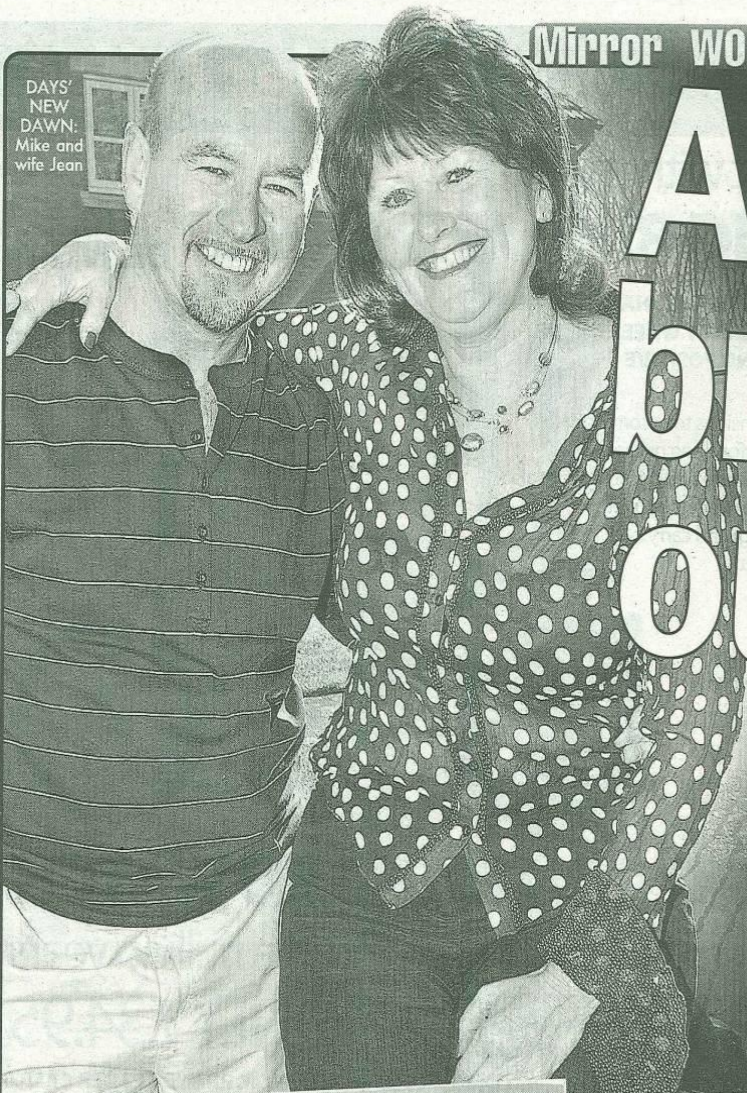


DAYS' NEW DAWN: Mike and wife Jean



# A Kleen break in our 50s

## HOW A DREAM JOB CAME LATE IN LIFE

BY TRICIA PHILLIPS

**J**EAN and Mike Day were hoping to put money aside to make their looming retirement more comfortable – until they both lost their jobs.

Many 50-somethings might have feared they had been thrown on the scrapheap, but not the Days. The couple, of Runcton, Cheshire, decided to turn their misfortune into a positive experience by selling cleaning products.

So six years ago, Jean, now 59, and Mike, 62, set themselves up as independent distributors with network marketing company Kleeneze, which offers cleaning and other household goods direct to homeowners.

As well as helping them build a nest egg for retirement they have bagged themselves a brand new BMW.

"I'm a saleswoman," explains Jean. "At 59 I took on a second job for a bit of extra cash when Mike, formerly a printer, was made redundant. A few months later I lost my job, too. It was awful. Redundancy crippled our day-to-day finances, leaving us no room to save for our retirement."

"Friends had kept telling us how great Kleeneze was and we kept ignoring them, thinking it sounded too good to be true. But when we were thrown into desperation we decided it was time to find out more."

"So we set ourselves up as independent distributors with Kleeneze. We paid £140 for 200 catalogues (it's now £160) – after a month we had earned that back and made £150 profit through sales."

Now we earn over £7,000 a month, and we've picked up a BMW 3 series, a Mini Cooper and been on lots of trips abroad as incentives for reaching various sales targets."

The Days are not alone in believing it is not too late to find their dream job – half the over-50s agree with them, according to research by Leardirect.

And 46 per cent say they are not too old to start a new career. Job satisfaction is a top priority for a quarter of this group of workers, while 60 per cent want the chance to learn new skills. The Days would advise you to go for it.

"It's been hard work, but worth the graft," says Jean. "We now teach others how to build a customer base and earn a commission from their sales."

"We're not ready to retire yet, but when we do we will still keep earning from our distributors. The money keeps coming as long as the people we've recruited in to the company keep earning."

"We are both really enjoying doing this. There's no boss telling us what to do and it is up to us how much or how little we work. It has been a real lifestyle change – for the better. We just wish we'd done this 10 years ago."

### KNOW YOUR SKILLS

If you're looking to change career direction, a good starting point is to realise some of the hidden skills and talents you have that you may not be aware will help you land your dream job.

We've teamed up with Leardirect to help you identify these by looking at your everyday experience and how you can translate it to your CV:

#### Everyday Experience

- People often come to you for advice or you're the one in the family who solves disagreements
- You have planned complex travel itineraries or juggle a busy homelife with work
- You always achieve tasks on time from household chores to meeting deadlines at work
- You belong to a club or society and organise events and social nights out
- You're willing to challenge your boss. Maybe you run a club or chair a voluntary organisation
- You often search the internet and enjoy the challenge of finding new information

#### What to put on your CV

- Good problem-solving skills
- Strong organisational and multi-tasking skills
- Excellent time-management skills
- Strong communication and interpersonal skills
- Good leadership skills
- Good research skills

Leardirect's Career Coaches can help you identify your skills and strengths and give advice on training and courses available to set you on the right path. Call 0800 100 900 or visit [www.leardirect/guidance.co.uk](http://www.leardirect/guidance.co.uk)

### Office Essentials

THE fun and clever Chocolate Pharmacy ensures you've got an emergency supply to ease the afternoon munchies. There's chocolate thermometers, plasters, pills, emergency bars and seven day prescriptions with prices from £3.50 to £20 for the full first-aid kit. Available from [www.chocolateonchocolate.co.uk](http://www.chocolateonchocolate.co.uk) and John Lewis.



□ IT'S a busy week for job fairs with two on today.

Big names, from Somerfield to Homebase and HBOS, plus local employers such as Thames Valley Police and the Oxford Bus Company, are among the exhibitors at the Oxford Job Fair 2008, at Oxford Town Hall

### JOB WATCH

OUR WEEKLY ROUND-UP OF VACANCIES NATIONWIDE

from 10am until 5pm. Find out more at [www.theoxfordtimes.net/jobs/jobfair](http://www.theoxfordtimes.net/jobs/jobfair).

Meanwhile, BAE Systems, Kent Fire and Rescue and Kent Social Care Professionals are among those attending a fair at the Becket Sports Centre, Shepherd's Lane, Dartford, Kent, from 11am to

6pm. For more click on Job Fairs at [www.kentjobs.co.uk](http://www.kentjobs.co.uk).

□ A FINANCIAL services recruitment open day is being held at Edinburgh City Jobcentre, South St Andrew Street, on February 27 from 11am to 3.30pm for anyone interested in call centre, admin and customer service positions.

Some of the biggest names in finance will be there, including HSBC, Scottish

Widows, Cheltenham and Gloucester, Royal Bank of Scotland and HBOS. Call 0131 456 3323 to find out more.

□ INTERESTED in the car industry? Nissan UK and its supply companies will be at a recruitment event at the Stadium of Light in Sunderland, Tyne and Wear, on February 28 from 10am till 7pm. For more information call 0191 382 4088.

□ STUDENTS and graduates living around Merseyside are invited to Liverpool in the Lighthouse, on February 28 from 5.30pm to 7pm at the City Exchange in Old Hall Street. The event offers people the chance to meet top graduate recruiters in retail, law, finance and construction for an informal chat over drinks and canapés. Find out more at [www.liverpoolfairs.org.uk](http://www.liverpoolfairs.org.uk).

Certificate of Income

The Certificate of Income shown below is the official Kleeneze payment for the 4 - week period number 201312

						Date: 05/12/2013
PAY: MR. M & MRS. J. DAY						
THE SUM IN POUNDS PENCE AS IN FIGURES						
Hundred Thousands	Ten Thousands	Thousands	Hundreds	Tens	Units	£8,433.92
ZERO	ZERO	EIGHT	FOUR	THREE	THREE	
KLEENEZE LIMITED, CLAYTON BUSINESS PARK, CLAYTON-LE-MOORS, ACCRINGTON, BB5 5JY, Registered number 05801085						Lisa Burke Sales Director

**Mike & Jeans Latest Cheque – Amazing**

**What A fantastic Pension Plan !!!!!**

**Almost 70 years old and earning Over  
£100,000 a YEAR**

**Thanks To Kleeneze**

**What an Opportunity !!!!**

**(where could you be in the next 3-5 years)**

***“For things to change... we must Change”***

**Jim Rohn.**