



**Change
Your
Life
Story**

6A11-7

Romi Verdera

6A11-7 Romi Verdera grew up in the Philippines and moved with his wife, 6A2-3 Rosavilla, to New York when he was 22 years old. He worked on Wall Street but left after six years to pursue entrepreneurial opportunities.

Romi purchased a DXII water ionizer in 2006, becoming an Independent Distributor and opening the door to an endeavor he calls “the best years of my life.” Independent Distribution has become the family business, joined by Rosavilla and their two sons, 6A Jeremy and 6A2-2 Jason. Romi is the second ever Independent Distributor to achieve -7 status, following 6A13-7 Cynthia Briganti. His success has allowed Romi and his family the flexibility to split time between waterfront homes in Florida and Staten Island.

He recently sat down with E-Friends for a quick interview.

What does achieving the 6A11-7 rank mean to you?

It means a whole lot to me. It gives me the good feeling of security that my children and grandchildren have a good future that I was able to build through Enagic. I've been with Enagic for 16 years now. Those 16 years are the best years of my life. I'm 66 years old now. I look back and Enagic has changed our lives. This promotion in February 2022 did not just happen in 2022. It happened through the pandemic and even before that. While many businesses suffered because of this past two years pandemic, I watched our business in Enagic grow. For so many people, being promoted to 6, 6A, 6A2, 2-2, all the way to my promotion, -7, means that so many people in the group moved up in rank also and made so many sales. No matter what the situation in the world is, people need this water. I'm so happy being a -7, not just for myself, but for everybody in the organization. A lot of distributors' futures were built during these times.

How did you first discover Enagic?

6A9-6 Jayvee Pacifico introduced it to me. He did a demonstration at my house in New York. Then he invited me to come to California and I listened to Mr. Ohshiro on stage talk about Enagic. When I got back to New York, I bought my machine and started working. I became a 6A in three months.

What did Jayvee and Mr. Ohshiro say that convinced you to become an independent Distributor?

I saw the big picture in California because I saw a lot of people. I also spoke to some distributors that were there and told me their success stories. At the time, my real estate business fell apart and I was looking for something to do. In the beginning, I just thought I could make some extra money. I needed something to earn a living. This came along, so I gave it a try. As the business grew, my vision, dreams and hopes kept on getting bigger and bigger.

How do you feel like your previous experience in real estate helped you to succeed as an Independent Distributor?

I had been in sales for 20 years before Enagic with real estate, insurance, and other companies. Those previous companies trained me on how to prospect people, how to do a presentation, how to close a sale, and how to be a leader. With the companies I joined before, I got a lot of training on organizational building, business building, inspiring people, motivating people, and training people. All of those experiences were my preparation for Enagic. When Enagic came along, I was able to use everything I learned.

What was your first sale with Enagic and how did you find the opportunity?

I went to a customer in New York. She did not make a purchase, but I left her water. A few days later, she called me and said, "The water is good." She wanted to purchase the machine that I showed her. I came back and wrote my order. I found in the beginning, if I left water for people and they tried it, they'd call me back. I kept on doing that. As people bought the machine, I encouraged them to talk to their friends. Let's have a meeting and do a group presentation at their house. That's how it built. The first 90 days got me to 6A. My customers were inviting friends and I was doing demos in their houses.

How do you like to communicate with your downlines? What do you like to do to educate and motivate them?

Before the pandemic, I was traveling all over the world because Independent Distributors invited me to do face-to-face training at hotels. I was on the road half the year, moving from country to country. It spread from Canada and then Europe and Asia, the Philippines and all over the United States. I was at hotels doing training and inspiring people. Then COVID-19 came along. Since then, we were just doing everything over Zoom, different groups in different places. I would be Zooming in India, Malaysia, and Canada with different groups. That's what we've been doing now. Mostly my part of the meeting is the inspirational part.

What are some of the lessons you try to teach people through these meetings?

I teach them business building. That's actually my forte on the training. I share how I started. They have to learn the basics of the business, which is actually prospecting, doing demos, explaining Enagic's patented 8-point compensation plan, motivating them, and connecting them to the different tools available on the internet. This month, there will be several Zoom presentations with Enagic employees teaching people about Ukon, the comp plan, and E8PA. I'm starting to tell everybody. Hook yourself up and your downlines. It saves a lot of time. Those tools are available. Instead of them training their people, let them listen to the Enagic training.

What are your goals for the future with Enagic?

My most recent goal is to move up to the next rank, -8. I've been talking to my downlines, especially my downlines in Canada, 6A2-6 Dante and Glenda Calinisan, who helped me move up to -7. I'm helping them go to -7 and all the downlines moving up in ranks too.

What's the hope for the future with your team?

I've been calling them these past few days. I'm encouraging them. I have other legs. Some of them are not as strong. I probably have four or five really working strong legs. I'm encouraging the others, telling them that this business is real. The people joining now are getting promoted faster than years ago when we were starting. Many of my leaders started with me a long time ago. I told them, "Keep on building." We now have so many stories to tell people, how true and good this business is. Let's make the most of all those stories for success that we have to bring more people into the organization. Those that have been around for four, five, six, seven years, they can continue to aspire to go up in rank like the other groups. My two other groups are really gung ho building and going up in rank. I'm starting the rest of my legs to do the same.



Malaysia Distributor Profile

Gary Gan

6A3-5



6A3-5 Gary Gan grew up in Petaling Jaya, a city just west of Malaysia's capital, Kuala Lumpur, and currently lives in nearby Puchong. He learned about Kangen Water® from a good friend in 2011, before Enagic opened an office in Malaysia. He was impressed with Enagic, a company with “fantastic product, amazing marketing plan, long track record, its own manufacturing facilities, offices in many countries globally, and world-class certification.” He was confident in his ability to succeed as an Independent Distributor and immediately bought a SD501 water ionizer.

“What really got my serious attention to do the business was the amazing marketing plan,” Gary says. “As I have been involved with many different network-marketing companies in the past, I quickly realized that the Enagic marketing plan is the best I have ever seen and very sincere from the heart of the founder, Mr. Hironari Ohshiro.

With all this in mind I went straight to work.”

For 11 years, Gary previously sold everything from pharmaceutical and medical devices to Xerox laser printers and photocopiers, equipping him with a versatile skillset. “My entrepreneurial bug took over and I went into my first business,”

he says. Gary started a printing company, but decided his calling was elsewhere. “My real passion is in speaking, motivation, inspiring and impacting other people's lives,” he says. “I finally went back to the network-marketing business” with Enagic.

Entrepreneurship runs in Gary's family. “My mentor, my uncle, was a legend





in the network-marketing industry in the early '90s," he says. "With all the years of training, learning, and all-out massive action, I was able to have clarity in the Kangen Water® business and the proper strategy to make the business a big success."

Working in network marketing gave Gary a leg up as an Independent Distributor. "I was very fortunate to have many years of experience and contacts," he says. "I instantly knew the few people I must urgently see when I started my Kangen Water® business." This approach resulted in his first sale to a previous business partner, 6A2-3 Jeffrey Choong, and led to many more sales.

Gary's immediate goal is to achieve a 6A2-6 rank by the end of 2022. "My plan is to continue to

develop strong and powerful leaders and network all over the world showing them the True Health philosophy." He's a part of the Kangen Power Team, which offers monthly interactive training sessions, events and special team building projects. Gary and his teammates also use the Internet and social media to spread messages of compassion with Kangen Water® to the world.

The Kangen Power Team contributes to several charitable causes, including children's orphanages, senior living facilities and people with special needs. "We collect money from all our members and our team purchases necessary groceries requested by the home," Gary says. "We also make visits to cheer the people there, not only the people in the homes but the caretakers too as they are the true heroes of society, giving their lives to making this world a better place."

When Gary isn't busy giving or working as an Independent Distributor, he enjoys SCUBA diving, cycling, reading, cooking, eating and traveling to exotic places around the world. Not that he needs an escape from his career. "My work in Kangen is not work at all," he says. "It's my life!"

"Special thanks goes out to the full support of my beautiful family, my wife Lily Leong, and our four beautiful children," Gary says. "Without their support I won't be where I am today!"

