



AN INTERVIEW WITH JOHN ALTSHULER, MASTER DISTRIBUTOR

Q. Where do you currently live?

John: Mary Lynn and I live in Larkspur, Colorado. It's actually a funny story... After getting involved in BLACKOXYGEN Organics we were so fired up that we sold our home in Colorado and decided to move to Toronto, Canada. You know what they say, get close to fire that is where all the heat is, we took that literally! So, if anyone ever asked, "how committed is John to the business?" Well, I sold my house and put everything in storage to go live next door to Carlo Garibaldi and Marc Saint-Onge to launch this incredible company. I know what you may be thinking, "that is nuts". But those that risk much, position themselves to receive much and we truly wanted to be the pioneer and create a path for others to follow to great levels of success.

Q. Tell us about your family? How many members? Kids? Pets?

John: Mary Lynn is one of 9 children and I am one of 3. Mary Lynn and I decided that when it came to planning our own family we each had one to hold and love as much as we could, that would be the perfect number.

We have 2 lovely daughters, Gaia, our oldest, just finished her Masters in Marriage and Family therapy and is living in Malibu, California after finishing her program at Pepperdine University. Our second daughter, India, is a NICU Nurse at Baylor Hospital in Dallas, Texas. She is a first line responder in the medical field and we appreciate what she does to help bring babies safely into this world. Gaia and India are our pride and joy- they make us laugh!

We are super proud parents and both our girls are here to make their mark on the world. They're walking in our footsteps by educating others in health, wellness and in ways, sanity in a world that needs all those things.



John Altshuler & Mary Lynn Altshuler

Q. What made you join BLACKOXYGEN Organics?

John: You know, after being a part of the direct sales industry for almost 35 years I have seen a lot. I must say that there are some incredible products that have entered the market through direct sales. There is a huge difference in going to a health store asking about a product and having a salesperson read the label to you and learning about a product from someone who has experienced it and has benefited from it. People in the world need healing and help – this is a big part of why I got involved in BLACKOXYGEN.

Back in December of 2018 I received a call from my dear friend Brian Smith, and we have known each other for a number of years hoping to work together at some point. Brian, who is a tenacious person, called me repeatedly over the last few years asking me to join him in business, and had called one more time. Lesson there, being tenacious and not taking no as a final answer has its benefits. I summarily told Brian, “No” one more time and he said, “Look John, I have had a few offers to be a Master Distributor and I am not certain what company to represent.” My answer was quick, “Brian grab your cheque book and write a check for \$250,000 and whichever company you would feel good enough about to send that check to, join that one!” Brian made his decision, then his next challenge was to bring me along. Not easy to do, but, like all good networkers, he followed the recipe!

Brian introduced me to Marc and Carlo, we had a chat and I asked a lot of questions. That is just my nature – I am constantly asking questions, trying to learn and understand what I am getting involved in.

My family has dealt with what I called a “mystery illness” essentially, Biotoxin Illness and we are always looking for a game changing product to improve our health. To clarify, Biotoxin Illness is another way of saying... chronic inflammation and a high sensitivity to mold. So, if you want to live your best life and be healthy you learn as much as you can.



Brian Smith, Marc Saint-Onge, Carlo Garibaldi & John Altshuler



John Altshuler, Marc Saint-Onge, Brian Smith & Carlo Garibaldi



John Altshuler

I had a general knowledge of Humic and Fulvic Acid and wanted to understand why BLACKOXYGEN's product is so much more effective. Well, after learning the source and process of making our Humic/Fulvic Acid, there is no product purer or more concentrated. To make a long story short, Mary Lynn and I decided to partner up with Brian and educate the world!

I will also share this – I had what I refer to as my 'Jerry McGuire Moment' it was not 'show me the money', it was 'you had me at Anti-Inflammatory and detoxification'. So, after a good visit with Marc Saint-Onge our participation was confirmed!

Brian asked me to join him in partnership as a Master Distributor Team, Thanks Brian! This was before BLACKOXYGEN really started. Brian and I are a great team because we have different, as well as overlapping skillsets. I am very proud to call Brian my partner in business and we have committed to change world together!

We love the heart of this company! We believe in Marc and Carlo and their vision for this product and their passion to see other people's lives change in health and wealth.



John Altshuler, Mary Lynn Altshuler, Gaia Altshuler & India Altshuler

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

John: Mary Lynn and I have been on the health journey and living our best lives for many years now. But health comes in a variety of forms, to name a couple; consider our physical health and our financial health. There is not a better business model where people can make the choice to change their financial destiny and I love being a carrier of that message to others.

We take the product every day and so do our 2 daughters! It seems as though we never get sick – and that seems important in this day and age. So, keeping our immune systems strong and robust is KEY!

So, how have our lives changed? We are thriving in our health and building a phenomenal residual income by sharing mother earth's superfood and being right here at this moment – at the very beginning of a global company – BLACKOXYGEN Organics.

One of the things I truly love about the network marketing industry is the relationship building opportunities. We have made many new friends and we are now doing business with our friends all around the world. Where else can you go to meet happy, upbeat, motivating, good people looking to change their lives for the better. It just makes me happy to be alive and connected.

There is an old saying, you may be in business for yourself, but you are not in business by yourself. If you feel alone in a business like this, then you are not taking advantage of the team and the recipe for success! This truly is a team sport and the better you get at being a team player the faster your success grows.



John Altshuler

Q. What were you doing before BLACKOXYGEN Organics?

John: Well, funny enough, if you had asked my daughters that question years ago, they would have said, "My Dad talks on the phone for a living." Now, the phone has been replaced with Zoom.

I have been consulting in the health space for years and have been involved in network marketing since 1986. I know, that is a while, but I have had other careers over the last few decades as well. That is a part of the incredible flexibility this industry affords us. I sang opera in college, entered into the business world in finance then transitioning to real estate and starting a mortgage lending bank which, I owned for 12 years while living in Mount Vernon, Iowa. My most important responsibility, my family!

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

John: Be your best and worst boss at the same time. That means cheering yourself on and being accountable for your daily activities! Recognize that we are sitting or standing at the doorstep of an incredible opportunity. Your ability to seize this moment is completely up to you. I have found, through my own experiences, if you treat it like a business learn the product, learn the business model, recognize you are in a business as a team and you can experience financial leverage in a powerful way.

" If you commit to a 3-5 year run, you can accomplish what many do not create in a 30-40 year career. " - John Altshuler

It has been said for years that this business is not rocket science and that is true, but it does not mean that we do not have to be diligent and be focused in our efforts. It does not matter what business you are in, if you want to be in the one percentile, you have to work at it. I will say this, being in the right place at the right time makes a HUGE difference and HERE WE ARE!

I have a few sayings that I use over and over, "Be the person you want in your business!" and "Your job is to find the people who are looking for you". How do you do that? You talk to people and ask them.

Show up, take it seriously, have fun, become a professional inviter, use the tools to share our product and business!



John Altshuler & Carlo Garibaldi

Q. What helped you be successful within BLACKOXYGEN Organics?

John: The TEAM! I cannot say enough about the quality people I get to work with everyday. I would name them but might leave someone out. Thank you for bringing you're A-Game, we are and will continue to do great things together.

I think when you realize that you are not alone in the business and you really become a master of tools, you will start to experience success at a higher level. So, what are the best tools? 3-Way Phone Calls, the Monday and Thursday night calls and being on 2 training calls per week.

The more you use the products in all their powerful ways the better you can truly communicate the life changing effects of Fulvic Minerals from BLACKOXYGEN Organics.

When you join a company, it is the either product or the opportunity or both. So here is my formula: meet your entire upline that is here to help you, set up zoom calls or phone calls to get to know them, go through the product education with Marc on Mondays and bring people to the Thursday night business call, show up on the Business Launch Calls on Friday and learn the technology so you can be a business professional. All these actions are easy they just require that you show up and take a big bite from the apple of success!

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

John: Like the song My Way. I get to live my life my way! Working from home, and being the captain of my own boat! I fit my business into my life, my business does not have to own me – it may seem a little out of balance at the beginning but if you see it through you will earn more in a month than many earn in a year!

My commute in the morning is down the stairs and through a hallway, it is seldom that there is traffic and most mornings I stop off at my local Espresso Bar, Jack's Place, in my kitchen for a fine expresso!

I love that I do not fight traffic or have to be out in the world if I choose not to be! Life is good, we love much and work and play with great enthusiasm.





Q. How has Covid-19 affected your business?

John: I think the biggest change is that more people are looking to recreate their financial lives and we are the beneficiaries. It is a weird time on planet earth and change is the name of the game. If we ask people how this time has changed their lives, you will find almost 100% you have something to offer them!!

2020 is a marking point. I recall being in New Orleans after hurricane Katrina and people refer to their lives by that event. So, it will be COVID for 2020. There are many people that have come to BLACKOXYGEN because they had unexpected time.

In other words, they may not have taken time to really look at a business like this and now, because of COVID, they actually have a need to look at a business like this. They have looked, they joined and are now making good money in a new career path. Chances are high they may never go back!

So, while there have been struggles for many, blessings have also emerged. Take this time and create the life you truly want.

Q. What are your goals in life and with BLACKOXYGEN Organics?

John: Wow, that is a big question. I have to say, part of the success goal is how many people's lives we can touch with our product. In addition to that the lives that we can affect financially.

Sure, we have financial goals and they are big here with BLACKOXYGEN Organics – and the best part will be reaching high levels of success with many great people and sharing the blessings of love and health around the world.

In our household we want to be a point of balance, love, happiness, joy, peace and good will to all our global family (I am speaking of the human race). Our life goal in the Altshuler Family is to bring love and kindness into every place that we are and pray that ripple moves gracefully around the world.