

Sharon Riegel

D I R E C T O R



In August of 1994 I was visiting my sister, Teresa, in Kansas City, MO. I came across her stash of Usborne Books and remembered she had showed me some information about becoming a consultant about a year earlier.

My friend, Charlene Harris, was looking for a job and I thought this might just be the answer. My sister miraculously found the information and the more I read it the more I believed this could be it.



“I believe in the product, the company and the opportunity.”

I took some books and all the information and informed Charlene that I had found THE job for her. I was totally convinced. For several months my family had been preparing to move from St. Louis, but the destination was as yet unknown. Bob had lost his job, completed his master's in International Business and Finance and studied his Spanish in Mexico. We knew God was leading us someplace new. We had sold our house and found replacements for our many responsibilities and activities in St. Louis and were living in a two-bedroom apartment with our three children. This didn't seem like the time to start a business. However, Charlene started investigating. When she finished, she gave me a report and said, "I'll do this if you will." Thus began our Usborne adventure.



Bob & Sharon in Hawaii on incentive trip in April, 2006.

I knew I would be leaving St. Louis and I knew I wanted to be a supervisor. Charlene and I decided we would give it our all for the next few months. We told our families and got their support to do little else for the next twelve weeks. We got our kits and went to a regional training and then we booked our calendars as full as they could get. We went after the five team members we needed to promote and worked at getting them working. There was at least one night that the Uz buzz was so intense I don't think I ever went to sleep. Several times I had two shows in one day. The opportunities were endless.

We were getting close when my sister asked if she could help. Charlene needed one more recruit so Teresa signed on to bronze. On our incentive date, we each faxed in our supervisors agreement. We had made it.

Since that time I have moved four times and restarted my business in four different cities. All four moves happened within six years. My business was a life saver. It gave me something to do and a way (or a need) to plug into the community as quickly as possible. It gave some continuity to crazy situations. The moves were great for my business too. Every place I left: St. Louis, Pittsburg, Atlanta, Bloomington, IN, I left behind a supervisor. I've been in Clearwater, FL for five years and if anyone here promotes, I'll start getting nervous.



Sharon and family. From left, Rebecca, Sharon, Ginger, Bob, David DeMar, Bobby, Elizabeth DeMar.

“I am motivated by the possibilities of this business.”

I believe in the product, the company and the opportunity. The product is without match and it continually sells itself. The company always strives for excellence and its operations and relationship with the field. And the opportunity is there for anyone who will take it. Anyone can achieve success and financial rewards through this program.

After 12 years I can get excited about any aspect of this business and babble on excessively. I love my job. I love working at home. I love having the money to pay college and wedding bills as we go. I love the people I work with and all my Usborne Team friends.

I am motivated by the possibilities of this business. I like to see if I can do more this month this last month or more this year than last. I am motivated by the fact that I might get a phone call or an email with a new recruit, a sale or a book fair. I love it that what I do affects my income and that I have some control over my monthly check. I love it that I'm building a business that can give financial security to my retirement years. I love that there is a correlation between what I do and the money I earn. I am motivated by the possibilities.



Convention 2006



Sharon (second from Right) with friend and upline supervisor, Charlene Harris, Peter Usborne (far left) and Randall White, after receiving first & second place awards for personal recruiting.

The internet came into being shortly after I joined UBAH. I feel I could not live without it and email. The ability to be in constant communication with the home office and my team, as well as recruit and train are luxuries I wouldn't have without it. One of the wonderful things about a home business is that you learn so many things. Technological advances keep happening and I have to learn new things, although I sometimes resist for awhile. I resisted learning website design for several years. But finally I jumped in and have become addicted to adding web pages to my site. Like almost every aspect of my business, it is just so fun.



I think my biggest accomplishment has just been staying with it. The only failure is quitting. I work steadily and I purpose that this is my job. When times are rough and when times are good, I just keep keeping on. I think that's why I'm successful and usually happy about my job. I would have never thought I would be a sales person and I resisted that title for year, but that's what I am. I sell books and I sell opportunity. But sell isn't a dirty word. I'm happy when a store clerk helps me find what I want and I know everyone will want these books when they see them and experience them and many will want an opportunity to control their income, work at home and have a flexible schedule that puts family first.



My family has been very supportive over the years. They have shared in the fruits of my labor and they have often been part of the labor force. My husband especially is always willing to help. He has enjoyed the cruises and trips to Alaska and Hawaii. My children too, cashed in on a trip to London. Both Charlene and I are thankful to my sister who found the books, helped us promote to supervisors and still gives us bed and breakfast accommodations and even works for us at a booth we do every year in Kansas City.

This job has been a blessing to me and to my family.