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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

TAMMY CLINTON

MAKE SURE YOU HAVE A PLAN B

Independent Consultant, National Vice President
Tammy Clinton Nation; Norman, OK

As I reflect back on my Arbonne journey, I see incredible friendships, fun, excitement, trials, triumphs, joy, rewards and priceless memories. My ambition to contribute to my family's future is why I began my journey; and my passion to do more for others is why I have continued my journey. All of this was made possible through the gift of Arbonne.

If I was asked to describe my experiences during the past 20 months, I would simply say, big things come in small packages. On January 15, 2004, I was given the big gift of Arbonne in the form of a little package — a NutriMinC[®] RE[®] skin care sample pack. Deciding to accept this gift has transformed my life personally, socially and financially. I feel forever blessed for these transformations. I was not a saleswoman or a network marketer, and I did not have a degree in marketing. I never desired to embark on such a path. I have learned that Arbonne is not about selling lipstick or going door-to-door soliciting. It is about ordinary people who are capable of doing extraordinary things.

Within 10 months of beginning my journey, we became a Region and now, another 10 months later, we are a Nation. When I first began my journey, I did not have a business builder for five months. I received numerous "nos" and the people who gave me the biggest "nos," are the ones who are succeeding to the top of this business! It is funny how "no" means, "not now." My business is full of "nos" — no show Presentations and no sales at Presentations. I know this is normal and a part of our job description. It is part of the journey toward success.

My background is in human resource management. For 12 years, I ran in the corporate rat race. I was a victim of not having a plan B. I believed my life would never change; however, the reality is that your life can change in the "blink of an eye." In March of 1998, I was a mom, wife and a working professional. Then, my life changed instantly. I was faced with a divorce and becoming a single, working mom of two baby boys — Jordan was 6 and Jaron was 3. You think this would be enough for one person to endure, yet it did not stop here.

Within the same week, I found out my company was being sold. Now, I was a single mom wondering how I was going to feed my children if I lost my job. The following week, I was told it would be *my* job to let hundreds of employees know *their* jobs were being downsized. Day after day, I let co-workers go. None of them said, "Do not worry Tammy, I will be okay. I have a plan B." Instead, I watched them cry, get angry and some even



Tammy with husband, Robert and sons, Brian, Jordan and Jaron.



The Texas team.



Tammy with husband, Robert.



The Texas team: AMs, Lisa Usleton, Lisa Parker, Shelley Carson and RVP Angela Scott.



Sister, RVP Vicky Schallhorn and Tammy.



Tammy with sons.

had to be escorted out of the building by security. All of this was because they did not have a plan B and my news jeopardized their financial security. This painful life experience taught me the value of having a plan B.

You should not fear doing this business; instead, you should fear not doing this business.

I re-married and was blessed with the option of being a stay-at-home mom. I did this for four years; however, my past experience reminded me that we needed a plan B. We both saw Arbonne as our plan B. Arbonne has given me the best of both worlds. I no longer change lives by letting people know their job's are being terminated, instead I offer people hope for a better life.

The Arbonne opportunity allows me the flexibility to control my job security, set my own schedule, have the potential to determine my income level, have the potential to control my bonuses and incentives, and be my own boss. Everyone has the same chance to make an incredible life for themselves. We all start with the same signup fee. What we decide to do with it makes the difference. I was not born an NVP. I was born a small town, farmer's daughter who decided to make this business work for my family and me. There is something that truly connects all NVPs — each NVP *decides* to go to the top. My words of wisdom to you — decide.

Words cannot express my appreciation for the people who have helped me during my journey. The most pleasurable and rewarding aspect of doing this business is working with people you care about and love dearly. I am truly thankful for everyone who has contributed to my business, including my Consultants who purchase product at a discount, and those who have supported me through Presentations and encouragement.

success strategy:

“ You should not fear doing this business; you should fear not doing this business. ”

My “Arbonnized” team is the best around. I feel incredibly blessed to be working with a wonderful group of motivated individuals. They are the best of the best.

To my sister and first RVP, Vicky Schallhorn: It is such a privilege to be able to work with someone you love so much. Vicky, your leadership and ministry to help others completely amazes me. I strive to be like you. I love you so much.

To new RVP, Christine Cleveland: Our friendship will live in my heart all of my days. Our journey together has blessed my spirit and made lasting memories for us to treasure. I love you.

To RVP-in-qualification Tage Fruth: From the moment I met you, I knew you would take this business to the top. I knew you would reveal your greatness within and become the desires of your heart. I am so proud of you and love you.

To RVP Angela Scott: There is a wonderful plan for our life and I know our paths were supposed to cross. You have exhibited leadership and dedication to your business in a short period of time. I am blessed by loving you.

To our AMs, my mom, Gay Newville; Kim Haler, Fonda Morgan, Tiffney Cardwell, Ann Ramer, Jan Scott; my sister, Kim Thompson; Jan Scott, Diane McBride, Jill Santiago, Carol Schlesinger, Emily Schlesinger; my cousin, Lisa Parker; Lisa Usleton and Shelley Carson: You ladies are driven and each of you will be rising to the top soon.

continued ...



The Oklahoma team.



Indiana team: AM-in-qualification Pamela Richmond, Larry Armstrong, DM Donna Miemberg and DM Mary Kay Wright.



ENVP Martha McIntyre and Tammy at NTC 2005 Las Vegas '80s Managers' Celebration.



ENVP Carleeta Nelson and Tammy.

All of you are achieving greatness and building amazing teams. You live deep in my heart and I love you all.

To AMs-in-qualification, Valerie Hampton, Pamela Richmond, Cathy Taylor, Jann Hickerson and Denise Greene: You are on your way to achieving your dreams. Keep your laser vision and grab what is rightfully yours. I love each of you.

To all of our DMs and Consultants: I look forward to seeing each of you continue achieving the success you deserve. You each know the words of my heart that are especially for you. I love each of you. Thank you.

To ENVP Martha and Bret McIntyre: You are our dear friends and mentors. You both are our lighthouse and we all are striving to be like you. Your humbleness and sincerity for everyone who enters your life is incredibly admirable. Words are simply not enough to express our love to you, our appreciation and our full admiration of your leadership. We love you dearly.

To ENVP Carleeta and Phillippe Nelson: You are changing lives, one by one. You are building futures for others and demonstrating God's love in doing so. We are so blessed by knowing and loving you both. Thank you for your direction and example.

To Founder Petter Mørck, Executive Vice President Stian Mørck, President Rita Davenport, Chairman and CEO Bob Henry, Sr. VP Product Development & Field Events, Candace Keefe and all of the Home Office staff: The vision of Petter has brought us to Arbonne; the leadership of Rita, Bob, Candace and Stian keeps us captivated; and the Home Office staff drives Arbonne. Thank you so much.

The success I have experienced with Arbonne and the rewards that have come along with that success would not have been as sweet or as precious, had it not been for the unyielding support, understanding and love of those who have believed in me the most. They include my husband, Robert and our children, Brian, Jordan and Jaron.

To Robert: You have been my biggest fan and my number one supporter. You have shown me compassion, contributed your business expertise to my strategy and have exuded your never-ending love with your support of my dream. You could see the bigger picture of our future with your business knowledge. Your belief in me makes

me want to be the best I can be. You are an incredible man and I love you very much.

To my children, Jordan: You are my light who seems to always have the right thing to say. Your sincerity and being the best you can be will bring you great things some day. You, my son, have taught me much. Jaron: You are my "go get 'em boy." You inspire others with your unstoppable attitude. You have been one of my greatest fans and taught me so much. To Brian: You are my quiet spirit who always encourages me with your smile and sweet giggle. You have taught me much.

To mom and dad: You are the reason for my love of life. You gave me life and I plan on living it, though, living it without you would be impossible. I love you.

To my grandparents, Ronnie and Juanita Briscoe: It all started with you. You have molded together a very incredible family and we are grateful for your love, support and belief in us. I love you so much.

As the saying goes, big things do come in small packages. When I give someone that small sample of NutriMinC® RE®, I am offering a plan B for their life, and I see their future full of hope and success. I am glad I chose to embark on the Arbonne journey. I made this decision for myself and for my family, however the journey really has been all for Him — courtesy of this opportunity.



RVP Christine Cleveland and Tammy.

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