

About: Malcolm and Jeanie had three very different and successful careers before they began building their Nu Skin business together. They started in public service as teachers, Malcolm was part of the five person senior management team running the school before joining the corporate world; starting at IBM and finishing as an MD with a global PLC. The latter gave them the finances to become full time entrepreneurs; including some very successful niche businesses which enabled the family to enjoy the lifestyle of the wealthy for many years. This experience, and its impact, makes them both better placed than many to say network marketing is undoubtedly a better way of developing a career, earning an income and growing a business asset which sets you up for life.



Malcolm and Jeanie Hewitt



- **Why did you choose Nu Skin?** Malcolm, being a mathematical businessman was attracted by the compensation plan and innovation while for Jeanie, with her background in psychology, it was the company ethos and the people. For both, as former teachers, giving back was paramount but what we didn't account for at the start was the value of the self development journey.

- **Why is network marketing's future looking bright?** Network marketing is so much more than a business. But, as a business, it is now beginning to shine and attract the admiration of those leading other industries. This, combined with social media fuelling growth, the demise of the perceived security of a corporate career, and the ease with which young people are adopting the industry as their own, creates perfect conditions for massive growth over the decades to come.

Random Trivia: During Malcolm's teaching he competed in a charity "Miss World" competition, and walked off with first prize thanks to his catwalk strutting. Generally kind-loving Jeanie, on the other hand, was a fearless fullback and captain of the university's ladies football team.

"It is the set of the sails not the direction of the wind that determines which way we will go." - Jim Rohn