

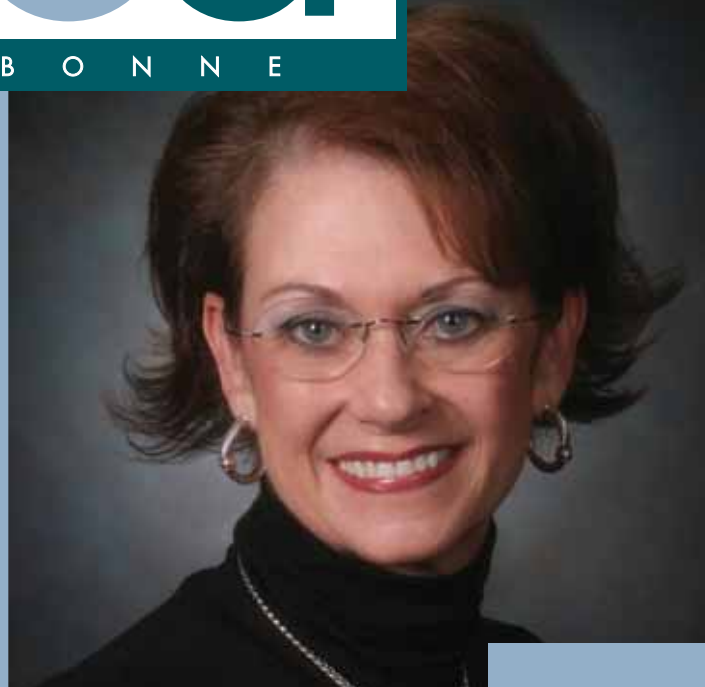
## GLORIOUS NEW BEGINNINGS

Little did I know that when I received a call from my youngest daughter in early June of 2005, my life would be forever changed. As a member of the baby boomer generation, I was taught to go to college, get a degree, work and save for retirement. At 56, however, that plan had not worked for me.

As a registered nurse, I worked in the public health field for 27 years. My last position was as the director of a statewide program that required long hours of working on disease outbreaks and distributing vaccines across the state. I retired from that position in 1998. Next, I worked for two companies, both of which required that I travel and be away from home for several weeks each month.

Then in 2004 I was worn out; I felt old, looked old and I even said that I was old ... so I quit my job in order to retire. I thought I had earned enough money, which along with an inheritance from my family would have our retirement plan B covered. I was wrong and quickly realized within five months that our retirement funds would not last. I made the dreadful decision to go back to work in December of 2004 because my husband was carrying the financial burden alone.

My daughter, Toni, called in June to tell me she thought she had found a way to potentially supplement her income as an Arbonne Consultant. I was her first call and her first negative encounter, too. A few nights later, while my husband and I were babysitting for our daughter's two sons, I saw the Arbonne products in Toni's bathroom, which had been shared with her. I tried the products because the instructions were also there next to them. The following morning my skin felt great and hydrated, whereas before, I had always had alligator-like skin.



**phyllis brown**  
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Toni called and invited me to a meeting where ENVP Cecilia Stoll was going to present the Arbonne opportunity. Toni asked for my opinion in helping her decide if this business was right for her. I decided to go, even though I did not want to. That night changed my life forever because I saw the opportunity immediately! A few days later she called to say she was going to become an Arbonne Consultant, and my response was, "Hurry up, because I am signing up under you!" That was on June 11, 2005.

Later that summer, all four of our children and their families came home for a Fourth of July family reunion. They came in from North Dakota, Colorado, California and Oklahoma City. I called that

*continued ...*

Phyllis' family at the Fourth of July reunion. **BACK:** Son, Chris; husband, Michael and son, Mike. **FRONT:** RVP Shanel, Phyllis and daughter and sponsor, AM Toni.



Phyllis with her *Why*: Husband, DM Michael Brown.



Phyllis with her new Mercedes-Benz.



## success strategy:

“ No matter what your age, give this opportunity a chance. ”

weekend our first “Discover Arbonne Family Reunion” because it introduced the entire family to the Arbonne products. The Arbonne products, with instructions for their use in picture frames, were in the bathrooms along with the shampoo, hand cleansers and lotions.

This was my Arbonne business launch and I have not looked back since. I became an ERVP in October. My oldest daughter, Shanel, has become the first RVP in North Dakota and Toni is an AM.

My best friend and the first person I called to do this business with me was Marshall Charloe. She originally told me “no” in June, but changed her mind when I retired in August permanently ... to work my Arbonne business. Now she is an EDM. I look forward to our future journey with this great opportunity that Arbonne has provided for us.

I believe that four things have helped me with my Arbonne business. First, I write down my goals each month. When I joined in June, I wrote, said and believed that I would be an RVP by October. Second, when I was told to share the Arbonne=REsults™ method with at least four people each week, I made it 5 to 10 people instead. Third, I shared this wonderful opportunity with all of my family and friends and I have never thought of this as “my” team; I have always thought of it as “our” team. And fourth, this journey has brought me the greatest gift of all, reaffirmation of myself and the right path for my life. Reaffirming my faith and my personal growth has changed me forever.

I want to thank my husband for always believing in me and for standing firmly by my side throughout this journey. You were and always will be my *Why*. Without your strength and support, I truly believe that I would not have made it the last two months while completing my qualification for RVP.

I want to give a huge thank you to both the North Dakota and Oklahoma teams, as I would not have reached this goal without them.



The Oklahoma team the night of Phyllis' car presentation.

You are an awesome, dedicated and wonderful group that I will always cherish in my heart. Toni, as my sponsor and my daughter, thank you for giving me the greatest “gift” when you shared the Arbonne dream with me.

To NVP Trish Schoonover: You are an incredible leader and I will always appreciate the time you spent teaching me to believe, dream and achieve. To NVP Kerri Winfield: Thanks for the opportunity to share our Mercedes-Benz car presentations together, and for all of your help since June.

I would not have seen the potential or believed in this business so quickly without the unbelievable and incredible ENVP Cecilia Stoll. Cecilia, you have been a teacher and a role model for us by sharing your belief and commitment, with motivation and guidance.

To President Rita Davenport: You transformed my life when I heard you speak at the ACTnow event in Louisville. To Chairman & CEO Bob Henry and Sr. VP Product Development & Field Events, Candace Keefe: We would not be changing lives without your vision to provide us with the tools to fulfill dreams, and help others believe they can do it, too.

My message to other baby boomers like myself is to not think you are too old and this business is not for you. This journey has renewed my life and my dreams ... and life feels glorious with a new beginning!

ENVP Cecilia Stoll and Phyllis the night of the Mercedes-Benz car presentation.



Phyllis with best friend, EDM Vikki Marshall Charloe.



ENVP Cecilia Stoll, Phyllis, NVP Kerri Winfield and ENVP Trish Schoonover.

