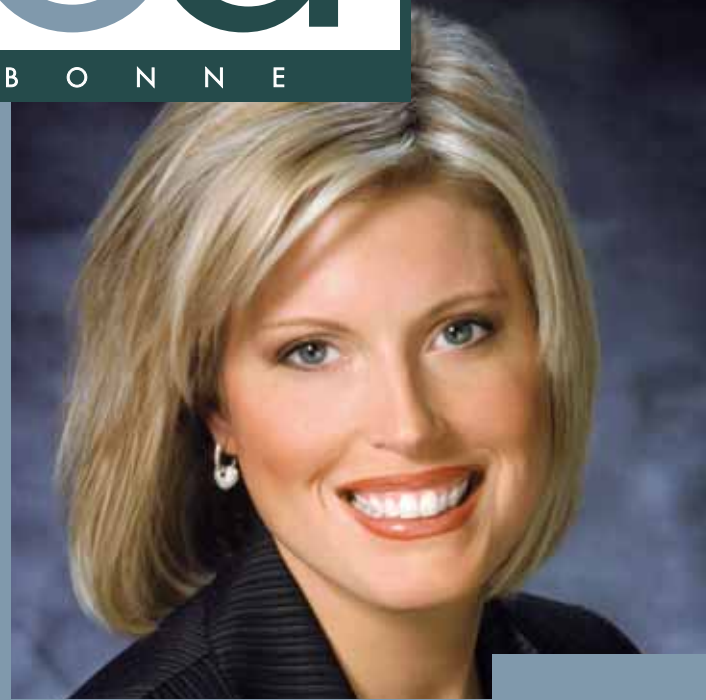


## WHEN THE STUDENT IS READY

Unlike many in Arbonne, I grew up around the Arbonne opportunity. I watched incredible women make incredible money. I have seen the cars, read the stories and heard about the trips. Yet, it never really seemed possible or right for me. I was happy being a wife and a stay-at-home mom for my four young children. In addition, my husband's income provided a comfortable living. I told myself I was too busy to start my own business. I created the excuses ... I needed to be home with my kids, available for carpooling, homework, sick kids; well, you understand the demands of a mom.

I have been blessed to have two great aunts: Arbonne President Rita Davenport and her sister, ENVP Euphazene Linder ("Mamaseen"). Both would tell me it was "shameful" that I was not doing Arbonne. Imagine, at least once a week for the last 10 years, turning down Rita Davenport with all of her passion, enthusiasm and unstoppable belief in Arbonne. The encouraging notes, cards, books and tapes on personal growth, and the Christmas gift of 2003 ... a Mercedes-Benz key ring ... all subtle reminders of the wonderful opportunity! We actually signed up for caller ID to avoid being "surprised" by another one of Aunt Gayle's "dripping sessions." I was insecure and stubborn. I just would not give in and join Arbonne.

In October of 2001 all of that changed. My husband, the sales manager for a group of Christian radio stations, came home telling me about this impressive woman he met, ENVP Sharon Metzgar. When Sharon learned that I was Rita Davenport's niece and that I was not in the business, she questioned my sanity and began to pursue me with earnest. Thanks, Sharon for your courage! I began to look at the products and the business more closely. I even "dabbled in Arbonne,"



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and became a Consultant who purchased product at a discount — still believing Arbonne was not for me. The student was not quite ready.

Fast forward to October 15, 2004, when Sharon Metzgar called again and invited me to lunch. I reluctantly agreed. The student was finally ready and the teachers I had shoved away for 10 years began to appear. In spite of all of my excuses, I realized that in reality, I was a sniveling little ball of fear and this fear was keeping me from being all I could be. When asked what would happen to my family if my husband was disabled or died, I replied: Good insurance! My aunt

*continued ...*

Stephanie with her *Why*: Connor, Caleb, Kevin, Natalie and Taylor.



Future Arbonne president, Rita Davenport, coaches 6-year-old niece and future RVP, Stephanie Anderson.



Stephanie with husband, Kevin.



## success strategy:

“ Swallow your fear, offer hope and don't give up before payday. ”

promptly said, “You have any idea what the cost is just to educate four children? What's plan B in case of a family crisis or emergency?” My *Why* became crystal clear.

Then, I thought about my father, Ray McWhorter, a sergeant on the Nashville police force, who died in 1990. As a child, he was told he was too small and too sickly to achieve anything in sports and yet he became a record-breaking 440-yard sprinter and voted “Athlete of the Year” for the state of Tennessee. I have seen newspaper clippings of him in first place running across the finish line weighing only 116 pounds and nicknamed, “Rabbit” because of his incredible speed. It gave me courage when I realized what an awesome legacy I had, and how Arbonne would be the vehicle to achieve more. Like many of you, I have had my share of challenges ... I was born with glaucoma, thus blinded in one eye. I lost my father at an early age and my son was born premature, 12 weeks early, weighing only 2 pounds 14 ounces at birth. Three of my children were hospitalized during my last month of qualification for Region. Still, with all of these challenges, Arbonne provided me with hope for the future. I realized that though my father was not the strongest, he was the most determined ... thus a winner. I wondered what he would tell me to do today. The answer was clear. I swallowed my fear, picked up the phone and have not looked back.

What followed, was an inspired sprint to RVP. Since I promoted to RVP in only four months, I guess you could also nickname me “Rabbit,” as well. My Region theme is “ray of hope,” to honor the earthly father who inspired his daughter to be a “merchant of hope.” I know he is watching ... I plan to give him a good show!

To ENVP Sharon Metzgar: Thank you for not giving up on me, even after four years. To AM Paula Baker: You are my best friend. Thank you for joining me on this journey. Hawaii, here we come!



BACK: L-R: DM Amy Anderson, ENVP Sharon Metzgar, EDM Barbara Anderson and DM Michele Bennett. FRONT: L-R: DM Jennifer Tucker, DM Paige O'Kelley, Stephanie, AM Paula Baker, DM Haven Arnold and DM Jana Smith.

To EDM Barbara Anderson — my precious, determined sister-in-law: Your never-quit attitude has inspired me. To DM Haven Arnold: You were my first Ace. To DM Jana Smith: You rock. To DM Amy Anderson: Don't stop. To DM Sabrina Range: When Chris returns from Iraq in 18 months, I cannot wait to see his face when he sees your Mercedes-Benz. To mom: I knew you would come around! Thanks for watching the monkeys. To DM Paige O'Kelley: You are the best neighbor ever. To DM Jennifer Tucker: Noah will love Disney World®. To DM Michele Bennett, your courage is astounding. Do not quit before payday. To DM Jessica Williams: Your wisdom is far beyond your years. You continue to impress. To the climbing Consultants, Vivian McCall, Nola Monks and Karen Williams: Make sure you mention me in your stories.

To my wonderful children, Taylor, Caleb, Connor and Natalie Gayle: Thank you for being so patient with me and for encouraging me to reach RVP. We did it. To my awesome husband of 13 years, Kevin: Thank you for believing in me. I could not have done this without you. Thanks for cooking, cleaning, watching the kids and never complaining once. I love you. I would like to thank God for all I have and all He has done! To my dad: I miss you. We only had 18 years together, but you taught me well. Thank you. Now it is my turn to “pay it forward” and provide a “ray of hope” example for others to follow.

Thanks to everyone who has touched my life and made all of this possible. You know who you are and how grateful I am.

REGIONAL VICE PRESIDENT

The testimonials in this story reflect the actual experience of an individual, are anecdotal only, and may be atypical.

Stephanie's dad, Ray McWhorter.



Some of the Region.



Stephanie's family with ENVP Euphazene Linder “Mamaseen.”

