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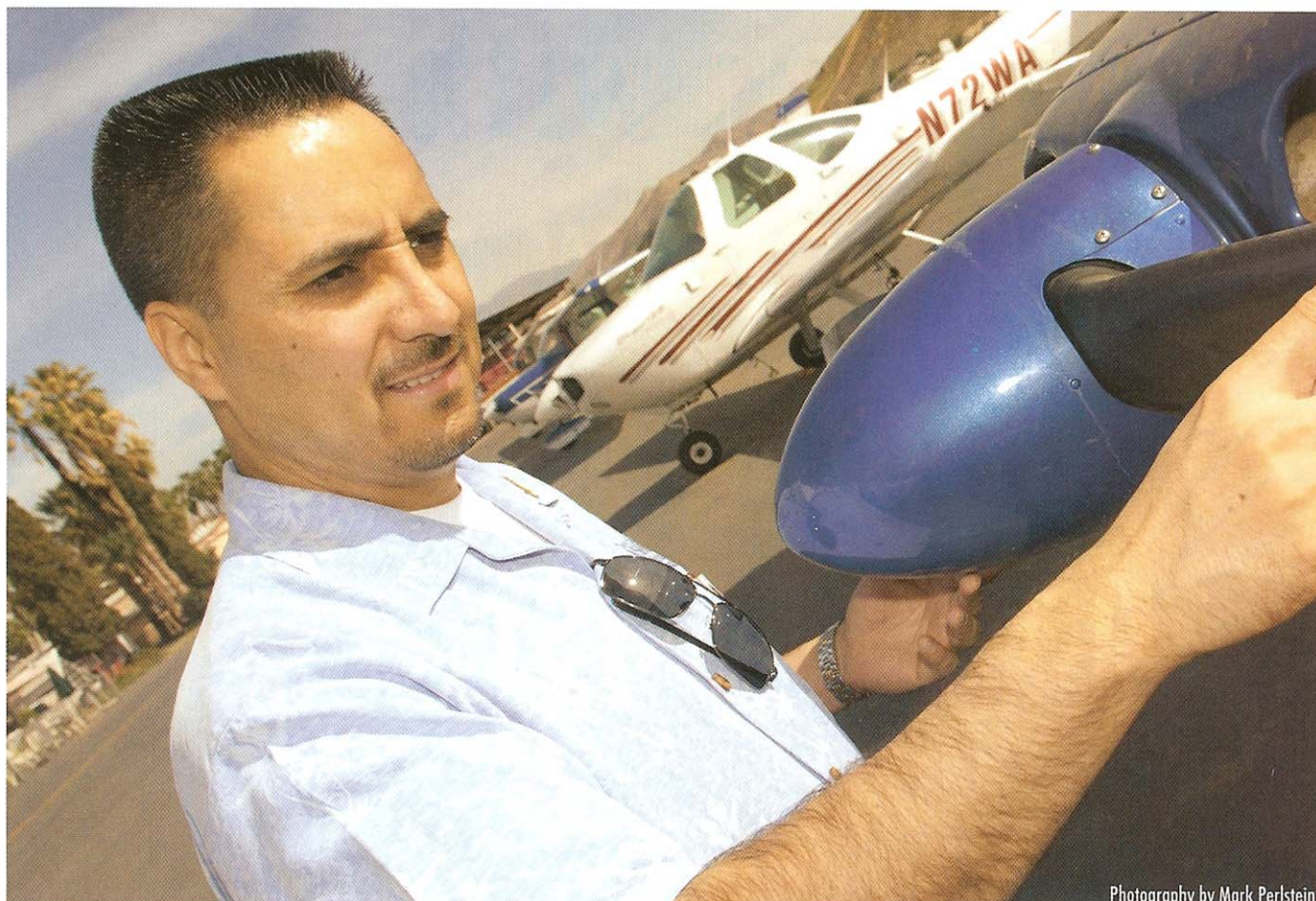
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THE ADVENTURE OF A LIFETIME

Carmelo Flores uses the rewards of his success in Pre-Paid Legal to quench his thirst for adventure and around-the-world travel.



Photography by Mark Perlstein

CARMELO FLORES BELIEVES IN ADVENTURE.

The 36-year-old has learned to fly, skydive, sail and scuba dive, and he's visited 114 countries. "Fun is something I'm an expert at," he says.

And Carmelo isn't done. With the time and financial freedom that his success as a Platinum Executive Director for Pre-Paid Legal Services®, Inc., has given him, he knows more adventures await. "The entrepreneur's spirit in me and the joy of the unknown of each day is an adventure," he says.

But life wasn't always so exciting for Carmelo. During his real estate career he worked long hours every day. Getting away for a weekend was nearly impossible. Although he earned a spot on the Board of Realtors Top Ten and was making good money, Carmelo felt trapped. "Monday to Monday, I sold houses. That's all I could do," he says. "I had a lot of money coming in, but there was nothing I could do with my money."

Then in 1994, an acquaintance gave him a videotape about the business opportunity available with Pre-Paid Legal. Right away, Carmelo saw an opportunity to offer the company's legal defense plans to clients to whom he had sold houses. "I signed up immediately," he says.

In the 12 years since, Carmelo has achieved a level of success he had been dreaming of since he was 17. That's the year a school counselor handed him a book called *Think and Grow Rich*. "That's where my journey began and where I fell in love with personal development," he says.

Carmelo had always been motivated. The son of parents who emigrated to the United States from Mexico, Carmelo remembers being ridiculed in elementary school for not knowing English. "I got so mad that, within a year, I could speak English," he says.

That drive to succeed has stayed with Carmelo. He has been setting and tracking goals for so long that he feels like he has mastered

“I can show my team that they, too, can provide these kinds of benefits for their families.”

the technique. He has laid out his seven-step strategy in a booklet he shares with his Pre-Paid Legal team. “I believe goals are just dreams with deadlines,” Carmelo says.

He describes his trip around the world as his most amazing goal-setting adventure. “For at least a decade, I had a dream and goal that, by age 35, I would have traveled the world,” he says. As his 35th birthday approached, Carmelo kicked his business into high gear to make his dream a reality. He left on his trip in March of 2004, right after the Pre-Paid Legal International Convention in Oklahoma. A month later, he turned 35 and celebrated his birthday on the sand dunes of the Sahara Desert in Morocco. From there, his stops included Kenya, Zimbabwe, Egypt (where he climbed Mount Sinai), South Africa, Israel, Turkey, every European country, Iceland, Russia, India and all but two Asian countries.

After visiting Australia, New Zealand and the islands of French Polynesia, Carmelo made his way back to Oklahoma in time for the 2005 International Convention. The man

who once couldn't even take a weekend trip had just spent a year visiting 82 countries.

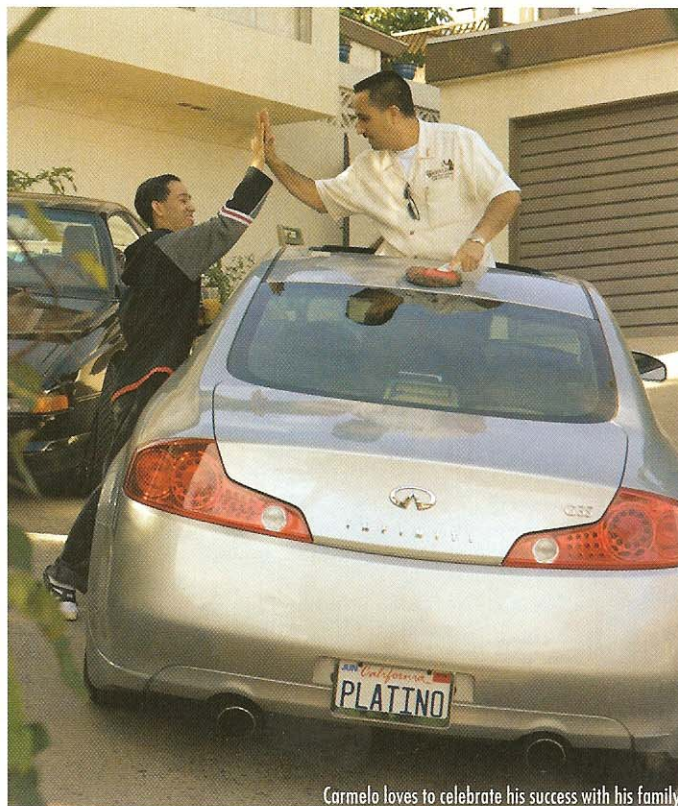
But an even bigger reward for Carmelo's success has been his ability to involve his family. When he grew homesick six months into his around-the-world trip, he was able to fly his mother, Rosalina, his college-age sister, Maria, and his brother Eric, who has cerebral palsy, to join him in Madrid.

“For the next two weeks, we were a family exploring Spain, Portugal and the northern tip of Morocco,” Carmelo says.

Very close to his family, Carmelo still relies on his mother's wisdom. “As a young boy, my mother taught me that he who, when young, fasts, when he is old, he may feast,” he says. “Today I can feast, and I've been feasting all over the world.”

Carmelo includes his family in his business and travels as much as possible. He's taken them to Branson, Missouri, for the Christmas in the Ozarks Festival with Pre-Paid Legal founders Harland and Shirley Stonecipher. His family has also traveled with him on cruises, trips to Las Vegas, and a motor-home trip across the United States while he was building his Pre-Paid Legal business nationwide.

“My family is very much a part of it in the sense that I can show my team that they, too,



Carmelo loves to celebrate his success with his family.

can provide these kinds of benefits for their families,” says Carmelo, who was also able to finance his sister's private-school education. “And my family also enables me to stay grounded.”

For the future, Carmelo plans to keep building his business, traveling and sharing his goal-setting strategy with as many people as possible. And he will keep waking up every morning to the challenge of new adventures, not to the sound of an alarm clock. “I believe alarms were intended for emergencies,” he says. “I don't like to wake up to a state of emergency every day. I like to wake up to a state of joy, pleasure and challenge—just wanting to go out there and make a difference and impact another life.” **YB**

Earnings representations are examples and not typical. Individual earnings potential depends on a variety of factors including effort and ability.

Home State
California

Family

Mother: Rosalina;
Siblings: Maria,
Gilbert, Jerry,
Oscar, Eric

Pre-Paid Legal Status
Platinum Executive
Director

Vital Business Tip
Leverage is the key in
business.

“Monday to Monday, I sold houses.
That's all I could do.”