

LENE & IB NIELSEN

It started with a goal. A slight edge success story!



In 1998 I started in my dream job - a job I really loved - as an alarm technician. But when we got our third child in 2004 my wife Lene and I started to talk about how we really wanted our life to be. As most parents we really wanted more time with our kids. Lene also had a desire to continue to stay home when our kids were small. Because my salary was too low at the time I started to look for something that could generate extra income for our family.

In 2005 the opportunity with Zinzino came and I decided to give myself a year to reach enough extra income so we could afford for Lene could continue to stay home with the kids.

In January 2007 - the same time we got our fourth child, I had reached a level of commission from Zinzino that enabled us to reach our first goal. That changed everything. Our fear had been that every morning would be a rush to reach all deadlines. Now, we were in a position to enjoy being a family where the mornings were some of our favorite part of the day - they were peaceful moments we could enjoy together with our four precious children.

I continued building Zinzino part time for two more years and 1st of February 2009 I started my full time venture as a business partner in Zinzino.

This opportunity has given us our dream life. Because of Zinzino we can spend more time with our children. We have three active sons that have had football (soccer) as their core interest and getting the chance to follow them to practice, watch them play and travel the world with them as we inspire them to reach their goals has been, and still is, a privilege we wouldn't be without. Every day we have the chance to spend time with our daughter - our precious one - and

see her grow and develop and be present in the journey.

Each year we travel the world as a family and enjoy the luxury of having the freedom to choose how we spend our day. Imagine, this year (2016) we have been on 6 vacations! Four of the times in UK to watch football!

This is probably the one thing that has been the most important to us. The freedom. To do what we want to do and be together as a family is probably also why Lene and I continue to fall in love with each other every day - still after 22 years together.

Today we have a business with close to 20,000 active customers. This is what we have been able to do together with our amazing team and why we aspire to help as many other families to acquire the same. The income we make has blessed our lives, and today we have the time freedom to live our dream life.



ANITA & MIKKO JARRAH

A real dream-struggle-victory story!
Told from my heart...



When I got started with Zinzino in 2012, my story was that I had been a serial entrepreneur for 13 years. During 2011, I was going through two bankruptcies. I had hundreds of thousands of euros in debt on my name and my monthly expenses were way over what I could finance. On top of that my relationship with my fiancé Anita was on the verge of ending. We were separated at the time and were living in different addresses.

Beginning of June 2011, I went to my first Zinzino presentation. My good friend, Manu Rekola, had decided that this would be the opportunity that would change his family's finances around and he was confident and determined to build a big business both in Finland and globally. With his contagious energy,

years of being an entrepreneur. But for once in my life I decided with Zinzino to focus one course until successful and stay the course for at least 5 years without looking elsewhere.

At the same time I started to work more on myself than ever before. A revelation came to me when I realized that the reason my relationship was in a mess was because we didn't communicate in the same "love language". Thanks to the personal development system and journey that Zinzino has provided me, these last years of my life have not just been the most profitable so far, but also the most fun and life changing. Not only have we managed to turn our finances 180 degrees to the positive, but more importantly; Anita & I

my answer became simple.

I borrowed money from my aunt to get started and when I joined my only focus was to pay her off within my first 30 days. After reaching that, my next focus was to help my friends do the same. I remember being awake at night dreaming: If I only could reach the Zinzino rank Crown - that would give me enough income to be able to break even. At the same time I understood that a 1000 km run starts with the first step.

Being in quite a burnout from the bankruptcy and especially the separation with my love Anita, I had a hard time focusing on many things at a time. Crown seemed like Mount Everest to me and I couldn't see the top. Sometimes when you can't see the top, it is hard to climb. I decided to keep it simple and just focus one step and level at a time. When I reached the Silver level the next thing I did was to focus on Gold. This was how I climbed out of my challenges.

The reason I had ended up in several bankruptcies was clear. My challenge was that I lost interest and focus fast in what I was doing. That was probably also why I had ended up being shareholder in around 20 companies in my first eight

months.

We have just moved to south of Spain and are renovating a beautiful apartment here in gorgeous Sierra Blanca. We will spend winters here and summers in Estonia and Finland.

Today, my best friends are in Zinzino. I love to combine business with pleasure and travel the world together with friends that are dear to me. My family has the privilege to enjoy financial independence. We are so proud of our team with over 16,000 active customers (2016) and that we have helped over 100 people reach Diamond with the same "keep it simple" philosophy.

It is an awesome feeling to wake up knowing that such a large number of people are in balance and many also enjoy an amazing coffee every day. And the best is that I realize that we have just started on our journey with Zinzino. I am confident that our team will grow to at least 100,000 customers by 2020. That gets us fired up!

KINE & ØYVIND LIEN

Love and care. Step by step.



After being an entrepreneur for over a decade and going through an amazing growth season in my construction company I suddenly found myself struck with a huge decrease when the finance crises hit Norway in 2008. To survive a tough time financially I took a job as a sales manager. At the same time Kine struggled a lot with health problems since she's had arthritis since adolescence. Her health was now getting so bad that she did not have the capacity to work full-time.

After working long days in Oslo spending lots of hours commuting to and from work, I was exhausted and realized I needed a change. I felt my life was empty and only consisted about work and being in a traffic line. My frustration was high and I was not my usual self.

I remember late one evening Kine and I had a talk. We desperately needed a change. We wanted our life back. My "Aha" moment came when my wife suddenly said, "Øyvind, I want my husband back." The truth was that she was spot on. I wanted myself back. I wanted my life to give more meaning and do something that inspired me beyond just running from A-Z in time squeeze to meet financial deadlines.

When the timing is right miraculously the law of attraction works on your behalf. So when Ørjan, my friend, who I had worked with in the past asked me to take a look at Zinzino, I knew immediately this could be our solution.

Shortly after our meeting Kine and I drove to Gothenburg to attend the company's kickoff to understand more and become familiar with the company and products. We liked what we saw and on our way back home we made the decision that this was our solution.

January 1st, 2010, we launched our business and it was going to be even better than we ever thought would be possible. I remember my first goals as if it was yesterday. I wanted the control over my time and life back. We wanted to build a good financial platform and have time together as a family.

Our primary goal however was that Kine could be more flexible based on her health challenges. She would take most of the responsibility at home with caring for our children without feeling guilty that she didn't bring in any income through a regular job. At the same time I got my hands free to fully focus on our business.

When we started we had few resources and this required a lot from us both. We were all in and we wanted results fast. During a long time we only had time

together as a family on Friday evenings and Saturdays. From Sunday to Friday afternoon it was full throttle with meetings from early morning to night and I can remember we only had a one-week holiday during the first 18 months. It was a busy season and often hard but we kept focused on our dream about a life where we could have more time together without having to worry about money.

I am incredibly grateful for the friends and partners who joined in on the opportunity together with us. We are humbled that our best friends today are colleagues in Zinzino. Today our life is filled with harmony and balance. We have the freedom of choice and a solid economy. Every year we travel and experience the world as a family and we have the time to follow up our four children in a way that would not be possible if we had a regular job. Kine's health is also greatly improved and our continuous focus is to help others improve their health and develop their business and achieve their dreams. We thrive on helping people accomplish their dreams.

We are so grateful to Hilde & Ørjan Sæle, for believing in us, investing their time to teach us how to build the business and most of all that they showed us an opportunity that would change our life. We also realize that what made it work for us in the end was that we managed to stick together as a family - that we teamed up to finish what we started.

When we got started I remember Ørjan telling that Zinzino had about 8,200 active customers. For me that seemed huge and I remember thinking that if Kine & I one day could accomplish 1,000 active customers in our team we would be beyond thrilled. Today I laugh when I look back because this journey has exceeded all our expectations.

Today (Jan, 2017) we have more than 10,000 active customers in our team. Sharing our knowledge and offering excellent products that make a difference inspires us to continue to help people. Our goal is to build a team of 100,000 happy customers at the same time that we continue to help our leaders and team achieve their dreams. Our passion is huge, we live a life filled with purpose and we look forward to the journey ahead.



KERSTIN & THIM ÖHMAN

The journey has just started.



Our journey was just a start.
We have lots more to do!

KERSTIN:

After 20 years working as an Orthoptist at a hospital in Sweden I suddenly realized I wasn't living my dream. My first 10 years I absolutely loved what I was doing, but for every year that passed the stress increased. Every day my lists of patients increased and every day I felt I had less time per patient. On top of that I felt I wasn't paid what I knew I was worth. My spare time was limited and my energy levels low. I desperately wanted to get more and give more. In 2005 I found the solution. I got presented to Zinzino, an opportunity to do something new for myself - in a team - where I both could develop myself as I increased my paycheck.

THIM:

After 17 years as an accountant I sold my firm in 2006. The first 10 years was inspiring but then I became sick-and-tired of working 60-100 hours a week during spring - the best time of year. My plan out was to create a passive income through developing my real estate business and learn more about investments. After a few years my education within investments became quite an expensive learning experience. It was extremely tough to go through, but still a time I wouldn't be without because it gave me an extraordinary opportunity to practice my financial survival skills.

In 2006 I joined Zinzino. Quite soon I understood this opportunity not only could benefit my financial need, but also meet my desire to help people.

KERSTIN & THIM:

In 2012 Zinzino launched the Balance Concept. Until then we had developed a base of 900 coffee customers. Quite fast we learned how to work with the Balance products together with our team, and in one year we increased our active customer base from 900 to 2200 customers. By then we definitely believed Zinzino could be the answer to our needs and our teammates needs, wants and desires. We decided to go ALL IN.

What we can achieve as a team is so much more than what we can achieve by ourselves. Every human being has his or her unique talent that is supposed to be used. Our passion is to help our people find and develop their talents. A team needs committed leaders, so our focus is to inspire, create hunger and to develop ambitious people into committed leaders.

The change in our life has been drastic since we decided to focus on our Zinzino business. Slowly at start, but faster and faster every year that has passed. Today we have the finances and opportunity to be able to decide where and when we want to work. Every day we get the chance to build our business around our life instead of building it around the work. This is especially great since our children and grandchildren live in different places around Europe.

It is priceless to be able to work and spend a lot of time with each other as a couple. We love to set and reach goals together. We love to travel and make friends around the world. To wake up in our home by the lake - a goal we reached in 2015 - is a dream come true - a peaceful haven we so enjoy having as our base.

As we are writing this we are on our way back home from one of the first steps toward one of our biggest and most important goals in life: To help children in need. We just visited a center for homeless children in the north of Thailand that we have decided to increase our support to.

We are so grateful for everything so far, but we have just gotten started. Over the years to come - together with our amazing team - we aspire to change the world to the better - one story at the time, one person at the time. We challenge you: Inspire Change in Life!

ZINZINO

Inspire change in life - We provide best-in-class, test-based, scientifically proven nutritional supplements, skincare and lifestyle products.



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