

MAKING DREAMS A REALITY

Tessa's story:

It is hard to believe that as a daughter of a very successful ENVP, Beverly Lambert, I would ever doubt my ability with Arbonne as a business, but I did. I thought it took a certain type of person to prosper in this business; someone who was great at sales and generally liked to talk about skin care and makeup. I later discovered the only thing holding me back was my mindset.

Almost my entire life I was raised in a network marketing environment. I knew if I wanted time freedom and potential financial stability, I needed to be in a business like my mom, but I lacked the confidence in my own ability to succeed. I went to college, graduated with my master's degree in art therapy and worked as a therapist for foster children. I loved my purpose at work, but knew the corporate world would never give me what I ultimately wanted in life: Flexibility to work from home, write my own paycheck, have the ability to travel when I want, as well as being the one to raise our (future) children without daycare, all while having the luxury of my husband working alongside me.

This journey took us exactly two years. It has not been easy, but I know giving up was never an option. When times got tough, I thought, "Who do I know who has a better lifestyle than my mom?" I could never think of anyone, so I continued to persevere. The reward of getting to our destination has confirmed the notion that if I set my mind to something and never give up, I will accomplish my goals.

There are a few people I would love to give gratitude to for all their love and support. First, to my husband, Bret: Your vision, determination and positive attitude kept me going in this business. I feel so fortunate that I not only have your encouragement, but that you are my business partner, as well. I feel so lucky to know you will be home helping me raise the chil-



NEW RVPS

tessa bird and bret libby

Independent Consultants, Regional Vice Presidents
Tessa Bird & Bret Libby Region; Birmingham, MI

dren we will have someday, while traveling the world without a boss telling us when to come back!

To my mom, ENVP Beverly Lambert: I am eternally grateful to have been raised by such an incredible role model. I always knew I wanted what you have; it just took me a while to get out of my comfort zone to make it happen. Thank you for all your help, tenacity and for pushing me to see what I could not during my journey. I praise you for having the hindsight almost 18 years ago to be one of the first people to bring Arbonne to Michigan. You have helped change the lives of many. I am so proud to call you my mother. To my wonderful father, Jim Bird, and my stepmother, Mary Bird: You have always pushed me to follow my dreams. To my twin sister, Melissa, and brother-in-law, Pat Erickson: You have shown me how incredibly fortunate it is to be a parent. And to Shaun and Truly: I love watching your passion for adventure and cannot wait to visit you in Scotland.

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Tessa and Bret scuba diving during the ASAP Hawaii 2005 trip.



Bret; Tessa; Tessa's mom, ENVP Beverly Lambert and their four-legged love, Zeus.



Bret and Tessa's supportive family at their wedding on August 28, 2004.

success strategy:

“ Have the courage to step out of your comfort zone and pursue your dreams. ”

Bret's story:

I was introduced to Arbonne eight years ago, when I first started to date Tessa. I was invited to ENVP Karen Priemer's Mercedes-Benz car presentation, and like any man trying to win the woman of his dreams, I agreed to attend. Little did I know after hearing President Rita Davenport, Sr. VP Product Development & Field Events, Candace Keefe, ENVP Donna Johnson and ENVP Beverly Lambert speak, that I would ask myself, "Why am I not doing this, instead of owning a demanding lawn care service?" I made great money, but I did not have the time freedom I longed for. At that time, I thought only women fit in the business model, and Tessa was busy working on her master's degree, so I continued with my stressful job. Then I slowly became a product of the product, using a toner and moisturizer and then moving on to more.

Over two years ago, a customer approached me with a network marketing business. Not knowing much about network marketing, I asked Beverly for her opinion. She said, "If you are interested in the potential to earn residual income, you should take a look at Arbonne." At that time, more and more men were getting involved with the company. Shortly thereafter, Tessa and I went to our first NTC in Dallas, Texas as guests. We were blown away by the company, the caliber of people, the Presentations and training. On May 1, 2004, we started our business.

We would not have become RVPs in two years if not for Tessa coming out of her shell. She has blossomed into a great leader, mentor, speaker and kind soul to everyone she meets. I have always known she had it in her. I could not be more proud of her accomplishments and love the ability we have to work and enjoy life together. Arbonne is our vehicle to freedom and lifestyle choices, all the while helping others reach their goals and dreams. It does not get much better than that.

I would also like to thank my family for all their support right from the start. My parents, Bob and Jan, have helped us out in so many ways. They are always there for Tessa and me. My sister, Sharon and her husband, Dean have had Presentations in two different states for us. Their wonderful kids, Emily, John and Grace also give us support and perspective with Arbonne. A year ago, we told them we only needed to find two more business builders to be eligible to participate in the Mercedes-Benz Cash Bonus program and their instant, matter-of-fact response was, "Is that all? Come on that will be so easy!" Thank you for all your love and support.



Friends and Managers at ACTnow Louisville. L-R: EAM Julie Gough, DM Jasmin Lynn, Karen Sobolewski, Bret, Tessa, DM Tracy Weitzman and DM Lori Smart.

Tessa and Bret:

One could not achieve RVP without an incredible team.

To AM Tana Young: Thank you for being coachable and never giving up. You have everything it takes to make it to the top! To AM-in-qualification Angie Alexopoulos: Your calm, kind natured heart helps add to your strength of being a terrific leader. You understand the importance of talking about the business and authentically care about the well-being of others. To AM-in-qualification Jim Botzen: We love your passion for this business and appreciate you teaching us new working techniques. You demonstrate the importance of sharing the products with everyone. To DM Jan Libby: Thank you for helping us on this journey. Once we retire Bret from his lawn service, we will be spending more time with you during the summer at the cottage. To DM Tracy Weitzman: First, thank you for your friendship since high school. You saw the opportunity immediately and I know your determination will take you to the top. To DM Jasmin Lynn: You have a no-matter-what attitude that makes you a success. To DM Debora Gifford: Your professionalism, extremely friendly personality and work ethic will make you a great VP! To DM Sara Kravitz: You understand the importance of living a healthy lifestyle and demonstrate that effectively to others. Your independent nature makes you a natural leader. To DM Patricia Parker: We met because of your great business mind and vision for the future—I know you will be a VP. To DM Linda Jensen: Thank you for having the initiative to build your business long distance.

To our friends, our Consultants and our Clients: Thank you for all of your support. To President Rita Davenport, Chairman & CEO Bob Henry and the Arbonne Home Office staff: Thanks for paving an incredible road for those with dreams and ambition. We are all given the chance to create our own journey. We hope you can look back at yours and be proud of your accomplishments. Thank you, Arbonne, for helping us achieve the life we have always wanted to live.

NTC 2006 St. Louis. L-R: DM Jan and Bob Libby, Tessa, Bret, DM Debora Gifford, Mark Manson and DM Tracy Weitzman.



Tessa and Bret's Mercedes-Benz car presentation. L-R: AM-in-qualification Angie Alexopoulos, AM-in-qualification Jim Botzen, DM Sara Kravitz, DM Patricia Parker, Tessa, Bret and DM Tracy Weitzman.



The Chicago team. BACK, L-R: Joy Lallemand, Joyce Bolton, Deborah Bolton, Tanya Anderson and DM Patricia Parker. FRONT, L-R: DM-in-qualification Maria Jossey-Owen and Tessa.

