

A close-up portrait of a woman with blonde, wavy hair and bright blue eyes. She is smiling and wearing a pink and white patterned blazer, large hoop earrings, and a chain necklace. The background is a neutral, light-colored wall.

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EYE ON ARBONNE

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COMMITTED TO THE JOURNEY

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Building an Arbonne business often parallels experiences we have in every day life. This was brought to my mind as I learned how to mountain bike during the ASAP Hawaii 2005 trip.

Scared of the unknown, yet determined to do it, I set out for the first time to bike in a guided tour of beautiful Honolulu, Hawaii. Twelve miles of unknown challenges and rewards were ahead of me. Someone, who had been "down the path before," briefly explained all the rules and tricks to being successful on this exciting mission. I definitely was not alone. I had to trust my leader, as well as depend on the encouragement of my husband and six other friends. As the instructor was going over all the safety features, I was thinking, "What in the world have I gotten myself into? Am I crazy? (ironically, the very same thoughts I had when I started my Arbonne business) How am I going to ride 12 miles up and down the valleys and mountains when I am already panting from sheer anxiety?" I remember thinking those thoughts and within seconds muttering outloud, "Not only are you going to do this, Kim, but you are going to do this with excellence!" I had to immediately believe I was capable of accomplishing this challenge. I had to begin picturing myself on that bike going up and down those hills. I knew trying was not going to be good enough — committing was going to be the key. As I did with my Arbonne business, I committed to the journey.

I was able to commit because I received the tools to achieve the potential to succeed in this journey. I had a sturdy bike that obviously had been tested by many other riders, and had a water bottle for refreshment and revitalization when the ride got tough. The bike had great brakes for the downhill slide and also had many combinations of special gears for all the different terrain I was about to endure. Probably the most important tool I was given was my helmet. This helmet protected the most important part of my body — my mind. I needed a clear vision of the beginning and end of this journey, to feel safe while trusting in my friends, instructor, God and in myself. This helmet gave me a peace of mind to enjoy the wonderful opportunity placed before me. As President Rita Davenport says, you have to "mind your mind."

I was excited to begin this bike ride, but was also anxious. As friends said, "You have to go for it!" I can honestly say, the longer I rode, the more comfortable I began to feel. It took time, patience, persistence and careful planning of my next moves along the way.

The scenery around me continued to become clearer and more beautiful. I began noticing little treasures I had not noticed before. I was not stopping on



Kim with her Arbonne MVPs: Brian, Brittany, Blake and Mackenzie.



Kim's Why: Blake, Brittany and Mackenzie.



Brian and Kim in Hawaii.



Kim and husband, Brian.



Kim and Brian with RVP Jacqueline and Scott Schaefer, RVP Suzanne Ogle and her husband, Kent.

my bike to catch my breath. Instead, I was enjoying the journey and sharing this special time with my friends.

On this biking trip, several "Arbonne truths" were revealed to me. First, belief is a vital part of the journey — belief that God has a purpose for my life, a purpose for everyone to believe in themselves and a purpose to have my life be an example for others. Second, my *Why* to finish was always bigger than my fear, or excuses, in getting there. Third and most importantly, I never would have known how beautiful the journey would have been if I had not committed to do it.

Just like she did on the bike trip, ENVP Cecilia Stoll provided me with encouraging words for my Arbonne journey, "Come on girlfriend ... you can do it. The best is yet to come!" In one amazing year in this company, I was blessed to be able to see this very truth for myself.

The Kim Barnes team is a Nation dedicated to family, friends and faith. I have so many people to thank.

To my life partner and husband, Brian: Thank you for always being encouraging and unselfishly supporting me along the way. Truly, your prayers and passion for me have made this dream possible. Thank you for always trusting and believing in me. I love you dearly.

To my MVPs, Brittany, Mackenzie and Blake: Thank you for being the anchors in my life as we have sailed on this trip together. Doing extra loads of washing, unloading the dishwasher and mowing the lawn are just a few random acts of kindness you continue to show. Your smiles, hugs and encouraging words keep me going. May you always know

how much I love, respect and honor the awesome persons you all are becoming.

To President Rita Davenport and Chairman & CEO Bob Henry: My heartfelt thanks for "blazing trails" that had never been experienced in this company before. Your faith, leadership and commitment to us and to Arbonne is truly inspiring.

To my crossline and fellow VPs: It is a privilege to call you friends. I look forward to making great memories with all of you for years to come.

To my leader and precious friend, ENVP Cecilia Stoll: Thank you for your example in the many different areas of my life, not just Arbonne. Your vision and guidance have always been invaluable to me. You gave me the direction I needed in this journey and it was a vital part in the success of this business for my family and me. Thank you for being such a faithful leader and most of all, a true friend forever.

To my sister and sponsor, ENVP Becki Barns: Thank you for your encouragement, prayer and passion. Your willingness to help jumpstart my business and continual help was a key to my success. Thank you for sharing this gift with my family. Our lives have been changed because of this incredible opportunity.

Any success is ultimately a blessing from above. My team is a blessing.

To my precious friend, RVP Jacqueline Schaefer: Words cannot express the fun I have had with you in this business. Your enthusiasm is contagious to your team and me. I treasure your friendship with all of my heart. I am so proud of you.

continued ...

success strategy:

“ It is about enjoying the journey one teammate at a time. ”



Kim with President Rita Davenport, Chairman & CEO Bob Henry and sister/sponsor, ENVP Becki Barns.



Area Managers' retreat in Dallas, Texas.



Kim's first RVPs, mom, ERVP Sue Rice and RVP Jacqueline Schaefer.

To my mom and dad, ERVPs Ed and Sue Rice: Thank you for your endless love, support and commitment to your Arbonne business and me. You amaze me. Your passion for life is being blessed through this business. I love you more than you know.

To RVP Carol Prewitt: Through your business, you have taught me perseverance, patience and passion. I love your commitment to your team, the love you have shown me and the clear vision you have for your family. I am honored to work with someone as special as you. I love you, girlfriend!

To ERVP Tommie Ruth Blackwell: You have taken a leap of faith by trusting me with this business. Your determination to see Alabama grow was truly blessed. Thank you for your ability to see the big picture. I am so proud of you.

To RVP Judy Roper: Wow! Going RVP in three months takes dedication, commitment and vision. You have truly demonstrated all of these characteristics in an unbelievable way. Thank you for giving me encouragement and a new-found friend. I look forward to many great times together.

To RVP Suzanne Ogle: Persistence, patience and perseverance are just some of your defining characteristics. Thank you for being such an inspiration to me. You exemplify the definition of commitment. Thank you for your love and support. You are precious.

To AMs, Judith Bradley, Cynthia Conroy, Marcine Gray, Barbara Hammonds, Cheryl Hitchcock, Jennifer Johnston, Maxine Kilgore, Nancy and Eric Lindstrom, Jeaneen Pointer, Kelly Ranney, Terri Stadler, Amber Thomas, Lhett White, Sharie Wilkins and Debbie Williams: I am so proud of you all and cannot wait to see you at the top.

To my many DMs: May you continue to see the vision and opportunity this business has to offer. This is just the beginning.

May your journey with Arbonne be as challenging and rewarding as a bike ride with lots of friends and memories along the way!



NVP Kay Draelos, Kim, ENVP Cecilia Stoll and RVP Ann Smith.

Members of Alabama team: RVP Judy Roper, AM Barbara Hammonds, Kim, ERVP Tommie Ruth Blackwell, ERVPs Sue and Ed Rice, AM Maxine Kilgore and DM Martha Lou Wright.



The Kim Barnes Nation at a national meeting.

