

## A PEARL BEYOND A PRICE

My Arbonne story began in February 2001. At the time, my life was an ongoing struggle to juggle my travel schedule as a flight attendant and my longing to be home with my aging grandmother who was in the early stages of Alzheimer's disease. Both the travel and stress took a toll on my complexion and sent me in search of anything that could clear up my troubled skin. After trying some Arbonne skin care samples, I was instantly hooked!

I was secretly intrigued by the Arbonne opportunity and blown away by the lifestyle of my sponsor. When she described working from home, setting her own hours and driving a new Mercedes-Benz, I knew I needed to learn more! After several dedicated years of service to the airline, my only trophy was a shiny pair of gold wings. Kathy was driving around in a Mercedes-Benz she received by participating in the Mercedes-Benz Cash Bonus Program to show her efforts. I thought to myself, "What is wrong with this picture?" After a few unsuccessful attempts over the summer to get my Arbonne business off the ground, I was frustrated and almost gave up for good. For those of you working alone in your area without a team, I know how you feel. Remember the movie message, if you build then they will come. Do not throw in the towel when things get tough. Keep your focus on the big picture and stay committed to your dream. If your desire is greater than your fears, you will persevere no matter what.

Three weeks after almost giving up on my business, tragedy struck. I lost my grandfather to cancer. That same week my grandma fell and broke her hip. Despite surgery, she was not able to walk again. Then the following month, our country faced the unexpected tragedy of September 11<sup>th</sup>. That horrific day struck close to home and I found myself re-evaluating my career. I knew I needed to be home with the people I love, so I took a leap of faith with Arbonne. I vowed to no longer



tina beer

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be a "closet Arbonne Consultant." From that moment on, I was officially open for business!

In spite of my renewed enthusiasm to give my business all I had, life had other plans in store for me. I am sad to say that my father unexpectedly passed away four weeks later. While still in a state of grief over my father's death, I had to put on my big girl pants because my grandma's health began to quickly deteriorate. My initial understanding of the concept of "residual income," came in those last few months of my grandma's life. Even though I was slowed by personal tragedies, my business continued to flourish. I was amazed.

I am very grateful to my airline employer for allowing me the time off I needed to take care of my ailing grandma. She was my entire world and her lessons of love, compassion and hope for the human spirit are values I will carry with me for

*continued ...*

Manager recognition holiday party 2003. L-R: Cindy Taylor, Maria Munoz, AM Dolores Baluyut, Tina, AM Quirina Jimenez and Kelli Helton.



Tina with husband, Ismael Ortiz.



Tina with her grandma, Pearl.





NTC 2003 Nashville. L-R: AM Quirina Jimenez, Tina, ENVP Euphiazene Linder, ERVP Kathy Whittington, AM Dolores Baluyut and Jamie Reindel.



Arbonne's Annual "Test Drive a Mercedes" Day.

## success strategy:

“ Success is not a wish, it is a commitment. ”

the rest of my life. Grandma went to heaven on March 4, 2002. Even her date of passing, I believe, is significant because deep down I know she was sending a message to continue and "march forth." And even though I knew it would not be an easy journey, I made a promise to her that I would, indeed, *march forth*. My dear friend, Lindsay Thomas, sums it up beautifully with these words, "Experience is the hardest teacher because it gives the test first and the lesson afterward." Life does not stop so we can build a business. But instead of having a breakdown, we must search for a breakthrough.

Our Region theme, pearls of wisdom, is themed in honor of my beloved grandmother, Pearl. Interestingly, pearls are meaningful metaphors of our lives. Pearls, just like humans, are exquisite examples of beauty emerging out of adversity. A pearl is formed in layers, much like the rings on a tree. Each layer is like an experience or memory of an event in our life, collectively serving as the building blocks of our being. The ultimate beauty of a pearl, as a person's life, is the sum of the layers. Since entering my life, Arbonne has started the process of crafting my experiences, whether sorrow-filled or joy-filled, into an object of utter beauty. For that, I am eternally grateful.

I have many people to thank for their support along the way. ERVP Kathy Whittington: You are my angel on earth. Thank you for being my mentor and dear friend. Words cannot express my gratitude. NVP Donna Rehling: Thanks for your constant encouragement.

I am so appreciative to all the Clients and Consultants who purchase product at a discount in our Region. DMs, Cindy Taylor, Maria Munoz, Mary Shaw, Dora Lopez, Karen Sanchez, Kelli Helton, Tasha Hammer and Anita Renteria: You all are much more than my business partners — you are

my extended family. I am humbled to have such extraordinary women in my organization. AM Dolores Baluyut: Thank you for having faith in me and taking a chance on Arbonne. You have been by my side through thick and thin. You are an exceptional leader and a true testament of "stepping up to the plate." AM Quirina Jimenez: Your dedication, teamwork and commitment amaze me. Ladies, RVP is next!

President Rita Davenport: You set the example we should all strive to follow. You are a blessing. Founder Petter Mørck: Because of your dream, we can all leave a legacy behind. Sr. VP Product Development & Field Events, Candace Keefe, Executive Vice President Stian Mørck and the Home Office staff: You make it possible for us to do what we love. ENVP Sandra Tillinghast and RVP Barbara Mertzluft: I appreciate your support and gift of friendship.

I want to express my love and gratitude to my family. Thanks for being there mom! Vincent and Brian — my buddies: I laugh the hardest when we are all on the plane together. You both have taken such good care of me. To Ismael Ortiz, my incredible husband: There are no words in the dictionary to describe my love for you. You are my everything. To my angels in heaven: I know you are smiling down on me. I hope you see me smiling back at you.

Sometimes in life, we find ourselves in a season of crisis where getting through without being defeated is the ultimate test. When my life seemed darkest, I remembered the words of a famous poet who said what lies behind and in front of us are insignificant compared to what is in us. Relying on my faith, I dug deep and persevered. I thank God for carrying me through the times I needed Him the most ... the times along the way where there were only one set of *footprints* in the sand behind me. Now, I can truly say that I am back on my feet to celebrate life and all it brings. Thanks, Arbonne!

Grandma Pearl.



Best buddies: Tina and Vincent Erviti flying together.



Holiday party 2003.



Tina with Arbonne President Rita Davenport during ERVP Kathy Whittington's car presentation.

