

A close-up portrait of a woman with long, wavy blonde hair and blue eyes, smiling warmly. She is wearing gold hoop earrings and a dark top. The background is dark and out of focus.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,  
NATIONAL VICE PRESIDENT

LORI CLARK

# A THANKFUL HEART

Independent Consultant, National Vice President  
Lori Clark Nation; Tupelo, MS

Writing my *Eye on Arbonne* story during Thanksgiving week seems only appropriate since I am overwhelmed with feelings of gratitude. I believe that you increase your blessings just by being grateful for what you have. Before Arbonne, I was very blessed and grateful. I reflect upon the past 15 years of my life as two different chapters. I was thankful to have had a chapter in my life when I focused on my career, earning my MBA and setting high business goals. I was even more blessed and thankful to have started a new chapter five years ago when I became a stay-at-home mom. You see, I saw these two chapters as having to be totally separate and thought I had to make a choice between the business chapter and the stay-at-home mom chapter. I loved being home with my children more than anything, but I still had many goals that I wanted to fulfill "someday."

When my dear friend, Missy Wilson, approached me about doing this business with her, I was hesitant to say yes. I did not understand the quality of the products or the magnitude of the opportunity. Furthermore, I did not believe in myself. Could I do this? Would I be successful? It has been said that if you have the slightest tug at your heart to do Arbonne as a business, then you need to jump in with both feet. I am so thankful that Missy encouraged me to do just that. She said, "Whether you think you can or you think you cannot, you are right." At that moment I knew that the most important thing I could do was to just decide. I am so thankful for Missy's words of wisdom. I needed to hear them so that I could take that leap of faith.

What started as a "cute business/hobby" to do with my good friend has become a way for me to begin a new chapter in my life that allows me to be there for the field trips, homework, cookies after school, laughs and hugs, while building an amazing business that has the potential to be personally and financially rewarding. I can grow my business as big as I would like and have the potential to build an incredible portfolio and diversify our income. I am thankful, indeed.

I did not just wake up one day with a burning desire to sell health and wellness products. But, Arbonne offers so much more. I am not a pushy person and with these amazing products and opportunity I do not have to be. This business has so much to do with helping others change their lives by doing what you love. You can succeed as long as you are committed, consistent and caring enough to help others. Have a servant's heart and put others first. I am thankful for President Rita Davenport's definition of success as living the life you choose and making a difference doing it.

Someone once told me that the extent your paycheck grows will likely correspond directly with how much you are growing as a person. Because of Arbonne, I can be a stay-at-home mom and still grow into the leader that I feel I was meant to be. As you are growing and learning, build your belief in the network marketing industry. The more I learn about our industry and our company, the more my belief grows. Embrace reading, educational CDs and trainings. These will transform you and help move you from success to significance. I am thankful for the

The Clark family: Lori, Mamie, Carson and Steve.



Lori's children, Mamie and Carson.



Lori with husband, Steve.



ERVP Missy Wilson, ERVP Mindy Wolfe, Lori, AM Eva Farris, RVP Jennifer Miller and ENVP Renée McCown.



Lori with AM Jan Janice and RVP Susan Dorsett at an Area Manager's retreat.

focus Arbonne has on improving yourself. It has not only helped me in my Arbonne business, but has also made me a better mom, wife and friend.

My advice to anyone who is thinking about starting their own Arbonne business is to open your heart and your mind. Give yourself a chance to experience new things and you will be gifted with treasures beyond your imagination. You deserve to have a lot to be thankful for.

No one becomes an NVP alone and I am so thankful for so many people in my life.

My family is what I am most thankful for. And I am blessed beyond imagination by their love. To my husband, Steve: Thank you for believing in me to make the right decision for us as a family. You are a wonderful husband and father. We have been together almost half of our lives and it has been so wonderful. Thank you for your never-ending support and belief in me in all aspects of life. I love you. To my beautiful children, Mamie and Carson: Because of you I am never without a cheering section. Every minute that I spend with you is a gift that I cherish.

To my parents: Thank you for always instilling in me the belief that I could do anything. Thank you for teaching me to be open-minded and accepting of others. I have always known that I am loved — what a priceless gift.

I am thankful that Arbonne is a vehicle through which I can model service to others, perseverance and a strong work ethic.

A journey is so much more fun with others and I am so thankful for all of you who have been on this journey with me. Some of you are old friends, some are family and some are very new, dear friends. I am thankful for you all.

To my sponsor and friend, ERVP Missy Wilson: Thank you mostly for your friendship. You are the most positive person I know. I like myself so much when I am with you. Thanks for your vision. You have made a difference

in the lives of so many because you had an Arbonne vision for Mississippi. I look forward to many more years of friendship.

I have the most amazing upline. To ENVP Renée McCown: You have pushed me to the edge of my comfort zone many times and I am so thankful for that. Leadership is when someone does something that they would not have done if you had not been there. Thanks for being that person for me. Thank you for your selfless generosity, not only with presents and flowers, but also with your time.

To ENVPs, Buffy Ruthardt, Ann Wandishin and Tori Park: Thank you for your belief in me and for the way you share so many things with us. Because of the emails, conference calls and trainings, we have been able to build a business hundreds of miles away from you.

Thank you to ENVP Cecilia Stoll for the high standard you set for all of us.

I am blessed beyond belief to have four wonderful RVPs in my Successline. They all are ENVPs-in-the-making, building strong teams. Because of them, I never have to build alone. I have offered this business to those I care about, worked alongside them and watched them succeed. Now, to be able to present them with the keys to their own Mercedes-Benzes is what I am the most thankful for.

To ERVP Mindy Wolfe: We have often talked about working together. We always knew we would make a great team and we have been able to do that with Arbonne. I admire so much about you, but perhaps what I admire most is your strong work ethic and your compassion for others. You have developed into an amazing leader. You exemplify the saying that God does not call on those who are already equipped; instead, He equips the

*continued ...*

## success strategy:

“ You increase your belief and willingness to serve just by being thankful for what you have. ”



Lori with ENVP Renée McCown and ENVP Tori Park.



Lori with AM Dinah Clark and ERVP Mindy Wolfe at NTC 2006 St. Louis.



TOP, L-R: ERVP Missy Wilson, AM Becky Terry, DM Glo Wood and Lori.  
 BOTTOM, L-R: Judy Duneheew, RVP Jenny Jolly and Beth Jolley.

called. You are the poster child for personal growth. Thanks for your friendship and for the trust you put in me.

To RVP Jennifer Miller: As I told you before, I hope you can see in yourself what I see in you. You have a natural gift for this business and I hope you know that you deserve to go to the top. Thank you for all that you do and for the wonderful people you have brought to our team.

To RVP Jenny Jolly: As close as we have become, it is hard to believe that one year ago I did not even know you. Thank you for being such a great example of servanthood. Thank you for your support. Thank you for the passion you have for this business and for serving your team.

To RVP Susan Dorsett: You were at the top of my "chicken list." I still pinch myself when I am reminded that my high-performing, former boss in a Fortune 100 company is on my team. Once again I get to work with someone who has been like a big sister to me. You are very special to my heart. I am so grateful that Arbonne brings old friends together and creates new lifelong relationships.

To AMs, Eva Farris, Beth McAllie, Kathy Boyadjin, Tracy Goforth, Nancy Robinson, Stacie Perry, Melanie Busby, Jill Holland, Greg Jolly, Amber McHenry, Hayley Warren, Jan Janice, Kara Coyne, Melissa Stevens and Becky Terry: You are bringing incredible people into this organization. Thank you for your hard work and abundant mentality. Share these products and the opportunity with everyone. You are almost there. Keep up your pace. Your hard work will pay off.

To all of our DMs and Consultants: I am thankful for you and all that you do in our business. When this is published many of you will be Areas well on your way to Region. You are the heart and soul of this business. Continue to plug into the system that is in place, because it works. The amazing thing about this business is that just when you think you know what it is all about, there are new insights and new emotions. Arbonne is a journey; no matter where you are in it, enjoy. I am grateful for each of you.

Thank you to everyone at VP Support and the Home Office staff. Thanks to the Executive Team for your integrity. Everything you do is to help us grow our businesses and we appreciate you so much. I have received more flowers and gifts since becoming a VP eight months ago than my entire five years with a Fortune 100 company.

Most of all, I want to thank God for all the blessings in life.

The story of life is filled with so much to be thankful for. A dear friend once told me that everyone's life is a story. What chapters are in the book of your life? What will your next chapter be like? The good news is that you get to write it. You are the author of your destiny. Just pick up the pen and write your story.

Members of the Lori Clark Nation.



Lori with three of her best friends: RVP Jennifer Miller, ERVP Missy Wilson and ERVP Mindy Wolfe.



Lori with friends from her SuccessLine and crossline at an Area Manager's retreat.

