

HARTE & SOUL

Laura Harte shares the story behind the glory

Laura Harte is a third-generation network marketer—but success wasn't handed to her on a silver platter. It was forged through a journey full of zigs, zags, and obstacles to overcome. She allowed each one to shape her for the better and in the process became an empowered business woman, an impactful public speaker and a top income earner.

Initially, the Indiana native didn't want anything to do with network marketing. She wanted to make a name for herself on her own. She started a successful bakery that appeared on Food Network's "Cupcake Wars."

The thriving business she worked so hard to create fizzled when Laura discovered her business partner had been taking money from her. She was heartbroken. Then things got more dire when Laura's husband at the time needed an expensive open-heart surgery. Laura wanted to find a way to support her family.

She entertained the idea of going to work in the corporate world, but because of her pre-existing health conditions, many employers saw her as a liability. She decided to take matters into her own hands with network marketing.

"I was so determined that I was going to get my family out of this rut and make it so that my kids could dream again," Laura says. "I had fallen down and I wanted to my kids to see me get back up and succeed."

She started building her business in the evenings after she put her kids to bed. She utilized the internet and social media to connect with anyone and everyone that she could. She offered value and solutions to her prospects through direct sales. All of the trainings that she had heard in the background of her life growing up were put to work.

"I got the best training of my life growing up around these incredible influences and I didn't even realize it at the time," Laura says. "It just felt like common sense to me."

Her hard work and perseverance paid off. Within weeks she was making six figures and rising to the top rank in her company. Within a year, she helped generate 1.3 million with her team.

Then life threw Laura a curve ball once again. Her marriage ended, her sister died and her house flooded, all within a month's time. She lost her financial stability and felt like she was back at square one yet again. Laura also wanted to leave the network marketing company she was with at the time, which added more stress to the situation. Even though she needed to build up an income again, she wasn't willing to do it with a company that she no longer believed in.

"One of the best lessons my grandfather taught me was to never let money be my compass when deciding if I should be working with a company," Laura says. "You can always make money, but you can never get back your character and integrity."

She chose her integrity and never looked back.

One of the ways that Laura found the confidence and drive to start all over again was by putting her best foot forward — literally. She took a permanent marker to the bottom of her shoes and wrote affirmations on them. She used words like brave, strong and powerful.

"Words have power," Laura says. "I might not have felt strong or brave or powerful in that moment, but I told myself I would put those shoes on and step forward to my future."

She started to build again but was still looking for the perfect company to create a long lasting home with. When her friend Jeremy told her about Globallee, she decided to attend an event to get a feel for things.

"The presence of everyone there was amazing," she says. "I have been a part of so many company launches, but this felt different. I had an overwhelming feeling of being home and there was a confirmation that it was where I was supposed to be."

Laura Harte puts her heart and soul into everything she does and Globallee is no exception. After being with the company for only a few short months, she has skyrocketed to the top and is bringing everyone along with her.

KEYS TO SUCCESS

Here are a few of Laura Harte's tried-and-true tips for success in business.

- 1. Read "The Five Love Languages" and "The Four Color Personalities for MLM."**
"When you understand people and how they communicate, you know how to best help them and serve them."
- 2. Listen to motivational and educational audio content.** "When you work on personal development you will see success flood into your business because people will want to be a part of you and your team."
- 3. Reap the benefits of power poses.** Laura is a huge believer in the science of body language and loves teaching this concept to others. "When you stand in these power poses your cortisol level decreases and testosterone levels increase. You will start to give yourself the confidence you need to succeed."
- 4. Smile like you mean it.** "Even if it is just a Zoom call or webinar, smile as big as you can. When you are excited, other people can feel it and will feed off of it."



Laura Harte wears many hats, including being a hands-on-mom to her four children: Hailey, Reaghan, Addy Belle and Jace Michael. Laura is an accomplished public speaker, participating in Master Minds and in professional network marketing trade associations.