

PAULA KHOURI

2020

TOP GOLD EXECUTIVE
DIRECTOR

2020

MIKE FORREST GIVING
SPIRIT AWARD



As the winner of the Mike Forrest Giving Spirit Award, in your opinion, what makes a good leader?

Someone that leads and practices what they preach. A great leader possesses a clear vision, is courageous, has integrity, honesty, humility and clear focus. Great leaders help the team reach their goals and are not intimidated when their team might be doing better than them. They take pride in their accomplishments of those they help along the way.

What does the Mike Forrest Giving Spirit Award mean to you?

Receiving it was the most humbling and greatest honour. I've earned many awards over the years but to be awarded the Mike Forrest Giving Spirit is extra special because it comes from being nominated by your peers. My family and I live by the motto 'do unto others as you would have them do unto you'. We treat people with kindness and dignity, and we are of the view that everyone is equal, and we are always there to help lend a hand when we can. I've brought that way of thinking into my business. I think we work better together and there is strength in unity, where we can accomplish a lot more together than separately.

So to be recognised by your peers and seen that way, to me, is the greatest honour.

" There is strength in unity, where we can accomplish a lot more together than separately "

What is your greatest motivation as a leader?

For me personally, it's being an example to others, living with integrity, and being a woman of my word. It's also seeing my team reach their potential and achieving their goals. Helping them overcome obstacles not only in business, but also in their personal lives, and being the strong courageous women, they were created to be.

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

Being Consistent. Consistency is the number one component of running a successful business. We need to show up daily and do whatever is necessary day after day. Being consistent will create long-term positive habits, which in turn will help you grow your business and make more money in the long run.

Customer service. Providing customer service is important and something that tends to get left behind in network marketing. There are a lot of companies out there selling wellness products, and yes our products are far superior to the competition, but it's going the extra mile, the personal contact, the follow-up, providing resources etc. I have found my customers tend to stay longer and refer me to their friends because of the extra service provided.

Personal Development. It empowers you to produce better results and meet your goals. It keeps you motivated, proactive, productive and boosts your confidence, making you more resilient. Learning new skill-sets helps take your business to the next level.

What is your greatest motivation and inspiration?

My family are my greatest motivation. They motivate me to do better and set a good example for them. Seeing my customers achieve their weight loss goals also motivates me. When I see the joy on their faces when they move closer to their goal weight or achieving better, brings me so much joy and satisfaction. My team also motivates me to keep growing and to do better for them.

What is your advice for people who are challenged in building their business?

Stay connected with your why and remind yourself of it daily. Ensure you spend time on your own personal development and keep extending yourself outside your comfort zone. Remaining consistent and doing what needs to get done and don't listen to those that are negative about network marketing and direct selling. Remain consistent and do what needs to get done, follow your dreams. The only person you need to answer to is yourself.

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