

A close-up portrait of Deb Arnold, a woman with short, wavy blonde hair and blue eyes. She is smiling slightly and looking directly at the camera. She is wearing a dark, patterned blazer over a light pink, ribbed turtleneck sweater. She has large, round, metallic earrings and a matching necklace. The background is dark and out of focus.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

DEB ARNOLD

FROM BANKRUPTCY TO BLESSINGS

Independent Consultant, National Vice President
Deb Arnold Nation; Noblesville, IN

My road to Arbonne and NVP really starts with a challenge and a loss that caused me to grow and strive for more. But then again, there is usually no other way to lasting peace and success. I will never forget that time of struggle, asking myself what I did wrong, why is this happening to us, and when will it get better? It is a very humbling experience to be unable to pay your bills and having an auction to liquidate your possessions. My husband's job was eliminated and he was without a permanent job for nine months. He was either over-qualified or under-qualified and was doing whatever odd jobs people would offer. Keeping our home became a ball and chain. We had tried everything we knew to hang on to our home of seven years; a place in the country complete with a swimming pool and 10 acres. It was the place that my husband, Joe, and I were married and where my girls were raised.

There could have been many times in my life that I could have just given up and quit. It could have been at age 30, when my first husband was killed in a freak accident and I found myself a widow raising two small girls. It is an empty feeling when someone is here one day and gone the next. I have learned in my time of trials and tribulations, but it has been the choices I have made and my obedience to God that has kept me safe and on track. As a result, I have a story to tell.

It has been said you have to lose some things before you can find the true, important things. Well, my discovery happened to be waiting for me in Carmel, Indiana where my sister lived. We do not always enjoy the journey, but I have learned that in order to grow we must get out of our comfort zone. It was just after foreclosure and we had two weeks before we could move everything into our rental home. It was during this wait that I decided to take a trip and see my sister. It was just my girls and I. We fell in love with the area immediately. It did not take me long to realize this was my land of milk and honey. After being there a year, my best friend and sponsor from Texas, ERVP Jennifer Harbour, introduced Arbonne to me. After using the PhytoProlief Natural Balancing Cream and skin care sample pack, I did some research and found that, to my knowledge, no one else was doing Arbonne in my area! This was truly a goldmine! I will never forget the three-way call with Jennifer, ENVP Stacy Thorn and myself. I wanted her to be straight with me and give me a realistic picture of what it would take to be successful. She said to complete 8 to 10 Presentations per month. Ten months later, I found myself promoted to Regional Vice President. Doing 10 to 12 Presentations every month and setting high goals, were the keys to my success. I always shared the opportunity everywhere I went and with everyone I came in contact with. It was that simple.



Cowgirls at my daughter, Tessa's 8th birthday. L-R: Jausta, Jeshua, Tessa and Deb.



At Sturgeon Bay with husband and business partner, Joe, during the Green Bay weekend with ENVP Donna Johnson.



Deb having a ball with ENVP Stacy Thorn on the ASAP 2004 Cancún trip.



Deb and her sister, Sara Priester, with their Grandmother, Inez Fuller, on her 90th birthday.



RVP Sandy Poe, Sr. VP Product Development and Marketing, Candace Keefe, Deb and AM Debbie Sullivan at Area Manager Challenge celebration.

The personal growth that you experience in this business is priceless. I had to fall down in order to learn how to fly. Losing everything in bankruptcy and losing my first husband were tough things to go through, but those experiences are what made me who I am. The drive that comes from losing everything and wanting to get it back has kept me going during the challenges. I know that each and every member of the Deb Arnold Nation has been called to this time, place and company. It is my passion to make a difference. As I tell my team, "It is never for nothing. Everyone you come in contact with is a divine appointment, either now or in the future." I just want everyone reading this to know that your dreams can come true. Everything that we lost has been restored back to us tenfold. We have just purchased our dream home because of Arbonne. Now, 22 months after starting Arbonne and becoming National Vice President, I know that this is just the beginning.

I was able to attend my first NTC in Texas this year. It was amazing to attend my first meeting as an RVP. I had no idea while sitting in the Grand Awards presentation that I would be honored as a Parade of Champions winner; I did not even know what that was. I had been so busy doing Presentations that I did not worry about any awards. I am still doing seven Presentations a month. It is just a result of being coachable and listening to what my NVP told me to do. My belief level, although already high, went through the roof. Everyone there was so energetic and fun to be around. It was a joy to be around people who love what they are doing and have a vision to look forward to. Arbonne people are just happy people!

There are so many benefits from this wonderful life with Arbonne. I do not have to be controlled by others anymore. I have the freedom to be my own boss. We make decisions now based on quality of life, rather than cost. We,

as parents, can be at home raising our family and spending time together. We have been able to travel and do things we always dreamed about.

To anyone thinking about Arbonne as an opportunity, I would tell you there is no greater opportunity in the world. It is not just about the money, but about the relationships and personal growth. It is a company of integrity that you can totally believe in. What is holding you back? You do not have to re-invent the wheel. The system has been created for you. You just need to face your fears with courage, because in the end the only thing keeping you from success is fear.

I am so proud to share this experience and gift with two of the closest people in my life. My husband, Joe, who is an Area Manager and actually goes out and does the Presentations, and my daughter, Jausta, with whom we are launching in the business on her 18th birthday in January 2005. She loves sharing with her classmates about her future plans with Arbonne as they talk about what colleges they want to attend. It really turns their head when she tells them she is launching a million dollar business with her mom. We want her to experience financial freedom and be able to raise our grandchildren in the way she chooses. She is a hard worker with a great head on her shoulders, so I know she will rock with Arbonne! So watch out for husband and daughter RVP teams in 2005!

I have always been drawn to and impressed by strong women role models. Women who challenge me have always made an impact on me. There have been so many in Arbonne who have been that for me. My sponsor, ERVP Jennifer Harbour, amazes me with her ability to connect with people and help them to grow. ENVP Stacy Thorn, arrives right to the heart of what an issue is with her honesty and integrity. ENVP Cecilia Stoll, Sr. VP

continued ...

success strategy:

// It is never for nothing ... everyone you share this with is a divine appointment ... either now or later. //

We both got what we wanted: Deb, a Mercedes-Benz and Joe, a Harley.





AM Janine Yeager, DM Anna Ricci, AM Joe Arnold, Deb, Rita, DM Katrina Keene, AM Marita Barthuly and DM Nancy Brady in Green Bay.



Sponsor, ERVP Jennifer Harbour and Deb at NTC Parade of Champions.



AM Mary Schroeder with her Nebraska team. **L-R: Front:** DM Patience Buccholz, AM Mary Schroeder and Jeri Anderson. **Back, L-R:** DM Nycole Chirhart. **Middle, L-R:** DM Sue Hull, DM Sue Miller, Jackie Swirzinski, DM Anne Loeffler, Karin Germishuys and Shanna Armsbury.

Product Development & Marketing, Candace Keefe, and President Rita Davenport are others who have had a great influence on me. Candace Keefe and the Marketing department had the courage to ask 500 women at a training to "just trust me" when talking about the NutriMinC® RE® launch. I was moved by that request. And ENVP Donna Johnson, with her Presentation, helped me to focus on making great Presentations. She has been in Arbonne longer than all of us and still does it because she loves it.

I also want to thank Sherri Bratcher, a dear friend of mine, for a key turning point in my life when she told me she was living her dream. That was several years ago, but it caused me to question myself what my dream was. Because of that seed planted in my spirit, I began to dream for the first time.

Thanks also go out to my 90-year-old grandmother, for never giving up on me and always believing in me. Her love truly has been unconditional. I want to especially thank the most incredible team of Area Managers anywhere. Sandy Poe, my first RVP and pastor's wife, we go back a long time. What a plan God has for you. And thank you to soon-to-be RVP Janine Yeager. It has been a joy and honor to watch you grow. This business has brought us together as sisters and I love you, girlfriend. Deb Sullivan, your reward is so close. Thank you for being my friend. Mary Schroeder, you are so close. I cannot wait to be at your car presentation. You know I love you. Cindy Tucker, the sky is the limit for you, girl. Linda Westrick, your determination has been inspiring and you have a story to tell. Julie Sullivan, I am so glad you listened to your heart. Your perseverance and hard work are paying off. And my new AMs, Marita Barthuly and Julie Evanson, you have a great future ahead. To my soulmate, Area Manager, and love of my life, my husband Joe: When everything is falling apart we can always count on each other.

BOTTOM LEFT: Susie Alexandra, makeup artist Kathy Moberly, Tonya Salyer, DM Amy Amb's and daughter, Jausta Engelbrecht doing a little touch-up work on Deb at Kathy's studio.



Deb and ENVP Donna Johnson at Donna's Green Bay training.

AM Cindy Tucker's Munster, Indiana team. **L-R:** DM Kathleen Huisman with son Cullen, DM Cassandra Berger, AM Cindy Tucker, DM Diane Perez, AM Janine Yeager, Deb and DM Missy Knotts.



Thanks also to my District Managers, Diane Beglin and Missy Knotts: Your persistence and determination will get you through. To all of the rest of my Nation: I could not do it without any of you. Each of you has had a profound impact on my life and you are the real reason I do this and love it so much.

And finally, to my precious daughters who are each so unique and special: Thank you for your patience and support. You are the only things in this world I will take to heaven. I love you.



AM Meeting. **Sitting, L-R:** Janine Yeager, Linda Westrick, Debbie Sullivan, Deb and Julie Sullivan. **Standing, L-R:** RVP Sandy Poe with grandson and Julie Evanson.

Deb, ENVP Stacy Thorn, AM Janine Yeager and AM Cindy Tucker on the ASAP 2004 Cancun trip.

