

# HOPE & POSSIBILITIES

JUST OVER THE HORIZON



IT'S NEVER  
TOO EARLY  
OR TOO LATE  
TO CREATE  
THE LIFE OF YOUR  
**DREAMS!**

MEGAN DI MARTINO







































## CHAPTER 7

### I Needed Wheels

**A**gain, I needed to earn additional money for my daughters and my additional needs. Jay paid the basic bills but nothing more.

In the summer of 1976, I attended my first Tupperware party. The sales person shared that Managers received a Ford LTD station wagon. I didn't know anything about plastic bowls, but I knew I needed a car! That summer I began selling Tupperware and in 6 months I became a manager and received my car.

Tupperware was another pivotal growing learning experience. I now knew that if I put my mind to anything, I could accomplish the task at hand.

The Tupperware Corporation had a very solid training program. During this season I learned marketing and team building. I grew my Tupperware unit called "The Mega- phones", to one of the strongest units in the Southern Connecticut region. I learned that building others was very gratifying and something that I excelled in.

**“I had gone from  
Survival to Stability”**

*Zig Ziglar*

## CHAPTER 8

### Strength from Within

**A**s my 30th birthday was approaching I knew that I could not avoid the inevitable. I could not continue to live my life alone in a marriage. I made a very difficult decision to leave Tupperware. I now had purchased my own car. I knew I needed to work on getting myself and my family ready for a very difficult transition. In July 1980 I divorced my husband.

I knew by this point as my father always said, that opportunities were just “Over the Horizon”. I had hope and knew that there were infinite possibilities open to me. I just had to take that next step.

After my divorce I was commuting to NYC and was working for a promotional advertising company in sales. I was growing and enjoyed the job. But, commuting to the city daily with 2 children was very difficult.

So, 1982 I did one of the most difficult things in my life. I moved with my daughters from my beloved Ridgefield, Connecticut and left my YaYas who were my support system. We moved to the Eastern end of Long Island where my father had his business.

My father had been wanting me to join the family business and work with them. He wanted to add new products to the Beauty Division.

He had been manufacturing end wraps for perming since the 50's. As children while he was creating his first company selling end wraps to salons, the four Di Martino kids were packing end wrap boxes in our basement. My introduction to the entrepreneurial spirit.

It was now the 80's and perms were big! His company also manufactured disposable paper products for the medical and dental industries.

Although the move was difficult for me and the girls, it was a wonderful career opportunity. I was able to learn the mechanics of my father's business that would lead to my career in the Professional Beauty Industry.

In the Spring of 1983, my family was settling into to the Eastern end of Long Island after a rocky beginning for my older daughter. She started a new school in the Spring that suited her better than the local public school. She was finally happy.

## CHAPTER 9

### He Said He Loved Me

**A**lso, that Spring an old friend from high school heard that I was divorced. He called me one evening out of the blue. We spoke for hours. He then got in his car from the Washington, D.C. area and drove to Long Island. He walked in as the sun was rising.

He shared with me that he had always loved me. That when he had called me before I got married, he wanted to tell me of his love but never did. He carried my high school photo with him always. He showed me the tattered photo. It was very lovely and special. To know that love was possible with someone that I truly liked and admired. There was hope I thought.

He proposed to me that night! I said to him, "Let's take this slow and really get to know each other." Also, I have two children. He thought that was a bonus.

For the next several months we spent all available time together. He included the girls. But, as he discovered the reality and the responsibility of a family, he started to pull away. Over the July 4th weekend he told me he had met someone else. My heart was broken.

# CHAPTER 10

## The First Big Step

I threw my heart and soul into building my career and caring for my beautiful daughters. My heart was closed. I vowed it would never open again.

It was a very exciting time of growth in the USA and the Professional Beauty Industry. I began to travel nationally for my family's business. I had developed a disposable towel for the Nail Industry which was used while applying acrylic nails. The Nail Industry and unique Hair Care product companies were being introduced during this time such as Aveda, Paul Mitchell and OPI.

I never forgot my desire to create skin care and cosmetic products. God came near.

I was offered a job to move to Ft Worth, Texas and work with a new division of Alcon Laboratories. I loved going to Texas on business. I loved the people and the uniqueness of Texas. I was ready for another adventure.

In 1987 I accepted the position of National Sales and Marketing director for their hair care product division. My younger daughter and I moved to Ft Worth, Texas while my older daughter stayed on Long Island to finish her senior year of high school.

My time at Alcon-J Cannon Inc was very fruitful. I was able to work with very knowledgeable chemists and learn about skin care product formulations. Alongside my boss we repackaged and re positioned many hair care products. As time went on it was very apparent that they were not interested in doing a skin care line which is one reason I took the job offer.

While working there I was privy to cutting edge information and learned the science of Glycolic Acid and the Alpha Hydroxy Fruit Acid Family of ingredients. They were to create the first generation of result-oriented skin care.

In 1991 I left my position to create and prepare to launch my own Skin Care brand. During this year of preparation, I sold Jaguars at Over Seas Motors in Ft Worth Texas to pay the bills. I also took several free-lance marketing jobs as well.



# CHAPTER 11

## **Finally**

1992 was a formidable year. I gave my heart to Jesus, my new love, and I created and launched my first line of skin care products, Glycolique.

Glycolique was one of the pioneers in Glycolic Acid Products sold to salons throughout the US. I knew the products had to work and show results. And they did!

Good news, bad news. Glycolique shot off like a rocket but I was very undercapitalized. I learned a lot about beginning, building and sustaining a business very quickly. I held on and it flourished. Glycolique was considered a leading innovator in skin care products in the Professional Beauty Industry.

Glycolique was selling well over 1 Million in sales when I sold it to the lab that manufactured the line. I ran the division for them for a year.

I began again. In 1997, I launched Novita Spa Clinical Products. Novita is an Italian word. It means New Birth, New Life...Always Something New!

# CHAPTER 12

## My Heart

**M**y Mother and Father in Law remained very close with me and my daughters after the divorce. My ex-husband moved away and rarely saw his parents or daughters.

By the early 2000's my mother in law was in the later stages of Alzheimer's Disease. In 2003 my father in law asked me for help. My younger daughter had married and moved to Austin, TX in 2002. We all felt the Austin area was a better fit for my in-laws than Ft. Worth where I was living and had my office and warehouse for Novita Spa Clinical products. During Christmas of 2003 my in laws purchased a home in Georgetown, TX just outside of Austin.

I was looking to open a Novita Spa in Ft Worth but I also knew I needed to be involved with the care of my friend and mentor, my mother in law, Rose.

God moved the furniture again.

In 2004, as a licensed Aesthetician, I opened the first Novita Spa in Georgetown, TX. It was a one room Aesthetic Studio in a hair salon. I drove back and forth from Ft Worth.

I started planting seeds in Georgetown for the future Novita Spa on the Square. In 2005 I moved to Georgetown, Texas and I opened the doors of The Novita Spa on the Square, and it has been evolving ever since. I wanted to use the skills and knowledge I had acquired to train and mentor my staff for their career success, and "Clinical Excellence with a Special Pampering Attitude" was born! Since 2010 The Novita Spa has been voted Best Day Spa in Georgetown, Texas.

In the winter of 2004 at a local restaurant, while dining alone I met Paul. Paul was 19 years my senior, had bright blue eyes, and had a larger than life personality. He loved the Lord and admired and respected all that I had accomplished. We

started hanging out. Two years later, when he asked me to marry him, I resisted. But I knew in my heart that it was what God had for my life.

Early December of 2006 we married with friends and family at our side. It was a great time of celebration! Several weeks later just after Christmas my mother in law Rose went home to be with the Lord.

Paul and I enjoyed helping and loving people at The Novita Spa on the Square together, however, this period was short lived. In December of 2009 Paul had a stroke and suffered for two years with Lewy Body Dementia before going home to heaven. God knew that Paul's love and respect would heal my heart and that I would care for him in his greatest time of need.

This a story of love. Love for family, friends, and self. It is a story of empathy and forgiveness. It is a story of Faith. This is a story of Hope and Infinite Possibilities...Just Over the Horizon that comes with knowing and trusting God.

***“Trust in the Lord with all your heart and lean not on your own understanding.  
And in all your ways acknowledge Him and He will direct your path.”***

**PROVERBS 3:5-6**

Don't stop. Keep going. Follow your heart and passion and always share that with others. *It's never too early or too late to create the life of your dreams.* Take the first step...The second and third step will be revealed to you!

*“The call to new beginnings is ringing in the air.  
It’s reaching through the mist of circumstances everywhere.  
Stand tall, take the first step.  
The second and third step will be revealed to you.”*



# HOPE & POSSIBILITIES

JUST OVER THE HORIZON

From the beaches of Long Island to the Beatles, with Woodstock in the air, Megan takes you on her adventure from innocence, to single motherhood, to the creation of two 7 figure businesses.

Meagan DiMartino is a true mid-century modern girl, who captures the heart of every reader with her story of hope and possibilities.

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