

BEHIND EVERY CHALLENGE IS A PURPOSE

In March 2004, my husband, Joe, was laid off from his job for the second time in a year. While Joe looked for work, I continued working as a pediatric nurse. Although my pay was competitive within the nursing field, it was not nearly enough to take care of our new house payment, two car payments, student loans and the everyday expenses of raising our two beautiful daughters, Peri, 5 and Ava, 2.

Joe did an amazing job taking care of our children and being a stay-at-home parent. Even under the stressful circumstances, he always made sure the house was immaculate, the laundry was done and dinner was on the table when I walked in the door. Most importantly, our children had never been happier. That said, it was an incredibly difficult time for Joe both physically and mentally.

I prayed very hard during these difficult days. My prayers were all over the board – on some occasions I begged for help, on others I was so angry I asked for the ability to understand why this was happening to our family. In essence, I was searching for an answer.

In May 2004, I received an invitation from Kathy Kidd to attend an Arbonne Presentation. Kathy raved about the products; nonetheless, I was not interested because I knew I could not afford to buy anything. She added that the Consultant giving the Presentation had earned both a white Mercedes-Benz and the potential to earn a lucrative income with Arbonne in less than two years. At that point, I knew I had to go to the Presentation to learn more about the opportunity.

Upon arriving at the Presentation, I went from having an open mind to one of apprehension. After being introduced to ENVP Janet Elliott, I remember thinking she “looked the part.” Not only did she look professional, she also had the confidence to get up in front of a



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group of strangers and give a Presentation with ease. As I drove home that night, I remember feeling discouraged. I could not imagine giving Presentations in front of strangers on a regular basis. Soon thereafter, however, instead of making excuses about doing the business, I convinced myself I would succeed. I felt I owed it to my family, God and myself to give this opportunity a fair chance.

I learned so much from all of the tapes and CDs Arbonne provided. Over time, I began to feel more comfortable with Presentations. As much as I initially hated speaking in front of crowds, I continued to do it because I was slowly beginning to see the big picture. Even when I felt like I had messed up, I realized I was the only one who knew about my mistake.

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Dodie with her family.



RVP-in-qualification Shelly Long with Dodie.

Dodie and her Why: Husband, Joe and children, Peri, 5 and Ava, 2.



success strategy:

“ Instead of making excuses about doing the business, convince yourself you will succeed. ”

I began sharing the products and the business with everyone. Before long I had built an amazing team. In January of 2005, a month before I went into qualification for RVP, my husband was blessed to find a job with a stable company with outstanding growth potential. Looking back over this past year, I now realize there was a purpose for my family's hardships. Had my husband not lost his job, I never would have pursued the business, and I would not have the wonderful friends I do today. I would not have experienced the burst of pride I felt upon becoming an RVP, or had this amazing potential for financial freedom. Most importantly, I would not have stepped out of my comfort zone and grown as much as I did on my Arbonne journey.

I find I get the most joy from hearing others' enthusiasm for Arbonne. Accordingly, because there are so many talented individuals on my team who share my enthusiasm, our team is named the Power of Enthusiasm. To my amazing team: I would certainly not be in this position if it were not for each and every one of you. I truly believe each member brings something uniquely special to the team.

To RVP-in-qualification Shelly Long: Thank you for *everything!* I could not begin to tell you how much you influenced my life. You are an incredible person, and I thank God I was introduced to my "soul sister." You have made the journey so enjoyable.

To my upline, ENVP Janet Elliott: You are one in a million. Your knowledge, patience and motivation have changed my life, and I am forever grateful. To ENVPs Nancy Wilcox and Donna Weiser: Thank you both for all of your training and motivating words.

To my sister, AM Santina Page and AM Sue Colvin: You are both very close to becoming RVPs. You are gifted leaders — with your dedication, big things are bound to come your way.

To AMs-in-qualification Kristen Baker and Anna Campbell: You are both so talented! Your hard work and persistence will truly pay off! To DMs and DMs-in-qualification, Karen Stevenson, Angie Phillips, Lisa Babb, Tina Stephen, Elaine Hale, Misty Owens, Janet Freeman, Anna Bunnell, Dave Colvin, Susie Reel, Lori Orman, Julie Worsham, Lori Wubbolding, Michelle Matthews, Nancy Walton, Kim Schaefer, Mary Anne Schaefer, Terese Griesemer, Julie Gross,



Dodie with RVP-in-qualification Shelly Long and her new Mercedes-Benz.

Joanie English, Pamela Stultz and Dawn Fowerbaugh: I am so proud of all of your hard work and commitment to growing your businesses. Thank you so much for your dedication!

To Debbie Gant, AM Julie Wiencek and DMs Janice Ladd and Jennifer Sherlock: Thank you all for your words of encouragement. To Lisa and the girls from Kansas City: Viva Las Vegas!

To my Consultants and Clients: Thank you for all of your support.

To Kathy Kidd: Thank you for introducing me to Arbonne.

To Founder Petter Mørck, Executive Vice President Stian Mørck, Sr. VP Product Development & Marketing, Candace Keefe, Chairman & CEO Bob Henry and President Rita Davenport: Thank you all for everything!

To my parents, Steve and Mary Anne Schaefer, and siblings, Santina Page, Joe Schaefer and Terese Griesemer: Thank you for your love and support.

To my brother-in-law, David Page: Thank you so much for your help at opportunity meetings. Your encouragement and advice helped my team grow.

To my nieces and nephews, Toni, Dalton, Jade, Davey, Olivia, Graciana, Jack, Maddie and Mary: I love you all! A special thanks to Davey for helping me keep track of my numbers. I know you will help push me to NVP!

To my *Why*, Joe, Peri and Ava: I know this year has not always been easy. Because of your love and support, however, we are going to be able to experience things we once only dreamed of. I love you all!

REGIONAL VICE PRESIDENT

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



RVP-in-qualification Shelly Long, DM Kristen Baker, Dodie, AM Santina Page and DM April Weatherford at NTC 2005 Las Vegas.

AM Santina Page, Dodie, RVP-in-qualification Shelly Long and April Weatherford at NTC 2005 Las Vegas.



RVP-in-qualification Shelly Long, President Rita Davenport and Dodie.

