



A STEADY BUSINESS IN TOUGH TIMES

Margaret Trost's home business took care of her family when she needed it most; now its letting her take care of others.

“Small step by small step, you can make big things happen.”

Margaret Trost likes to describe her life with an old Creole saying: “Little by little, we will arrive.” She finds both comfort and truth in this motto that has successfully guided her through many challenges over the years.

“Small step by small step, you can make big things happen,” she says. “I’ve seen that in my Shaklee business and in life.” Now, the 15-year Shaklee veteran is using her financial and personal success to help impoverished families improve their lives one step at a time.

Originally working in public television for many years, Margaret was ready to leave TV production and sought an opportunity to work more closely with other people and to make a difference in their lives.

So when she discovered Shaklee’s health and wellness products soon after leaving the world of television, Margaret decided to give the business—and its products—a try. She was so impressed with the results that she became a part-time

Distributor, transitioning into the business full-time when her son Luke was born in 1992. Margaret still uses the products to this day and credits them with her great health.

A believer in Shaklee product quality and integrity, Margaret is equally passionate about the people and the atmosphere of support, whether it’s sharing a technique with a colleague across the country or an encouraging word to a fellow Distributor.

However, the Shaklee support that meant the most to Margaret was the ability of her business to support her family when her husband unexpectedly died. Emotionally devastated, Margaret would have been too shaken to return to a traditional job, but her home business maintained itself while she sorted through the grieving process.

“I needed to pull back for a while, taking care of Luke and myself,” she says. “But my business still grew. My customers reordered and the Distributors in my business kept building their own businesses. My income was solid and steady in a period in which I was not. For that, I’ll always be grateful.”

Much like that chance meeting with a Shaklee Distributor 15 years ago, Margaret stumbled upon a chance to help thousands. She accepted a last-minute invitation on a two-week volunteer project in Haiti. Knowing little about the country, she arrived and was devastated by the tremendous need.

Returning home, she shared her desire to make a difference much in the same way she grew her Shaklee business—conversation by conversation, contact by contact. Soon, checks began arriving. “Shaklee makes it possible for me to earn enough to support my family and also build my foundation,” Margaret says.

Today her What If? Foundation feeds children in Haiti five days a week, serving 800 to 1,000 people daily. Because she makes over \$100,000 a year working just 15 hours a week, Margaret is able to devote half of her time to her personal mission, half to her Shaklee business and the many people who are part of it.

She’s just trying to make a difference, little by little. ■



SPREADING THE WEALTH: Margaret Trost’s Shaklee business helped her through a rough time in her life. Now she’s using her success to help others achieve their dreams.

If you’re interested in becoming a Shaklee Distributor, call 877.339.3554 today or visit www.shaklee.com.