

## SERVE TO SUCCEED

My motto is this: It is not about you. You are not on this earth to worry about yourself and make sure everything works out for you. Life is about serving others and making the most of your time here on earth. Arbonne has a great philosophy for business that can be translated to your every day life, which says that in order to succeed, you must serve others.

I started my Arbonne journey a year-and-a-half ago when I signed up as a Consultant under my good friend, ERVP Debbie Thompson, to get a discount. I never intended to do the business. When she first told me about the company and how great the products were, my first thought was, "Oh great, now I have to buy something from her." Since Debbie was a good friend and I wanted to support her, I ordered some products from her. Of course, I loved the Arbonne products the minute I used them. I used the products for about six months, and also shared them with some close friends and family. They all loved them, too, and bought them after trying them one time. That got me thinking, "All I have to do is let people try them and they will buy?" So I called Debbie and told her I wanted to launch my Arbonne business. I think she was floored because I had told her 10 times before that I did not want to sell anything.

In March of 2005, I launched my Arbonne business and found a few friends who wanted to take this journey with me. By July of 2005, I was Area Manager. I grew so much personally during the time between Area Manager and Regional Vice President. I was usually known as my kid's mom, Jon's wife, or the person who sang at church. Then, with a growing and successful business, I realized this was something I was accomplishing that had nothing to do with any of those other circumstances. I was becoming more determined, driven and confident in myself.



**melinda claudepierre**

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Many people start their Arbonne business with a huge *Why*. Either they want the potential to get out of debt, stay home with their kids or prepare for retirement. My initial *Why* was not that big. Mine was more like a, why not? I was already home with my kids after being a school teacher, my husband made a great income, and we were not in debt. But the opportunity was too great to pass up. I told myself if I could make some extra money for a guilt-free shopping trip or for my kids to be involved in any extracurricular activities they wanted, that would be fine with me. Then, after I reached those goals in just a few months, my *Why* expanded. I knew if my business continued to grow, Jon and I would have so many choices about how we wanted to live our life. We know we want more time with our family, more financial freedom and the potential to live a debt-free lifestyle with many options. Most of all, we want to be able

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Melinda with husband, Jon.



Melinda and Jon with kids, Cade, 5, Carson, 2 and Kaley, 7.



Melinda, EAM LeAnne Morris, ERVP Debbie Thompson and AM Cindy McMahan at NTC 2006 St. Louis.



## success strategy:

“ Focus on others, not yourself, ”  
if you want to succeed.

to give freely to many of our friends, who are in the mission field or starting new churches.

Reaching Regional Vice President is something that is not about you, but about a team. I have so many wonderful people to thank.

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

To my husband, Jon: You are my soulmate. I am so glad we are on this journey through life together. You make it so fun! I want to thank you for supporting me and always believing in me. Your support means the world to me.

To my kids, Kaley, Cade and Carson: I love you so much and I am so proud to be your mom. You are my biggest *Why* for doing this business.

To my parents, Chuck and Debbie: Ever since I was a little girl, you always told me that I could do anything I set my mind to. You instilled in me core values that have led me to make wise decisions throughout my life. Thank you for your support and love.

To my in-laws, David and Beverly: Thank you for always watching the kids for me when I had meetings. You do not know how much that helped me.

To ERVP Debbie Thompson: You are such an awesome leader. You always knew what to say to me and encouraged me to keep going. I am so happy you brought Arbonne to me. We have had such a good time and I am looking forward to many more years working together.

To NVP Karen Premier, ERVP Ronnie Preblich and EAM Debbie Murphy: Thank you for your leadership, encouragement and support.

To AM Bonnie Conforti, AM Jill Lenning and EDM April Roberts: Thank you so much for being my first business builders. You have stayed with me since the beginning and we have all learned so much. I know that each of you will be an RVP soon!

To EAM Wendy Ashburn, EAM LeAnne Morris, AM Cindy McMahan, AM Christie Burns and AM Melissa Harris: You are such a wonderful



**BACK:** AM Melissa Harris and DM Terri Wallace. **FRONT:** EDM Tina Cook, EDM Susan Kay, EDM Erin Sebring, Melinda, AM Christie Burns and EAM Bonnie Conforti.

group of women. I am blessed to know you and work with you. You are all Aces and will have your white Mercedes-Benzes soon.

To my DMs, Susan Kay, Robin Bird, Terri Wallace, Anna Grage, Jessica Messner, Anna Steele, Susan Wolverton, Linda Lawson, Tina Cook, Shannon Berretta, Heather Fogle, Melissa Forster, Laurie Wilcox, Jennie Handy, Christina Custodio, Breigh Carroll and Barbara West: Keep on going! This journey is worth everything you put into it.

To all of our DMs-in-qualification: You will do it, if you just pledge to never give up!

To all my awesome friends and Consultants who purchase product at a discount: Thank you for your support. Your encouraging words have really helped me on this journey.

To President Rita Davenport and the Home Office staff: You have set each one of us up for success. Your high level of support and integrity make us proud to be Arbonne Consultants.

Melinda, EAM LeAnne Morris, EAM Wendy Ashburn, EDM Shannon Baretta and DM Heather Fogle.



AM Jill Lenning, Melinda, Melissa Pereyo and EDM April Roberts.



**BACK:** Lisa Warriner, EDM Jessica Messner, Melinda and Lindsay Marsoun.  
**MIDDLE:** DM Lori Moore, DM Anna Steele and AM Jill Lenning. **FRONT:** Tina Pascoe and Kristy Shealy.

