

Gerardo & Graciela Suarez

DIAMOND

Gerardo and Graciela worked long hours for low pay. They were exhausted, frustrated, and depressed. Gerardo worked as a cabinetmaker, and Graciela was a nurse's assistant in a nursing home. Their work schedules conflicted, and they were discouraged, thinking that maybe they were losing their chance at "The American Dream."

"We were losing hope," Gerardo said.

"We worked hard, but weren't seeing any results. The money came in, but it went right back out again. Maybe that's how most people live? Maybe that's supposed to be 'normal'?"

Still, when Gerardo's cousin introduced him to the Amway business, he resisted. He even did not pick up the call when he saw his cousin's name on the caller ID — several times.

Then his cousin invited him to a presentation of the Amway IBO Compensation Plan. Gerardo was sold. "I saw the logic. I saw the opportunity, and I thought, 'Wow! This is what I've been waiting for,'" he said. But he had to convince his wife.

Graciela recalled: "Gerardo got home and was very excited. He tried to explain

the Plan to me, but I said, 'Are you crazy? If this is so great how come no one in my family knows about it?' But then I went to a meeting where the support team explained the Plan with a lot of professionalism. That impressed me. I saw the logic of the business, and the possibility of staying home with my kids, without the need to go out to a job." The Suarezes now have three children: Gerardo, 12; Karynna, 8; and Jimena, 1.

Using Amway™ branded products themselves helped the couple get to know the products better and recommend them to customers. But now they faced the challenge of working together and, for Graciela, overcoming her natural shyness. "I wasn't really a people person," she said, "but I learned to talk to others and make friends."

The support of their team and mentors helped the pair appreciate each other's strengths and form a solid, working partnership. "You're not alone, there's always someone to help you," said Gerardo.

"And now I can say that I love to be with people," said Graciela. "The business has changed me. We love our team. We understand them, they came from the same place, out of poverty, perhaps, or an atmosphere of limitations."

Their advice to others striving to reach Diamond level is "have a dream," said Gerardo. "A dream, be willing to learn, and inspire others to be better. Look forward, and, if you have patience, if you are persistent, eventually you can get to the point where you learn what you need to do to reach your goal. There were challenges, but everything can be overcome in life," believes Gerardo.

"Wow! This is what I've been waiting for."

— Gerardo

