

AN INTERVIEW WITH BRIAN SMITH, MASTER DISTRIBUTOR



Brian Smith currently lives in Portland, Oregon and has been married to his wife Paula for 37 years. He has three boys, all grown and on their own, five grandchildren and one great grandchild. He has a 7 year old yorkshire terrier dog named, BOO (given prior to joining BLACKOXYGEN) and a 15 year old cat named Sweetie.

Q. What made you join BLACKOXYGEN Organics?

Brian: I have been a lifelong entrepreneur, a small business owner and a successful network marketer. Two years ago, I was looking for a new company to partner up with when I was given the option of becoming the Master distributor of BLACKOXYGEN. It just so happened that I was being considered to be Master distributor by two other companies, all within a couple of weeks of each other. At the time, it was a difficult and challenging situation, as it is rare to be offered one Master Distributor option let alone three and the decision was critical. No one in the network marketing industry knew of BLACKOXYGEN Organics then, I was the first to hear, see and experience the amazing benefits of fulvic acid and share the vision.

The decision to join BLACKOXYGEN Organics came after I first talked to CEO Marc Saint-Onge and president Carlo Garibaldi, learning from them the incredible fulvic acid story and feeling the tremendous sense of commitment and purpose from these gentlemen. My decision was further re-enforced by Marc's comprehensive scientific understanding of fulvic based on 30+ years of experience, along with his tenacity dedicated to bringing this essential life changing product to the world market.



John Altshuler, Carlo Garibaldi & Brian Smith

I am also thankful for the motivation and inspiration of my business partner and co-master distributor John Altshuler, a successful network marketer who brings a wealth of professional communication expertise and technical knowledge to the team. John's sage advice sealed the deal and set the stage for both of our futures. John asked me which company, product and owners I believed in strongly enough to write a 250K check to right then and there as that would be the company to join. The answer was obvious! Now, the history and legacy of this decision is in the making.

Marc Saint-Onge has become a leading global authority on fulvic acid and has also developed a proprietary natural extraction process to maintain organic integrity and maximum product efficacy. Marc's goal is to introduce fulvic acid to the world market and create one million product users each month around the world. I admired Marc and Carlo's commitment to excellence and the mission to serve society by bringing this great product to the world. I knew this was a special company, offering an amazing life changing, essential organic product, along with a noble opportunity whose time and purpose has come. I joined to become a part of the incredible success story of BLACKOXYGEN Organics which is now unfolding.



“ On a personal health level, my overall energy, quality of my health and stamina has greatly improved since I’ve started taking BLACKOXYGEN ORGANICS’ fulvic acid products 20 months ago. ” - Brian Smith

Q. How has your life changed since beginning your journey with BLACKOXYGEN Organics?

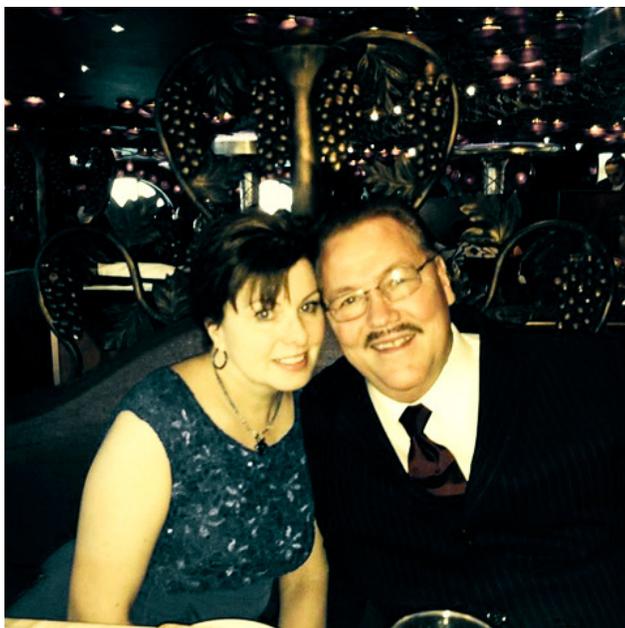
Brian: We have experienced many benefits both personal and financial. My wife Paula and I have been financially independent for many years as a result of the high level of success we have experienced in the network marketing industry. As a great company BLACKOXYGEN Organics has enhanced our financial situation and will continue to grow to a level of unparalleled success in the coming years. The opportunity for personal growth, leadership and success is there for us and others in BLACKOXYGEN Organics through the right activity, self discipline, and commitment.

On a personal health level, my overall energy, quality of my health and stamina has greatly improved since I've started taking BLACKOXYGEN ORGANICS' fulvic acid products 20 months ago.

A couple of years ago, I barely had the energy and stamina to get out of bed in the morning at a reasonable hour and get through the day. I had trouble sleeping through the night. I was racked with aches, pain and restless leg condition. I made frequent trips to the bathroom in the night and would wake up fuzzy headed, feeling tired, my joints stiff and aching.

Now, I wake up in the morning feeling refreshed and rested from a full night's sleep. I can get out of bed at a reasonable hour, pain free with no stiffness and numbness in my extremities. My mental clarity and focus is much more sharp and clear. The quality of my life just keeps getting better with every day and month as I continue to experience the amazing incremental ongoing organic benefits of BLACKOXYGEN Organics fulvic products.

I am thankful for discovering this missing nutritional link and will always include BLACKOXYGEN Organics in my daily dietary regime.



Paula Smith & Brian Smith

Q. What were you doing before BLACKOXYGEN Organics?

Brian: I am a professional network marketing distributor, and have been for 45 years. For the last 26 years we have received residual income or mailbox money each month earned from previous network marketing opportunities.

Residual income is one of the most amazing features this business model offers and our success is a testament to the MLM industries potential for the achievement of a debt free lifestyle. My wife Paula and I have parlayed these residual earnings into investments and properties which continue to produce additional monthly income and create further financial stability.

“ DREAM BIG AND NEVER QUIT—WITHOUT A DREAM
YOU ARE WITHOUT A DESTINY. ” - BRIAN SMITH



Q. What tips can you provide for New Brand Partners?

Brian: Never stop striving for and looking for success, you will always find what you are looking for in life; seek and you shall find! Dream big and never quit—without a dream you are without a destiny. Success might come early, it may come later, but success is destined to happen when you show up each day with consistency and commitment to do the work. The key word is work, also known as action. Action aka activity equals income and the only place success shows up before work is in the dictionary. Focus on helping others, setting the right ethical example—never asking anyone to do something you aren't willing to do. This is the secret to duplication because people follow what they see, and if you can do it, so can others. Set your goals high and reach for the stars—great things come to those who go after them. Have faith and belief in your Dreams. If you believe it you can achieve it!

The network marketing model provides each of us with the vehicle to help others achieve their dreams and goals. But these rewards are only attained when you realize that you must hold yourself accountable and bring self discipline and focus each day to work, leading by example. As a business owner, it is important to know that the work starts with you and buck stops with you. To achieve successful results from your business, you must show up and bring your best efforts to work with you each day, just like you would at any other business or job. If you aren't getting what you want from your business, you will have to motivate yourself to do better. The tougher you are on yourself as your own boss the richer you will become as your own employee. You have to do what others won't, to achieve what others don't.

Q. What helped you be successful within BLACKOXYGEN Organics?

Brian: I am inspired by the vision and commitment of CEO Marc Saint-Onge and the motivating force of President Carlo Garibaldi. I am grateful to the entire corporate team—CFO Jean-Paul Servant, VP of Business Development Ron Montaruli, and the entire corporate staff who set the stage each day, providing infrastructure and resources for the growth and future development of BLACKOXYGEN Organics. The amazing BLACKOXYGEN Organics fulvic mineral product is the main driver of success and has given us such great results and benefits to share. In BLACKOXYGEN Organics we have a true product driven opportunity. This is a rare product and opportunity whose time and purpose has come. WE are all in the right place and time to share the BLACKOXYGEN Organics story with the world and become a part of the story.

All of the people mentioned above have been vitally important to helping me achieve success in BLACKOXYGEN Organics, as well as business partners co-master distributors John and Mary Linn Altshuler.

By far the most important aspect in my success are the amazing brand partners, and customers who have helped us share this great product and opportunity globally. It is because of you, and your support of the BLACKOXYGEN product and mission to change lives, that we are successful. Helping others achieve success is the first and foremost priority in the overall level of our success. Put people first and the money will follow. Helping others overcome personal obstacles and find their own potential for success is one of life's greatest rewards and riches.



Brian Smith

Q. What are your favourite benefits of owning your own business?

Brian: There are so many amazing benefits to owning your own business—financial independence, time freedom and the luxury of becoming your own boss. In a conventional business, maintaining employees creates success essentially by keeping other people down. In the network marketing business model, success is created by building people up. Success breeds success! My favorite benefit and personal reward is seeing people grow and succeed in life. When I see others achieve a healthier life quality and become financially independent I know I have done my job.

The network marketing model provides each of us with the vehicle to help others and ourselves. I love working with and developing leaders, as we both discover the power and inner potential for success, creating my own dreams and goals in life at the same time.

Q. How has Covid-19 affected your business?

Brian: Right now the work from home model that we have utilized for years in this industry, has been elevated to a higher degree of appreciation and acceptance as a practical way of doing business.

The current global health crisis gives us an unprecedented opportunity to seize the moment and lay the groundwork for incredible future success. Time is on our side. Many displaced people, now out of work, sitting at home idling. These people, are looking for a purpose and an opportunity to earn a decent living.

Huge opportunity, created by great necessity, has come to us today. There are so many people with mineral deficiencies and financial needs who are longing for answers and waiting for us to share the BLACKOXYGEN Organics story and opportunity with them.

Share the positive story of fulvic and share your story of improved performance and quality of life. When the storm passes, if you have utilized this time wisely and laid the right foundation for success, you will be rewarded with an incredibly bright future.

