

Secrets of his Success

Network marketing has given Mike McDonald everything he could want in life, so he's turning his attention to training others to be successful

When Mike McDonald first started working with Ameriplan USA, a company that markets a discount health benefits package, he was an industry consultant only.

"I had been in direct sales most of my adult life and I'd been very successful," he says. "A little over eight years ago, Ameriplan called me into the office as a consultant in the industry. They had heard of my success."

Mike enjoyed his consulting work and believed in the product; in fact, he soon began using the products. Still, that was the extent of his involvement. He wasn't introducing others to the opportunity or working as a broker for the business. "The company kept trying to get me to come on board as a broker but the timing wasn't right," he says.

Soon, that changed, however, when Mike told his friend Mark Jarvis about the opportunity. "Mark came on board and I watched him grow his business for six and a half years and when his income hit \$650,000 a year, in true, honest to goodness



residual income, that's when I made the time and effort to join. There are companies that you can make a lot of money with, but this was the first company I saw that offered true residual income."

So, in January 2001, Mike became a broker with Ameriplan. "I started from scratch, but I had six and a half years belief in the company because I watched the company. I knew the company. I had total belief in the products. In the first 12 months, I earned over \$100,000 in commissions and bonuses. My residual walk-away income is over \$100,000 a year."

Mike is enthusiastic about the products and services Ameriplan offers, but he's equally upbeat about the lifestyle



Mike loves the opportunity to share Ameriplan with people looking for a better life.

changes network marketing has afforded him.

“The reason that 99 percent of us get into this industry is to have more time and freedom to spend with our families,” says the father of two grown children. “Because of this industry, I have been able to go to every football game, every t-ball game, every practice since my kids were walking. I never missed one. I was the t-ball coach because I could do it; I was the Little League coach because I could do it. Most parents don’t have the time. My wife and I were chaperones for the high school band for seven or eight years.”

Mike and his wife Verna also liked that networking gave them the opportunity to be there for their children when the kids were young and that they see a similar situation for their grandchildren. “Our kids never saw a daycare center,” he says. “My grandbaby’s never seen a daycare center, and I think that’s the way it should be.”

The McDonalds live in a 4,500-square-foot house, with six bedrooms, four bathrooms, a swimming pool, a three-car garage and a living room that can seat more than 100 people, which Mike has used for trainings and meetings.

And what’s in that three-car garage? “A Lexus, a Lincoln Navigator and a Dodge Viper,” Mike says, all

courtesy of the income Ameriplan has generated for him.

The couple has also enjoyed the freedom the business gives them to travel to destinations around the world. “We’ve been in every state almost, to Mexico and Australia. We’ve traveled a lot,” Mike says. “A lot of the time we took our whole family along with us.”

Mike and his family now have all the creature comforts they could dream of, but Mike’s not one who’s content to rest on his laurels. “Retirement is out of the question,” says the 51-year-old. “I tried that once and I couldn’t stand it.”

Instead, he’s turning his focus on recruiting others and sharing his extensive networking background. “Because we have been able to fulfill 99.99 percent of our goals and dreams, I have put together what I call the McDonald Group Training Center,” he says. “My goal is to train as many people as I can to do what I’ve done. I want to find as many potential leaders as possible and train them to be able to go to places they’ve never been, do things they’ve never done and see things they’ve never seen.”

He says Ameriplan is the perfect opportunity for anyone looking to get into the lucrative world of network marketing, because the company



Traveling is one of the many things that Mike enjoys thanks to Ameriplan.

offers extensive training. They rely on materials called the Ameriplan University, which Mike wrote, and feature a regional office in every major city nationwide. “The company has

He thinks training people is a gift he has and he likes to put it to use. “That’s my purpose in life. Making money is easy. What I really enjoy is the satisfaction of seeing people make a list of things they

“Because we have been able to fulfill 99.99 percent of our goals and dreams... My goal is to train as many people as I can to do what I’ve done.”

committed to training people,” he says. “A lot of companies just recruit people and don’t train them. Our company has committed to training everyone they bring on board.”

He says he especially enjoys mentoring others, noting, “My turn-on today is to watch people get in the business and grow and watch people have the same success I’ve had. I can teach other people to be independent and financially free because I’ve done it myself.”

want and then helping them get there. Most people have a big wish list, but they’re never in the position to fulfill that wish because they’ll never have the income or the freedom to do it. My expertise is putting people in a position to fulfill all their dreams and wishes.” **HBC**

To learn how Ameriplan USA can change your life, call Mike McDonald at 1-888-816-8850, or email him at mikemc@airmail.net.