

THE GIFT THAT KEEPS ON GIVING

At age 23, I was on the financial fast track, earning almost six figures annually in telecommunications sales. I met my sponsor, EAM Jodie Clapp, at a business-networking event. I liked that Arbonne's skin care products were European, botanical and cruelty-free; but I was busy. Jodie, I can never thank you enough for being persistent when I did not return your calls. I finally tried the Bio-Matte® Oil Free line and my skin looked and felt amazing.

More than anything, I want to be a mom. The idea of getting married and starting a family became very real to me after I purchased my first home. Although lucrative, the telecom job would not allow me to be a stay-at-home mom who also had a career. In corporate America, I experienced two main types of people: Those who did not have enough money to live comfortably, but a life outside of work; and those who had plenty of money, but no time to enjoy it. Neither of these categories was acceptable to me. I wanted more time, freedom and financial abundance.

I joke about using my Awaken Sea Salt Scrub when the light bulb went off. Arbonne offered a business with the potential for unlimited time, freedom and income potential. Plus, I could build it alongside my current job. Within a year, I promoted to Area Manager. I could see RVP on the horizon as I was totally burned out on the telecom industry. I had barely quit my job to devote more time to Arbonne, when my team quit and production plummeted drastically.



kirsten berkhout
Independent Consultant, Regional Vice President
Kirsten Berkhout Region; Brentwood, CA

For 18 months, my volume went up, down, up again and down again. I wondered what I was "doing" wrong, then I realized it was not my actions that needed adjusting. I took a look in the mirror and decided that before I could sponsor the "right people," I had to become the "right person." I shifted my focus to who I wanted to be in the world and began to build relationships with powerful, likeable and successful people. As a leader, I learned that I could love everyone on my team, but also have firm boundaries about whom I spent time with.

Having accomplished all of this, our volume again declined in the

continued ...

Northern California Team. **BACK**, L-R: DM Michelle Haustein, Tracy Rashbrook, Leigh Wright, AM SaraGrace Keenan and DM Diane Halfman. **FRONT**, L-R: DM Victoria Javier, EAM Gillian Christie and Adriana Mello.



Kirsten with her boyfriend, Kirk, on the ASAP Atlantis 2003 trip.



success strategy:

“ Be-do-have. If doing the right activity is not giving you the results you want, ask yourself, ‘How can I be different?’ ”

summer of 2004. I was at a loss, trying to enjoy the fabulous ASAP Cancún 2004 trip, but feeling discouraged instead. After returning home, I told my upline, NVP Natalie Gauci, “Right now, I don’t know anything but that I’m not quitting.” In that moment, I surrendered to the vision I had for my life and took it to another level. I imagined a world with secure families who have enough money and time to spend with each other, a place to raise healthy, happy children who grow up to create safer communities all around our world. This is the difference I wanted to make and I made it my mission to share the gift of this business. I took my focus off of the volume number and set my goal to personally promote three new DMs in 90 days.

In Cancún, my team leaders connected clearly to the life Arbonne offers — success to anyone willing to work a duplicatable system. Together, we became a sponsoring machine and the momentum kicked in. After finishing September under volume, we jumped up to half of what we need to qualify in October. I believed in my heart that if we could enter Regional qualification in November, we could finish in December. As Rita always says, “I minded my mind;” I followed this and worked my action plan and we finished qualification in December!

Sitting on my porch on New Year’s Eve, I was overcome with appreciation and gratitude for all I have been given, and for the people who have blessed me with their presence in my life.

To mom, dad and Pete: Thank you for always trusting that my college degree was not being wasted. I know you could not always see the greatness of this business, but you had faith in me. Mom, thank you for being a stay-at-home mom with a career so that I too would follow that possibility.

To my best friend since sixth grade, EAM Gillian Christie: I am



NVP Natalie Gauci; AM Cassie Johnson; AM Gillian Christie and her boyfriend, James; Kirsten; ERVP Kelly Silva and her husband, Damon; and AM Joy Brande living it up on the ASAP Cancún 2004 trip.

brought to tears each time I think about what we have created in our friendship, our lives and our business. Thank you for teaching me to be the feather instead of the sledgehammer.

To AMs SaraGrace Keenan and Cassie Johnson: You are the anchors of belief on this team. SaraGrace, thank you for teaching me about boundaries. Cassie, thank you for always being coachable and for trusting me. Thank you both for your friendship.

To DMs, Anna Fox, Laurie Ratkovic, Devesa Sarria, Heather Knauss, Michelle Haustein, Victoria Javier, Tracy Rashbrook, Mindy Williams, Diane Halfman and Edna Ngo: You all have such giving and determined spirits, and you already know everything you need to become RVPs in 2005. Give the gift away and accept the abundance before you. Thank you for your contribution to our team.

To my upline and crossline mentors, NVP Natalie Gauci and ENVPs Sandra Tillinghast and Donna Weiser: I am forever grateful for your wisdom, your coaching and your belief in me. You are the ultimate examples of what is possible if you invest in people. I will gladly and humbly follow in your footsteps to NVP.

Thanks to Rita, Petter, Stian and Candee. To Candee: Thank you for holding the integrity of our products and company to the highest standards. To Rita: It is your immense love for people that drives our company and inspires greatness. To Petter: Thank you for loving children so much that you created a vehicle for them to always be cared for.

To my soul mate, Kirk: Thank you for loving me unconditionally. Your gentle heart and boyish charm have filled me with the energy I need to create what will now make all of our dreams possible. I love you and am so happy that we are only just beginning

REGIONAL VICE PRESIDENT

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

Do you want a ride in my new Mercedes-Benz?



Kirsten with President Rita Davenport and her sponsor, EAM Jodie Clapp during the Area Manager’s Challenge in 2003.

RIGHT: San Diego Superstars: DMs Edna Ngo, Diane Halfman and Mindy Williams.



DM Devesa Sarria, AM Cassie Johnson, DM Heather Knauss and Kirsten working at a health fair in Los Angeles, California.

