

Getting the Balance Right



How Jaime & Shawn Villalovos Manage Their Growing WFG Business, Marriage and Family

When Jaime and Shawn Villalovos first met, they were just starting their careers with World Financial Group. In just a few years, they have built a successful business as Senior Vice Chairmen in Oak Park, Calif., while keeping a balance between work and family.

Shawn and Jaime are each the oldest of six children. Both of their parents divorced when they were young, and they come from working class families.

Jaime grew up in Medicine Lake, Mont. She moved to California when she was 18 because “there were no jobs there and no opportunities for women.” She worked her way through school and got a job at a health club, quickly progressing to manager. “I was there for four-and-a-half years, working 11 hours a day, six or seven days a week.” She became dissatisfied with “doing the same thing every day: never learning, never growing.” She got her real estate license and looked into the mortgage industry, but neither field appealed to her.

Then one day she met a customer at the gym who told Jaime she should meet



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her husband, who was with WFG. “So I came in and was introduced to WFG. I quickly became full-time. Then Shawn and I met at a WFG corporate overview,” Jaime explains.

Like Jaime, Shawn wanted to build a better future for himself and his family. “My family worked in construction,” he says. “Most of my life, my mother was a single mom. She did a great job with what she had, but it was tough watching

THE BEST OF BOTH WORLDS Shawn and Jaime Villalovos (L-R, ABOVE) schedule time for work and family commitments to give each priority their all. (LEFT) In Hawaii with their daughter, Daisy.

her work, struggling to raise us. I always told myself growing up that I didn't want my kids to be in that position.”

Shawn knew he wanted to get out of construction but he did not know how. He began working when he was 12, eventually spending three years working for a company that set up tents for movie locations. “My average work week was 18 hour days, 70 to 80 hours a week. I didn't mind the hard labor, but I didn't want to be in the movie industry,” he says. So he started asking other people what they did for living and eventually met a WFG marketing director. “As soon as I came in and learned about WFG, I wanted to do it right away. I saw it was the vehicle to take care of my mom, to help teach my family ways to get ahead financially. That got me excited,” Shawn adds.

Jaime joined WFG about a month after Shawn did, and the 22-year-olds met at a corporate overview. “We were the only young people in the office. I was cold and he let me wear his jacket,”

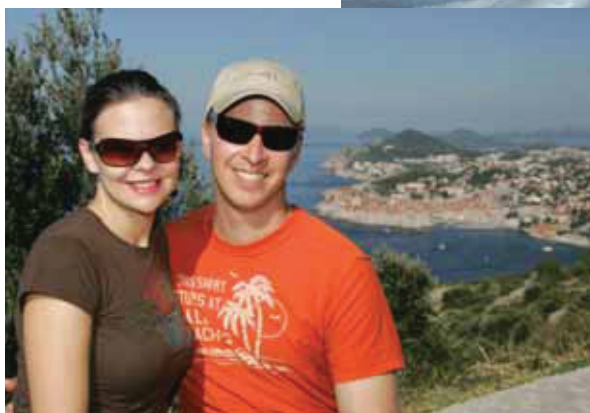
Jaime recalls with a laugh. They were soon hanging out and studying together. They became good friends, and later started dating.

The couple fell in love on a WFG trip in Hawaii. “We really snuck onto that trip,” Jaime says. “We were really new; we didn’t even have our licenses yet. But we knew all the leaders would be on the



good for your team or your spouse or your family. You’re not setting a good example if you’re just making money and getting promotions but are frustrated, sick and tired. You want to be selling a dream, not a nightmare to your people.”

In addition to planning their workdays, Jaime also schedules time for family, church and other important personal activities, writing them down first. “I plan it in at the beginning of the quarter and plan everything else around it,” she says. Jaime adds that she and Shawn try to take “mini-



A DREAM COME TRUE
Jaime and Shawn (above) got married where they fell in love – in Hawaii on a WFG company trip. (LEFT) The couple enjoys time together on a stop on a WFG company cruise of Venice, Croatia and the Greek Isles.

honeymoons” every few months, where they get away just the two of them to relax and enjoy some down time. They encourage couples on their team to do the same, and plan family days together.

Asked about working together all day long, Jaime says, “I couldn’t imagine not working with my spouse all day. Instead of both of us working at different places for someone else at jobs we don’t like, we’re working together to achieve our dreams.” Shawn adds, “I don’t see how couples don’t spend that much time together.”

The duo tends to split the business workload. “Shawn is in the field helping families and mentors the team,” Jaime says. “I focus on bringing on and training new people and building.” Shawn agrees the couple tends to “focus on what we like doing. I love being in the field; she loves orchestrating everything.”

The bottom line to their WFG career is taking care of family. Both say they spend lots of time with Daisy. Jaime’s sister, Jessica, who is now 18, has lived with the couple since she was 14. Also, Shawn says, they have goals for helping their mothers. “They might worry about things still, but I’m not worried about them. I know they’ll be well taken care of.”

– Bobby L. Hickman

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trip and we didn’t want to miss the event. We didn’t have much money, but we paid our own way so we could be there. It was a really romantic trip.”

Two years later, the young couple married in Hawaii — on another WFG trip in February 2004. “We had our dream wedding, a small one on the beach at sunset,” she says. But this time, they had earned the company trip while working toward becoming marketing directors.

Jaime remembers she and Shawn started out “competing for every little thing in the office. Later we started

building our businesses together and we shared challenges. It was hard work, but I’m thankful for those adversities. I tell people adversity makes you a better leader: it makes you stronger, enables you to coach other people through it.”

Jaime says she is “very big on planning. When I was making my business plan, my five-year goal was to be at a level in the company, at a certain income level, where I could have a baby and not worry about splitting my time. We hit that goal much sooner.” In 2005, Jaime and Shawn welcomed their 2-year-old daughter, Daisy, to the family. “I can spend as much time with her as I want,” Jaime says.

Planning allows the couple to balance work and family. According to Jaime, “If you don’t have balance in your life, you’re going to be cranky, you’re not going to treat each other right. There are people on my team who are workaholics, and I tell them they need to at least take Sundays off. If you’re burnt out, it’s not