

NAOMI JOY

2020

BUSINESS BUILDER
OF THE YEAR

2020

TOP ENROLLER
ASSOCIATE

2020

TOP ENROLLER
CUSTOMER





Naomi Joy, Presidential Director, is an outstanding example of what can be accomplished if you show dedication, commitment and follow your dreams. Naomi is one of Mannatech Australasia's top achievers. Her triumphs have been recognised with countless awards and travel destinations since her first award as Top Enroller in 2012. She has since won the Top Enroller award 7 times, amongst 9 other awards, including Associate of the Year in 2018 and Business Builder of the Year in 2020.

Her accomplishments as a businesswoman make her an inspiration to many Mannatech Associates. She has gone from struggling to make ends meet to owning an international business and travelling the world.

Naomi's journey to success started when she made the decision to leave her career as a teacher and retail business owner. She wanted to be there for her three beautiful children, but she also had an appetite for a career that would give her freedom, flexibility and a stable income. For her, Mannatech was the answer. And she hasn't looked back.

Naomi has since, taken on the world, and built a business that's worth admiration and recognition. Thanks to her hard work and dedication, she is now living her dream life – travelling the world and having invaluable time with her three kids.

2019 marked a milestone as Naomi was invited to speak at the European Super Regional Events. This was an opportunity for Naomi to not only give back and share her business strategies, but also to see and experience Europe in all its beauty.

"Naomi's success is a testament to this mindset – treat your business as a business, continue to learn, and follow your dreams. "

Since Naomi joined Mannatech, she has travelled to the USA, China, Vietnam, Borneo, South Pacific, Paris, New York, Hawaii, Mexico, Tahiti, Fiji, Bali, Uluru and many other locations.

Naomi likes to share her success by teaching and supporting others. We have had the pleasure of Naomi sharing her knowledge on our weekly Saturday Morning Calls; on our many training calls; and at our annual Australasian Conference. She is also a dedicated leader for her downline, often recognised as part of their successes.



Growing a Mannatech business takes hard work and dedication. It requires you to step outside your comfort zone, so that you have the opportunity to really create the successful business you've always dreamed of.

Naomi's success is a testament to this mindset – treat your business as a business, continue to learn, and follow your dreams.

We can't wait to see where this journey will take you, Naomi.

What was the toughest challenge you faced this year, and how did you overcome it?

The biggest challenge for 2020 was getting my vision back. At the beginning of the year, I had a few challenges and got knocked down. But I dug down deep, connected with myself and with my 'why', and I got back up again — then my vision thankfully came back! I also had to learn a different way to market because the old ways we were using weren't working as well.

What would you say are the 3 most important things to remember when building your own business?

Keep learning and growing. It's so important that you keep developing yourself, both personally and professionally. Set aside time each day for daily learning, and also look at where you can do more in-depth training on topics you want to gain more insights and expertise.

Know your target market and how to market to them. Really understand what they want, what their problems are, and how you can help them.

Follow up is vital. Find ways you can stay in touch and follow up with your prospects. Email marketing, Facebook groups, social media and even mailouts. Keep giving value around a product and the problems it solves, and when people are ready to buy, they will buy from you.



"My greatest inspiration was really connecting into my purpose and what I am here to do"

What has been your greatest motivation and inspiration in 2020?

My greatest inspiration was really connecting into my purpose and what I am here to do

What is your next big goal?

My greatest inspiration was really connecting to my purpose and what I am here to do.



NAOMI'S ACHIEVEMENTS:

- 2020** - Business Builder of the Year
 - Top Enroller Customer
 - Top Enroller Associate
- 2019** - Top Enroller Customer
 - Top Enroller Associate
- 2018** - Associate of the Year
 - Top Enroller Nominee
- 2016** - Top Enroller
 - Top Income Growth
 - New Business Developer
 - Top Associate of the Year (USA Mannafest)
 - New Business Developer of the Year (USA Mannafest)
- 2015** - Top Senior Executive Director
 - Top Enroller Nominee
 - Presidential Director
- 2014** - Top Enroller
- 2013** - Top Enroller Nominee and Top National Director
- 2012** - Top Enroller