

BUILDING A ROCK SOLID FOUNDATION

When I was introduced to Arbonne, a new career was the last thing I was looking for. After all, I was busy administrating a thriving granite and marble business my husband started. I went to an Arbonne Presentation completely out of a sense of obligation, and that night changed my life.

I often tell people I am where I am today because of Arbonne's Skin Conditioning Oil. My son, Marco, who is now 11 years old, has suffered from eczema since he was an infant. When ENVP Janet Elliott talked about how Arbonne completely healed her eczema symptoms, that got my attention! Marco had large patches of eczema all over his body and I had already tried many different products for it. I was amazed when his skin showed immediate improvement from the oil. Today, Marco has no apparent signs of eczema or any other problems with his skin. He looks great and no longer fidgets like he used to. I now realize my poor son had never really known what it was like not to itch somewhere on his body until I began using the Arbonne products!

After trying the NutriMinC® RE⁹⁰ skin care line, I signed up as a Consultant to purchase product at a discount. After all, I was going to need a lot of that Skin Conditioning Oil and the NutriMinC® RE⁹⁰ skin care products, and I wanted to get them at a discount. People noticed my skin and it was easy to tell others about the products, so I realized I might as well try to make a little money.

As vice president of our stone business, I knew what it was like to run my own business, but I also experienced its headaches. There were many times when we could not break away from our business



barcia alejos

Independent Consultant, Executive Regional Vice President
Barcia Alejos Region; Indianapolis, IN

for a family vacation. When we would take a vacation, we were constantly on the phone with our employees. I often felt like I had a ball and chain tying me to the business. I had a lot of flexibility, but it seemed like the freedom and ability to get ahead financially — that one would think you could have owning your own business — always eluded us.

As I began doing the Arbonne business for fun, I was struck by something happening to my sponsor, then AM Janet Elliott. When I met her, she was eight months pregnant. When I signed up, she informed me and the rest of her team she would soon be working from home for several weeks while she had the baby, and spending

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Barcia with her husband, DM José Alejos and their Why: Daniel, 13; Marco, 11 and Andrés, 9.



The Rock-Solid Foundation Region celebrating in Barcia's brand new Mercedes-Benz!



success strategy:

“ In order to build a rock solid business, go into massive activity to find more business builders and be an example. ”

some time with her newborn son. Over the course of that next month, Janet was able to work from home with her babies at her side. She returned to the field one month later and made it to RVP qualification. Wow! I wanted the job she had. I soon learned this opportunity was at my fingertips ... as an Arbonne Consultant.

As I began researching and understanding how network marketing and Arbonne worked, I could immediately see this was an awesome opportunity. After watching Janet and ENVP Nancy Wilcox's examples, I realized I had never seen anything like this before, and I wanted to build a business with this company. I wanted it to be strong and solid, something that would allow me to take vacations with my family and take care of our long-term needs, such as college and retirement expenses. I knew what I would name my Region right away. Since the family business is in stone, and we consider our faith the rock we rely on, I also knew I would now build a very strong and solid business with Arbonne. It would be a business with a rock-solid foundation.

The really great thing about building a business with Arbonne is it is built with people. I can honestly say every building block in my business is an important part of its structure, and I truly have people I enjoy and love working with. Whether each person joined a while ago or recently, each one is solid and the reason my Region is strong. What a gift each of you are!

To RVP-in-qualification, Helen Hedrick: You are such a beautiful person, inside and out. I am truly blessed to have you as a key part of my team. To AM Hope Morrison and DM Jennifer Sherlock: You are two of the most persistent and determined women I know. I know you are going to the top!



RVP-in-qualification Helen Hedrick and Barcia with Executive Vice President Stian Mørck and Sr. VP Product Development & Marketing, Candace Keeffe at the Home Office.



Barcia with President Rita Davenport.

To AM Crystal Lawson: You have added a breath of fresh air to my life and business. Thanks to the super sponsor, DM Denola Burton, and DM-in-qualification, Suzanne Brown: Your grace and willingness to give are truly in the spirit of Arbonne and my Region. To all of my Consultants, including Denise Parker, Carla Miller, Kris Habart and many others: Your enthusiasm keeps me going.

To my awesome mentors, ENVP Janet Elliott and ENVP Nancy Wilcox: You taught me how to be strong and build a business. Janet, you have an infectious enthusiasm and Nancy, you have great logic and a no-nonsense approach. You are the best mentors I could have and are now great friends, too.

And finally to my family who provide my foundation. To José: Thanks for your unwavering support. Seeing you participate with me in Arbonne as a District Manager is another joint venture in our lives together. To my three sons, Daniel, 13; Marco, 11 and Andrés, 9: You are my life and reason for striving for more! I completely love each of you. Thanks to all of you!

Five Arbonne generations. ENVP Nancy Wilcox, ENVP Janet Elliot, Barcia, ENVP Donna Weiser and ENVP Sandra Tillinghast.



Barcia with her newest business builders. L-R: Denise Parker, Barcia, Suzanne Brown and AM Crystal Lawson.



Barcia with her long-term team at NTC 2005 Las Vegas. L-R: AM Hope Morrison, RVP-in-qualification Helen Hedrick, Barcia and DM Jennifer Sherlock.