



# ELITE

Winter Edition 2025

## ETERNAL GROWTH

- Joel Beaubrun

## EMBRACING OPPORTUNITIES

- Mayte Martinez



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## CONTRIBUTORS

Editor-in-Chief  
**Grover Savalina**

Design  
**Graham Edgell**  
- CPG Media Management

Production  
**EGO ID Media**



Chris Rudge  
Liz Smith  
Joel Beaubrun  
Mayte Martinez  
Cody Proctor  
Auquel Ducharm  
Kadesia Henderson  
Roddy Tucker  
David McMeen  
Joaquin Andrade  
Shareef Sabir

Caroline Garcia  
Kyle Cruz  
Vesenta Watson  
Treshawn Rebalsky  
Darryl Williams  
Gabrielle Pinto  
Malik Thompson  
Marlon Allen  
Mark Flitton  
Gabriella Parenti  
Taylor Mani

# The Start

Welcome to the newest edition of the ELIE magazine, I hope in some way that you find the information or inspiration from this latest issue that helps you in some way advance in your career.

At the beginning of the year, I have and hear lots of conversations about goals and objectives that individuals and businesses want to achieve in the year ahead, and that's great. It's great to have a vision and a destination to strive towards but how do you know your targets are attainable and achievable.

There are a few stages that I always go through when setting out weekly, quarterly or even yearly objectives. Firstly I review the past, too many people can spend too much time looking ahead without looking at what happened, what went right, what went wrong and what can I improve going forward. You should do this so moving forward you are able to do more of what worked and less of what didn't.

Setting the goals is the next stage, where do you want to be at a particular time, what do you want to achieve or what skill do you want to develop, then break it down into bite size chunks and a plan of how to hit the smaller targets. Lots of small steps create long journeys.

Then, hold yourself accountable, add a little element of pressure. Have a network that you can trust that will push you and call you out if you aren't doing what's needed to get to where you want to be. Having someone you respect, and trust know your goal helps to keep you motivated to hit.

Set yourself a reward, something that means something to you, something that motivates you and inspires you to keep pushing during the challenges, you have to celebrate your victories.

Finally, you then must do the action, the hard part, the doing. Most people are capable of all the other sections but hitting goals is about what you do, not what you said or wrote down.

I hope this helps when you are planning your year ahead and I wish everyone a 2025 to be proud of with their achievements.

Thanks

*Chris Rudge*



# ETERNAL GROWTH

- Joel Beaubrun



## Never Stop Learning: The Path to Eternal Growth

In a world that's constantly evolving, the pursuit of knowledge is one of the most valuable habits we can cultivate. Learning isn't confined to classrooms; it's about seeing each experience as an opportunity to grow. Every challenge and even every mistake offers a lesson. For me, the principle of eternal growth has been essential in staying adaptable and fulfilled. When we stop learning, we begin to stagnate. It's the commitment to education that keeps us sharp, helps us understand the world, and opens doors to new possibilities.

Reflecting on my journey, I realize that some of the most impactful lessons came from unexpected places. I've learned more from my failures than my successes, and more from my struggles than my triumphs. Growth isn't a destination; it's a continuous process requiring constant learning, adapting, and evolving. The most profound growth happens when we are uncomfortable, when we push ourselves beyond what feels safe and familiar. It's in those

moments of discomfort that true transformation occurs. To experience continuous growth, we must get comfortable with being uncomfortable, as it's through these challenges that we unlock our potential.

## The Importance of Continuous Learning

The world evolves at an astonishing pace, and staying relevant requires continuous learning. Technology advances quickly, and what was once essential can quickly become outdated. Staying committed to learning has kept me competitive and adaptable. It also sharpens my mind and strengthens problem-solving abilities, helping me approach challenges with curiosity.

Over time, I've learned that adaptability is key. Early on, I didn't take things seriously, but as the world changed, I realized that to remain relevant, I had to keep learning. This mindset of treating learning as an ongoing journey has not only helped me adapt but thrive. Whether it's mastering new skills, navigating changes in my industry, or finding creative solutions, learning keeps me engaged with the world.

Resilience is another benefit of learning. Setbacks and failures are inevitable, but instead of being discouraged, I view them as opportunities to learn and grow. This mindset has helped me persevere and approach challenges with optimism. Failure isn't defeat; it's a chance to improve and come back stronger.

## The Role of Curiosity and Open-Mindedness

Curiosity fuels my passion for learning. Embracing it has pushed me to seek new experiences, challenge

my assumptions, and reflect on how I can grow. Open-mindedness allows me to accept new perspectives and grow from them rather than staying stuck in old ways. The more open I am to new ideas, the more I learn about the world and about myself.

Curiosity and open-mindedness have been central to my growth. Engaging with people from different backgrounds and perspectives has broadened my view. This openness deepens my understanding, fosters empathy, and strengthens my ability to connect with others. It's also helped me adapt to changing trends and spot opportunities others might have missed.

## The Impact of Continuous Growth on Personal and Professional Success

The most successful people I know stay in “student mode.” Leaders, entrepreneurs, and innovators continually invest in themselves by reading, gaining new skills, and staying ahead of trends. This mindset has kept me prepared to make informed decisions, adapt to challenges, and lead with confidence.

In my career, I've seen how this commitment to learning separates those who succeed from those who struggle. Recognizing that there's always more to learn fosters humility, not only in professional settings but also in relationships with colleagues and teams. When you approach others with curiosity and openness, it creates an environment where everyone feels valued and motivated to grow.

Adaptability is crucial. Whether shifting careers, navigating economic changes, or adjusting to new technologies, those who embrace continuous learning find themselves better prepared for life's challenges. As the world changes, I've evolved alongside it.

On a personal level, learning brings fulfillment. Exploring new hobbies and acquiring skills adds depth and purpose to my life. Learning enriches every aspect of who you are, offering satisfaction beyond material success.

## Strategies for Cultivating a Learning Mindset

To embrace growth, actively cultivating a student mindset is essential. Here are strategies that have worked for me:

**Embrace a Growth Mindset:** Believing that abilities can be developed through effort has been vital to my resilience

and passion for learning. It has pushed me to persist, seeing failure as part of the process.

**Set Learning Goals:** Clearly defined learning goals create focus and direction. Tracking progress motivates and allows for more purposeful growth.

**Engage in Continuous Education:** Whether reading, networking, or doing research, ongoing education keeps your mind sharp. Prioritize seeking out learning opportunities to stay informed and grow.

**Seek Diverse Perspectives:** Engaging with people from diverse backgrounds broadens your worldview, challenges assumptions, and fosters empathy, making you a better leader and communicator.

**Apply Knowledge Practically:** Putting what you learn into action reinforces growth. Knowledge is only truly valuable when applied to real-life situations. I make it a point to implement new strategies and share insights with my team.

## Overcoming Challenges Through Learning

I wouldn't be where I am today without embracing learning at every stage of my journey.

Each challenge, whether mastering a new skill or overcoming a business obstacle, taught me something invaluable. Some obstacles required reaching out to more experienced individuals for guidance. I learned from their advice, applied it, and shared insights with my team. Each lesson built on the last, helping me grow into the person I am today.

Learning is an infinite journey. The more I embrace it, the more I unlock my potential. In a world that's constantly changing, the ability to learn, unlearn, and relearn is one of the most important tools we have. Growth isn't just about accumulating knowledge—it's about becoming wiser, more adaptable, and committed to self-improvement. By staying curious, open-minded, and always striving to learn, we can navigate life's complexities with confidence. Learning never ends—it's a lifelong adventure that enriches every part of who we are.

As Mahatma Gandhi once said, *“Live as if you were to die tomorrow. Learn as if you were to live forever.”* This is the essence of continuous growth—living fully, with a mindset that learning and growth are never-ending.

# EMBRACING OPPORTUNITIES

- Mayte Martinez



*Success can be achieved in 2 ways:*

1. Setting a clear goal with a roadmap to follow.
2. Embrace new opportunities with open doors. Give yourself options & then you can pick the best prospect.

**R**eflecting on my journey, I've found that I've done both. Sometimes deliberately but most often unintentionally and of the 2, embracing new opportunities has been the most impactful.

As a first generation American, the first goal that I set for myself was to go to college. As a child, I considered school to be my job and going to college was the only thing I could do

to help myself and my family. However, at that time not a single person from my family had ever pursued higher education. Because of this, I didn't have familial guidance or advice to rely on. All I knew about hitting my goal came from TV & movies, which is basically, get straight A's. Spoiler alert, that isn't enough.

Eventually, teachers saw how much effort I was putting into my classes and so they started to give me advice and I listened. I joined every club, after school program and AP class they suggested. Then I took it a step further and really

embraced them, or as I like to say, rinsed it. To me, that means doing things at 100%. Every club or program I was in, I was president or vice-president. Every class I was in, I pushed for my A's. I didn't want to just pass or tick a box; I wanted to get my moneys worth. Unknowingly, this opened more opportunities, and this led to a full scholarship at College of The Holy Cross. However, once I was in college, I struggled without a clear next goal. For a bit, I was just drifting, and I wasn't doing as well as I could have. In our business this happens most often when you are pushing for a promotion, and this brings out the best in us. Once we hit the goal performance dips because we didn't think about what to do after the promotion.





# the LAUNCH

## CODY PROCTOR



## ***GAINESVILLE FL, HERE WE COME!!***

**I** am excited to announce that my company, AceXL, will open on March 3rd. I couldn't be more excited about the opportunity to move to a new city, run my own company, and impact the lives of my staff and the clients we will represent in the coming years. Since I was 22 years old, I've always wanted to run my own business. I just didn't know what field it would be in, or what products or services I could offer. But I knew I had a different mindset than everyone else around me who was cool working their 9-5 jobs and only really living their lives on the weekends. When I found this network, I finally had a path to what I wanted. Over the past 2 and a half years, I've worked my butt off to move through the promotion structure and get what I wanted out of this opportunity. Because that's what this is and has been for me. It wasn't a job it was an opportunity for me to get to where I wanted to be. Now, I get to share that opportunity with others and watch them rise to the top.

I have big goals for my first year in business. My number one goal is to be able to retire my wife before she is 30. Considering she's 29 now, I must get a move on. That's been a goal of mine for the last 8 years and I finally have an avenue to make that a reality. Within my office, I also have large goals. In year one I want to promote out another office. I'm bringing some amazing people with me who are hungry and eager to grow. All I must do is provide them with the right environment and I know I'll see at least one, if not two new offices opening in 2026. My goal isn't just to have my own office and be happy with that. I want an organization of like-minded, ambitious individuals who want to grow with me.



# the LAUNCH

## RODDY TUCKER



Opening my sales business “*Above the Clouds Marketing*,” felt like leaping off a cliff with a prayer and a parachute I wasn’t entirely sure would open. The initial excitement of independence quickly gave way to the stark reality of running a business. The struggles were numerous, and at some points felt overwhelming, a stark contrast to the romanticized image I’d initially held.

One of the most immediate challenges was cash flow. Securing funding was harder than anticipated. While I had planned my budget for the office, the unpredictable nature of sales meant I could face months that could possibly derail my progress. So, planning and setting goals for myself and my team will make sure we are hitting the numbers needed to run the business.

Beyond financial and marketing challenges, I also faced the relentless pressure of wearing multiple hats. As a solo entrepreneur, I was responsible for sales, marketing, accounting, and customer service, all while trying to deliver exceptional results to clients. The stress was immense. To manage this, I prioritized tasks, utilizing of project management tools to stay organized

and schedule my time effectively. I also learned the importance of delegating tasks where possible. Outsourcing some administrative work, for example, freed up valuable time to focus on client acquisition and strategic business development.



Overall opening “Above the Cloud Marketing,” has been an amazing experience to say the least! I have an amazing team of motivated young people who want to build a business. I have an amazing org and network behind me that has helped me tremendously through the process. Now it’s time to really build!

To the industry remember “*Trouble Don’t Last Always*” and “*We will either find a way or make one.*”

# the LAUNCH

KADESIA HENDERSON



*“All of our dreams can come true if we have the courage to pursue them.”*

*-Walt Disney*

**I** was introduced to this network in 2022. I was a stay-at-home mom with 3 beautiful children and my life was at a standstill. I made a conscious choice to get back into the working field after 4 years of traveling and building a family.

I was simply looking for a job, nothing too complicated. I wanted to do something that matched my personality and my drive to work hard and be rewarded for my hard work. Who knew that the summer of 2022 was going to be the pivoting point to an extremely rewarding career in marketing.

This was the journey of a lifetime. After being hired as a Brand Ambassador in June I attended a pre-management meeting explaining the process in which to become a prosperous business owner. My interest was piqued. I knew that I had the ability to build a strong team and encourage others to achieve their goals, which was an important part of leadership. Going to my first meeting in Las Vegas, Nevada opened

my eyes to the possibilities laid in front of me. *“I Can Be a Business Owner!”* The network is amazing. They push, challenge and show you what’s possible.

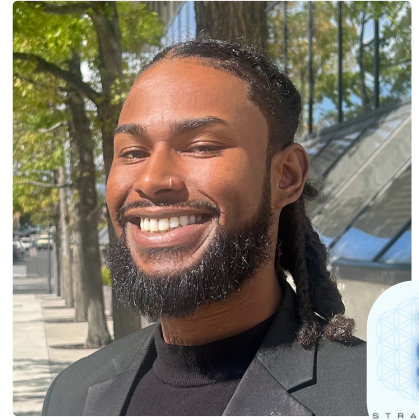
I started my career in Richmond, then made an important decision to shadow and be mentored by Becca Krupa. She showed me that life is about choices. There will always be an Event (Challenge). And your Response determines the outcome that you receive. My favorite quote is *“Being Challenged in life is inevitable, being defeated is optional.”*

I stopped asking why me and started asking why not me. I set micro-Goals leading up to my Long-term Goals. Built a strong team of fantastic people and develop the skills that I needed to get promoted. I opened Mind Over Matter Business Solutions on October 21st of 2024 and this is only the beginning. I’m excited to see where we are by the end of our first year in business.



# the LAUNCH

## SHAREEF SABIR



**T**he launch of 369 Strategies has been a monumental shift in my life and business.

Upon moving to Reno in June of 2024, it was a fun yet challenging experience. I moved to Reno with my home in the back of a U-Haul trailer, and built a team from those who were hired, having some help with trainers from Aurora, EG, Magnifyde and Meridian.

I think there were 3 big takeaways from the experience in going from satellite manager to Authorized Provider. First, keep momentum, consistency and motivation with a team. It 100% starts with what you're bringing to the table. If I'm not passionate or obsessed enough over my business venture or my why, how could I expect those around me to be. We all either add or take from an atmosphere. So, I challenge you to ask yourself, what are you bringing? People love being around those with a vision. It inspires a person to follow because they can trust who's taking the lead.

The next takeaway is to always keep learning. I am forever a student as we all should be. I may know a lot about sales, but operation of a business is not yet habit; therefore, I should be as curious as a learning child about the heartbeat of my company. Staying curious about people and their lives is a very crucial aspect of sales. As we should understand; people buy from a friend, not those selling to

them. Be curious about everything! It's hard to get ahead if you aren't.

The last point that I feel got myself this far, or anyone who saw success for that matter, is a lack of excuses. We have all at one point or another in life been beat by circumstance or possibly started from nothing. One thing is for certain; anyone who's achieved success never blamed circumstances, took responsibility and beat the odds. If we've seen the story of success time and time again, the next question to arise should be, why not me? The world loves to say they're "**built different**" until it's time to be built different.

So, I want you to ask yourself, what are you building for yourself. Here at 369 Strategies it costs you nothing but your time to build yourself and your brand to the highest level. My higher aspirations are to use money earned from my business to buy more businesses. In 2026 I plan to operate a laundromat to start, invest in a close friend in Las Vegas where I moved from to open a barber shop that he can operate, and opening a small pizza parlor by 2030. My first job ever was a pizza chef, and I do have a love for art in cooking. The point in my goals here being, never have an end goal. Life is always about the next challenge you've set for yourself. So, take life by the reigns, and let's keep going!

# the LAUNCH

## CAROLINE GARCIA



**M**y name is Caroline Garcia I am excited to introduce **Monarch Strategic Solutions**, as a new office in our network. Launching March 17th, 2025, in Charlotte, North Carolina.

Opening a business is not easy for a 22-year-old woman. The road to entrepreneurship is paved with both challenges and triumphs. But my story isn't just about opening a business it's about resilience, determination, and the belief that anything is possible when you're committed to growth. I've been in the business since March 20th, 2023. My journey began with Kai Marketing in Miami, FL. Within Kai I was given the opportunity to move to Charlotte for the opening of Meridian, and just two months in the business decided to take the risk and move with Trey, Eric and Vesenta.

When we first moved to Charlotte, I was indecisive on building a team and wanting to operate my own office. Shortly after learning more about the business and the network I decided I wanted to be a part of the bigger picture. In 9 months, I was able to build a strong team and go through the promotional structure to secure my promotion. It was inspiring being a part of Meridian's growth. In a few months we built up from 4 people to 33. Constantly breaking records and hitting goals. I got the opportunity to learn from Eric, who runs his office in Raleigh, NC. Being surrounded with this success and a supportive network gave me the confidence that it is possible.

But as with any growth journey, the road wasn't smooth. I started in the business at just 20 years old out of high school. Facing many

challenges learning about building teams and being a student to the business. One of the biggest lessons I've learned in this process is that growth doesn't happen overnight. There have been times when I've felt overwhelmed by the responsibility, but I've learned to embrace the challenge. Each setback has become a lesson, and each failure has taught me something valuable. I've learned that failure isn't something to fear, it's something to learn from. The key is to keep moving forward, no matter how difficult the path may seem. Since I've been in the industry, I've worked on tons of different campaigns even new ones and some that required a complete change and have built and lost teams. During these changes and obstacles, I relied on the network and my student mentality, which helped me to thrive in the business. I look forward to running my own business and maximizing my opportunity. My goal is to promote one office within my first year. I choose the name Monarch as it aligns with Meridian and the vision of taking it to the top.

In this transition to Ownership, I get to bring with me some amazing people that have helped me tremendously. I am thrilled to share the opportunity and work with them to achieve our goals. At Monarch Strategic Solutions I want to show others that, no matter where you come from or how old you are, with dedication and perseverance, you can turn your dreams into a reality. Starting a business at 22 may have seemed impossible to some, but for me, it was a way to show the world that growth is possible through dedication.

# the LAUNCH

## JOAQUIN ANDRADE



**T**he launching of my organization, **Aspire Marketing Group**, (AMG) has proven to be one of the most empowering, exciting and rewarding journeys I've ever undertaken. This opportunity is a cornerstone in my personal and professional development. The challenges that we've been able to embrace and conquer have afforded me invaluable life lessons that I carry with me both in and outside of the industry. When we first arrived in Salt Lake City, we had delusions of grandeur. We were the biggest thing to hit this little town. Almost instantly we experienced setbacks. It was at this pivotal period that I realized that the answers were in the "process." To fall back on our "systems" of techniques and tools have allowed us to endure the more difficult moments and thrive during the more prosperous times. Tough times don't last, resilient organizations do.

The responsibility of running a successful business, recruiting and developing new territories forces you to confront how committed you are to succeed in business, and in life. One of my greatest lessons is: It's the "boring" things, or "fundamentals" that we often are in a rush to skip past. It's these oversights that trip us up. Without

a strong foundation one can't properly build. Or as one mentor says, "We never rise to the level of our goals, but rather sink to the level of our systems."

The biggest advice I'd offer to someone navigating their path in this industry is simple— Set your ego aside, become the best student and utilize a growth mindset. Once you can understand that ownership begins when you own your sh#t and take responsibility for everything. You can begin to embrace this opportunity, eliminate all excuses and empower yourself. The reality is there's only one person that can save you, and that's yourself. Once it's "your fault" for the problems, it will be "your fault" for the solutions and for the success. Aspire to inspire has been the mantra that has fueled AMG to help both the community and our work family flourish. My goal has always been to help others achieve more than they thought possible—to inspire others to take action, whether it be to donate to a cause, to make lifestyle changes or to pursue entrepreneurship. Our vision is to help each other become 1% better each day. I'm ecstatic at the idea of being the spark that ignites and inspires the next generation of leaders and owners.

# the LAUNCH

## AUQUEL DUCHARM



**A**fter four months, I achieved the promotion to team leader, which not only came with increased responsibilities but also included more bonuses due to the larger size of my team. I earned an additional bonuses per sale as a team leader, leading to consistent weekly earnings of \$1,500 to \$2,000. This financial success was a significant motivator for my growth and dedication.

My journey reached a significant milestone when I hit assistant ownership with a team of 25 members. This was a pivotal moment, as I realized my team could operate independently. It allowed me to take a much-needed trip to Turkey while knowing that my team would meet the performance targets in my absence.

By the end of my tenth month, I proudly achieved ownership. As I reflect on my experience, I am currently navigating my fourth month as an owner and learning more about myself than I ever anticipated. I am uncovering limiting beliefs and working diligently to overcome them, which has been both challenging and rewarding. I continually remind myself to appreciate the small victories along the way.

Throughout this journey, my greatest support and mentor has been Manny from Unity Exchange, my promoting owner. His example has inspired me and provided guidance throughout my growth as a business owner.

In conclusion, my ten-month journey to becoming a business owner of Immersive Sales Solutions has been transformative. I have learned the value of resilience, the importance of community, and the power of self-discovery. As I continue this path, I am excited about the future and the potential impact I can make through my business. This experience has not only changed my career but also enriched my life in ways I couldn't have imagined.



# the LAUNCH

## DAVID MCMEEN



**T**he launch of my business is something that I had envisioned constantly for the last two years. I have been working for the day that I could turn to my family and say that I finally made it, and they would all have to acknowledge that I did something with my life. I was so concerned with proving a point to everyone else that I hadn't really given much thought to the way in which I would prove it. I thought that reason alone would be enough to motivate me to achieve it. Along the way to my promotion, I discovered so many more reasons to be sure that this is the right path for me.

I discovered that I had a knack for leadership. It took a while to refine and, as with everything in life, is still a work in progress. I discovered that I liked being trusted to make important decisions and, even more than that, was amazed that people thought enough of my leadership to actually follow me. I was used to being the young guy at previous jobs who was never asked for input, so I really enjoy seeing my teams' smiles when they'd thank me for advice that had worked. I also discovered that I love opportunities to get better. I am enthralled by the idea of getting paid to get better at skills that everyone needs to be successful in life. I had—for the first time—a huge network

of people in my industry that were all poised to help me with knowledge they had accumulated through many years of combined experience. I could call an industry leader for advice which they would give to me FOR FREE. Additionally, I found a love for watching the members of my team grow and get promoted. I loved watching my trainees set personal records and achieve milestones, and I loved watching them hit promotions knowing that I got to play a part in what could be a feature story in the next ELITE magazine. I could help them along the path to business ownership faster than I had gotten promoted.

Now, just weeks before my launch, a new thrill has settled in. I am motivated even more now because I am making it my career to give others the same opportunity that was given to me. I can help others discover a love of leadership. I can show other ways to constantly improve and learn skills that they can take anywhere. I can be one of the industry leaders that is ready to share knowledge with new salespeople. I get to show people how to build and develop their very own business just as I did. I can show people a way to financial freedom and put them in any position they are willing to work for, even if their just proving a point at first.

# assistant owner *PROMOTIONS*

**M**y journey to Assistant Ownership (AO) began in 2020 when I enlisted in the Army to pursue a career as a pilot. Opportunities like this aren't always something you actively seek—they often come as you grow, mature, and realize that your dreams can take many forms. Progress in this industry, much like in life, isn't linear. It's more like racing on the Monaco Grand Prix, constantly competing against yourself to improve.

The road to AO required relentless practice—training individuals, watching them leave, and still showing up every day with a smile because the goal was bigger than any single challenge. The military instilled in me a mindset of urgency and accountability. When you're in charge of an aircraft, failure isn't an option. You must recognize problems the moment they arise and act immediately. This journey isn't just physical; it's overwhelmingly mental. Success comes from constant failures, setbacks, and adversity. The real test is whether you choose to be a student of those challenges or let them defeat you.

Serving in the Army pushed me beyond my physical limits, but more importantly, it forced me to grow mentally. That same discipline and resilience carried over into my leadership journey in this business. Individuals like Tyler and Dan helped refine and develop my mindset, reinforcing the importance of growth and adaptability.

As I step into ownership here in Austin, my mission remains the same, but the vision is even greater. AO is just a milestone, not the destination. Everest is the goal, and we are still climbing.

## KYLE CRUZ --- HIGH MOTIVE



# Team Leader *PROMOTIONS*



## MARK FLITTON – HIGH MOTIVE

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

I wanted to use my skills throughout my life experiences that developed me into the person I am today. The company's mission aligns with my passion for helping others, and I'm excited to be part of a team that makes a real difference in the world. I love the opportunity to use my communication and people skills to raise awareness and support for important causes. This profession allows me to grow and overcome challenges, helping me to become the best version of myself.

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

My past job experiences showed me what kind of manager I didn't want to be. I worked under managers who didn't take the time to teach, lacked sincerity, and did not truly listen or understand their team. That experience drives me to be the opposite-to be supportive, patient, and hands on leader who genuinely invests in my team's growth and success.

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

One of the biggest challenges I faced is managing my emotions while overcoming personal struggles, including addiction. My faith in God and my two kids, Noelle (12) & Liam (5) pushed me to be better every day, inspiring me to stay focused, motivated, and continuously strive for self-improvement. Overcoming adversity has built my resilience, pushing me to be the BEST!

High Motive Solutions Inc.



## GABRIELLA PARENTI – HIGH MOTIVE

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

What interested me about the business development program is the opportunity to better my future. I've always had a pretty clear vision for my future but never knew how I was going to get there. When I learned of the incredible opportunities that this job provided, and the way this organization builds each other up and wants to watch each other succeed, I knew this wasn't just a job for me anymore, this was going to become my career.

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

Top Tip: Keep Going! You had a bad day? Who cares! Learn from it, grow from it, use it as a teaching moment. Tomorrow is always a new day and a new opportunity to get better. As Dan Thompson says, "I'm a cockroach. You can't kill me." Don't let one bad day, or even a few bad days be the reason that you give up. Just keep going!

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

My first job was as a hostess at Chili's when I was 17 years old. After that, I primarily worked in the restaurant industry until covid happened and I decided to go back to school to become a pharmacy technician. Due to life life-ing, I took a break from work for a bit, and wouldn't you know it? One late night, while researching pharmacy jobs, I somehow ran into this bad boy on zip recruiter and the rest is history (in the making).

# Team Leader *PROMOTIONS*



## MARLON ALLEN – UNITY EXCHANGE

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

I joined the Business because I wanted to be in a workplace that offers both a great environment and the opportunity for rapid growth. I was looking for a career where I could develop my skills, progress quickly, and achieve long-term success. What really stood out to me was the strong support system—having mentors and leaders in place to guide me every step of the way. The combination of a positive culture, clear advancement paths, and continuous learning made this the perfect opportunity for me to challenge myself and grow both personally and professionally.

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

My best day in the industry was the day I got promoted to Team Leadership. It was an incredible moment because it validated all the hard work and dedication I had put in over the past few months. Knowing that my efforts had paid off and that I had earned the opportunity to take on more responsibility was extremely rewarding. But what made it even more special was the fact that this role allowed me to help others get closer to their own goals. Being able to mentor and support my team while continuing to grow myself made it a truly unforgettable experience.

### *What was your previous job?*

Before joining this industry, I played college basketball, which taught me discipline, teamwork, and perseverance. Every summer when I came home, I took on different jobs to gain experience in various fields. I worked as a lifeguard at Volcano Bay and Aquatica, where I learned responsibility and the importance of quick decision-making. I also worked at Domino's, gaining customer service and time management skills. While in school, I bartended at a local spot called Shot Bar, which helped me develop strong communication and people skills. Each of these roles prepared me for a fast-paced, dynamic career in business development.



## MALIK THOMPSON – LIMITLESS AMBITION

### *What is your expansion plan?*

I feel the biggest and arguably most important part of expansion is having a skillset and a team that's diverse enough to expand and adapt to new markets. Not only is it imperative to diversify your own skillset but having diversity in your team allows people to excel in areas you may lack.

### *What is your top tip?*

I think the best tip I was ever given was to “run your own race”. In this industry it's easy to base your success off others. **YOU ARE YOUR OWN COMPETITION!**

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

My best day was my first day. Realizing I finally found a job that pays me based on my work ethic was the best thing that ever happened to me.

# Team Leader *PROMOTIONS*



## **GABRIELLE PINTO - MERIDIAN**

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

The most significant challenge I encountered throughout my career was the numerous setbacks I faced and was able to bounce back from. One of the key lessons I learned was the importance of seeing challenges not as threats, but as catalysts for personal and professional development. Each obstacle I faced served to build my character, expand my problem-solving skills, and ultimately equip me with the tools I needed to succeed in the long term.

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

What sets me apart as a training manager is my mindset, and leadership. Upon stepping into the role, I shifted my focus from individual goals to prioritizing the success and progress of my team. I realized that by helping others achieve their objectives, I could more effectively reach my own. This perspective has allowed me to not only retain new talent but also build strong, meaningful connections. I take the time to understand each person's unique strengths and challenges, working with them to create personalized development plans that enable them to thrive and succeed.

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

What initially attracted me to the industry was the potential for growth and the freedom. Upon joining, I quickly discovered the wide range of opportunities it offered, from ownership and overrides to the innovative business model and travel perks. The flexibility and potential for advancement were immediately appealing. I realized that the industry provided a unique environment where I could develop professionally while I pursue long-term goals, such as owning my own business and working independently. This sense of possibility and autonomy fueled my passion and solidified my commitment to building a successful career.



## **VESENTA WATSON - INFINITE**

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

The main thing that stuck out to me about the business development program is that it doesn't matter who you are, how much experience you have, or what walk of life you've had. This is an opportunity that's open to any and every one that's willing to put in the work and grind for it.

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

The biggest challenge you've faced in the industry is getting humbled. Having a great student mentality isn't something that your AP tells you because it sounds nice. A great student mentality is what gets these owners to the places that they're in. Once I got a grasp on my sales skills, I lost sight of that mentality. Instead of taking notes or listening to the impact I would be on my phone or not paying attention. Its only so far that your own understanding can get you and I found that out the hard way. It took a while to regain my confidence again and get back to doing numbers.

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

Before I was a brand ambassador, I was a valet attendant.

# Team Leader *PROMOTIONS*



## TRESHAWN REBALSKY - KPM

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

My expansion plan is to stay north to stay closer to home most likely Connecticut or upstate New York. My options are still open as I travel on various road trips finding new territories and sites, but I'm excited for any new adventure.

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

I think the biggest thing that separates me from other training managers is that I care about people. I've been a captain on many sports teams growing up and you learn as a captain the only way you're going to win is as a team, but you must be the one to lead them there. We're told that it's not about you anymore it's about your team and I have truly embraced that. My team knows that I'll be there for them at any moment to make sure they have whatever they need and are doing great! I'm building an incredible team, but I'm only as great as them and I'll never forget that.

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

What really attracted me to the industry was the fact that you have full control over how much money you want to make here. I've had a lot of jobs overtime where everything was set at an hourly cap, but here we have full control over everything we do out there in the field. I love knowing that there is no limit cause my goal is to always exceed it.



## DARRYL WILLIAMS - 4WARD

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

When I first embarked on this journey, I focused on the smaller, more immediate goals in front of me. It's all about taking it one step at a time—learning, growing, and laying a solid foundation. Right now, my sights are set on expanding into new territories. One of my goals is to open an office in Georgia, specifically around the Pooler/Savannah area. I see incredible potential in this region, and I'm excited about the opportunities it could bring for both personal and business growth.

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

Like many entrepreneurs and leaders, I've encountered my fair share of challenges. But, for me, the biggest hurdle has been mental. It's been about pushing past self-doubt and embracing change—adjusting to things that take me outside of my comfort zone. It's not always easy, and there are moments of uncertainty, but growth happens when we face these mental barriers head-on. It's a journey of learning to trust the process and believing in myself, even when the path ahead isn't clear.

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

When I think about what sets me apart from other leaders, it's not about skill sets or strategies—it's my "why." My purpose, my vision, and my commitment to a greater cause are what drive me every day. We all bring something unique to the table, and I firmly believe that everyone has the potential to lead in their own way. What makes me different is that I understand the power of a network. It's not just about individual greatness; it's about leveraging the collective strength of those around me. We can all improve, help each other, and overcome weaknesses together.

# Reflecting on the *Networking Retreat* 2024

From October 2nd to 5th, 2024, we gathered from across the country gathered at the beautiful Arizona Grand Resort & Spa in Phoenix, AZ, for the Ascenta Authorized Provider Retreat. With the theme “Expect More ’24,” the event promised meaningful connections, professional growth, and some rest and relaxation — and it delivered on all fronts.

## ***Day 1: Welcome & Warm Connections***

The retreat kicked off on Wednesday, October 2nd, with a “Promoting Owner” lunch at the Lobby Grill. The evening welcome reception at Aunt Chilada’s set the tone for the days ahead. Laughter, camaraderie, and the excitement of reconnecting with familiar faces — and meeting new ones — filled the air.

## ***Day 2: Learning, Insight, and Innovation***

Thursday was packed with learning opportunities. The day began with a scenic breakfast at the Sunset Patio, where guests fueled up for a day of professional development. The morning session in the Noble Room sparked insightful discussions on industry best practices, challenges, and innovative approaches to service excellence.

After a refreshing lunch back on the Sunset Patio, the afternoon session continued with interactive workshops and thought-provoking presentations. Attendees left the day with fresh ideas, actionable takeaways, and a renewed sense of purpose.

## ***Day 3: Relaxation and Relationship-Building***

Friday was designated as “Activity Day,” with a poolside setting that encouraged casual conversations and relationship-building. The Arizona sun provided the perfect backdrop for attendees to unwind, swap stories, and foster connections outside the meeting room.

The evening brought everyone back together for the Networking Dinner, where shared experiences and newfound friendships were celebrated. The dinner was not only a social highlight but also an opportunity to reflect on the collective growth achieved throughout the retreat.

## ***Day 4: Farewell and Looking Ahead***

On Saturday, October 5th, attendees packed their bags and said their goodbyes, leaving Phoenix with a sense of fulfillment and anticipation for what lies ahead. The retreat concluded with a collective understanding of the importance of collaboration, continuous improvement, and, of course, the commitment to always expect more.

The Ascenta Authorized Provider Retreat 2024 was more than just a professional event — it was a chance to recharge, reconnect, and reimagine what’s possible. Here’s to carrying the spirit of “Expect More” into the months and years to come.

# Fashion

## by Taylor Mani

**B**usiness casual attire has become a staple in many modern workplaces, offering employees the freedom to express personal style while maintaining a professional appearance. Striking a perfect balance between formal and casual, allowing individuals to feel comfortable without sacrificing fashion, for professionalism.

Today's business casual fashion incorporates a variety of versatile pieces that cater to different office environments. For men, key items include tailored chinos, button up shirts with fun patterns, polos, and blazers that can easily be mixed and matched. Women often opt for blouses, structured dresses, tailored trousers, paired with a trendy ballet flat or low heel. The focus is on clean lines, quality fabrics, and smart tailoring, ensuring employees look put-together AND fashionable.

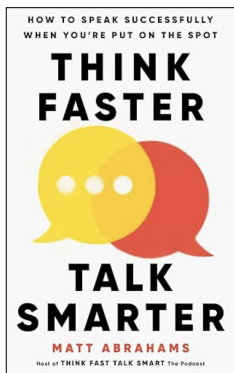
One of the most significant shifts in business casual attire is the rise of athleisure elements. Comfortable yet stylish pieces such as stretchy trousers and alternative fabrics are now acceptable in many offices, reflecting the growing emphasis on comfort without losing the professional edge.

Colors and patterns also play an essential role in business casual fashion. While traditional neutrals like navy, grey, and black remain popular, modern workplaces encourage bolder choices, including pastels, muted earth tones, and subtle patterns like stripes or plaids.

In summary, business casual attire has evolved into a flexible and practical style choice, blending comfort, versatility, and a touch of personal flair to meet the demands of today's fast paced, dynamic work environments. Always put a little flair of yourself in

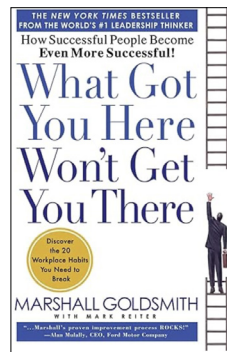
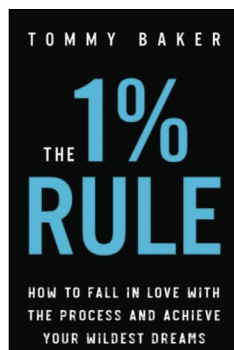


## GREAT Reads



*Think Faster  
Talk Smarter*  
by  
Matt Abrahams

*The 1% Rule*  
by  
Tommy Baker



*What Got You  
Here Won't Get  
You There*  
by  
Marshall Goldsmith  
with Mark Reiter

*Harvard  
Business Review  
Entrepreneur's  
Handbook*



# UPCOMING **EVENTS**



*Authorized Providers  
Meeting June 2025*

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