

Nancy Ann Wartman

D I R E C T O R



I had no idea that I would be gaining lifelong friends when I joined Usborne in 1994. I was just hoping to get great books at a discount. My kit cost was \$159.99 then (now we have monthly kit specials) and I was just hoping that I would be able to make that back. I had no idea that in a few years my monthly check would surpass \$10,000.



Become a student of the skills you want to learn.

Soon after receiving my kit, my husband, Tom, and I set goals with the hopes of increasing our income. Three months later we promoted to supervisor with six consultants in our group. In June we had 14 consultants in our group, in July 28, in August 43. By the end of the year we had a total of 93 consultants and 2 supervisors in our successline. Currently, 90 supervisors and over 2000 active consultants in our group nationwide are keeping our Executive Group the #1 top group in the company. At the UBAH Supervisor Seminar in February 1996 I was awarded with the New Supervisor of the Year award, the first of numerous national awards I received, including the prestigious 2002 PRESIDENT'S AWARD.



Some of the most rewarding moments for me are watching our team members receive national awards including Ruth Smith (my sister), Janice Elam, Lynne Urso, Susan Wandishin, Pamela Hoile, Dolly DePachter, Viki Noe Chikow, Cathy Eads, Liz Hawkinson, Debbie Woolsey, Angie Filbrun, Jill Snyder, Teresa Larios, Reinette Alvarez, Julie Kreun, Patti McClimans, Timberly Miller and many, many more!



Nancy Ann with her sister, Ruth Smith, at UBAH National Convention. Both sisters are Directors with the company and both are President's Award Winners!



Nancy Ann and Tom, upon receiving the President's Award at the Usborne Books at Home National Convention. Pictured with Peter Usborne, creator and mastermind behind Usborne Books and Randall White, President of UBAH/EDC.

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This is a business that can be worked alongside your family activities. This is key for us now, and it has been from the start. When we started Michelle was 17, Georgia 3 and Calvin 1 year old. Our family has grown since then, and so has our business!



The Wartman Family

This business is fulfilling and has helped me (and many others) develop useful skills, although this wasn't an initial goal. One of the areas in which I wanted to excel was the internet. I read, studied, researched and through trial and error created a website for my Usborne business, both for introducing people to the books and business, as well as for training consultants in our group nationwide. This website has proven to be well worth the time and energy plus I've learned a skill useful for a lifetime.

The day Tom and I decided to get married one of the things we discussed was raising our children in a home business. We talked about this for a long time. Both of us were raised in this environment and felt its importance strongly. Through example our children understand success, goal setting, good work ethics and how to work with many types of people, as we did.

Getting Usborne Books at a discount was my initial goal. Now, our home is filled with all the Usborne Books we could want. (Actually, it's not... we always want more!) When the children are studying or are interested in electricity, farms, pyramids, making paper flowers, cooking, or almost anything else, we have Usborne Books at our fingertips as fun resources.



Tom and Nancy Ann Wartman



The Wartman kids helping with the UBAH business, Fall 2001.

Left to right: Georgia 10, Calvin 8, Camille 3, Martin 6.

From traveling and performing with the McLain Family Band, then supervising at a travel agency for six years, travel has always been a part of my life. Earning high class vacations including Hawaii three times, Alaska, Nevada Spa Resort, Caribbean & Mexican Riviera Cruises, and the Mayan Riviera was again more than I had in my dreams with this business. Yet again, these dreams have come true.

I have experienced some incredible “mom moments” as I watched our children’s faces when they saw:

- Whales and bald eagles in their habitat in Alaska
- Extraordinary sea life when snorkeling at Hunama Bay in Hawaii
- Their toes get covered with the Caribbean sand and waves
- Mickey Mouse, as he greeted them at Disney World
- The layers of the magnificent rain forest they have often studied



Tom and Nancy Ann during a windy deck walk on the UBAH Alaskan Cruise in September 2001



The Wartmans in Costa Rica 2002. Left to right: Martin, Tom, Calvin, Camille, Nancy Ann, Georgia



Nancy Ann with her father, Raymond K. McLain, during the UBAH trip to Hawaii in October 2000



Nancy Ann with her mom, Betty joined UBAH as Nancy Ann’s first consultant in 1995 and was responsible for recruiting a couple of consultants who recruited a few more, etc. Today there are approximately 20 consultants in the group who can be traced back to Betty’s recruiting.

I don’t know where UBAH will take us over the next few years, but I know from experience that UBAH’s incentives are well worth working toward.

With our ever-growing group we are impacting our nation’s literacy. The influence that good books can have is incredible. It’s rewarding to make a difference to others, especially at this rate. Our accomplishments with Usborne Books at Home to date are more than I ever dreamed. My goals have expanded now and I can see what an opportunity this is for all of us. With UBAH we can all have more than we ever dreamed. **AND** we can share that with others, too!