



Happy Holidays, Happy New Year, Happy January 12,

Sometimes work and life get in the way of getting annual greetings out on time. You can all take comfort in knowing that instead of grinding these out I was a perfect layabout during the holidays and for some time afterwards.

2018 marked the 21st year of this journey I have been on. I thank all of my industry friends, clients and collaborators for their lessons, inspiration, help and support. Over the past twelve months, I had the privilege to work with and learn from the following as a consultant or board member:



I am grateful for the opportunities to learn, grow and adapt as our industry evolves and transforms - all while intentionally improving lives and the planet.

Looking back, I am pleased and proud that Rick McKelvey and I put out our updated and revised *Natural Products Field Manual, Eighth Edition*. Likewise, John Maggiore and I had another record year with our sales seminars and networking events. Mike Burgmaier and I with outstanding contributions from Andy Whitman and others reprised our well received “Financing your Consumer Products Company” seminars. For 2019 dates please check in occasionally at: www.naturalconsulting.com.

I look forward to staying in touch and wish you and your family a healthy and rewarding New Year!

Warmest wishes,

Bob Burke