



### Bernadette & Anton McBurnie

FOSTER CITY, CALIFORNIA

**Business Owners**

Sponsor  
**DEE PLATT**

Incentives  
**NIKKEN LIFESTYLE BONUS,  
PRESIDENT'S CLUB**

### Success Tips

- Decide to be successful and do whatever it takes.
- Attitude is everything, continuously invest in your personal growth.
- Follow the process. Have consistent daily activity. Focus on creating results.
- Three-way calls and ABC are critical to success. Ask the help of your upline/crossline support, it's the smart thing to do.

## Solution Providers and Educators

**S**uccessful and well established as corporate executives, Bernadette and Anton McBurnie traveled globally—Europe, Hong Kong, Japan and North America. After 13 years in the IT environment, Bernadette decided to take a temporary break to raise their three children. During that break, Bernadette was introduced to Nikken.

“I immediately was attracted not only to the uniqueness of the solutions, but I also saw the endless possibility to impact people around the world – empowering them to take control of their physical well-being and inspiring them to create better lives for themselves,” Bernadette recalls.

### PUTTING THE CORPORATE WORLD BEHIND

When Bernadette began considering options for returning to work, nothing fit what she was looking for. She knew she didn't want to work 10 hours a day or have a boss and glass ceiling to contend with. She didn't want to pay high taxes, deal with office politics and cope with the unfairness of the corporate system.

When she looked at Nikken from a business point of view, everything she wanted was there. She would be able to focus on her family, control her own time, live where she wanted to and do something that mattered, without a limit on income. There would be no financial risk and she would add value to people's lives.

Anton initially was not in favor of the network marketing business model, having spent nearly 20 years as a senior executive in the cosmetics industry; however, after taking the time to evaluate Nikken as a company with a long successful track record, the mission and management team, he also appreciated the potential opportunity. In 2004, Anton joined Bernadette on a very part-time basis in developing their Nikken business.

### THE B. MCBURNIE PHILOSOPHY

“I believe that every human being aspires to live the best life possible—live healthy, be happy, have fun, do something that matters and have the finances to live the life he or she desires. A lot of the time, we don't know how to make it all happen. I believe that Nikken is the solution – a holistic approach to life. My role is to make people aware of it, educate them and open the door to possibility.

“I see ourselves as solution providers and educators. We offer knowledge to people. Some people will use it and others won't. Depending on what their needs are, we can help them. But as much as everybody needs a Wellness Home and anybody can build the business, not everyone is ready to move forward and change their lives—that's okay.

“As a family, we look at our own results and set goals in all five pillars. Success is about making progress in all of them to create balance. Embrace the philosophy of the 5 Pillars of Health and start to live by it. Living a life in balance is an ongoing working project!”

### SUCCESS AS A STATE OF MIND

Thirteen years ago when Bernadette first joined Nikken, she knew she would succeed. She had a vision, set her goals, developed an action plan and surrounded herself with people who would mentor her.

“Start with the end in mind,” Bernadette advises newcomers. “When I discovered



MCBURNIE FAMILY AT DAUGHTER KIRSTY'S GRADUATION IN 2011



SCUBA DIVING IN HAWAII WITH THE FAMILY

Nikken 13 years ago, I knew that I would get to the top. The decision was made but once. Even though I didn't know what it would take, I was prepared to go through the learning curve and undergo any personal growth that was necessary. Humans Being More® training helps us realize that we can accomplish what we truly decide to do and helps us recognize what is stopping us from tapping into our true potential. But we have to make the conscious decision to succeed and then do the work."

### OVERCOMING OBSTACLES

"When I started with Nikken, my husband was telling me, 'You really don't like talking to people or selling. This business is all about talking to people and selling, so how will you be able to do it?' My answer was, 'I don't know, but I'll find my way.'

"And because our children were very little at that time and Anton traveled a lot, it was really a struggle with time. I decided to do whatever I could, simply to move forward because there is never an ideal time. Less than a year after I started with Nikken, we moved from Toronto to San Francisco. We didn't know anyone there—no family or friends and my entire upline was on the east coast.

"I believe when obstacles arise, it is to make us stronger and to learn lessons. Obstacles help us develop mental and emotional toughness. If you are struggling or not getting the results you want, stop what you are doing and ask for help from your coach/sponsor. Give yourself permission to make mistakes, time to grow and allow yourself to truly become a 'human being more.'

"When the decision is made and we connect emotionally to our vision and goals, obstacles don't stop us. We find solutions and make things work. It may be a more difficult path but we still make it. It takes passion, dedication and consistent work."

### WORDS TO LIVE BY

"We have truly been blessed. It is hard to believe how much Nikken has impacted our lives and our amazing personal growth. Raising our children with such a positive influence is another wonderful blessing. Deep in our hearts, we know that Nikken is good for our family, friends, community and humanity at large. And it is our responsibility to spread the word."

If "Attitude is everything," as professed by Bernadette and Anton, no wonder they have succeeded in virtually every aspect of their lives. They practice what they teach and walk the talk as they cheer on others and affirm, "Success is not a destination. It is a journey, enjoy every step and always practice gratitude. Be true to yourself, stay on purpose and have faith."



WITH THEIR FRONTLINE PLATINUM TRA THACH AT THE 2011 NIKKEN CONVENTION IN ANAHEIM



THE TEAM AT A ROYAL ALLIANCE CONFERENCE IN MAY 2012



SHOWING OFF HER THIRD NIKKEN CAR THROUGH THE NIKKEN LIFESTYLE BONUS PROGRAM