

# WFG PARTNERS' Program



Behind every successful  
WFG Associate is a  
**Supportive Partner**

Soaring to the heights of success, whether it's in business or in life, is rarely a solo adventure. Behind all successful people are supportive individuals who help make living their dreams possible.

That's why the WFG Partners' Program is so important. As a partner, the encouragement and support you provide to the WFG associate in your life contribute significantly to his or her success in a WFG business.

Support is also available for you — from partners of leaders who have been where you are. They know the joy and excitement that comes from seeing their partners achieve their goals and dreams, and the challenges that can be encountered on the road to success. As a partner, you'll have the opportunity to join the WFG Partners' Program, and meet with others for guidance, to share experiences and have fun.



Being a WFG

# PARTNER

Whether you're new to WFG or you have been a partner of a WFG associate for some time, the WFG Partners' Program is designed to help you understand how the business works, and the ongoing role you can play in helping build a successful WFG business from the inside out. Many partners start part time, build their belief in the company, and find ways to add their skills and gifts.

Your contribution is significant. Your helpful, enthusiastic and positive attitude will help both you and the WFG associate in your life stay motivated and inspired so you can reach shared goals together.

As a partner, you may find yourself helping on the home front or in the office. With time, you may choose to become licensed, or join with other partners to help support new ones. Whatever your level of involvement, experienced partners are available to encourage and guide you as the business grows and as your role expands with it.

Your role is **significant.**

Who Are

# PARTNERS?

The faces of partners are varied. You'll find that they are not only spouses of married associates, but also siblings, parents or friends.

To help build your understanding of WFG as a business opportunity and your belief in the company, attend as many WFG events as possible. For example, attending WFG's Convention of Champions, and meeting other partners and associates, is an inspiring experience. Also, monthly WFG Partners' Program gatherings are typically offered in conjunction with WFG business presentation meetings in associates' offices or partners' homes.

Some topics covered in monthly WFG Partners' Program meetings include:

- **Self-improvement**
  - **Teamwork**
    - **Money management and budgeting**
      - **Motivation**
        - **Dreams and goals**
          - **Supporting the home front**
            - **Maintaining a work-life balance**
              - **Strengthening your marriage or family**
                - **Learning the WFG business**

As your knowledge of WFG grows and you attend events, you'll meet other partners and establish relationships with them. Just as WFG associates are dedicated to helping families everywhere become financially independent, partners are committed to helping each other meet small, medium and large goals in their own lives.



# Developing a **Partner's Mindset**

Becoming involved in the WFG Partners' Program will help you develop the mindset of a supportive partner. That includes a willingness to:

BE OPEN-MINDED

BE A STUDENT OF THE BUSINESS

TREAT THE BUSINESS AS A BUSINESS

BE YOUR PARTNER'S BIGGEST CHEERLEADER

STRIVE TO BE ON A CONSISTENT SELF-IMPROVEMENT PROGRAM

BE WILLING TO CHANGE AND GROW

MAINTAIN A BALANCED LIFE

SET A GOOD EXAMPLE

FIND A MENTOR

The more you believe in what you are doing as a partner, the more you will live it and serve as a role model for others. And, if needed, you can help the children of the WFG associate in your life understand why their parent is out working in the field with families, and involve them in the goals and dreams you all are working toward.

To learn more about the WFG Partners' Program, contact your WFG associate's upline leader or go to [Tools>Recruiting & Building on MyWFG.com](#) for related news and information.

From a Partner's

# PERSPECTIVE



“When I was new to the WFG family, I was excited to learn about the Partners’ Program. What a great way to ensure the success of a business, both on a professional and personal level. The WFG Partners’ Program exemplifies that, ‘We are all in this together.’ We each play a vital role on our teams, no matter our level of involvement.”

– Yvonne DiPaola, wife and business partner of WFG President & CEO Joe DiPaola



“The Partners’ Program is all about helping one another and our spouses be the best we can be. We have all been there, at the beginning. We have struggled during the hard times and rejoiced at the great times. Our collective experiences allow us to offer advice and answer questions on almost any issue a partner may have on being the best support for his or her spouse who has joined World Financial Group. As we journey down this road together, it is good to know that we can rely on one another to make it one fantastic ride.”

– Linda Linder, wife and business partner of Jack Linder, Chariman, WFG Board of Directors

“As his spouse, I have always given my husband, Xuan, my full support in any endeavor. While it took some time for me to see Xuan’s vision, I began to understand his purpose when he goes out into the field every night. Then I began to realize my role as an involved spouse is critical in helping him reach as many families as possible, whether I’m handling the paperwork, attending meetings or simply being a firm support on the home front. In the past 22 years, my commitment has only grown stronger as I have seen how this business transformed my family, my team members and those households we have made a difference in.”

– Hoa Nguyen, wife and business partner of Executive Vice Chairman Xuan Nguyen



“Rich and I began our financial services business 28 years ago. I was so excited about his excitement and wanted to help. After a couple of weeks, I worked on those things and shared them with others. I am grateful for early mentors who taught me the importance of being a supportive partner. I am so thankful to work side-by-side with Rich and our great teammates!”

– Cindy Thawley, wife and business partner of Rich Thawley, Member, WFG Board of Directors

“For me, supporting Réal in this business just makes sense. There is no one who will be impacted more by his success in WFG, or anywhere, than our family. I am excited about the opportunity to work side-by-side with Réal. We both have two very different skill sets and have used each of our strengths to grow our business. The WFG Partners’ Program has allowed me to get to know and hear from other partnerships in WFG. They have helped me understand the importance of the role I chose in our business and understand the difference and impact I would have on our business, family and the people we work with.”

– Claudette Michaud, wife and business partner of Executive Vice Chairman Réal Michaud



“When I married Ed, I made a promise to honor him, and that is exactly what I did when I supported and respected the choice he made to be part of WFG. WFG welcomed me at all the meetings and let me know that our success in this company had a lot to do with me.”

– Kristianna Mylett, wife and business partner of WFG Agency Chairman Ed Mylett

“I know that when Jeff is at the office late or has appointments early, he is doing these things for our family and our future. I really appreciate and respect that he works so hard, and I do everything on this end to take care of our children and home. WFG has been a tremendous blessing to our family, providing us with the life and lifestyle most only get to dream of. Jeff and I are committed to being partners in life, and that means unconditional support in everything we do.”

– Cam Nguyen, life and business partner of Executive Vice Chairman Jeff Levitan





“There’s an old saying, ‘Pray once before you go out to the sea, pray twice before you go out to war, but pray three times before you get married.’ Marriage is hard enough by itself, and having a WFG business can be challenging to any couple just starting out. I believe it is crucial to have support from your spouse in WFG because one person cannot possibly reach his or her full potential alone. Support comes in all forms — it could be just as simple as bringing your spouse a morning cup of coffee, or quoting a motivational phrase when the business is slow. I think it’s the little things, little words of compassion, that truly support and motivate our partners.”

– Juliana Woo, wife and business partner of Executive Vice Chairman John Woo

“Only WFG can provide this kind of environment that allows spouses to grow both a family and a business together.”

“Spouses are also an extended image of the WFG lifestyle and family value. Only WFG can provide this kind of environment that allows spouses to grow both a family and a business together. ‘Spousal support’ could mean taking care of the home front so an associate can go full force in the business, or it could mean taking part in the business working side-by-side. It’s important to build good relationships with team members and give emotional support during down time as well.”

– Ben Eeo, husband and business partner of Executive Vice Chairman Penney Ooi





"I'm very much involved in the office and in the WFG Partners' Program. It's crucial, because in the beginning the spouses don't know what to do to start helping their husbands or their wives. With the WFG Partners' Program meetings, they see how they can get involved. It's really a family business, and it's actually easier to have both the husband and wife in the business."

– Joyce Dela Cruz, wife and business partner of Executive Vice Chairman Jun Dela Cruz

"It is important that you support your spouse, because it can make a huge difference in how you grow, prosper and thrive in your WFG business. You can run your business by yourself and will be as successful as you dare dream to be. However, with the help of your spouse, you will be able to achieve much more, in a shorter time frame."

– Christine Charlier, wife and business partner of Executive Vice Chairman Dan Charlier



"WFG is not only about helping other families, but helping your own family along the way. WFG has created an opportunity for a family to have financial independence, which plays a big role in the eyes of any family. If WFG is going to be a key player in where we stand in the future, it is so important that I know exactly what is going on, where we are going, and, of course, contribute in any way I can to enable greater success."

– Rudy Zetazate, husband and business partner of Executive Vice Chairman Elizabeth Zetazate



The WFG Partners'  
Program – Build your  
future **together.**





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