enlightening venture signifies not only the culmination of years of hard work but also a testament to the power of perseverance, innovation, and an unwavering commitment to my vision. The decision to plant my roots in Fort Lauderdale, Florida, has been a carefully considered one, and as I stand at the precipice of this new chapter, I am filled with excitement and determination.

Building a new company is never an easy feat. For me, it all began at the age of 19, armed with ambition but lacking the skills and experience that would later become the cornerstone of my success. My journey was marked by a deep desire to learn and grow. I realized that to succeed in this industry, I had to be willing to start from scratch and work my way up, even if it meant making mistakes and learning the hard way. Throughout my journey, I have poured my heart and soul into every aspect of my venture, leaving no stone unturned in my pursuit of success. I have come to appreciate the wisdom in the saying that success is not solely determined by hard work but also by smart work. By leveraging my experience, learning from past mistakes, and staying attuned to industry trends, I have ensured that every decision made in this journey was a calculated one.

Selecting the right location for my company was a pivotal decision, and Fort Lauderdale emerged as the ideal destination for several compelling reasons. Beyond its picturesque landscapes and vibrant culture, Fort Lauderdale boasts a diverse and inclusive community that aligns with my values. The ability to attract like-minded individuals from various backgrounds and walks of life has been instrumental in fostering an environment of creativity and innovation within my company. Fort Lauderdale's thriving business ecosystem and strategic geographic location have also played a crucial role in my decision. The city's welcoming spirit and commitment to diversity have made it an attractive hub for talent, fostering a collaborative and forward-thinking atmosphere that has greatly contributed to my company's success.

As I set my sights on the future, expansion is a natural step in the evolution of my company. Fort Lauderdale,



with its connectivity and strategic position, provides the perfect springboard for scaling my operations. My vision is not just about business growth but also about making a positive impact on people's lives. It's of paramount importance to me to help people and offer opportunities to my new employees. I envision opening new markets, making more money, acquiring more clients, and spreading the Enlightening Venture brand far beyond my initial expectations. This expansion will not only create job opportunities but will also allow me to continue guiding people, whether it's within my business, in the community, or even outside of work. I am committed to providing mentorship, training, and a supportive environment to my employees, empowering them to achieve their full potential.

The journey of building my company has been nothing short of transformative. It has not only impacted my professional life but has also brought about profound changes in my financial and mental well-being. Financially, the rewards of hard work and smart decision-making have begun to manifest, granting me a sense of financial security and freedom I had once only dreamed of. Equally important, the mental challenges and hurdles that entrepreneurship presents have honed my resilience and mental fortitude. Every obstacle I've encountered has been an opportunity for personal and professional growth, strengthening my determination and bolstering my self-confidence.

In conclusion, opening my new company in Fort Lauderdale, Florida, has been a journey of self-discovery, innovation, and unwavering commitment. It represents the realization of a dream that began at the age of 19, fueled by ambition and a thirst for growth. Fort Lauderdale's strategic advantages, inclusive community, and ability to attract like-minded individuals have positioned me for future growth, and my expansion plans are firmly rooted in a dedication to excellence, a commitment to helping others, and a desire to take the Enlightening Venture brand to unprecedented heights.

# THE LAUNCH

## JOEL BEAUBRUN



reasons for working hard.

**M**y name is Joel Beaubrun, the owner of X-Ceeding Limitations. I'm originally from Tampa Bay and by God's grace, the company I'm opening will also be in Tampa. The main reason I decided to follow this path of ownership was to put myself in a better position to help my family and more importantly to help others. I truly believe my purpose is to help others by providing guidance and positivity.

I chose to open in Tampa Because it's a beautiful city that's continually growing. Also, family is important to me, and I have 2 beautiful daughters, 11 and 3,



who can be raised in the same environment I was with better opportunities. They are my biggest

When choosing my company name my goal was to make a statement. We're more than just a company of salesmen and women. Every day we face challenges and it's up to us to overcome them. It's easy to run from problems in life but this industry forced me to face personal and professional issues to get to the position I'm in. I had to grow past the person I'm used to being by surpassing my limits and I'm thankful to have a boss like Kwaundel Smith to push and mentor me. My company name reflects the growth we go through as long as we're not afraid to look at ourselves in the mirror apply constructive criticism and push past our ceiling.

My future goals involve traveling across seas. Japan has always been on my radar as a place to visit especially since I'm big on anime. I have my own that I'm writing and looking to finalize my first volume. When I travel to different countries it will serve great for research on different cultures for more accuracy in my writing. I also want to help underprivileged youths utilizing our business model to empower the younger generation and help them find more positive ways to enjoy life. I look forward to what the future holds and to the new limits I will exceed.

# THE LAUNCH

## DEIONTAE CLARK



Over 23 years, I resided in Oklahoma until 2022 when I decided to relocate to Dallas with Orbit Promotions. The purpose behind this move was to advance my career within the industry and pursue ownership.

My journey commenced in early March of 2021 when I joined Orbit Promotions, working alongside Syed, an incredible mentor. Initially, my focus was solely on financial gain and becoming a top salesperson nationwide. Remarkably, I achieved this goal within just three months. However, I found myself questioning what comes next.

Coincidentally, an owner's meeting was scheduled to take place in FT. Lauderdale, and I requested Syed's permission to attend. It turned out to be a life-changing experience, as I had the opportunity to meet inspiring individuals and gain invaluable insights that I still implement to this day.

As time progressed, I expanded my capabilities by building exceptional teams in Dallas. Yet, the next significant step awaited me in Oklahoma City. Although I initially felt nervous, it ultimately proved to be the best personal opportunity I had ever undertaken. Through this venture, I was able to truly embark on the path towards ownership.

### 3 Top Tips



# THE LAUNCH

## JB

## ZIMMERMAN



Once upon a time – I knew next to nothing about sales. That was about 3 years ago. Fast forward to today, I have my own (productive!) sales company, train, and lead a salesforce of over 20 people achieving results measured in millions.

Sometimes I wonder how it all happened; other times I vividly remember the blood, sweat, and frustrated outbursts that went into building it. There were times I questioned my commitment to the business. I started in this business before the pandemic, and it was ironically, that pandemonium that paved the way for a tremendous opportunity.

Spoiler alert, the juice was worth the squeeze. And that's not because Orange County is a gorgeous place to call HQ (which it is – sorry, not sorry, everyone else), it's because running an office is more fulfilling than I ever imagined.

Establishing Pono Promotions in the bubbling hot lava of global

catastrophe is proof of the unprecedented level of readiness we have for any future bumps in the road. So, in that regard, I am grateful. That said, would I want to do it again? No. Nope. Absolutely not. Could I do it again though? 1000%. I'm more confident and equipped to handle anything life brings than I've ever been – and I come from the high-pressure world of TV Production.

My family comes from Hawaii, so I named my company Pono Promotions. **Pono** is a Hawaiian word, which means righteousness, excellence, and balance with all things. The idea behind this word and this way of life is that moral behavior leads to happiness for the doer and everyone around them.

The opportunity to make a difference and more importantly positive impact on people and the world is the coolest thing I've ever called work. Waking up each day to help people learn, grow, and push themselves to generate millions in philanthropic

revenue all the while providing well for themselves, and their families makes it easy to sleep at night.

Achieving that feat is not always easy. It seldom is – however, with our team of awesome humans, it's a delight to take on that challenge every day. Plus, I've never had more fun doing anything in my life. Finding creative solutions to customer challenges is a blast! And we will always find a way. Because there always is one. That essential mindset to take control over what we can when we can is a skill I am proud to have now mastered.

Now on our journey ahead, we're focusing on exponential growth and expansion through outside deals to new marketplaces in every time zone across the country. For this and everything on the horizon at Pono Promotions, my team and I are beyond excited.

**And this  
is only the  
beginning!**

# Assistant Owner Promotions

## BRIAN DEVAUL – TALLAWAH

**B**orn in Berlin, Germany, and raised in Odenton, Maryland. Growing up in an Air Force family I found myself moving every few years before landing in the great state of Maryland, where I call my home. I finished high school and then received a track and field scholarship from Bowie State University. Track and field (high jump) became life for four years and I dreamed of going to the Olympics. After becoming a nationally ranked all-American, coaching for a year, and receiving my bachelor's in Sociology, I decided to hop into the workforce after college.

In 2007, I started my career in Maryland with Penske Truck Leasing. I was able to start my path towards sales and management. With my rapid growth within the company, I was able to transfer to Fort Lauderdale, Florida in 2008. At this point, I decided I wanted to make a career with the company. I was promoted to Branch Rental Manager quickly and performed well in one of the top districts in the country. Working 55+ hours a week seemed daunting at times, but I always looked at the bigger picture with the opportunity for growth within the company. After 7 years with the company, I was working on my next big promotion when tragedy struck. In 2014 I was fired. Seemed tragic after putting so much into something but it turned out to be one of the best things that's happened to me. Being fired shifted my entire mindset. My journey started that day when I decided I would start my own business and work for myself.

Fast forward to April 2022 after building my real estate business for 8 years, my journey with Tallawah began. Initially, my plan for working at Tallawah was going to be very short-term. The real estate market hit a funky patch for my real estate business, and I needed a second income to hold me over for a few months. Searching job posts I came across Tallawah with open positions, and I saw the word "sales". I wasn't sure what to expect but I knew being in sales for the last 15 years I would be able to learn quickly and figure it out. It wasn't until about a month into the position that I figured out that I hit big. I was hooked once I learned the structure and growth opportunity! The organization fits my goals of owning my own business.

A year and a half later, I hit my promotion to Assistant Owner and am working towards opening my office alongside Tallawah in San Antonio. Big things are coming!



# Assistant Owner Promotions

## REVA COWAN – LIMITLESS AMBITION

Here we go. It started after years of teaching; I thought that I was ready for retirement. Just like a lot of people, I was finding myself not knowing what to do next. My nephew suggested to me to consider sales and marketing, because he was graduating from college in the field, and he thought that I would be good at it. I remembered that I liked sales and was good twenty years ago. So, I said why not, then the search began.

At the interview, I came in with the mindset that I would get the gig and would be successful. From the moment I entered the building Gina and Jesse made me feel like this was where I needed to be. Jordan made me feel comfortable in the first interview, so I thought cool. The moment I met Danielle, and she showed us what could be, I was sold instantly. Whatever she was selling, I was buying. She laid out a concise plan of how to make money that was heard.

From the start, my trainer made it fun, and the importance of that is, that I was stuck in the traditional mindset of a nine-to-five, and it was refreshing to see something different. It wasn't until I saw her get her promotion to team leader that I felt I was on the right track. I'm an observer, just show me, and I watched her build a team. I've had support from peers, like Roddy, who is a crew, and Mike and Sherif to encourage me along the way.

Building a crew: It happened organically, meaning I complained in the beginning about not having a team, and Jordan put me back on track. Then I finally heard the click in my head of trusting the process. Becca said it would happen and she was correct.

I focused on building a strong team. I wanted to make sure I was training the right way and showing the way to be successful. However, I did have the advantage of having two very different AOs to observe. Now they are owners, and I've learned a lot from both. From the unexpected knowledge from Dalton. He showed me mentality and perseverance through his work ethic and explained the whys to me whatever questions I had. Jordan kept it real and fun. That was so important to me because I've worked a gig that I never wanted for years and two years of being in retirement, he brought me back in the game. He constantly reinforces the process and being yourself. It's great to look forward to going to work, I finally achieved what I used to tell my students. "Find something you enjoy, and the money will follow."

Getting to AO has been amazing. I can't overstate the importance of Danielle's influence in getting me to this point. She walks the walk, models everything she expects of us, and ensures our success as well. That is very important to me because people can say whatever, just lead by example. I'm still trying to master that, or at least make it look effortlessly like Danielle.

I will end with the fact that everything gets reinforced every week, and that's valuable. Jordan gave me expectations as an AO and among many other things, that's what you look for when transitioning up. Can't wait for what's next.



# Assistant Owner Promotions

## KEVIN GUTIERREZ – V3 ADVERTISING

Over 7 years, I embarked on a remarkable journey in this industry, starting with a summer job while in college. From humble beginnings knocking on doors for ChildFund, I've grown in ways I couldn't have imagined.

Initially driven by the desire to simply do sales and travel with friends, I stumbled upon an opportunity to open the OC office and truly commit to building a team. Despite setbacks, like losing my team during the pandemic, I persevered and achieved Assistant Ownership, promoting two crew leaders and an assistant owner.

My vision now extends to Riverside, CA, where I plan to make my mark in the coming year. My success is rooted in four key steps:

**SALES MASTERY:** I've learned the art of selling in various territories and adapting to different paces and campaigns. Flexibility and adaptability have been my allies.

**RECRUITMENT AND RETENTION:** Understanding the diverse motivations of my team members and helping them achieve their goals has been pivotal. It's not just about recruiting; it's about building a thriving environment.

**EFFECTIVE TRAINING:** Recognizing that everyone learns differently, I've honed my training skills. Patience, setting goals, and accommodating various learning styles have been my tools.

**REPLICATION:** To truly succeed, I've embraced the "train to train" method. I've successfully replicated myself through triangular training, fostering leadership within my team.

*Remember; The Path To Success Is Not Always Linear. Embrace Challenges, Keep Evolving, And Replicate Your Success By Empowering Others. Your Journey Can Inspire Greatness In Others, Just As It Has In You. Keep Pushing Forward!*



# Assistant Owner Promotions

## TYLER GONZALEZ – V3 ADVERTISING

**W**hen I first started, I wasn't sure if this business was for me, I went to a pre-management meeting and got sold on the opportunities to grow as well as the opportunities to travel and network. The three top tips I have that helped me through my journey are the Three Tips for Success: Create a Plan, have a Student Mentality, Process not outcome.

### **PLAN:**

Create a clear roadmap with goals, tasks, and a timeline to guide your actions and track progress.

### **STUDENT MENTALITY:**

Embrace a mindset of continuous learning, seeking knowledge, and being open to feedback and growth.

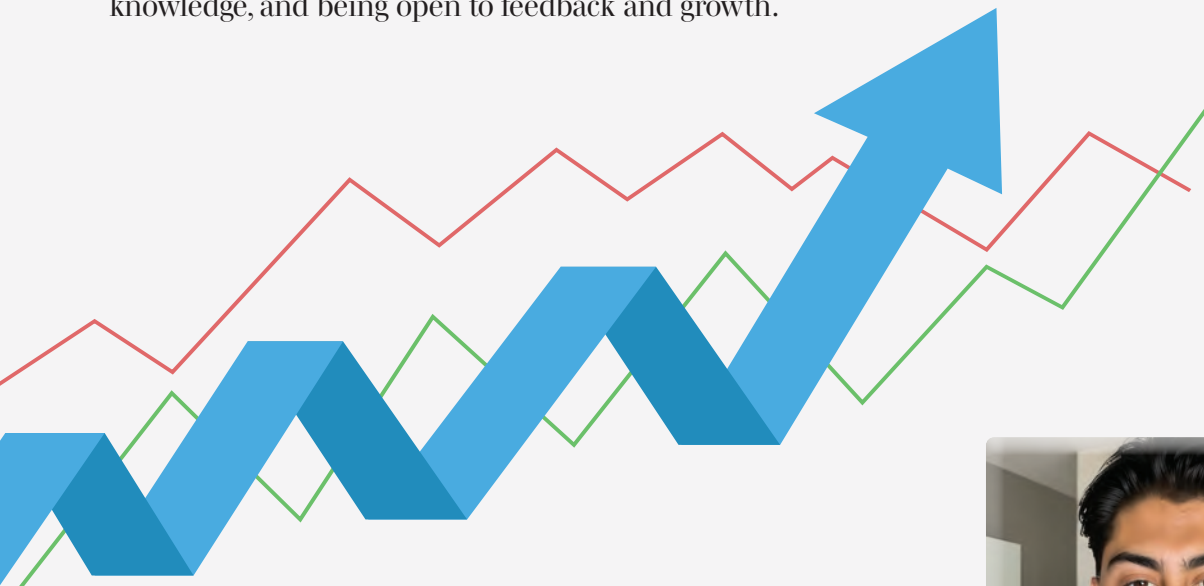
### **PROCESS FOCUS:**

Prioritize the steps, skills, and consistent effort required, recognizing that success is built through dedicated work.

By implementing these tips, you can set yourself up for success in various endeavors.

### **MY PLANS:**

explore new Territories, open High Motive Solutions in Q1 2024



# TEAM LEADER PROMOTIONS



## DREW MCCARTHY – ORBIT PROMOTIONS

### *What is your top tip?*

Believe in the systems put forth. Why try to reinvent the wheel if it's worked for so many others.

### *What interested you about the business development program?*

There is an opportunity for everyone no matter what you're looking for. If you want to just do sales that's perfectly fine and if u want to train and develop there are steps to get you where you want to go in the business.

### *What separates you from other training managers?*

I implemented a belief system for all my crew members.



## JAKE SALINAS – ORBIT PROMOTIONS

### *What is your top tip?*

My top tip is that I have always stuck by is to do what others are not doing, what I mean by this If you have people leaving the field right at 6:30 stay out there in the field and show leadership that there are still people wanting to help.

### *What interested you about the business development program?*

The most interesting part about this business development program is that you can use these skills anywhere in life and they develop you into a strong business owner. They are giving me an opportunity of a lifetime with just a simple system.

### *What separates you from other training managers?*

What separates me from other managers, I can relate to anyone, and I have built a system that has been working and my professionalism has always stood out to anyone who has been with me in the room.



# TEAM LEADER **PROMOTIONS**



## **DONOVAN SINNEN – ENDEAVOUR GLOBAL**

### ***What interested you about the business development program?***

What interested me in business development is the earning potential and its objective nature. You either hit the criteria or you don't, and if you do there is a lot of money to be made.

### ***What is your top tip?***

My best advice is to show that you genuinely care about the people on your team and be as real as possible with them. In other words, be a real friend. Pick them up when they're down, recognize when they do something great, and let them know when they're messing up.

### ***What was your previous job?***

Before I started doing this, I was an overnight manager at Sprouts Farmers Market.



## **JOAQUIN ANDRADE – PONO PROMOTIONS**

### ***What was your best day in the industry?***

My best day in the industry was my first day. So often we stop before we even start a new chapter, and to think that all of my accomplishments and experiences could have never been why day 1 was the best day.

### ***What was your previous job?***

I've been blessed to have a diverse professional background which includes legal services, and education. I'm still currently an event/product photographer.

### ***What is your expansion plan?***

My plan is to take a team with the desire and capabilities to run an office and establish our business operation in the Montana / Colorado area. The goal is to solidify and transplant them there to the new market. This will allow me to continue the process of office expansion and eventually end up in the Pacific Northwest (PDX) area and launch offices in each time zone.



# TEAM LEADER PROMOTIONS



## RODERICK TUCKER – KULIA

### *What was your best day in the industry?*

There have been so many great days in this industry, but if I had to go with one, I'd say my first owner's meeting was the best. It was a turning point and I learned so much it made my vision clear on what I wanted in the industry, and I learned exactly what I needed to do and how to do it.

### *What is your top tip?*

The best tip and advice I can give so far in the industry is to look at your challenges as chances to grow and learn experiences. There have been a lot of ups and downs while building a team. In situations where it gets challenging, taking those situations and picking them apart to learn and fix mistakes will make you grow and show your team how to overcome those challenges when they face them.

### *What is your expansion plan?*

My expansion plan is to open in Huntsville, Alabama first and gain the skills to run an office and then expand to Atlanta, Georgia. Then from there continue to build and research more areas to expand into that would be great for the industry.



**Kulia**  
BUSINESS SOLUTIONS



## DAVID MCMEEN - KULIA

### *What interested you about the business development program?*

I think the biggest thing that interested me in the business development program was the fact that I could move up in the business as quickly as I wanted to. I like the idea of merit-based promotions.

### *What is the biggest challenge you've faced?*

The biggest challenge that I have faced thus far is just pressure I put on myself. I put a lot of pressure on myself to succeed and sometimes I get in my own head. It can be stressful when you're running a team for the first time and trying to get as many sales as possible.

### *What separates you from other training managers?*

I think if anything separates me from other trainers it's that I try to tell my trainees the things I wish I had been told. Ideally, I want every trainee that I train to have an easier path to promotion than I did because they learned from my mistakes.



**Kulia**  
BUSINESS SOLUTIONS

# TEAM LEADER **PROMOTIONS**



## **RED NIXON - TALLAWAH**

### ***What was your previous job?***

Before starting at Tallawah I was working on cars and in call centers, I liked those positions, but it wasn't fulfilling my potential.

### ***Tell us about your best day in the industry.***

My best day in the industry isn't a "DAY" but being able to help others learn what I've learned and succeed further than I can!

### ***What is the biggest challenge you've faced?***

The biggest challenge I've faced is learning how to become a positive example to others and not only to myself. I love the industry and pushing to overcome any obstacle that comes my way!



## **TALISHIA LANIER – LIMITLESS AMBITION**

### ***What attracted you to the industry?***

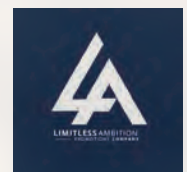
When I initially entered the world of business, I was a complete novice in the realm of sales. In my hometown, the predominant career paths in sales were centered around furniture sales, used car sales, and various other occupations that didn't pique my interest. While none of my family members had pursued sales careers, many of them harbored a deep desire to become entrepreneurs. Thus, my decision to embark on a sales career seemed almost, as if it had chosen me.

### ***What was your previous job?***

Prior to joining Kulia, I had worked as a house manager at a group home facility catering to individuals with intellectual and developmental disabilities. My choice of this profession stemmed from my enduring fascination with psychology and the intricacies of human thought processes. My time in that role allowed me to delve into the understanding of diverse personalities and, most importantly, it instilled in me a sense of patience.

### ***What do you feel separates you from other training managers?***

My journey with Kulia began unexpectedly as I sat in my car, patiently awaiting my mother's interview outcome at the company. Although she ultimately declined the job offer, she suggested that I interview with Danielle instead. Little did I know that stepping into the world of sales would not follow a straightforward path. It compelled me to devise a unique approach to sales that resonated with me, making it more amenable to coaching. This distinctive sales methodology enabled me to apply the psychological insights I had gained effectively in the field. Since that pivotal day, I've remained a devoted student of the art of sales, witnessing profound personal and professional growth in a career I could have never envisioned for myself. My tenure at Limitless has further reinforced my belief in the value of being coachable, not only for myself but also for the individuals I mentor. I find great satisfaction in this field because it allows me to break free from the confines of a rigid identity and continuously explore my potential. It has provided me with boundless opportunities for personal and professional expansion, and I eagerly anticipate the exciting prospects that lie ahead in my journey.



# TEAM LEADER PROMOTIONS



## CODY PROCTOR – 4WARD MARKETING

### *What interested you about the business development program?*

I've always had an entrepreneurial mindset and work ethic. I just never knew what field I wanted to be in or what kind of business I wanted to start. When I found the position at 4Ward I enjoyed the role of BA, but I knew there was more available to me which made me hungry to reach further. I've also been passed up for promotions in other jobs because someone knew someone. Knowing here that promotions are based solely on what I can do, I knew I could go as far as I wanted.

### *What is your top tip?*

Attitude Controls Everything! If you can master your mentality and your mind, there's nothing you can't do. If you can remain positive through losing a team or having a bad week and show up the next day ready to work, that's someone people will follow.

### *What separates you from other training managers?*

Same as in the field, I don't treat people like numbers. My team isn't made up of numbers. My team is made up of people who have their ambitions and goals. For me as a leader, my goal is to help those people hit their goals regardless of whether they align with mine or not. And I'll never ask someone to do something I haven't done myself. I always want to be the example, SHOWING people what to do not TELLING them what to do.



## JON MIRANDA - TASKU

### *What is your expansion plan?*

My expansion plan is to have my team hit the top 5 in the country and, from there get promoted to AO.

### *Tell us about your best day in the industry.*

My best day in the field was on a road trip where 2 of our guys were high-rolling for the day and everyone saw them go back and forth for the lead. I had a slow start on that day but I'm one of those, 'don't count me out', kind of guys, and came back and tied them for a PB day. I've been raised it's not how you start; it's how you finish.

### *What do you feel separates you from other training managers?*

What I think separates me from other training managers is I'm not one to quit. I value that if you're going to do something, do it right, otherwise, you're wasting your time.



# TEAM LEADER **PROMOTIONS**



## **BRUNO BELLMUNT – INNOVATING GREAT MINDS**

### ***What interested you about the business development program?***

My motive in life is to always grow and elevate. What interested me about the program was the promotional structure and the ability to be able to grow within the company.

### ***What was your previous job?***

I'm no stranger to business and leadership. My entrepreneurship journey started about 8 years ago with Herbalife Nutrition. Helping people with fitness and nutrition was my main focus.

### ***What is your top tip?***

My top tip to others is to consistently work on yourself mentally physically and spiritually and that's what helped me on my journey.



**INNOVATING  
GREAT MINDS**



## **DEREK HARRIS – INNOVATING GREAT MINDS**

### ***What attracted you to the industry?***

What attracted me to IGM was the way the business works overall you're able to go out and make as much money as you can in a day, week, or month. It was also the atmosphere and individuals within the business that attracted me to IGM.

### ***What is your expansion plan?***

My expansion plans are to keep growing my team and business right here in Fort Lauderdale in an office space with IGM & EV! Owners Melissa & Igor!

### ***What is the biggest challenge you've faced?***

The biggest challenges I faced were my consistency, mentality, and focus. I was able to overcome those challenges by cutting out certain outside activities and taking the opportunities and skills I had seriously. Wouldn't have been possible without the great Melissa Lewis.



**INNOVATING  
GREAT MINDS**

# TEAM LEADER PROMOTIONS



## KADESIA HENDERSON – SKYS THE LIMIT

### *What interested you about the business development program?*

This is a career path full of adventures. Every day you have the chance to learn something new and be better. This job came with an environment where words like “*I can try*” are turned into “*I’ll make it Happen*”. There’s a tremendous amount of growth opportunities that come with any position at this company. I love being able to learn different systems to remain logical in most situations professionally and personally.

### *What was the biggest challenge you’ve faced?*

The biggest challenge I’ve faced during my journey is learning to use words that serve me. Speaking to myself more positively and uplifting myself with affirmations daily has been something I had to learn. My AP/mentor Becca Krupa has helped me find the positives in every situation and become solution-oriented. This has made an impact beyond my professional life and it’s allowing me to become a better parent and friend in my world and beyond.

### *What is your expansion plan?*

I plan to move into the RVA (Richmond, Virginia) territory by the top of the year, 2024, and take the city over by storm. Of course, it would be even better to move there before the end of 2023! So, I continue to push for the possibilities. After all, the Sky’s the Limit!



SKY’S THE LIMIT  
MARKETING

# Networking in NOLA

This past June, an Authorized Provider Meeting structured around Building Better Business was held in New Orleans, LA at the Intercontinental. Unlike most meetings which typically include hundreds of staff members from across the country including sales leaders, team leaders, and all members of administration, this meeting was exclusive to just Assistant Owners and APs only and provided relevant information on how Management, Training, Finance, Recruitment, Sites, and HR.

The meeting kicked off on Wednesday, June 21 for a full round of Golf at the English Turn. It was a great opportunity for some to show off their skills, and others to try something new! We had a great time laughing and networking and showing our competitive edge!

We were up at 7 am on Thursday for breakfast at the Intercontinental Hotel in Downtown New Orleans followed by a day of meetings. The first part of the day we were introduced to Silas from Pryor Learning with a training course on Being the Manager Your Employees

Want to Follow. Silas kept us laughing with his stories about his employment with Yamaha! As well as keeping our attention with breakout team sessions and critical thinking exercises that allowed us to network, think outside the box, and apply the information to our real-life situations within our offices. He also gave each of us a workbook filled with loads of vital information that we could bring back to our teams.

After lunch, there was a great HR meeting on Discipline and Performance Management, where we were also challenged to work through hypothetical scenarios and apply the knowledge that she was providing to us. Both guest speakers we heard from that day provided us with relevant and useful information that was much appreciated.

Friday was structured into 4 parts: Ascenta, Finance, Recruitment & Onboarding, and Sites & Site Management. As we all know, all 4 parts are crucial for running our businesses. So, this was a great opportunity to focus on one topic at a time in an environment where we could



gain knowledge, refresh, and continue to build our networks. A lot of clarity and knowledge was gained from these topics!

After 2 full days of meetings, it was time to have some fun! We all gathered at the hotel lobby and jumped on a party bus that took us to a riverboat for a lovely sunset cruise and dinner. The views were exceptional, the food was great, but the best thing about it was the company. Once we were docked again, we hit the town and explored the nightlife that New Orleans is known for.

Although this meeting was only a few short days, we all agreed that it was a great balance of learning and development mixed with a lot of fun and networking in a cultural, historic, and lively city! Special thanks to Ascenta for hosting us and taking great care of us as always!



# Embrace the Season with Style: Fall Fashion Trends 2023

by Valentina

As the leaves begin to change and the air crisps, it's time to revamp our wardrobes and embrace the fall season in style. Fall 2023 brings a mix of timeless classics and exciting new trends for both men and women. Let's explore the latest fashion trends that will have you looking fabulous this autumn.

## For Women:

**Oversized Blazers:** The oversized blazer trend is here to stay, adding a touch of sophistication to your fall wardrobe. Whether you pair it with jeans or a skirt, this versatile piece can effortlessly elevate any outfit. I love a pied de poule blazer as it's a very timeless print just for the sake of spicing things up but any monochromatic or a solid vibrant colored blazer is a great styling piece as well.

**Chunky Knits:** Fall is all about staying cozy, and chunky knit sweaters are the perfect way to do just that. Look for oversized sweaters in rich autumnal colors like rust, mustard, and forest green; but most importantly, red. Red everything, trust me on this one. If there's one way to elevate your style this fall is by having at least one statement red piece. Red is here to stay, you heard it here first.

**Leather Everywhere:** Leather is making a major comeback this season. From leather pants and skirts to leather dresses and jackets, incorporating this edgy material into your fall wardrobe will have you looking chic and trendy.

**Statement Boots:** It's time to put your best foot forward with statement boots. From knee-high lace-up boots to bold animal prints and metallic finishes, your choice of boots can become the focal point of your outfit. I personally love a signature black boot as it's easy to pair with just about anything and can easily add character to any look.

**Midi-Length Dresses:** Midi-length dresses are a must-have this fall. They strike the perfect balance between comfort and elegance, making them ideal for transitioning from

work to evening gatherings. Pair it with some tall or short boots, healed, or chunky boots, and you've got a simple yet sophisticated look. I was always intimidated to wear a midi dress with tall boots, but now I swear by the combo.

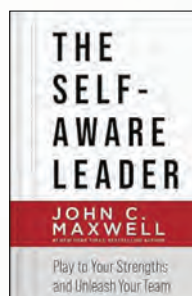
**For Men:** **Corduroy Revival:** Corduroy pants and jackets are back in style for men this fall. They add texture and a touch of vintage charm to your ensemble. **Monochrome Outfits:** Minimalism is in, and monochrome outfits are a chic way to achieve it. Pairing different shades of the same color creates a sleek and polished look. I'm personally loving the brown monochromatic looks for men.

**Utility Jackets and Trench Coats:** Utilitarian fashion is still going strong. Invest in a stylish utility jacket with plenty of pockets and a rugged charm that's perfect for the autumn season. I recommend getting a solid color rather than patterns for a sleeker look. As for trench coats, they're an easy way to elevate any casual look. I'd go for a beige or black trench. They're here to stay this season as both men's and women's statement pieces.

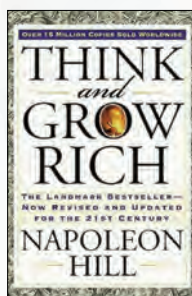
**Sneakers with a Twist... and Boots:** Sneakers continue to dominate the footwear scene, but this season, it's all about unique details like monochromatic color combinations and retro-inspired designs. I'm also going to throw in my personal favorite, a good old Chelsea boot. Nothing can beat a good old Chelsea boot- they can elevate any outfit.

Remember, fashion is about self-expression, and these trends are just a starting point. Don't hesitate to mix and match, experiment with colors, and add your personal touch to create a look that suits your style and personality. Fall 2023 fashion is all about embracing the season's rich color palette, staying cozy, and experimenting with textures. Whether you're into timeless classics or bold statements, there's something for everyone this fall. Enjoy the crisp air and look fabulous while doing it!

## Great Reads



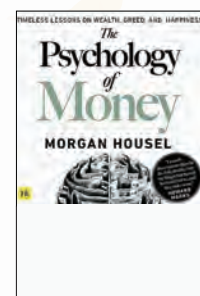
*The Self-Aware Leader*  
by John C. Maxwell



*Think and grow rich*  
BY Napoleon Hill



*Ikigai: The Japanese Secret to a Long and Happy Life*  
by Héctor García and Francesc Miralles



*The Psychology of Money: Timeless Lessons on Wealth, Greed, and Happiness*  
by Morgan Housel, Chris Hill, et al.

# UPCOMING EVENTS



*ELITE Bootcamp  
May 2024*

*Authorized  
Providers  
Meeting  
TBD...*



*Social:*

*Elite IG - @eliteclub.ec*

*Elite Club IG - @elite.trainingec*



 **ELITE**

