

## **Our Mentor Who is Dale Calvert?**



**Dale Calvert**

Dale says he was influenced by some of the greats like Zig Ziglar, Jim Rohn and others. But he gives the most credit to Jim Burke, Shaklee Master Coordinator. "He taught me that network marketing has nothing to do with products or how much a marketing plan pays. Network Marketing is about leadership development. The growth of your business is in direct proportion to the number of leaders you are able to develop."

Dale continues his remarks about Jim Burke, "I feel the man is light years ahead of this industry and that 99% of the people haven't figured out that we truly are in the Leadership development' business."

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He started with Shaklee Corporation in 1984, and for three years, put every dime he made back into the business. At the end of this time, he left IBM and supported his family with his business. "I haven't received a paycheck from an employer for the past 15 years."

Dale is known throughout the industry for his unified, duplicable training systems and programs, including "Confessions of a Network Marketing Millionaire" and "The Power of a Dream".

When asked what his greatest accomplishment has been in his career, he didn't mention his homes, cars, or the other benefits and financial rewards which he has earned. His answer was quite simple.

"I see people better than they are, and in so doing a few become that which I believe them to be. I believe most people die, never reaching their greatness, never tapping the God given skills and talents which they have been given. I believe that if people develop themselves first, the income and lifestyle this industry offers will flow to them.

This industry has allowed me the opportunity to help many people grow, learn, develop and become better than they were before I met them. Being able to play a small part in the success of others is my greatest accomplishment."

## **Wealth Master Team Core Members**

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