



Managers' Overseas Trip
October 2010 *Vietnam*

Congratulations to these Managers who qualified to spend five incredible days exploring Vietnam:



ACT/NSW	Nicole Coghlan	Senior District Manager
NSW	Rebecca Davies	Unit Manager
	Cheryl Hossen	Regional Manager
	Lynne Jansson	Senior Unit Manager
	Tracey Murphy	Senior District Manager
	Belinda Smith	District Manager
QLD	Jenny Tinsley	Senior District Manager
	Cathy Campbell	Executive Area Manager
	Julie Dowe	District Manager
	Raechelle Ghea	Senior District Manager
	Jodi Hamlyn-Harris	Senior District Manager
	Mandy Hudson	Unit Manager
SA	Sue Jenner	District Manager
	Lesley Ratz	Regional Manager
	Ann McNamara	District Manager
TAS	Lyn Heazlett	Senior Unit Manager
	Jeanette Martin	Regional Manager
	Racheal Mitchelson	District Manager
VIC	Mima Bernardo	District Manager
	Pam Hays	District Manager
	Louise Maud	Executive Area Manager
	Cherrie McKay	Senior District Manager
	Gill Millane	District Manager
	Paul Smart	Senior Unit Manager
	Lyn Webb	Unit Manager
	WA	Heather Abbott
Joanna Sivec		Regional Manager

Lyn Webb, Unit Manager, Memphis Belles, VIC



"WOW" is what I was thinking as the plane landed in Vietnam to start an amazing five days. How did I get here? My determination to become a Unit Manager started some time ago, so I was focused on achieving my goal. My personal sales and the sales of the girls that I had offered 'the job' to all counted towards the target set to reach both the level of Unit Manager and qualification for Vietnam.

I was promoted to management on 1st May with a history of sales behind me and had no idea that I had qualified for the trip. What a surprise when *Deb Robertson* phoned to tell me I was going to Vietnam. "How did that happen?" I asked *Deb* and she went on to explain it to me how it works. A new Unit Manager in May and going on the company overseas trip in October. AWESOME!

How amazing is this company that we work with, that we are offered the opportunity to have life-changing travel like the trip to Vietnam. To experience a culture like Vietnam's was truly life-changing as we travelled around the countryside and saw how the people lived. Not in lovely homes like us, but in very poor conditions and with little chance of improving their lives. It has made me stop and look at what I have at home and be truly thankful.

The other Managers on the trip were very supportive and included me in everything that was going on. They were constantly looking out for the new Managers: *Paul Smart* (Get Smart, VIC), *Mandy Hudson* (No Limits, QLD) and I. The bus was filled with laughter everywhere we went, with stories and jokes told. We stayed at the Sheraton, all 5-star accommodation, in Ho Chi Min City (Saigon), dined at a beautiful venue each night and did loads of shopping.

I said to anyone with a desire to join the management team: keep pursuing it because it is so worth it. Thank you, LLL, for the opportunity to travel overseas to Vietnam, a trip that will never be forgotten.

Lesley Ratz, Regional Manager, The Rug Ratz, QLD



Thanks to Lorraine Lea Linen, I now have lots of stamps in my passport!!

There is no way in the world I plan on missing out on an overseas holiday, especially one that is fully-paid for! We stay in the most amazing hotels and resorts, we dine in the best restaurants, and we go on tours that have included an elephant ride in Phuket, Pearl Harbour in Hawaii, and taking a gondola ride down the Mekong Delta in Vietnam. I have never been as spoiled as

what I am on LLL overseas trips. Besides all that, it is the fun and laughs we all have as a group that make these trips so memorable.

Vietnam was different to our other overseas destinations, mainly because of the history and culture surrounding this amazing country. Seeing for my own eyes the Cu Chi tunnels (which were previously only words in a history lesson to me), and learning why we were involved in the Vietnam War will be memories I will never forget. This was truly a trip of a lifetime.

As with all of our overseas destinations, the shopping didn't disappoint me. I don't know how our airplane got off the ground with all of the shopping that went on!

It's not all about the overseas travel though; we enjoy so many benefits being part of the LLL management team. We get flown to Melbourne for the *Night of Stars* conference in February and all accommodation is paid for; we have an annual *Getaway* in country Victoria, and have the opportunity to drive a fully maintained company car.

You, too, deserve to be part of the LLL management team. If you think being a Consultant with LLL is the best job in the world, I did too, until I joined the management team!!!

See you in Hong Kong!!!!

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October 2010**

Vietnam

With love, from Vietnam

We are having a great time here in Vietnam! We arrived in Ho Chi Minh at about 8pm local time and were greeted out the front of the Sheraton Hotel by a very excited *Adrian* and *Debbie*! They took us to the 23rd floor where we enjoyed an amazing dinner while looking out over the city lights.

The first day we went on a tour of the Mekong Delta. We all bought Sampan hats for \$1 and really looked the part while being pulled along in our mule-drawn carts and rowed down the village canal in our canoes.

The next day we went on a shopping tour, which included the local market, a lacquer-ware factory and a department store. In the afternoon about 15 of us went on a tour of the city where we visited the Chinatown wholesale market (a bit of an eye-opener!), Notre Dame Cathedral, the presidential residence and a Chinese Buddhist temple.

On Sunday we went to the Cu Chi tunnels where the Viet Kong hid during the Vietnam War. It was a totally amazing experience to see the ingenuity the local people showed in defending their patch of earth. The tunnels themselves were a bit scary. We walked doubled-over in the dark through the winding tunnels for what seemed like a long time, and everyone was very happy to finally see daylight at the end!

The highlight so far for most of us has been the scooter ride to dinner on our third night. We almost had to cover our ears as 30 Vespas – one for each of us – roared into the Sheraton to pick us up. Everyone donned a helmet (*Lesley* and *Belinda* also had matching face masks to protect themselves from the fumes!) and then plunged into the mad traffic of Ho Chi Minh! It was over too quickly though, and the smiles lasted all the way through dinner!

Other highlights include: the food at every meal we have eaten; massages and pedicures at Armani Spa; our wonderful and knowledgeable tour guide 'T'; holding a HUGE python; watching *Neil Kruse* sing karaoke; shopping, shopping and shopping; and of course, spending time laughing and talking with the other amazing Managers on yet another wonderful overseas trip.

I am looking forward to getting home and seeing you all again, but for the moment, I am loving the sights, sounds and experiences of Vietnam. Wish you were here!!

Love, *Jodi* (*Hamlyn-Harris*, Senior District Manager, Linenology, QLD)



Rebecca Davies, Unit Manager, Women of Fabric, NSW



I, too, will never forget the day *Debbie Robertson* phoned me and asked, "Have you got your passport ready as you have officially qualified to go to Vietnam!?"

WOW! As much as I was thrilled, honoured, excited and proud to be joining the Managers' Overseas Travel Program (from now on I will call it MOTP, acronyms seem to be *the* thing at the moment!!), it just didn't seem real that I was actually going!

The entire trip was certainly 'once in a lifetime' and I would jump back on a plane to Ho Chi Min City tomorrow to see more of that amazing country. The culture, kindness, generosity, and hospitality from the Vietnamese people is truly heartwarming. They are a quiet, solemn and content culture of people who work very hard and make the most of whatever they have. This in itself inspired me greatly as it reminded me of all the opportunities I have in my life today and that I can achieve whatever I desire.

Qualification for the Managers' Overseas Travel Program is based on a three-part challenge: personal sales, team sales and recruiting targets. Each qualification is as important as the other and it is essential that Managers consistently focus on all three parts. In saying this, I would like to acknowledge all the girls in my Women of Fabric team who contributed to the team sales during the qualification period. Without you I would not have had this

amazing experience and adventure and I thank you ever so much! My beautiful upline, *Cheryl Hossen*, has been the constant guide and mentor for me to stay focused and on-track for all areas of my business and I thank you, too! Even better, you also accompanied me to Vietnam as a friend, which was truly priceless (although I still came home with one of those HATS!)

The vital task to qualify for MOTP is *early recruiting*. You must get out there and share the opportunity with others to start their own mobile linen business and find the belief in yourself that you *can do this* - and then just do it. If you need help in finding that belief, you need to commit yourself to *all the training sessions / meetings / workshops* that are on offer. As *Cheryl Hossen* says, "You can't make excuses and money at the same time".

On reflection, I kept my sales in control during the qualification period by striving to keep my forward program over 10. My team is a strong group of saleswomen, as they each had their own targets and consistent forward programs to work with. I always aimed to 'lead by example' by working hard and consistently. I firmly believe if a Manager's personal business is in control, your team will more easily follow you when they see you are 'doing the do'.

My Lorraine Lea Linen business means so much to me; it is certainly 'not just a job - it's a lifestyle!' Thank you, Lorraine Lea Linen, for your continued support. Oh yes, and the gorgeous Sheraton accommodation, and the Vespa ride, and the fabulous restaurants, and the python, and the tours, and the cocktails, and the massages, and the tailor-made shopping, and the LAUGHS!! Shall I go on????

Look out Hong Kong; I'll be seeing you soon!

Hong Kong 2011

Didn't our Managers have an amazing time in Vietnam! Would you, too, like an experience that you'll remember forever? Think of it: 5-star accommodation, top-notch cuisine, laughter, sightseeing, cocktails, SHOPPING!! Could you handle that much fun?

Wouldn't it be awesome for YOU to be part of the trip to Hong Kong in October 2011, or at the next exciting destination the following year?

Set your goal and take action to ensure you qualify by the end of the financial year. The sales and recruiting you do before you join the management team count toward your qualification, so even if you're not yet a Manager, you can still make it! Just ask *Lyn Webb*, *Paul Smart* or your Manager how it's possible.