COCOLOR ISSUE 8

Akwasi **Frimpong**

How Ghana's first winter Olympian navigated the tough road to greatness and made history for his country.

FOREVER®

Plus...

Everyday Essential Oils
Making A Difference Together
Settling Into The New Normal
Gift Giving Guide



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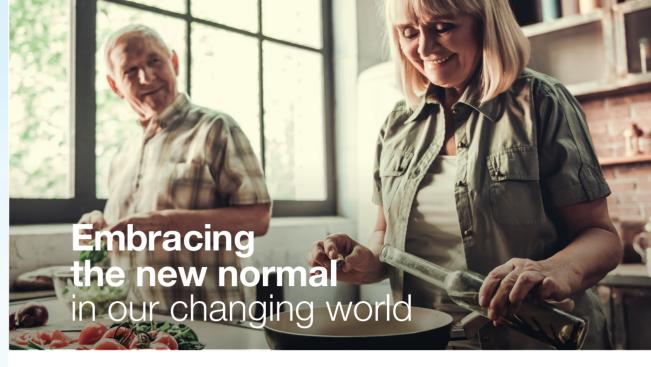
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The world has changed a lot over the past few months. It has challenged us and inspired us in many ways we didn't expect. It feels like we are settling into a new normal and in a lot of ways that is something to celebrate. The adversity we experienced throughout the year has helped us grow and become stronger and more resilient.

In this issue of Aloe Life, we're looking toward the future and exploring the ways we've changed and grown and how we can all work together to keep building a better world for ourselves and those around us.

Our cover story is about Akwasi Frimpong, who became Ghana's first athlete to compete in the Winter Olympics, despite coming from a country that doesn't see a single inch of snow. His story is one of perseverance and refusal to quit that we can all draw inspiration from today.

On page 18, you'll find an article that takes a closer look at the changing world and how it is helping to fuel personal growth for so many. Through the challenges of the year, many chose to focus on self-reflection or adapted to learn new skills and put more energy toward the things that really matter.

Maybe the professional landscape looks different for you today and you're more open to new opportunities. On **page 25**, we take an in-depth look at direct selling and how people are starting their own businesses with a proven model that makes business ownership accessible to everyone.

Because we're in the season of giving, this issue is also exploring the ways we can give back. On **Page 35**, you'll find some great ideas about giving back to your community because positive change is compounded when we all work together. We've also compiled a list of gift-giving ideas on **page 38** that embrace creating experiences and memories for the people on your list instead of giving material possessions.

I hope you enjoy this issue and come away inspired to celebrate everything you've achieved with an eye on the future. The greatest change brings about the greatest opportunity to innovate, improve and build a brighter tomorrow.



Executive Director of Marketing
Forever Living Products





FOREVERLIVING.COM





Embrace the power of your senses with Forever™ Essential Oils

Have you ever noticed how certain aromas can transport your mind to a specific time and place? Scents are closely connected to our memory, which is why just smelling something familiar can feel like looking at a snapshot in time.

Your sense of smell stimulates parts of your brain associated with memory, emotion, mood and more. ForeverTM Essential Oils tap into this powerful sense to guide your mind and body on a journey of soothing mindfulness, or a sharp, keen awareness.

The Power of smell and aromatherapy

Because this sense is so powerful, it's no surprise that aromatherapy is so widely celebrated. The practice has been in place since long before anyone understood the science behind our senses. In fact, the use of essential oils has been traced back to ancient cultures and described in writing as early as the 1st Century to naturally support the body, stimulate the senses and help people look and feel better.

Smells create an instant emotional reaction by taking a very specific route to your brain. Every scent is made up of chemical particles that travel from your nose into olfactory bulbs. These bulbs pass along information to a very small area of the brain called the amygdala, which processes emotions. The next stop is the hippocampus, the part of your brain responsible for memory and learning.

According to research by Rutgers University, smells are the only sensation humans experience that take such a direct path to the memory and emotional centers of the brain. That direct line is the reason certain smells will take you to a specific place in time or create an immediate emotional connection. Maybe the smell of cookies in the oven reminds you of your grandparents' house or a whiff of pine conjures memories of a childhood camping trip.

Please speak to a Forever Business Owner if you would like to place an order



Each essential oil note offers different benefits depending on how the sense of smell and brain work together. Essential oil notes are often combined to create synergistic blends for maximum benefit.

FOREVER™ ESSENTIAL OILS LEMON

is made with lemons sourced from Argentina and California. The lemons used are harvested by hand and carefully cured until they reach the perfect ripeness. This ensures the fruit is juicer and more aromatic, producing potent essential oils to uplift and energize.

FOREVER™ ESSENTIAL OILS PEPPERMINT

is made with leaves harvested from the foothills of the Himalayas in India, where the climate and soil yield potent, top quality peppermint. The result is an essential oil that provides a natural cooling effect and a sense of familiar comfort.

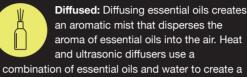
is made with lavender grown and harvested in Bulgaria, where ideal growing conditions allow for oils with high levels of linalyl acetate, which gives lavender its fruity, sweet aroma to soothe and relax.

FOREVER™ ESSENTIAL OILS DEFENSE

is a blend of seven of the highest quality therapeutic oils from six countries around the world. Clove bud from Madagascar, orange from the United States, cinnamon bark oil from Madagascar, frankincense from Somalia, rosemary from Hungary, eucalyptus citriodora oil from Australia and juniper berry from Nepal make up this powerful blend. In addition to its captivating scent, Defense can also support healthy immunity.

How to use **Essential Oils**

Essential oils offer a versatile way to bring the power of aromatherapy into your home or enjoy the benefits on the go. Some varieties of can even be taken orally as a way to support the body. Just as there are varying aromas and blends to promote specific moods or benefits, there is more than one way to experience the power of aromatherapy. Here are three great ways you can start using Forever™ Essential Oils.



vapor and are the most affordable options. Nebulizing diffusers use no water and create a mist using only essential oils. These diffusers, however. are more expensive and use more essential oils.

> Topical use: Essential oils can be applied directly to the skin when combined with a carrier oil by using two to four drops per teaspoon of carrier oil.

Forever™ Essential Oils Carrier Oil is designed to be used with our entire line of essential oils. The powerful base combines aloe vera with natural oil and vitamins to promote healthy skin. This carrier oil is odorless and colorless to let the notes of your essential oils shine through.

Did you know...

Applying essential oils to certain areas of your body can enhance the experience?

Try using peppermint on the forehead, temples and shoulders to promote a cooling sensation to soothe and relax. Your wrists are a great place to enjoy the calming properties of lavender, or behind your ears. These areas of your body are near pulse points that promote a sensory experience combined with the aromatic benefits.

100% pure, top quality essential oils

The highest quality essential oils come from the best possible plants. That's why Forever™ Essential Oils only come from plants that are grown and harvested in ideal conditions. Forever sources its pure oils from all over the globe to ensure conditions are just right to provide the most potent aromatic qualities.

Forever only uses the best natural essential oils to maintain quality and purity. Forever™ Essential Oils are never diluted or mixed with synthetic oils to ensure you'll only get the very best of what nature has to offer. To remove the oils from plants without sacrificing the powerful aroma, we use either steam distillation or cold pressing.

Steam distillation uses a process that extracts oils from raw plant material using steam. As the steam becomes liquid, the oil floats to the top where it is separated from the liquid and bottled.

Cold pressing involves pressing the raw ingredients to release the oils from fruit or plant skin. The oils are scraped off and placed in a centrifuge to separate solid ingredients from the oil, which is then removed and bottled.

Experience the benefits of aromatherapy with Forever™ Essential Oils

With Forever™ Essential Oils you can experience the benefits of aromatherapy whenever and however you choose. Use them individually or experiment to make your own blends. Bring harmony into your life with the quality you can only find with pure, powerful essential oils.

> Forever™ Essential Oils Lemon | sku 507C Forever™ Essential Oils Peppermint | sku 508 ForeverTM Essential Oils Lavender | sku 506 Forever™ Essential Oils Defense | sku 510 Forever™ Essential Oils Carrier Oil | sku 505

FORWARD Momentum

Akwasi Frimpong's unconventional journey to becoming Africa's Skeleton King.

The African country of Ghana isn't known for producing elite winter athletes. In a country that doesn't see a flake of snow all year, it's no surprise that most athletes here spend their time training for other pursuits – ones that don't involve careening down an icy track at 80 miles an hour. In fact, you can't just count the number of Winter Olympians from Ghana on one hand - you can count them on one finger.





As a child, Akwasi Frimpong dreamed of being an athlete one day, but didn't know yet that he'd find his calling on the ice. He grew up in a small home in Ghana, where his grandmother took care of him and his eight cousins. It wasn't an easy life, but what they lacked in wealth and in physical comforts they made up for with love and support.

WE WERE SO POOR THAT MY GRANDMOTHER, MINKA, HAD TO SELL HER TRADITIONAL GHANAIAN CLOTH FOR US TO SURVIVE..."

Akwasi remembers. "On Christmas day, we had the privilege to consume one full bottle of Coca-Cola and a carton of eggs."

Despite the hardships, Minka never let Akwasi or his cousins doubt that they were capable of pursuing any dream they could imagine.

"At the age of eight my grandmother sat me on her lap and told me something that would stick with me and change my perspective throughout life," Akwasi says. "She told me everything I need for success is already inside me. It's a matter of having the will to work hard and never give up."

IT STARTS WITH THE CLOTHES ON YOUR BACK AND A DREAM

With life getting harder and harder in Ghana, Akwasi set out for the Netherlands as a teenager. His goal was to work hard, get a good education, become an athlete and help support his family in Ghana.

Being an undocumented immigrant forced him to live a life in the shadows, unable to enroll in international training camps and compete as an athlete. Even worse, most schools would not accept him without the right immigration papers.

Every time the world would slam a door in his face, Akwasi thought about the words his grandmother had told him. He took his training into his own

hands, running and working out daily - never losing sight of his goals. In time, he was granted legal status. His perseverance was starting to pay off.

While Akwasi hadn't set out to specifically to become an Olympic athlete, he caught the eye of a coach who recruited him as a track and field sprinter. After months of tireless steadfast training, Akwasi realized he had a shot at competing in the 2012 London Olympics. That hope was dashed suddenly by an injury that left him sidelined and disappointed.

As he healed, Akwasi kept training, striving and pushing himself. Then, something extraordinary happened. He was approached by the Netherlands National Team about being a brakeman on their bobsled team. For the second time, Akwasi realized he was being presented with a shot at competing in the Olympics. But even this second chance didn't culminate with him competing on the world stage. He made the team, but as an alternate, meaning he'd only be able to race if the primary brakeman was injured.

Once again, Akwasi had come so close, only to end up watching from the sidelines. And while most athletes never get a first chance to compete in the Olympics, let alone two, he'd come too close to give up on this dream.

A CHANGE OF SCENE AND ANOTHER SHOT AT GREATNESS

There was something about the thrill of a bobsled race that connected with Akwasi. He wanted to be back on the ice. But this time around, he wanted more control over his destiny. He wanted to be alone on the track, solely responsible for every decision made. So, Akwasi traveled to Park City, Utah to learn about the sport of skeleton racing.

"Even though I like a good adrenaline rush, I was scared to death my first time going down the track on my belly headfirst," Akwasi says. "You're going so fast and you're so close to the ice. There's no room for error."

After a few runs it became clear to Akwasi and his coach that he had found his place in winter sports. They felt confident that with a tireless training regimen, the right nutrition and an all-in work ethic, Akwasi would qualify for the 2018 Winter Olympics in PyeongChang. But he wouldn't be trying out for the Netherlands National Team this time. More than anything, Akwasi wanted to represent his home country of Ghana and the culture that shaped and guided him.

I WANTED TO GIVE BACK TO MY COUNTRY AND SHOW THE YOUTH THAT THEY COULD **BREAK BARRIERS AND DARE** TO DREAM..."

Akwasi remembers. "I went on to qualify and compete in PyeongChang, a dream come true."

In 2018, with the world watching, Akwasi Frimpong sprinted out of the starting gate and down the treacherous ice course during the Winter Olympics. While he didn't end up on the podium to receive a medal, his spirited dance at the finish line quickly went viral, making him an international symbol of optimism. Even having reached his lifelong goal of competing in the Winter Olympics, Akwasi knew he wasn't done yet.

LOOKING AHEAD TOWARD 2022

Akwasi hasn't slowed down since his trip to the 2018 winter games. He continues to compete all over the world and began working with Forever Living as a brand ambassador.

"I'm very blessed and grateful for my partnership with Forever," Akwasi says. "With the help of Forever I was able to travel to all my competitions internationally and had my best season yet in 2019 and 2020."

In February, Akwasi made history again by becoming the first person from Africa to win a skeleton race. He says Forever's nutritional supplements have played an important role in keeping his nutrition on point and his training productive. Now that Akwasi has qualified to compete in the Winter Olympics in Beijing in 2022, he's working harder than ever to be the first athlete from Ghana to win a medal in the winter games.

"Ambition is about putting in the work to be great and to help others achieve greatness," Akwasi says. "It's okay to fail as long as you learn from it, get back up and keep trying. Those who don't quit are the ones who succeed."

As if his training hasn't kept him busy enough, Akwasi has also become an ambassador for winter sports in Ghana and is dedicated to helping children in his home country pursue their dreams. As Ghana's only winter Olympian, Akwasi knows that it only takes one person to blaze a path that can inspire so





In His Own Words

HERE'S HOW AKWASI POWERS HIS TRAINING WORKOUTS

I'm very grateful for my partnership with Forever. I was able to have my best skeleton season during the 2019/2020 season. Thanks to Forever, I had the products I needed to give me a boost during training and help me prepare for competitions, like Forever Aloe Vera gel®, ARGI+®, Forever Move® and Forever FastBreak®.

After my workouts I use Aloe Heat Lotion and Forever Immublend® help me recover and keep my immune system strong for international travel.

*See a complete breakdown of Akwasi's daily routine below!

MORNING

Forever Aloe Vera Gel® or Forever Aloe Peaches® mixed with one packet of Forever ARGI+® One tablet or capsule of the following:

Forever Absorbent C® Forever Arctic Sea®

Forever Move®

Forever Bee Pollen®

Forever Immublend®

Forever Gin-Chia®

Forever Royal Jelly®

Forever Garlic Thyme®

PRE/DURING - WORKOUT

Forever ARGI+® pre-workout FastBreak® in between workouts

POST - WORKOUT

Forever Lite Ultra® Forever Supergreens™ Aloe Heat Lotion on extra hard days

EVENING WITH OR AFTER DINNER

Forever Aloe Vera Gel® One Forever Arctic Sea® One Forever Move®

your gut

How to promote overall wellness and immunity by taking care of your digestive system.

Did you know

Your gut plays an important role in supporting your immunity?

Research shows that your digestive system is where



of the body's immune cells live, making your gut a kind of home base for fueling your body's natural defenses.

That's why it's important to promote the growth of healthy bacteria and support your digestive system to help keep you feeling you best. Here are a few ways you can promote optimal gut health.

Fat **RIGHT**

Power your defenses with the right diet. Combine vitamin rich foods with options that promote digestion.



Whole grains provide the fiber your body needs to support optimal colon function and fuel the healthy bacteria living in your gut.



Leafy greens provide fiber and important vitamins to help your digestive system achieve the right microbiome to support the trillions of organisms that power your immunity.



Bananas are a low-fructose fruit that contain fiber along with inulin, which helps promote the growth of healthy bacteria in the gut.



Avocado is another great source of essential nutrients. fiber and healthy fats to help promote immunity through your gut.

ELEVATE your supplement routine



Taking supplements like a daily probiotic helps ensure your body has ideal levels of healthy bacteria. Forever Active Pro-B™ is made with 6 strains of clinically studied probiotics to support healthy digestion and immunity. This formula includes FloraActiv®-a range of beneficial probiotic strains studied at Copenhagen University Hospital.

You can take the positive impact of probiotics even farther by drinking aloe vera. Forever Aloe vera Gel® aids digestion and promotes nutrient absorption to help ensure vour gut gets the right nutrients. Aloe vera is also a prebiotic, which means it provides the food that probiotics need to maintain optimal levels of healthy bacteria.



The right kind of **EXERCISE**



High intensity workouts are great, but when it comes to your gut, experts recommend getting in some light exercise in between your heavier workouts. Taking a long walk or lifting weight at your own pace helps promote proper blood flow and has a positive impact on your gastro-intestinal tract.



PRACTICE mindfulness 4

Stress has a way of manifesting itself in your gut. Find ways to work mindfulness into your routine through meditation or light yoga. Research shows that getting out in nature can also have a profound impact on your physical and emotional wellbeing.



Don't forget to **STAY HYDRATED** throughout the day. Drinking plenty of water has been shown to have a **POSITIVE IMPACT** on your intestinal lining and maintaining healthy bacteria.

Forever Active Pro-B™ | sku 610C Forever Aloe Vera Gel® | sku 715





Forever Aloe Vera Gel®

Our aloe vera drinking gel is made of 99.7% pure inner leaf aloe with no preservatives for an experience as close to nature as you can get! Forever Aloe Vera Gel® supports healthy digestion, promotes proper immune function and assists with optimal nutrient absorption.

FOREVERLIVING.COM

Forever Aloe Vera Gel® Mini | sku 71612 Forever Aloe Peaches® Mini | sku 77812 Forever Aloe Aloe Berry Nectar® Mini | sku 73512

The Aloe Vera Company





Sip of the ACUSON

Warm up with this tasty twist on a virgin **Hot Toddy.**

This issue's recipe was submitted by Pam Meadows, a Forever Business Owner in North Carolina, USA. Her inventive recipe is delicious and has a great blend of vitamins and minerals to keep you feeling great.

Ingredients

cup hot Aloe Blossom Herbal Teascoop Forever Lite Ultra® vanillasmall red apple sliced

Put all the ingredients in a blender and mix well.

Power it up

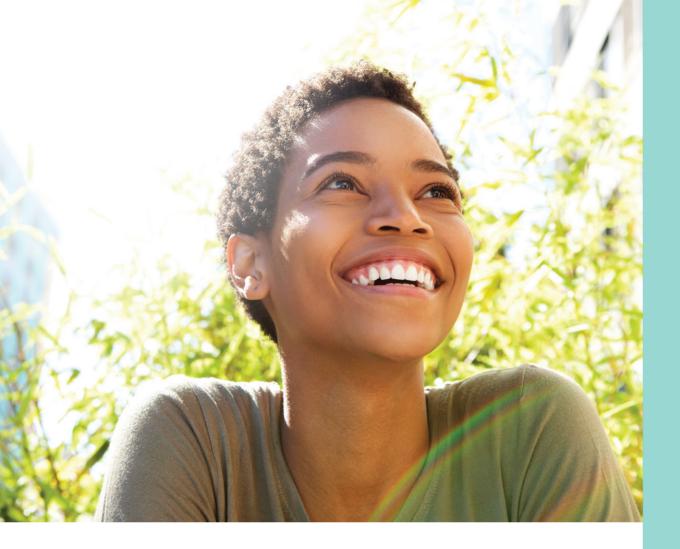
Add one packet of Forever ARGI+® to help support cardiovascular health and nitric oxide production.

Give it a boost of **Greens**

Add a packet of **Forever Supergreens™**, a blend of over 20 fruits, vegetables, superfoods and aloe.

Forever Supergreens

Aloe Blossom Herbal Tea | sku 200 Forever Lite Ultra® vanilla | sku 470 Forever Supergreens™ | sku 621 Forever ARGI+ | sku 473



Settling into the new normal

The world has changed in so many ways and all over the globe people are settling into a new normal.

For most of us, this means sitting farther away from other people at restaurants or standing six feet apart in line at the store. The ways in which we interact have changed dramatically - and so has the way many of us view our lives and what is important to us in a post pandemic world.

Apple founder Steve Jobs once said it's change that brings about the most profound innovation, the type that drives humanity forward in bounds, rather than inch-by-inch.

Ruben Bravo is one of millions around the world who chose to look for opportunity amid change and discovered his own potential for personal and professional innovation. He had started his own Forever business just before the New Year, unaware of just how different the world was about to become. Ruben had a friend involved in direct selling and wanted to try the opportunity out for himself after seeing firsthand the impact it could have.

He worked hard and started building a successful business rapidly and found that he had grown as much in a month as some do throughout the course of a year. Ruben was regularly meeting with people and recommending products and discovered he had a knack for this line of work.

And then COVID-19 spread and lockdown orders were put in place all over Spain. At first, Ruben wondered how his new business would survive. His face-to-face interactions with people were the backbone of his work and one of the aspects he enjoyed most. That part of his business came to an end almost overnight.

With challenges mounting for his business, Ruben started feeling ill and tested positive for COVID-19. Luckily, his symptoms were not as severe as in some cases.



Ruben says. "I had some symptoms but recovered and now I feel like I am back even stronger."

After taking some time to focus on getting better, Ruben decided he was going to keep pushing forward with his dream of owning a business, even if it meant doing things a little differently. He saw being stuck at home as an opportunity to work on his social media skills and build his following. He started putting together online workshops with customers that focused on nutrition and healthy eating.

"The workshops were a hit," Ruben says. "We did two per week and had upwards of 50 people joining each time."

Being forced into a new challenge and finding ways to innovate in his business didn't just help Ruben stay afloat, it helped him grow. Just three months after starting his business, he found that he was hitting milestones that would have seemed nearly impossible during a global pandemic. Yet he adjusted his tactics and learned how to make the most of technology to continue to thrive.

Using change as a catalyst for growth

People deal with isolation in different ways. For some, the period of lockdown was one that led to feelings of anxiety or loneliness. Those who had a disruption in their employment likely felt a heightened level of stress or apprehension. Yet, researchers with the University of Minnesota in the United States found that negative experiences can actually enhance well-being in unexpected ways.

According to the study, negative experiences help people develop a greater sense of meaning in their lives by forcing them to reflect on how events fit into the broader narrative of the self, relationships and the world as a whole.

Now, as people seek to find their rhythm, many people are doing so with a new capacity for self-reflection. Here are a few things you can ponder as you work to navigate the new normal.

THE STRONGEST RELATIONSHIPS SURVIVE AND THRIVE

Have you noticed that certain relationships feel stronger today than they did during this time last year? According to research published by the Poynter Institute, challenges that have a major impact on society encourage people to orient themselves in a less self-centered way.

Researchers believe the relationships that became stronger will remain strong well into the future. On the other hand, challenges also have a way of weeding out shallow or unhealthy connections. While your support network may be smaller in number going forward, it will be built on stronger, more meaningful connections.

CHALLENGES BUILD RESILIENCE

Life in lockdown brought about unprecedented challenges that were felt by everyone and research shows the impact on mental health was real. A survey by MarketWatch revealed that during the height of the pandemic, 70 percent of adult workers described the period of lockdown as the most stressful time of their entire professional life. In total, 91 percent of people working from home reported experiencing moderate to extreme stress.

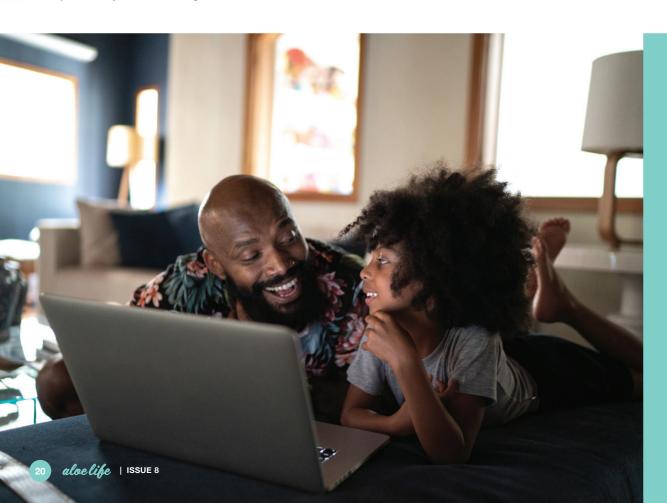
Overnight, working parents had to juggle the challenges of work and life, even taking on the role of teacher in many cases. Others may have had a disruption in their employment or may have felt like they were not protected enough in the workplace.

But challenging periods also help people become more resilient and able to adapt. Maybe your multitasking skills improved and you are now more effective when it comes to prioritizing and getting through our to-do list. Or, like Ruben, you may have learned some new skills that will help you as you continue to grow professionally in the new normal. Reflect on the ways you have become more resilient and how that resilience will help you build the future you want.

NEW PERSPECTIVE AND APPRECIATION FOR LIFE

It would be almost impossible to move forward without having done some serious soul searching about how to make the most out of your time. Times of crisis help to sharpen focus and put the things we really want into perspective.

What realizations have you made during this time? Are there goals or dreams you've been putting off? Maybe you've reevaluated you career and what you hope to get out of it. Or perhaps you've realized that you need to introduce more balance in your life to find greater fulfillment.



Embrace the new normal and look forward to the future

There's no doubt that we live in a different world today. And while the hardships that so many people have felt should never be diminished, the world has moved forward in ways that cannot be ignored. More companies have realized that their employees can be just as productive working outside of the office, and that profitability can still increase.

But it isn't only the workforce that is changing. Your experience has helped shape you and make you more resilient, empathetic and kind. Those changes are sure to stick with you and make you a better global citizen with a clearer idea of what matters to you and how you can live up to your potential.



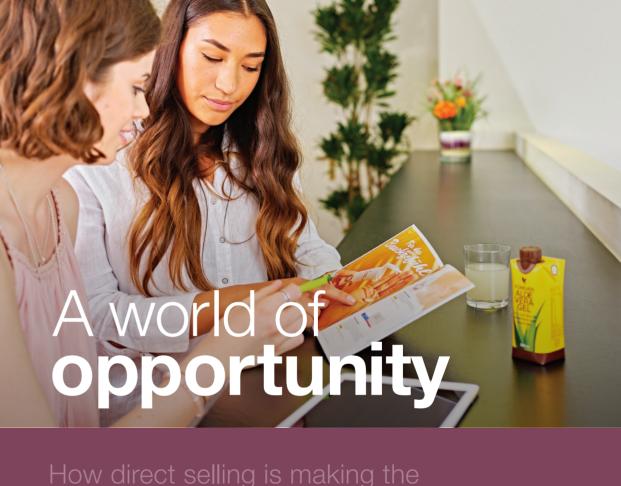


Turn your love of Forever products into a business you can build on your own terms.

Whether you are looking to earn a little extra income, enjoy discounts on your favorite products or qualify for bonuses and incentives - there's a place for you at Forever. To get started, talk to the person who gave you this magazine.

The Aloe Vera Company





Have you ever thought about starting your own business? There's something about the prospect of freedom and flexibility that drives the entrepreneurial spirit. It's no surprise that more people than ever are looking for ways to build a life on their own terms.

According to research by Ipsos, 77 percent of people surveyed say they are interested in flexible or entrepreneurial income-earning opportunities. Among millennials, that percentage jumps to 88 percent while a whopping 91 percent of Gen Zers are interested in having their own business.

Yet, despite the immense interest in entrepreneurship, most people don't end up pursuing their passion. There's no shortage of great ideas, but funding the dream isn't a possibility in many cases. Financial barriers can make starting a business in the traditional sense impossible if you don't have a lot of startup money or want to avoid taking on a business loan. There are startup costs, overhead and equipment expenses to name just a few.

That's a big part of the reason more people are looking into direct selling as an alternative. It's an opportunity that allows people to go into business for themselves without the high startup costs, overhead and upkeep. You can do things your way, but without having to reinvent the wheel because the business model and compensation structure is already in place.

Direct selling also has the appeal of being extremely flexible. It can start as a part time side hustle you can grow into something bigger over time. For years, many people looked at direct selling as a hobby or something to do on the side. In reality, the potential to grow a successful business is there for anyone who's willing to put in the work.

Let's explore some of the aspects that make direct selling a unique opportunity for those looking to start their own business.

IT'S ABOUT SOCIAL SELLING AND BUILDING MEANINGFUL RELATIONSHIPS

Building a successful direct marketing business is all about connecting with other people one-on-one and fostering a meaningful relationship. You are recommending products that you believe in and helping others find solutions that fit into their lifestyle.

It's really not that different than what you're already doing every day. When you see a great movie, read an incredible book or eat at a restaurant that gets everything right, you can't wait to tell your friends and coworkers all about it. In a world where people are bombarded with ads on the Internet. TV. radio and magazines, a recommendation from someone you know has a much more profound impact.

This is what has helped direct marketing become a alobal business that provides an opportunity to millions of people. The most important recipe for success is making sure you choose a company that produces products that you use every day and love. You aren't just selling a product to someone, but making an honest recommendation based on your personal experience. Authenticity will help you build meaningful relationships with your customers.

Direct selling offers an advantage over traditional retailers by offering exclusive product lines that can't be found on store shelves. By marketing directly to customers and distributers, direct selling companies are able to stay more in tune with what types of products people are looking for.





Beyond the quality of the products, there's an added cost benefit for direct sellers. There's no middleman, which allows direct selling professionals to order product at discounts and wholesale directly from the company and increase their own potential for profit.

DIRECT SELLING OFFERS FREEDOM AND **FLEXIBILITY**

You don't have to guit your day job, or anything else you like doing to get started in direct selling. In fact, many of the people who are involved in direct selling full time didn't start that way. If you can only put in a few hours a week to begin, you can still start your own business Plenty of people start small and grow their business gradually based on how much time they want to put in and what they hope to get out.

Another advantage of direct selling is that your income does not only need to come from selling product. By introducing others to the products and helping them do the same, you can qualify for additional income and incentives.

REMAINING VERSATILE TO MEET THE NEEDS OF A CHANGING RETAIL LANDSCAPE

Traditionally, direct selling businesses were built through person-to-person connections. In-home product demonstrations or presentations have always been a very popular way for people to expand their business.

While that hasn't changed, there are more ways than ever to connect with new potential customers digitally. Thanks to social media, people involved with direct selling can reach out far beyond their usual sphere. The customer base can start in someone's own community and stretch out across the globe.

The digital potential is strengthened by technology that allows direct selling professionals to create their own websites, landing pages and online storefronts to help attract new customers. These tools don't require you to have specific expertise or a large budget because the company invests in the tools needed for distributors.

Today, the industry is a combination of the person-toperson connections it was built on combined with the ability to manage and grow a business online.

What it takes to be successful in direct marketing

Direct selling is an opportunity for everyone. It doesn't require a specific skill set or education level. The practices that make people successful in this industry are straightforward and based on your own passion for the products you're selling. Yes, being a direct seller will take some discipline and hard work, but you'll have the same opportunity as everyone else regardless of what it says on your resume.

CONSISTENCY IS KEY

Direct selling gives you the freedom to decide when you want to devote time to your business and how much time you want to spend. But people who stick with it and grow will be the first to tell you that consistency is crucial. Whether you decide to put in an hour a day or six hours, putting in the same amount of work each day will help you build momentum and grow.

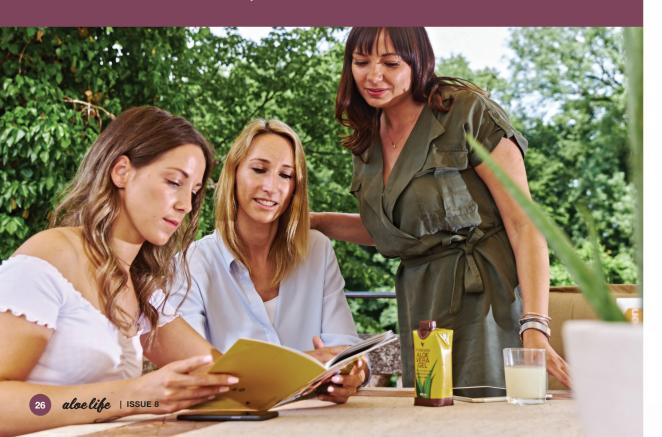
SET GOALS

Setting attainable goals in the beginning will help you stay motivated and move forward. Maybe you want to reduce the amount of hours at your full time job to spend more time with your family. You may want to fund your family's next vacation using only your new business income. Whether your goal is a few extra dollars each month to start or to eventually phase out your full-time job, be sure to give yourself something to work toward.

Once you know your goals, you can break them down into actionable daily, weekly and monthly tasks to help you get there.

BUILD A TEAM

Successful direct selling professionals don't just focus on selling products. They expand their business by building a team of people who are passionate about the products and interested in starting a business of their own. You'll have a unique opportunity to turn your most passionate customers into team members who will help your business grow.



Start your direct selling journey with Forever

Forever Living Products has been a leader in the direct selling industry for 42 years. Currently, Forever operates in more than 160 countries through the power of direct selling. During that time, plenty of other companies have come and gone, but Forever's high-quality products and generous compensation plan have stood the test of time.

Forever is the world's largest producer of aloe vera products with a 42-year history. We own and operate our aloe fields, where every leaf is hand-harvested and processed within hours to ensure the maximum freshness. Today, the company offers product lines ranging from its flagship Aloe Vera Gel® to skincare products, nutritional supplements and more. Forever combines the best of science and nature to offer products of the highest quality that can only be purchased through Forever global network of direct sellers.

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AS A VERTICALLY INTEGRATED COMPANY, FOREVER CONTROLS EVERY ASPECT OF PRODUCTION, MANUFACTURING AND DISTRIBUTION TO MAINTAIN THE HIGHEST OUALITY AND CONTROL COSTS.

INDUSTRY-LEADING COMPENSATION PLAN

Forever's generous compensation plan and incentives exceed the industry standard to ensure you get out what you put in. Forever's incentives include everything from training to world travel. Every year, Forever hosts Global Rally at a beautiful location somewhere in the world. Qualifiers receive airfare, hotel, food, spending money and access to trainings and more.

Other incentives like Forever2Drive, Eagle Manager Retreat, Gem Bonus and Chairman's Bonus reward Forever Business owners for their hard work by providing extra income for a car or other vehicle, travel and training opportunities and more.

SUPERIOR TOOLS TO START STRONG

With Forever's compensation plan, everyone starts in the same place and is provided with the same opportunities and potential for growth. You decide how much you want to put in, and what you'd like to get out of your business.

The person who sponsors you into the business will help you navigate the compensation plan and show you what needs to be done to reach your goals. Once you're signed up as a Forever Business Owner, you'll have access to powerful digital marketing tools from easy-to-setup landing pages to digital dashboards that help you monitor and grow your business. You'll also have access to a vast library of marketing materials to help you boost your social media presence and get in front of more potential customers.

TAILOR YOUR BUSINESS TO YOUR GOALS

People join Forever for a wide array of reasons. Some become Forever Business Owners to enjoy discounts on their favorite products. Others are dedicated to qualifying for incentives and traveling the world. Many of the company's FBOs just want to earn a little extra income and enjoy helping people look better and feel better through Forever products.

No matter what draws you toward the opportunity, Forever is the kind of company that can help you reach your goals whether you want to start small or take your business all the way.

As a Forever Business Owner, you are in business for yourself, but never by yourself. Forever's community of like-minded people creates a sense of family, where everyone works together to help more people look better, feel better and discover the power of Forever's products.





Forever on the forefront

Forever owns and operates the facility where we manufacture nutritional supplements and drink mixes to keep us on the forefront of innovation and quality. We caught up with Adam Wade, general manager at Forever Nutraceutical in Arizona to talk about how he helps ensure customers get the best nutrition through the combination of natural and scientifically-advanced ingredients.

1: How long have you been with Forever and what do you do?

I have been with Forever Living for a little over 10 years now. Currently, I am the General Manager of Forever Nutraceutical which is the division responsible for our dietary supplements.

My background is in Quality Control with an emphasis in the laboratory. Through the years I have had my hands in just about every aspect of the business here which has paid tremendous dividends in my ability to manage the organization.

2: What are some customer favorites that are made at Forever Nutraceutical?

There are some great products that come to mind right away such as Argi+®. Forever Absorbent C®. and Forever Arctic Sea®. We do a lot of tours at our facility and I always get the feeling that the real fan favorites are the products that really got Forever Nutraceutical started - the bee products.

Our Forever Bee Pollen®, Forever Bee Propolis®, and Forever Royal Jelly® are all amazing products and people love to see them made. The honey granulation with our Pollen and Absorbent C really is unique!

3: What trends are you seeing in the industry?

For a while now there has been a desire for a "clean label" in products whereby all ingredients that look like they belong in a chemistry textbook are removed from the label. Some of those types of ingredients are not necessarily bad for anyone's health but have been used as processing aids in the past to increase powder flow or help compress into tablets better.

However, there are always ongoing improvements in equipment to help do this effectively without the use of these ingredients. Granulation is a great way to achieve both goals and it can be done using very "clean" ingredients. We are always looking at ways to improve and stay on the forefront in this area.

4: What should customers look for in a quality supplement?

This one is really a two-step process. Step one is to make sure you know something about who is making the product. An overwhelming majority of people believe that if a major retailer has a product on their shelves than it must be a quality product. I've been in the industry for a while and I've seen a lot of things and I can tell you this couldn't be further from the truth.

A lot of these suppliers and/or manufacturers do the bare minimum in order to keep prices down. Whenever possible, try and see what certifications

the makers have. Just to throw it out there, we are NSF certified, our laboratory is A2LA ISO 17025 certified, and we are frequently audited by the regulatory bodies of different countries. Step two may be a little easier. Figure out what you are trying to get out of a product, do a little research, and determine what best fits your needs.

5: What is the advantage for a company to make its own nutritional products as opposed to sourcing them through a third party?

There is one encompassing advantage and that is control. You have the control to help prevent stock outs. You have the control to improve efficiencies to bring costs down. Most importantly, you have the control to ensure you have a quality product. From raw material to finished product, we can make sure that everything is done exactly as it should be.

6: How does Forever set itself apart with the use of technology and advanced equipment?

I learned early on that Forever was not afraid to spend money to make sure they stayed ahead of the game. The equipment we filled the lab with was truly the best, far better than other labs I had visited in the industry. We have also replaced every single tablet press, added machinery to do stick packs and pouching coupled with X-ray technology and multi-room conveyor systems.

We have also added a specialized blender for our Ultra products and an entire robotics system for the automation of packing and shipping bottles.

7: What makes you proud to come into work each day?

Just knowing that I get to play a part in providing people with something that can help them live better lives, that makes me proud. I also have a tremendous amount of pride when I see how the family of employees here at Forever Nutraceutical works together. They enjoy each other's company and are great at working together to overcome obstacles. I really couldn't imagine being anywhere else.

Forever ARGI+® | sku 473 Forever Absorbent C® | sku 048 Forever Arctic Sea® | sku 376 Forever Bee Pollen® | sku 026 Forever Bee Propolis® | sku 027 Forever Royal Jelly® | sku 036









Building a thriving community means you are part of something bigger and willing to invest your energy and time toward improving the lives of those around you.

Studies show that strong personal connections and a sense of community have an immense positive impact on emotional and physical health and can even add up to 15 years to one's lifespan.

In an age where technology makes it easier than ever to connect with people all over the world, it's important that we don't forget about the people

right outside our doorstep. The challenges of 2020 showed the world how vital it is to look after the members of our community by doing small favors or donating our time.

It also helped to bring more attention to issues that face communities everywhere, issues that won't go away unless more people work together to make things better. There are issues like poverty, loneliness and public health that can be addressed and improved when you reach out to your neighbors and local charities to lend a helping hand.



When it comes to creating a stronger sense of community where you live, every action large or small can make an impact. There are plenty of ways to get involved and help build a stronger sense of connection to the world around you and build stronger bonds.

CONNECT WITH YOUR NEIGHBORS

In the hustle of daily life, it's easy to end up being surrounded by people we hardly know. Our own neighbors are often a prime example of this fact. By connecting with your neighbors, you can help build a stronger community and develop lasting friendships. Multiple studies have shown that loneliness is a public health crisis that doesn't get the attention it deserves. Reaching out to the people around you and offering a helping hand when needed can have an immense positive impact on someone's life. This could be something as simple as picking up groceries for an elderly neighbor or just swinging by for tea and good conversation.

MAKE SOME TIME TO VOLUNTEER

Donating your time to a worthy cause can help improve lives directly in your community. You can help serve meals at a local food kitchen or organize a park cleanup. There are countless ways to get involved with volunteering and charities all over the world are always in need of some helping hands. Find out where there's a need in your area and start making a difference!





SUPPORT LOCAL BUSINESSES

Keep more money in the community by supporting local businesses. Many small restaurants and stores struggled to stay afloat during the lockdown and those businesses could use your support now. Set aside a portion of your shopping or dining out budget to patronize local businesses and you'll see the impact your dollars can make toward building a stronger, thriving community.

SET ASIDE AN EXTRA FIVE

Put aside five dollars from your budget here and there that you can donate to your local food bank, homeless shelter or animal rescue. You can spend five dollars less on groceries one day and skip you trip to the coffee shop on another. It won't make a tangible impact on your routine, but these little acts of kindness make a much larger difference than you might expect over time. It might not seem like a very big investment to you, but it can provide some much-needed support to someone going through a hard time.

CLEAN HOUSE AND MAKE

How much stuff have you accumulated over the years that doesn't see much use? Clothes, surplus coffee mugs (and just about any other household item you can think of) can find a good use outside of your home. Next time you're up for some reorganizing, take inventory of all the things taking up space in your home and consider what you can donate. There are local charities that are always looking for household items to help make home a little better for someone who needs it.

DONATE YOUR TALENTS

Let your passion or hobby be the springboard for someone else's creativity. If you enjoy painting, teach a workshop at your local senior center. If drama is your thing, you can organize a Shakespeare in the park. Maybe you're a pianist who could provide a few lessons to someone who can't afford a private tutor. No matter what you are into, you can use that talent to help foster passion in your community.

HOW WILL YOU MAKE YOUR COMMUNITY STRONGER?

Take a look around your neighborhood. Can you think of any small ways you can contribute? A little effort can go a long way toward making you and those around you feel more connected to a larger purpose.





Forever:

Committed to creating stronger communities around the world

Since its founding 42 years ago, Forever has been committed to strengthening communities through its business opportunity and charitable endeavors.

Operating in more than 160 countries, Forever has helped improve lives and build communities through its direct selling opportunity. This allows people from all backgrounds to start their own business distributing Forever products to contribute to local economies and promote a healthy lifestyle.

The company's charitable arm, Forever Giving is dedicated to improving conditions for children and families all over the world by providing funds and resources to help lift people and their communities out of poverty.

Last year, Forever reached an important milestone of packing five million meals for Rise Against Hunger, a charity dedicated to providing nutritious meals to families in need. But there's more work to do and Forever Giving is always accepting donation from those looking to make a difference.

December 1st marks Giving Tuesday this year. Consider making a donation to Forever Giving to help create stronger families and communities. When you donate, you can rest assured every dollar goes directly toward providing meals, medical care, education, disaster relief and much more.

alaelike | ISSUE 8

Give the gift of an gift of an Experience

Make this holiday season something to remember by creating an experience for someone on your list. A daycation can be the perfect getaway and leave an impression that will last longer than the fleeting joy that material possessions bring.

Whether it's a sun-soaked day at the beach or a luxury getaway in someone's own back yard, you can give a gift that will create the kind of memories people will look back on fondly for years to come.

Sharing the experience

Giving the gift of an experience that you and someone close can enjoy together means much more than any physical possession. You are creating memories that strengthen relationships and last a lifetime.

A trip to a nature preserve or national park

Protected lands offer an enriching experience. Nature is a place people go to renew their spirit, take in the clean air and appreciate the immense landscapes of the natural world. Giving this experience will provide the solace that comes with leaving the hustle of daily life behind.

Plan a day at the beach

Is your best friend or significant other due for a fun-filled day at the beach? Plan a trip that will create a perfect memory. You can rent paddle boards, kayaks or just go for a swim.

Hit the road

Stretch you daycation into a long weekend by hitting the road. There's nothing like seeing the world from behind the wheel and this timehonored tradition is a great way to spend some quality time with someone in your life. Camp out under the stars or stay in a small-town bed and breakfast. The options are limitless.



Switzerland

Giving an experience for someone else

You can't share in the experience with everyone on your gift list. but you can provide a gift they will appreciate and remember. Who on your list would welcome a daycation that can help break up their routine and make life a little easier or more enjoyable?

Give an in-town getaway

Give someone an escape that's practically in their own back yard. Many luxury resorts and hotels offer day packages that allow quests to lounge by the pool, relax with a massage or enjoy top-tier dining. A refreshing getaway in one's own city or town might just what they need to feel recharged and refreshed.

Escape with an in-home Spa Day

Help someone bring the vacation vibe into their home with by giving them everything they need for a day of spa-like pampering. Fill a basket with Forever's aloe bio-cellulose mask and skincare products like Sonya™ daily skincare system and Aloe Heat Lotion® - which is perfect for a relaxing massage. Some essential oils are a perfect finishing touch to add some peaceful aromatherapy to the mix.

Studio Class

For many people, exercise is their perfect getaway. The rush of endorphins and feeling of accomplishment is just what they need to get away from the pressures of daily life. For the fitness enthusiast in your life who likes to try new things, consider buying a studio pass that will let them dip their toes in several types of workouts. From cycling to hot yoga and Pilates, mix it up to keep things new and fresh. You can also consider buying someone a Class Pass membership, allowing them to choose from various classes at local studios

What type of **experience** do

The trick is to think about what types of experiences you know will enrich someone's life, broaden their perspective and help bring a sense of peace and fun to their busy lifestyle.

Find ways to make the gift more memorable by adding little touches to enhance the experience or getting creative with the wrapping.

The presentation will show the people on your list how much thought and care you put into



Why are

experiences

physical gifts?

Most people have all the physical

possessions they need these days

there to indicate that physical gifts

and there's plenty of research out

provide only a fleeting sense of

long-lasting sense of happiness.

joy. According to a study

Psychological Science, experiences provide a more

published in the Journal of

better than

In the United States alone, more than \$16 billion in gifts end up in the trash. Imagine what that number must be on a global scale.



Research by Cornell University shows that satisfaction from material purchases diminishes much faster than the joy of a fulfilling experience.



Experiential gifts make the giver and receiver feel closer and more connected.



A survey of Millennials found they overwhelmingly prefer doing stuff over getting stuff.



The amount of waste that goes into landfills and the ocean increases 25% between Thanksgiving and New Year's Day, according to research by Stanford.



great experiential gift ideas. You can gift someone a membership to a museum, science center or community theater.

creating the perfect experience.

RGI+





Famed wilderness advocate and mountaineer John Muir once said, "when we try to pick out anything by itself, we find it hitched to everything else in the universe." He was talking about how everything is connected. Our own environment and its challenges don't exist in isolation. Protecting the world around us is a responsibility everyone shares.

It's been more than 100 years since his death, but the message remains as relevant as ever. The world is facing environmental challenges, but when individuals and businesses work together, we can make a difference.

So far, 2020 has brought unique challenges as well as opportunity. While much of the world spent months in lockdown, something surprising happened. In some of the largest cities in the world, the smog cleared for the first time in years, giving residents a glimpse of blue sky untainted by smog and air pollution.

In Italy, the waters of Venice ran clear for the first time in recent memory. All over the world evidence showed that the decline in pollution from our everyday lives was having a profound and noticeable impact on the environment. Scientists all over the world, including the National Oceanic and Atmospheric Administration in the United States, are conducting intensive studies to see exactly what kind of impact was made as a result of reduced vehicle traffic, air travel, commuting and shopping.

For the first time in decades, people could see with their own eyes that our actions are all connected. Now that the world is coming back to life, it doesn't have to be business as usual. When everyone works together and businesses lead the way by setting a better example of sustainability, amazing things can happen.

Power in numbers – how you can help

When more people remain committed to taking small and meaningful steps daily, the positive impact it can have on the environment is immense. According to the World Economic Forum, a small group of people and businesses making drastic changes will never have the same impact as everyone doing just a little.

When it comes to creating a cleaner, more beautiful world, there's real power in numbers. And when more people work together to make a difference, no one needs to make drastic changes to their lifestyle. What is necessary, is having more people who are willing to recognize their importance as part of a global community.

CUT DOWN ON DISPOSABLES

From single use plastic bags to eating utensils, cups and plates – disposable items are everywhere. It's easy to get into the habit of using single-use products because they are convenient and widespread. But all that plastic has to go somewhere, which is why there are currently floating trash islands the size of Texas in the ocean. If everyone committed to cutting down on single-use plastics, it could keep millions of tons of garbage out of our oceans.



Many of the household cleaners people use every day contain toxic ingredients that end up going down the drain. The chemicals could end up polluting waterways or seeping into the earth, disrupting delicate ecosystems. Luckily, there are natural alternatives that can replace the potentially harmful cleaners in your home. Look for products like Forever's Aloe MPD® 2X Ultra. It's made with environmentally-friendly ingredients and is versatile enough for most of your cleaning needs, from laundry to floors, tile and carpet.

SUPPORT COMPANIES THAT MAKE ENVIRONMENTALLY FRIENDLY DECISIONS

You can put your dollars to work toward a better world. Choose to do business with companies that take active steps to help protect the environment. This could mean choosing companies with recyclable packaging, or those that take measures to reduce their carbon impact, conserve resources and lower waste. Choose companies with a mission that aligns with your beliefs and values.

CURB YOUR COMMUTE

If driving is part of your daily routine, you may have noticed during lockdown how much time you spent making unnecessary trips. This could include driving to a grocery store for just a few of the things you need instead of shopping for the whole week or finding yourself making multiple trips out just for little things here and there. The World Economic Forum cites greenhouse gas emissions as a leading environmental threat, but it's also one that can be reduced greatly if everyone can cut back on driving. Try biking or using public transportation more often or planning your errands for the week, so you won't have to go out for the little things as often.





Forever – in business to make a difference

As a global company operating in more than 160 set the right example when it comes to environmental stewardship. Being a verticallyintegrated company allows Forever to control every aspect of production and manufacturing from the moment our aloe is planted in the fields until the product arrives on your doorstep.

With aloe plantations in Texas and the Dominican Republic, Forever has made great strides in recent years to innovate the growing and harvesting process to reduce our environmental impact dramatically. By using solar pumps and drip watering systems, Forever was able to reduce water usage by 90 percent. The water used to rinse the plants after harvest is reused in the fields and the outer rinds of the plant are tilled back into the soil as a natural fertilizer.

HAND HARVESTING NOT ONLY **ENSURES THAT LEAVES ARE** HARVESTED AT EXACTLY THE RIGHT TIME, IT ALSO HELPS FOREVER REDUCE ITS CARBON FOOTPRINT EVEN FURTHER, **ELIMINATING THE NEED FOR BULKY HARVESTING EQUIPMENT.**

SHIPPING RESPONSIBLY

Forever Direct in the Netherlands is a global distribution hub that ensures customers get their products quickly and with as little impact on the environment as possible. All of the shipping boxes are 100 percent recyclable and made using 85 percent recycled materials. The air cushions used to protect products during shipment are completely recyclable and can be punctured to take up less space. These cushions are also carbon neutral compared to paper filling.

By controlling the distribution of its products, Forever can keep up with global demand while maintaining its commitment to the environment.

From Forever's Home Office in Arizona to its offices and manufacturing and shipping facilities all over the world, Forever is always striving to make a positive impact on our environment and set the right example for how business should be done.

Recycling at Home **Properly**

To ensure the packaging you recycle at home can be reused, it helps to take the right steps at home. Rules regarding what can be recycled can vary based on where you live so be sure to look at your local regulations.

Plastic bottles and containers: Make sure all your plastic bottles and containers are rinsed and clean with the labels removed before they go in the recycling bin. Most Forever product packaging is recyclable. However, the caps to nutritional products are not due to child safety regulations. Recycle the container, but throw the lid in the trash.



Food and drink cans:

Empty tin, aluminum and steel cans are all recyclable. Be sure these containers are clean with the labels removed before you throw them in the bin. Empty aerosol cans can also be recycled.



Don't bag recyclables:

Do not put your recyclables in a bag. These should be added directly to your recycling bin. No plastic bags or plastic wrap: Plastic bags and plastic wrap cannot be recycled. Try using reusable bags instead and consider a reusable alternative to plastic wrap.



Aloe Vera Company

FOREVERLIVING.COM



Forever is a member of the Direct Selling Association (DSA)

Heard around the world

Get involved in the conversation!



ForeverGlobalHQ



@ForeverGlobalHQ



@ForeverGlobalHQ

While 2020 may not have looked like any other year we can remember, our Forever family was making the most of every moment. What Forever products have been your go-to this year? Share your favorite moments and don't forget to use the hashtag #LookBetterFeelBetter or #ForeverProud!



Emma Smith

FREE TONIGHT AT 7:30pm? Why not join me live on my Facebook event where I will be sharing some info with you on my favourite products.

#onlineparty #productparty #aloevera #foreverlivingproducts #skincare



Foreveraloeveraby kristina

Hello Monday!!..so pitty that weekends are so "short". My little workout partner is posing her lost baby teeth she's so excited about!

#rigthmindset #f15programme #healthylifestyle #LookBetterFeelBetter



avuni.forever

#TheAloeVeraCompany

Cerita petang smlm. GEP dan demo produk bersama bakal VIP. Tq manager Mardiana sudi luangkan masa. Alhamdulillah dapat ilmu dan reward. Ada yang nak tahu pasal bisnes Forever? #IkhtiarSihat #ForeverLiving



Immunity .. Credit Goes to Forever.. Always and in all Ways... #travel #music #cute #model

akwasifrimpong86

Anyone out there still staying on top of hand washing. In our home we like using Aloe Hand Soap.

#foreverliving #handwash #aloehandsoap #hygiene #ambassador



Are you changing things up??? While I'm missing speaking at those live events and the face to face interactions, it's almost mind blowing what can be done online and the ways that we connect virtually now.

Perfect Breakfast with Health and Strong

#instamood #smile #f #beauty



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