

SIMPLY SUCCESSFUL

I have always dreamed about living a life being able to enjoy life's simple pleasures. I believe that in order to enjoy life to the fullest, you need to be spending your time focusing on the people, places and activities that you love the most. Through Arbonne, I have the tools to focus on my many loves. My love for God, my husband, Danny, and my baby boy, Christopher Daniel, are the reasons that I chose the Arbonne opportunity for my life.

I have been an entrepreneur my entire life, it seems! I started by selling eggs to the neighbors at the age of 12. Then, I opened my own massage therapy business at 18. When I was 20, I became an esthetician and opened a small facial spa in Del Mar, California. I loved and worked this business for a total of seven years. Four years into the business I got so tired of doing the same thing every day! I was making an amazing income, but I had no time to enjoy it.

When I was 25, I met my husband, Danny, and we were married four months later. I became pregnant with Christopher on our honeymoon, and although we were not planning it, I was so excited. The only problem was that I became extremely sick for the next six months. But, I am a tough girl! I used to instruct snowboarding all day and give massages in the evening. Still, this sickness was like nothing I had ever known. I would be so sick that I could not eat and lost 13 pounds after my first trimester. It was so hard physically and financially. I learned for the first time that I did not own a business, I owned a job.



kerry beard

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Over those six months, I lost over half of my business because I simply could not make it into work. When I began to feel better, my face broke out in cystic acne. I was trying all of my professional products, but nothing worked. Then my dear friend, Brooke, handed me a NutriMinC[®] RE[®] anti-aging skin care product set that looked like a gold brick to me. I did not know what it would mean for my future at the time. Before I realized how valuable these products could be for others, I fell madly in love with the contents. I used the products and my skin improved in four days.

I signed up under Brooke just to get my products at the Consultant discount. It took me nine months to begin my Arbonne business. When Christopher was 4 months old, I decided that if I ever want-

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Kerry with AM Dan Beard on their wedding day.



Christopher in a kayak at Lake Tahoe.



The Beard family in Kauai.

success strategy:

“ Always remain positive and think about your *Why* several times a day. ”

ed more kids, then I had better learn how to make residual income in case I got sick again. This is when my Arbonne journey began.

It took 13 months from the time I put both feet into this business to reach RVP. The reason this happened so fast is because of an amazing team whom I love so much. All of them want to be RVPs, and I believe all of them will be! I am so impressed with this opportunity Arbonne has created. It literally gives you the ability to succeed based on other people's successes. What an amazing concept!

To EAM Regi Warner, AM Susan McIntyre and DM Michelle Speiker: You encouraged me so much and gave me the confidence that I needed to move ahead and build the rest of my team.

To DMs, Kim Sager, Sarah Ferris, Danielle Mcgilvray, Patti Holden, George Macias, Danny Beard (my husband), Andrea La Joie, Cristina Clifford and Jennifer Kelso (my sister): All of you are such hard workers. I am honored to help all of you reach RVP!

To EAM Brooke Tomez: Thank you for being persistent with me in the beginning. To EAM Joanne Lavin: Thank you for all of your support and love. To ENVP Sandra Tillinghast, ENVP Jana Good and ENVP Jerry Conti: Thank you all for inspiring me so much! The name of my *Eye on Arbonne* story is "Simply Successful" because since I began my journey with Arbonne, my life has become simpler and much more successful.

The key to success in this business is to never give up! Always remain positive and think about your *Why* several times a day. Do not get distracted or limit yourself with negative thoughts. Surround

EAM Brooke Torres, RVP Nicole Tauber, Kerry and her son, Christopher at Brooke's house warming party.



Dan and Kerry enjoying the sunset in Del Mar.

yourself with leaders and follow them. Never underestimate anyone. Always listen before you speak and build solid foundations with people by caring about their life!

To everyone in our Region: I send you all a great big thank you!

To everyone at the Arbonne Home Office: It goes without saying, you are the best! Thank you for all that you do for us!

Kerry with AM Dan Beard and ENVPs Jerri and Jessica Conti.



DM Carolyn Hamilton, Shelley Armeda, Kerry and Tiana Hamilton in Canada for Carolyn's business launch.