

BELIEVE IT AND THEN YOU WILL SEE IT

My Arbonne journey began like so many others; the awesome products quickly led to an interest in finding how this business could fit into my already full life. As a mother of four, ages 3 to 11, with a husband who is a small business owner, my life was busy and scheduled. My youngest child was nearing the pre-school age and I knew that would free up some time for me. My children have always been my number-one concern so being at home to raise them was never in question. I had previously read a book that got me thinking about retirement and financial security. With my husband having a successful concrete contracting business, we have realized that the American dream of being a business owner is not always what it is cracked up to be. The disadvantages of being the employer can sometimes outweigh the advantages. Nevertheless, I knew there was no way that being an employee would get us any closer to that financial freedom. I knew I had to "mind my own business," but what?

Just about that time, I was introduced to Arbonne. The Arbonne philosophy of pure, safe and beneficial results really appealed to me. I fell in love with the products and began sharing them with family and friends. I told my sponsor, "I want to do this business." The wheels were put in motion and I was about to stretch and grow like never before. When I started out, I thought I had

NEW RVP



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to know everything about everything. I researched the products and every business tool available. However, after a few months I started to get discouraged. My initial reason for doing this business was to share the products and tell people what I had learned. This was selling products, but I had trouble growing a team. I knew building an organization was the eventual goal. I had difficulty showing people the vision of what could be because I did not see it myself. Not only did I have to believe in the opportunity before me, but also believe that I could be someone in the position to influence others. So, I began to build up these beliefs by recognizing opportunities and learning the

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Kathi's Why.



Kathi and her kids with the new Mercedes-Benz.

success strategy:

“You have to believe it, before you can see it.”

industry of network marketing, so that I could share them with others. But more importantly, my time was spent to improve myself as the leader I felt God called me to be.

They say, “When the student is ready, the teacher will come.” I now see it a little differently, “When the teacher is ready, the student will come.” However, it all goes hand in hand. We need to switch roles constantly between student and teacher. I think this is very important in this business. I learn so much from the wonderful people in my life, so that I can turn around and teach it to someone else.

My Region is named The Spyglass after a children’s book. The book teaches children the virtue of seeing the world through the eyes of faith. As the natural eye only sees a portion of the truth, the eye of faith sees without limits. This is to my biggest *Why*: My husband, Lou and children. We have all worked together to attain this dream.

To Kyle, Kaitlin, Kelsey and Lucas: Of all the angels in all of heaven, how do you suppose I was lucky enough to get you?

To Mom and Dad: You both have always been there to support me and urge me to always be the best I can be. You have given me the ultimate role models of a God-inspired leader. Thank you!

To my wonderful team: To AM Colleen Gleason, thanks for always being there right behind me, lighting a fire. You will be an RVP in no time at all. Your team is very lucky to have you as a leader as I am to have you as a friend. To DMs Florence



Kathi with ENVP Sandra Tillinghast, ERVP Kelly Silva, ERVP LuAnn Reitmeier-Budiselic and ENVP Donna Weiser on the ASAP Cancún 2004 trip.

Duran, Melanie Trahey, Christine Vieira, Lesley Gleason and Melinda Scott: Always believe in yourselves and your dreams will come true. To AM Stephanie Eggert, my sister-in-law and friend: Thank you always for your support and now thank you for becoming a leader on my team. Your teaching and leadership skills have always inspired me to be more and do more. The day I am there to see you get those keys to your Mercedes-Benz, that is going to be awesome! To your mom, DM Brenda Bingaman: Your team will continue to grow and they are very fortunate to have you. To my first business partner AM-to-be, Debbie Hall: We have come a long way. Keep your eyes on your goal and it will be here in no time. To DM Heather Olson: Friends first, business partners now. Wow, you jumped in and lit a fire! To Nathan: You are a great model of what a supportive spouse can do. To my friend, Penney Olson: Thank you for your support and for always being there with a “shot of reality” when I need it.

To my upline, NVP Kristin Vander Veen, ERVP LuAnn Reitmeier-Budiselic and NVP Donna Weiser: Thank you for your encouragement and never-ending support. You all have been, and will continue to be, fabulous people to duplicate.

To everyone: Believe it and then you will see it!



Some of the Spyglass Region with NVP Kristin Vander Veen.



AM Colleen Gleason, Kathi, DM Debbie Hall and AM Stephanie Eggert.