



RECOGNITION-SEPTEMBER

Building a legacy



Henry Kramer said he has done more traveling with Max in the last six months than the rest of his 17 years in network marketing put together. After being with Max for over two years, he has built a team of over 5,600 people. His team is spread out in various places of Canada, the U.S. and the Philippines. He loves being able to support his team in this way by conducting meetings in different areas and providing training for leaders and new Associates. His travels also account for a big part of his advancement to Diamond Associate this month.

Before network marketing, Henry was self-employed and owned a construction business. He was both intrigued and a bit puzzled by the whole concept of network marketing. As he learned more about it, he realized it was a powerful way to make money.

In contrast to the corporate world, you get out of network marketing what you put into it and the only one that loses out is the one who fails to produce, Henry said. When an employee in the corporate world isn't producing, it's the employer that takes the hit. In my construction business, if one of my employees messed up a project, it took three or four well-executed projects to make up for it.

This is only the third network marketing company Henry has worked for over the better part of two decades. Max is by far the most solid company he's been associated with. In addition to its groundbreaking products, Henry was attracted to Max's global vision. Expanding internationally exponentially increases the potential for residual income somewhere in the world 24-hours a day. It's also important to do it right and Henry feels Max has done all the right things in the way it opened in the Philippines.

Henry considers Max his home and treats it with the respect that implies. He wants to build a legacy not only for his team but their children and grandchildren. That requires always being aware of how your actions impact the company as a whole. A customer care representative once told him that she could immediately tell when she is talking to a member of his team because of the respectful way they conduct themselves. Henry is very proud of this and wants to continue to set that standard in the future.