

A professional portrait of Carey Conley, a woman with blonde hair, wearing a white button-down shirt and a necklace. She is smiling and has her hands clasped in her lap. The background is a neutral, textured wall.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

CAREY CONLEY

THE INFINITE GIFT

Independent Consultant, National Vice President
Carey Conley Nation; Denver, CO

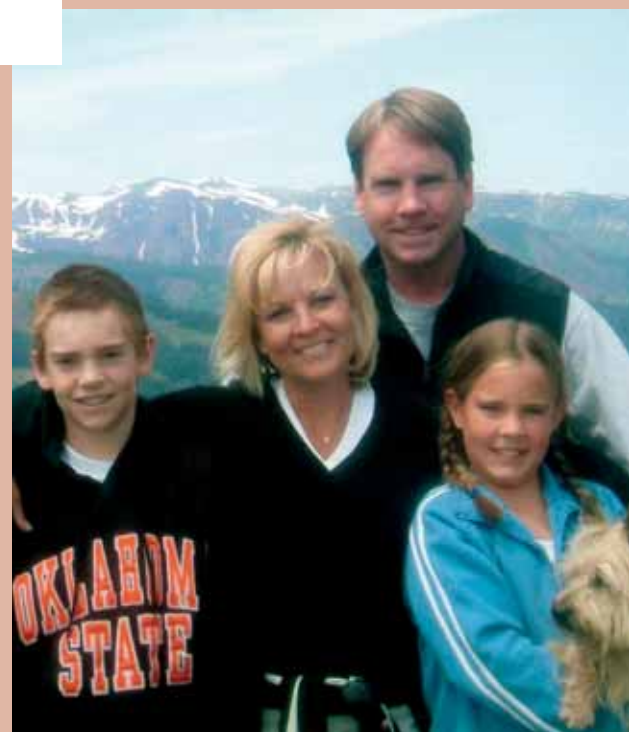
My favorite gifts to receive and give are ones that are completely unexpected, given purely out of love and capable of lasting a long time. My journey with Arbonne was just like that, given to me almost 13 years ago!

My prayers and my purpose, was directed even before I was fully aware of it! Thirteen years ago, I was invited to an Arbonne Presentation at the home of my best friend, Mary Craddock. To be honest, I was hesitant to go because, at the time, I had a baby at home and was working full time. It was always difficult to be away from him. I went because Mary was the most fun person I have ever known and I needed a girl's night out. Little did I know that night would be the beginning of a journey that would change my life! Arbonne has a way of doing that to people ... I have seen it many times over and I still love that about this business!

Needless to say, I bought the products and because I loved them, I started telling everyone about Arbonne. At first, I did not pursue this as a business, mainly because of fear. I was afraid of what people would think of me, what my husband would say, and I was afraid that I might fail. I sat on this opportunity for six months until I became pregnant with my daughter. Then, my *Why* got bigger! I wanted so much to be home with my babies and I had always dreamed of building my own business. My *Why* eventually became bigger than my fears and I jumped in! Is your dream big enough to overcome your fears, or are you letting all the little things get in your way? Are you using them as excuses?

A year-and-a-half later, my darling friend, Mary, died, leaving a husband and two small girls at home. It rocked my world. I struggled with the decision of whether I should continue with Arbonne or not. The solution became very simple for me and the biggest message I hope to send to everyone who reads my *Eye on Arbonne* story is this: How could I not do this? If I truly believed that Mary handed me one of the biggest gifts of my life before she left this earth, it would be completely selfish of me not to pass it on to everyone I know. When we are handed a gift this wonderful and so full of blessings, we have a responsibility to share it with others. When you decide not to share this gift with someone else, you are thinking only about yourself and your fears. The bottom line is, this is not just about you!

Two months after Mary passed away, I decided that I had to take this all the way to the top, so I began a consistent regimen of sponsoring and training others to build a team. Like everyone who has chosen to be an Arbonne leader, there have been many challenges and personal growth experiences along the way. I thank God for all of it because the biggest gift of all from this journey is



The Conley family at the Aspen Mountains: Carey, Ross, Cole, Laurel and dog, Bailey.

Carey's son, Cole, and daughter, Laurel, at the Nation party in February 2006.





Carey with family in May 2003, enjoying the Mercedes-Benz.



Carey's friend and sponsor, Mary Craddock, friend and Consultant, Sheryl Cardenas and Carey.



Carey's daughter, (future NVP) Laurel, with Founder Petter Mørck.

the person you become along the way. We are being refined through every phone call, every "no," every new person we train, and every high and low of this business. With each experience, we fulfill a higher purpose! In every phone call I have ever had with RVP Jerry Nichols, he reminds me that this is an odyssey geared toward my faith-filled purpose. The more I do this business, the more I understand what he means.

There are many things I have come to know for sure about what it takes to go all the way to "infinity and beyond" with Arbonne. I hope you can apply all, or at least some of this to your personal journeys.

First of all, attitude is everything. I would rather train a new Consultant, who has a winning attitude and is coachable, than someone who is already successful and has their own agenda. Are you the most positive and coachable person on your team? If not, then strive to be.

I also want everyone to understand that there will be walls — obstacles blocking your path. Learn to love them! Embrace the challenges because this journey is all about getting up over those walls. Do not be surprised when you hit them. You will not be knocked down for long. Either you, or someone else on your journey, will pick you up and help you over. Just remember to pay it forward and help someone else get up over their wall next time.

Another important lesson is to develop a good work ethic. There is no room for princesses in this business. This is a simple business, but it takes consistent and persistent work. Do not be afraid to roll up your sleeves and get dirty.

Next, it is essential to dream big. Your dream has to be so big that you have to personally grow into the person who can achieve it. If you have a dream that you can personally achieve right now at this moment, then the dream is not big enough. You never stop growing, so stretch yourself beyond your limits to become the person you dream to be and the person who has a vision that others can attach to. Do not believe what

most people believe, that you have to be a completely developed person first to grow a team. On the contrary, you have to grow that team first to build your wings!

Most importantly, do not make assumptions in any area of your life or business. Do not assume whether or not someone will be interested in this business; you do not have the right to hold this gift from anyone. Do not make assumptions that if you just say the right words over and over again to someone you will convince them to get started. You cannot say the wrong words to the right person. And do not assume that when someone says, "Yes, I want to be a business builder," that they understand what that really means. Do not fall in love with people's potential. Let their actions speak louder than their words. Let go of your own ego and pride. When you do, you will go all the way to the top! I have told my team many times that the road to the top is a very humbling experience.

There are so many people who have been gifts to me throughout my journey with Arbonne.

First, as always, I want to thank and praise God for being my infinite leader and protector. He has used me as an instrument of His will.

Next, I want to thank my Arbonne Nation for blessing me every day, and for the love and support we have on this team! There is no bigger gift than getting to the top, knowing that you are loved, and have loved the people who are working with you every day! My heart is so full when I think of what we have accomplished and where we are headed together!

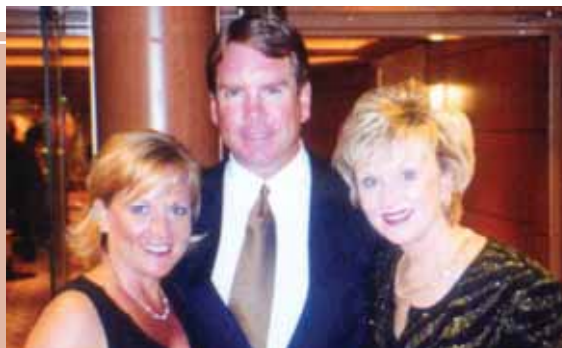
To my RVPs Diane Levy and Pam Bourdo: Thanks for seeing and sharing this vision with me, and for teaching me how to be a better leader and person every day.

To our Area Managers and RVPs-in-qualification: You know how precious you all are to me. I see you at your highest potential already, so

continued ...

success strategy:

“ Share this gift because it belongs not just to you, but to everyone! ”



Carey's husband, Ross; Carey and President Rita Davenport.



ENVP Betty Zisch, Founder Petter Mørck and Carey on the ASAP 2004 Cancún trip.



Carey, ENVP Dana Collins, NVP Sandra Hicks and ENVP Kathy Lutz enjoying the Areas in Paradise Weekend at President Rita Davenport's house.



RVP Diane Levy, Carey and RVP Pam Bourdo on a VP trip to Puerto Vallarta.

go for it. To all the DMs in our Nation: You have taken the hardest step by just getting started. We are proud to have you on our team and ready to help you go all the way!

There would be no Arbonne Consultants and leaders without an amazing Arbonne Home Office staff, as our partners in getting the job done. I have been blessed because I have been around for a while, and have gotten to know and love our core leadership team at Arbonne. To President Rita Davenport, Executive Vice President Stian Mørck, Sr. VP Product Development & Field Events, Candace Keefe, and Chairman & CEO Bob Henry: I have enjoyed every trip and conversation we have had. Thanks so much for everything you do, and for keeping the foundation of this company strong!

To everyone at the Home Office: Thank you for your patience, hard work and kindness! To my special friends at VP Support — Franny, Christy and Stacy: Thanks for always being there for me, guys!

To “momma” Rita: You truly have become like my second mother and I cannot tell you enough how much I appreciate you for always being there for me, and pushing me to achieve my highest potential!

To Betty Zisch: Thank you for always being there for me at the crucial moments. You were always available with the right words to pick me up, when I needed it most and you never let me quit!

To Laura Fletcher: Thank you for being there to train me from the very beginning and giving me loving encouragement when I needed it. You are such a special person!

To Kathy Lutz: Thank you for being willing to train and coach me as a business partner and friend when I needed it most. Your generosity and honesty in telling it like it is helped me grow into the person I am today. Thank you, girl!

To Jerry and Rachele Nichols: The growth of my team and the future we are seeing this year and beyond, is due in large part to you two. Thank you for the system you have taught me and my team, and for the many hours you have selflessly given me, so I could learn it, embrace it and teach it to others! This is a system that embodies the noble character of leadership that you exemplify, and puts into practice the idea of paying it forward, and growing spiritually through one's actions and intentions. Thank you!

There are so many VPs who have been cheering me on all these years, and I want to thank you all. To Neta Irwin, Martha McIntyre, Dana Collins, Deanna Wilkinson and Teresa Epps: Thank you for believing in me!

To my husband, Ross, and my children, Cole and Laurel: You are my biggest Why. Thank you for the sacrifices you made when I had to be gone, and for making them, most times, with a smile. Also, thank you for always believing in me and being my cheerleaders when I needed it most. I love you all so much and continue to do this each day because of our mission to be together. To infinity and beyond!



Carey's Nation team.



L-R: AM Lori Pulciani-Backman, AM Barbee Riehl, DM Susie McKinney, RVP Pam Bourdo, Carey, Dr. Shad Helmstedder, RVP Diane Levy, AM Linda Smith, AM Denille Obermeyer, DM Michelle Nordwald and AM Nil Soucek.