

A PASSION FOR A DYNAMIC BUSINESS

To think that just a little over a year ago I was adamantly declaring that I would never get involved with Arbonne! This year has brought so many positive changes to my life and I am so grateful that I finally got the "big picture."

I have been a hairstylist for 17 years, owning a salon for the past 10 years. I loved what I did, but began to realize that there was no such thing as financial security in my line of work. I was unable to obtain disability insurance because I do not have set or guaranteed wages. I have no paid vacations, holidays or sick days. The biggest fear a stylist faces is an injury or illness that would prevent them from working for an extended time. This had devastating implications to their family and me. Working 12-hour days on my feet was starting to take a toll, and I knew the day was coming when I would have to do something else. But what? When you love what you do, it is hard to imagine doing anything else. That all changed after a lunch date in October 2004.

I went in to work as usual and found that I had a message from a friend, ERVP Tina Page, who I had not seen for at least seven years. I was so excited to hear from her that I did not care why she wanted to see me. We met for lunch and she told me all about Arbonne. I was intrigued by the products, but knew I would never work this as a business. She had given me a sample of the Thermal Fusion Enzyme Masque. I used it that evening and was so impressed! I called her the next day and told her how much I loved it! After work-



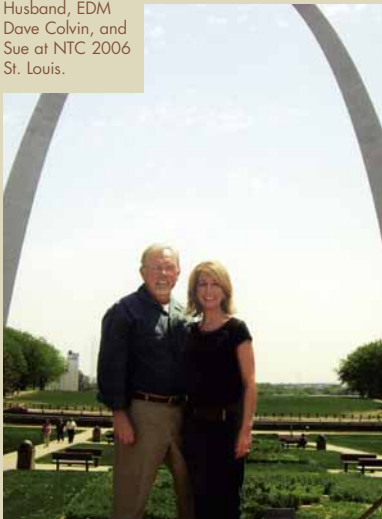
sue colvin

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ing in the salon for so many years, I felt there really was no product out there that would "wow" me, but this did. After using some of the products for a few months, I began telling everyone I knew that they had to try this stuff! I was hooked and thought everyone needed to know about Arbonne. After three months of purchasing product at discount, and insisting I would never do this business, I finally had to admit I was completely in and there was no getting me out. I quickly became a business builder!

continued ...

Husband, EDM
Dave Colvin, and
Sue at NTC 2006
St. Louis.



Sue's daughter, Olivia.

RVP Tina Page and Sue
at ACTnow Louisville.



success strategy:

“ Never give up. ”

I began Arbonne with a passion for the product and signed up a couple of business builders, while others only joined for the discount. As wonderful as the product was, my business was not going to grow unless my discount-loving Consultants jumped into the business as I did. But that was not happening. Then, finally, I got it! I had to share not only the phenomenal products, but the amazing opportunity as well. My approach completely changed and so did my business. I now operate with a passion for sharing a dynamic business that offers endless possibilities and growth ... the incredible product is just a bonus!

I wanted to be a Region by January 2006, one year from when I started working this as a business, but I fell short of that goal and got a bit discouraged. To this day, I pride myself on not giving up. I received a phone call on January 24 from ENVP Janet Elliott. She said, "Sue, I think you can do first step Region this month." I was in disbelief because I still needed more than half of the required volume and only had eight days left. After recovering from the shock, I told her I would go for it. Not only did my team pull through with promotion after promotion, but we finished way over our mark! I was amazed and left wondering why I had not done this sooner.

This journey has been incredible. I lack sleep because I am always plotting my next day, but I love it. I have grown in so many areas and have the satisfaction of knowing that I have the potential to play a part in making a difference in so many lives. I thought Region would be that level you reached and then sat back and took a break, but I was wrong. I do not want to sit back. Reaching Region only confirmed that there was no limit to Arbonne success. I love what I do, so why should I stop? Arbonne is an opportunity of a lifetime, with no bars to hold you in or discrimination to lock you out. It is available to anyone, anywhere who desires to do more than just dream of a better life. So, sign up to have the potential to live a better life through Arbonne.

I want to thank my entire team: Without you, this would not have been possible. Each of you exemplifies the true meaning of team-



Sue with the team.

work. I have been blessed every step of the way with gifted, enthusiastic business builders. I appreciate and thank every one of you for your belief in Arbonne, and for enhancing my already exciting business. I have learned so much from all of you.

To my first business builder, EDM Julie Worsham: You joined Arbonne when I was still trying to figure out whether this was for me or not. You have been a blessing beyond belief!

To my husband and business partner, EDM David Colvin: You never stopped believing in me and kept me going when the going got tough. I appreciate your patience, and the numerous trainings you took part in and helped to prepare.

To EAM Lori Orman: Thanks for your ability to turn anything into a masterpiece. You are so talented and a huge blessing. You represent the true meaning of grace.

To my DMs, Nancy Walton, Wilma Couch, Nikki Thompson, Janie Klank, Rochelle Southwood, Carley Meek, Sara Summers, Kim Way, Jennifer Marlow, Gwen Closser, Andrea Kremer, Tracey Sexton, Kiersten Morton, Kristi Bunch, Cori Kill and Addey Angst: You are on your way up. Keep up the great work because this is just the beginning!

To my dynamic duo, RVP-in-qualification Delanie Schembra and AM Jennifer Summers: Wow — you two definitely get it! You both are awesome and have made a huge impact on our team. Thank you for having the drive and desire to succeed.

To ERVP Dodie Carothers and EAM Shelley Long: Thank you for the numerous times you have helped me along the way.

To ERVP Tina Page: Thank you for listening when God prompted you to call me, for the many hours of training and help, and for offering me a shoulder to lean on and an ear to bend. None of this would have been possible had you not contacted me.

Last, but not least, to my beautiful daughter and angel, Olivia: You are my biggest *Why* for working this business. You have been so patient through the many nights of phone calls, appointments, meetings, e-mails and hectic end-of-the-month deadlines. Thank you for being an incredible help and support. I love you so much!



LEFT:
EAM Lori Orman, Sue and EDM Julie Worsham at NTC 2006 St. Louis.

BOTTOM:
Sue, EAM Wilma Couch and ENVP Janet Elliott.

