

# Crowning Glory

## Changing Lives for the Better



Winner of "Ms. East Coast USA Pennsylvania" and "Ms. National USA East Coast," 60-year-old cosmetics mogul, Terry Martin is not your average grandma! Here's how the Wyoming County native is inspiring others.

**Why did you enter your first pageant?** Several years ago I was quite sick. Making changes to my diet and mind helped the anti-aging process and totally improved my body, inside and out! Though my health improved, I still had one lump/tumor. I couldn't make myself stick to exercising the lymph system. My husband Wayne knew how badly I wanted the lump/tumor to be gone. I said, "I need to do something I can't back down from." Immediately he said, "Enter a pageant!" I looked at him, shook my head and said "Yes, that's it!"

**Describe your pageant prep beauty routine:** Healthy food choices- no junk food or only a little bite if I felt I must cheat! Purchase the right attire and jewelry, get some sun time and of course, the hardest for me, EXERCISE. I had to work on speeches, prepare my mind for the runway, learn to walk properly and smile until my face trembled.

**Has being a mother/ grandmother influenced your pageant journey?**



My goal was to show my family not to be afraid of challenges- I couldn't let them down! When you envision a 60-year young mother/grandmother, you don't see her on a runway in a bathing suit! I was advised not to wear a bathing suit... To just wear fitness clothes. Something inside said, yes, wear the bathing suit because that's shocking and I needed a shock factor. It just so happens my highest scores were 10-10- 9.8- 9.8 in the bathing suit! Who does that at 60? I was trying to prove a point that anyone can turn their life around if they want to. As long as you are breathing, you can "Make a Change." Excuses have to stop!



**What is a "Soul Goal?"** As we get older we feel we can't make a living off our childhood dreams so we choose a different future that works, but is not as fun to our "soul." I enjoyed dressing up with makeup when I was little. For years I did

because no one should ever be without a goal to work toward! I'd like to inspire men, women and children. The earlier you find what makes you happy, the happier your life will be. If you're older and still don't know, it's time to find out! Some people go to their grave with unfulfilled dreams, but we were all put here for a reason and it's exciting to find it and start living with enthusiasm.



every job to survive but didn't dabble in the makeup world. Then I discovered my passion and my company Mederi. Now my life's mission excites me so much that I can't wait to get up in the morning. I love what I do.

**Your ultimate goal?** To help many people excel in their lives. I hope I never reach it

**Inspirations?** God first! Without my strong faith I'd be in a corner in the fetal position filled with fear; I've been there! I carry a paper I call my "Board of Directors." My favorite inspirations are on this 8 1/2 x 11 paper. When making a decision I look at each picture and ask, "What would you do in my situation?"

**Experience:** CEO/owner Mederi cosmetics, medical esthetician, paramedical makeup artist, author, motivational speaker... to name a few current positions. I had a very poor childhood- married at 17 with five children before I was 27. With a limited education I quickly became an entrepreneur! Whatever job I had my attitude had to be "The sky is the limit." I needed sales jobs that had no cap on my income because I was a single parent most of the time. On nights and weekends I began working on my own skin-care/makeup company. At



first it was just a hobby. Then I got a license for Esthetics and worked in a medical esthetics doctors' office. As Mederi continued to grow, I eventually quit my job. My son now runs the skin-care side and I run the cosmetic side of the business. To promote Mederi I became a radio talk show host and began a newspaper. I became a lay ministry speaker because I feel that my first responsibility is to God and I needed to study The Word more so that I would say the right things. Somehow all of my jobs were lessons in preparation for where I am today.

**Motivation to write?** While I was home healing, I thought what if I were no longer able to work on people face to face? What would happen to the knowledge I had gained but couldn't share? "Makeup and More" was my first book. "Beyond Makeup" is much like the first book but it has an accountability page and is more like a workbook with a "how to" kit.

**Do you make public appearances?**

Yes, I speak to many groups like schools, colleges and organizations. Another reason I needed to have the National Ms. USA East Coast win was because I want to give motivational speeches and spread hope across USA!

**What led you to open Mederi? I**

worked for a multi-level marketing company and was very high up, but couldn't stand them chanting the name at meetings. I said to myself, I'm going to have my own company and there will be no chanting ever! Secondly, I knew of a 3-month old girl who was badly burned. I met her again in her teens and that inspired me to learn all about her needs and to sell paramedical makeup! She became my poster child.

**Products you swear by?** Organic Food! Water! Taking care of yourself and building healthy cells make the best complexion! It has reversed or slowed down aging for me! My old saying is "you can only cover the cake so long with icing..."



**Did you ever imagine your life would take this turn?** Yes! Ever since I was young, I'd think "God you must need me for something really good because the life lessons I learned would make a great movie." I always felt there had to be a good reason life was so hard, and now I'm just beginning to see why. Maybe now I have the opportunity to share stories that can empower someone's life for the better.

**Has living in Northeast PA shaped your journey?**

The journey was difficult because much of my business has been built here and we're not a big population. Through the pageant I realized I have more friends and people who supported me and cared than I ever could've imagined! I was humbled! My best customers are people I've met through the years. We do sell online, but the loyalty remains number one here at home! **H**

-Aleni Mackarey

