

## A WAY TO CHANGE THE WORLD

From the time I was a child, I have always wanted to make an impact on this world. I wanted to be an inspiration for someone else and be the kind of person people looked up to. I dreamed of helping others reach a better place and have a better quality of life. All my life, I had been in search of an opportunity that would enable me to practice my philosophy where getting what I wanted occurred as a direct result of my helping others get what they wanted. Who would have imagined that I would find this perfect opportunity with a skin care company?

After years in the corporate world, feeling that I had very little impact on anyone's life including my own, I gave up on my childhood dream and decided that if I could not make an impact on the world, I could at least impact my own life. I ventured out in 1991 and became the co-owner of two antique stores in Kansas City. My future was fairly well mapped out. I would have to travel to places around the world to gather our antiques, travel to antique shows around the nation to sell them, keep our locations in Kansas City open with employees and make a lot of money. Sounds exotic, fun and profitable, does it not? The reality of it all is far different than how it appears. The truth is I did not get to enjoy the places I traveled to. My time was spent exclusively on buying or selling. I would be so exhausted at day's end that all I wanted was a hot shower and a good night's sleep. In essence, I was a glorified furniture mover, loading and unloading our 20-foot box truck at all hours of the day and night with a limited target market. Some shows required you to load-in at 3 a.m. in the morning, only to spend hours dismantling, which can keep you there until 3 a.m. the next morning. I was gone from my home for a month at a time and realized that I was just trading time for money, hoping for the right person to walk in and buy our items.

I was introduced to Arbonne on a Friday afternoon in July 2005, by my good friend, EAM Dinah Brooks. She revealed to me that I was at



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the top of her chicken list. I had to ask what a chicken list was as I had never heard of the term. She told me that this was a list of people she was afraid to talk to about what she was doing with a company called Arbonne. I laughed out loud. That did not make matters any better for her! Dinah was not sure whether to go ahead and give me the NutriMenC™ RE® anti-aging skin care set or not (she also included the NutriMinC® RE® REpair, Corrective Eye Crème and the NutriMinC® RE® Reversing Geleé, Transforming Lift with the set ... I think she was trying to tell me something). Thankfully, she did anyway. All through the weekend, I wondered why my friend was selling Arbonne, until I tried the products. On Monday, when we met so she could pick up the set, I told her not only did I want the product, but I wanted to know

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Rick with son, Jeremy.



Rick with his mom at RVP promotion.



Rick and his dog, Shadow.



## success strategy:

“ Help everyone else achieve their wildest dreams. ”

more about the Arbonne business. Well, after she picked herself up off the floor, she introduced me to the greatest opportunity I have ever been presented with.

I qualified for DM the same day I joined. I had the support and the belief of two incredible team members, Don Fields and Kris Walker. Our next months were extraordinary ones with me rising to AM quickly and both of them attaining their first goal of DM. I thought we were unstoppable. But that was not the case when our momentum came to a screaming halt. Events in our lives interrupted the business for all of us and our belief system started to falter. My turning point came in April at NTC 2006 St. Louis, when I heard the phrase, “with our two hands we can transform the very face of the earth.” This message was powerful and timely for me. It was then that I realized I had been waiting for them to help me, instead of being the leader and person I wanted to be. I was not implementing the philosophy I was espousing. So, in May 2006, I got busy rebuilding our belief by diligently working my business and helping them work theirs.

Three months later, I was in qualification for RVP, completed the following month, participated in the Mercedes-Benz Cash Bonus Program and received the Mercedes-Benz that I think my team wanted for me as much, if not more, than I did for myself. I am overwhelmed at how my world has changed and how great an impact my team has had on my life! Thanking them is not enough, but will have to suffice for now until I have the pleasure of handing each of them their keys to their very own Mercedes-Benzes!

To AMs, Don Fields, Ida Edmisten and Catherine Kelly: You three are inspirational! Can you smell the leather?

To DMs, Kris Walker, Lana and Lindy Viron, Angela Grady, Annette Lewis, Linda Beck and Zoe Wright: Your belief is so appreciated and your hard work will be rewarded. You all are developing into great leaders and are ready to be Area Managers. See you at the top!

To my Arbonne Independent Consultants who purchase product at a discount: Thank you for the support and solid foundation you have provided me, month after month.

Rick with NVP Mary Stansbury.



All the Mercedes-Benzes at Rick's car presentation outside his home — the historic fire station.

To ERVP Joey Proctor: Thanks for the guidance, wisdom and that generous smile you have for everyone. To NVP Mary Stansbury: Thanks for the extra coaching and the humility you consistently show to us all.

To ENVPs, Susan Kilborn, Becki Barns and Cecilia Stoll: Thank you for going that extra mile in making yourselves available to teach, train and encourage all of us to become the people we are meant to be. I cannot tell you how much your presence meant to my life and at just at the right time.

To the Arbonne Home Office staff: Your genuine love and dedicated support for us cannot be matched by any other company anywhere.

To Dinah Brooks: You are the best! Thanks for changing my life. Your unwavering support and unconditional love cannot ever be repaid. I love the belief system that you espouse. Girl, believing is seeing, not the other way around.

Finally, to my friends and family: I could not imagine having reached this point without your complete confidence in me. Each one of you, in your own ways, have made sacrifices along the way and for that I am grateful. To Kris and Don, who continue to go the extra mile for me, I promise to be there for you on your journeys, wherever they may lead. You both deserve so much for all your efforts!

Members of Rick's team. L-R: DM Jesus Martinez, DM Linda Beck, AM Lindy Quick, Rick, DM Angela Grady, DM Kris Walker, AM Ida Edmisten, AM Don Fields and AM Lana Viron.

