



2011
Managers' Getaway

Happy Birthday
Lorraine Lea Liner
Celebrating 25 Years
Love, Laughter and Liner

Nicole	Coghlan	Capital Allstars	Senior District Manager	ACT/NSW
Michelle	Cork	Champagne Corks	District Manager	NSW
Tracey	Murphy	Champagne Knights	Regional Manager	NSW
Louise	Hemmings	Champagne Taste	Unit Manager	NSW
Belinda	Smith	Creating Stars	District Manager	NSW
Jenny	Tinsley	Glamour Knights	Senior District Manager	NSW
Cheryl	Hossen	Harbour Lights	Area Manager	NSW
Renee	Fowler	Panorama Pillows	Unit Manager	NSW
Michelle	Webb	Spinning Webbs	Trainee Manager	NSW
Rebecca	Davies	Women of Fabric	Senior Unit Manager	NSW
Lynne	Jansson	Leading Ladies	District Manager	NSW/QLD
Christine	Muir	Kiwi Stars	Unit Manager	NZ
Helen	Warren	Southern Stars	Unit Manager	NZ
Raechelle	Ghea	Bed Obsessions	Senior District Manager	QLD
Annaleise	Young	Cha Ching	District Manager	QLD
Lesley	Horton	Desert Roses	Unit Manager	QLD/NT

Cathy	Campbell	First Class	Executive Area Manager	QLD
Sharon	Delaney	Glamour & Glitz	District Manager	QLD
Amanda	Grant	Granted Wishes	Senior Unit Manager	QLD
Jodi	Hamlyn-Harris	Linenology	Senior District Manager	QLD
Sharon	Matzer	Live the Dream	Unit Manager	QLD
Mandy	Hudson	No Limits	Senior Unit Manager	QLD
Samantha	Gibbs	Party Nutz	Unit Manager	QLD
Wendy	Leach	The Right Attitude	Unit Manager	QLD
Lesley	Ratz	The Rug Ratz	Area Manager	QLD
Sue	Jenner	Sweet Dreams	District Manager	QLD
Julie	Dowe	Top That	Senior District Manager	QLD
Tanya	Trathen	Totally Obsessed	Unit Manager	QLD
Emma	Carroll	Tropic Obsessions	Unit Manager	QLD
Cassie	Stewart	Unlimited	Unit Manager	QLD
Carolyn	Edwards	Blue Lake Belles	Unit Manager	SA
Mandy	Ingenito	Dare to Dream	Unit Manager	SA

Kirsty	Baker	Krystal Klear	Unit Manager	SA
Ann	McNamara	Pillow Chat	Senior District Manager	SA
Jeanette	Martin	Bluegums	Area Manager	TAS
Lyn	Heazlett	Island Girls	District Manager	TAS
Natasha	Jarman	Legends of Linen	Unit Manager	TAS
Racheal	Mitchelson	Waratahs	District Manager	TAS
Bree	Cowley	The Bed Bugs	Senior District Manager	VIC
Christine	Rudd	The Bee's Nees	Unit Manager	VIC
Louise	Maud	The Dream Mob	Executive Area Manager	VIC
Amanda	Tronerud	Eastern Diamonds	Senior Unit Manager	VIC
Cherrie	McKay	Fresh Success	Regional Manager	VIC
Paul	Smart	Get Smart	District Manager	VIC
Mima	Bernardo	Heels on Wheels	District Manager	VIC
Trish	Williams	High Achievers	Trainee Manager	VIC
Julia	Knezevic	The Jitterbugs	Unit Manager	VIC
Cindy	May	The Lady Bugs	Senior Unit Manager	VIC

Marg	Studham	LLL's Belles	Senior District Manager	VIC
Lyn	Webb	Memphis Belles	Senior Unit Manager	VIC
Gill	Millane	Party Girls	District Manager	VIC
Pam	Hays	Shooting Stars	District Manager	VIC
Denise	Squire	Simply the Best	District Manager	VIC
Sandra	Algie	Spring Fever	District Manager	VIC
Carolyn	Sutherland	Sweet Success	Unit Manager	VIC
Melanie	Ashley	TLC	District Manager	VIC
Nicolle	Hines	Very Poesh	Trainee Manager	VIC
Jenny	Baker	Absolute Linen	Unit Manager	WA
Brooklyn	Chinnery	El Divas	Unit Manager	WA
Tracy	Walker	Livit Lovit Linen	Unit Manager	WA
Toni	O'Dea	Ocean Sunsets	District Manager	WA
Joanna	Sivec	Stars of the West	Area Manager	WA
Vonnie	Sherratt	Top Sheets	District Manager	WA
Heather	Abbott	Wrens and Roses	Senior Unit Manager	WA



WOW! Getaway was an amazing experience for all who attended. The management team has gone away totally inspired to reach their goals, and to support you in reaching yours!

We had four fabulous days of fun and learning, starting with the Senior Managers arriving Thursday afternoon for a special Senior meeting and dinner. Then they were privy to a full day with Nicki Keohohou on the Friday, which was an

outstanding day with great discussion amongst our Senior ranks.

Later that afternoon the bus arrived with 60 very excited Managers and Trainee Managers. Lots of kissing, hugging and of course 'talking' were done by all.

Saturday the entire management team, including some of the Support Centre staff, attended the first of a two day leadership course with Nicki. Everyone had a wonderful day.

Saturday night we dressed up in our op shop, very posh evening gowns, and

attended the Lorraine Lea 'Vegas Casino' night. We were joined by the entire Support Centre staff (also dressed up), and we all had a ball. We won lots of Lorraine Lea money, which we then spent at the extremely exclusive 'auction'.

I really don't know why everyone wanted the 'furry' toilet seat cover & the animal tissue box covers; go figure! It was lots of fun though! Nicki bought the toilet seat cover for her husband in Hawaii!

Sunday was another great day in the conference room with Nicki; and then that night we had a hoot. Karaoke was the way to go, so we danced and

sang all night. Well, not all of us did. We did have a great time and everyone joined in the fun.

We would love to see you there next year. Ask your Manager what you need to do, to be a part of this amazing group of people.

See you soon, Deb

Michelle Webb, Trainee Manager, Spinning Webbs, NSW



Wow, Wow, Wow! What an amazing company I'm working with.....

Being invited to Getaway with the management team in June was very exciting! I also had a nervous feeling. I was excited to be learning what being a Manager is all about and also what was in store for us while there. I was nervous about meeting all the other Managers as I had read about the wonderful things they had been doing in our Living magazine, and thought they were so high up

that Manager leader ladder, why would they be interested in talking to me? WELL, how wrong could I have been...?

The main insight into management I gained is that it doesn't matter how far into management you are; everyone treats everyone else the same. It was great to speak to lots of beautiful women who were genuinely interested in how I was going, and said if I ever need anything, they were there for me, as well as my inspiring upline, *Bec Davies* (Senior Unit Manager, Women of Fabric, NSW).

Before I went to Getaway I was a little unsure if I was heading in the right direction with my business. By going to Getaway I now know it is so where I want to be and to build an awesome team in Spinning Webbs. I look forward to the amazing ride and meeting lots more amazing people along the way.

If you can relate to how I was feeling, and are considering the possibility of stepping up to management, you need to know this company gives you the support, understanding and a sense of belonging like no other company I know. Give it a go and enjoy all the opportunities that come with doing what you love doing, selling Lorraine Lea Linen.

Ann McNamara, Senior District Manager, Pillow Chat, SA



Attending the 2011 Lorraine Lea Linen Getaway at the Foothills Conference Centre in Mooroolbark, Victoria, was extra special for me.

For so many years I have attended alone and merged with teams of Managers from other states.

It is part of the LLL culture to care for each other. I want to say a big thank-you to all the wonderful Managers at previous conferences for caring and never allowing me to feel isolated. You are an amazing group of ladies and one gentleman.

Having the company of my three downline Managers, *Carolyn Edwards*, *Mandy Ingenito* and *Kirsty Baker* was a new experience for me. For the very first time I wasn't the lone representative from South Australia.

I felt a sense of achievement, a warm fuzzy, proud feeling inside of me.

I was fortunate to hear guest speaker Nicki Keohohou at a Senior District Managers conference earlier this year. I walked away from that event on a high. Nicki speaks from the heart. I wanted to adopt her principles; I couldn't wait to get home and put them into practice.

I wanted my Managers to experience those very same Heart-Centred teachings of Nicki, and return home truly inspired.

I wasn't disappointed. All three Managers returned home seeing things in a different light. They wanted to implement the preferred 'speak' into their business, their teams, as well as their family lives.

Their confidence has grown; they are so passionate and are hungry for more achievements. By adopting Nicki's Heart-Centred learning practises they are better able to deal with rejection, are more mindful of different personality types, asking more questions to find the 'emotional why'.

Carolyn, *Mandy* and *Kirsty* are more aware of their talk, using preferred words, e.g. 'you should' or 'you need to' are replaced with empowering words like "What do you think would work best for you?" or "Have you considered?" or "What would happen if.....?"

The amazing thing about this business is the opportunities Lorraine Lea provides to each and every one of us. There are no tertiary requirements, age is no barrier, and you do not have to pay thousands of dollars to attend amazing conferences.

Be clear about where you want your business to go.

When you have a vision, you have a GPS for life.

Cathy Campbell, Executive Area Manager, First Class, QLD



What did you gain from your second experience with Nicki Keohohou?

After having had the absolute pleasure of seeing and meeting Nicki in April this year, to be able to reinforce everything I learned and started to put into practice, has really cemented the concepts, ideas and ideals she gives us, into my head. Each time you see her you get more, with no feeling of repetition, only more of "I get it now!!!" I know that some people have had the thrill of seeing her 4 and 5 times now and want to back up for more!!!

What's one of the greatest gifts/skills you've received/learned from Nicki?

To totally understand that the only person in this world I have any power to control what they do, think or feel is myself!! This has been a huge benefit in my personal life and is so important in our business because we worry about what others "think" about us. We are all people out there doing our job and we can decide to think (and tell ourselves and our clients) good self-talk.

For example, you could do this recruiting commercial:

"I believe I have the most important job in the whole world!!! I am a full time mother to three amazing children. If you know of a more important occupation, please share it with me. Best of all though, I get to fit a fantastic career with Lorraine Lea around that job. If having the best of both worlds sounds like something of interest to you, let me know and I will be happy to share the info about it with you."

How do you think Consultants will benefit from Nicki when they attend Night of Stars in February?

The thing that I hope everyone will come away with will be to understand the difference between just 'surviving' and 'thriving'. SURVIVING is being a Consultant and living off the income from your sales. THRIVING is making the most of every opportunity Lorraine Lea has to offer, i.e. as a Senior Consultant, as a Unit Manager, to have a company car, to go on overseas trips every year, with no ceiling or cap on what you can achieve. IF YOU FEEL THRIVING IS FOR YOU, THEN MAKE SURE YOU ARE IN MELBOURNE IN FEBRUARY 2012 FOR SOME NICKI MAGIC!!!

What were some of the highlights of Getaway?

It's always the time spent with the other Managers from all over Australia and New Zealand. Getting to know each other better, sharing what everyone has been up to and ideas to put in place. All the Managers are such a caring and sharing group, the biggest sadness is not seeing each other more often. Other than that, all I can say is "what happens at Getaway, stays at Getaway!!!" What more could one ever want than amazing learning, caring and sharing and a dose of FUN thrown in!!!!

The LLL management team has grown so much since you first joined it. How do you feel about the energy and dynamics of the current management team?

All the old time-frames of how long it takes to get up the management ladder are being smashed. There is very little talk about "I'm trying....." and lots about "I'm doing.....!" I love all the newbies, they are just so excited!!! It's contagious. It's like a train hurtling onwards, so if you are interested in having THE BEST JOB IN THE WORLD, I suggest you jump on board for the ride of your life!! Ask your Manager how to get a ticket!!!

Mel Ashley, District Manager, TLC, VIC



Firstly, I want you all to know how grateful I am to work with a company that provides us with such wonderful tools to help us with our businesses. Secondly, every year I look forward to spending time with the company's leaders and other Managers at our Mangers' Getaway conference.

This year I shared the experience with my Manager in Waiting, the gorgeous *Nicolle Hines*. Wow, what an awesome event! We had two days with an amazing woman, Nicki Keohohou, who came all the way from stunning Hawaii. She would have to be the best personal development speaker I have ever spent time with. I always get lots of ideas and skills to take home to my business, and this year I feel Nicki has given me so much more for my business, my personal relationships and family, also. I am so excited for *Nicolle* to learn these skills early in her management career, to give her the ability to blossom into a confident Manager and have the knowledge to help her team grow.

The highlight of the weekend would have to be a toss-up between karaoke and the op shop dress-up Vegas night. *Nicolle* would agree with me that the dress-up night was soooo much fun! All the *MAUD* Managers got ready in *Louise's* room, which was so much fun in itself, helping each other get ready. After a divine dinner, the room was set up with tables from the casino: we got to learn Texas Hold 'em Poker, Roulette, and a few other card games. I think Black Jack was my favourite; well, I did win \$76,000 on that table. Shame it was only play money....LOL!

The main skills that I am implementing into my business right away from this Getaway are identifying different people styles and interacting with them appropriately. I have started using Principle Centered Coaching™ already. My team can expect to see me ask them a lot more open-ended questions rather than me telling them what to do or what the answer is. They can also expect me to be Heart-Centered Listening to them, which is 100% focus on them, listening to their words, feelings, needs and energy, rather than be doing something else at the same time I am talking with them.

How do you benefit from being amongst this group of women and men (even when you are at the top of the management tree)?

I don't believe you are ever at the top of the tree, and this group of people have so much to offer to all of us. They are all very creative, clever individuals who come up with ideas and strategies that make our jobs more effective. I feel very blessed to have the INCREDIBLY TALENTED group I work with all the time here in Queensland AND able to pick the brains of one of the best groups of Managers any company could wish for. I can't wait for Hong Kong this year and Vegas next year to spend time more time with them.

If your business is not where you want it to be, PLEASE take advantage of all the support offered by this company, by your own Manager, by any upline Managers you have and from the Support Centre itself.

GO ON, GET IN CONTROL AND MAKE YOUR BUSINESS A SUPER-BUSINESS. YOU HAVE NOTHING TO LOSE AND EVERYTHING TO GAIN!!!