

## THE RIGHT MIX

Finding the right balance between family and work had always been a real challenge for me. I am so grateful that I have found it through Arbonne. When my good friend, Melanie first told me about her new business venture, I thought, "Why would I look for extra work when I just cut my hours to bring me more balance with my family?" Still, there was something appealing about the idea of being my own boss, scheduling work on my own time by weaving it into family life ... if only ...

It has been two exciting and challenging years since Melanie first talked to me about Arbonne, and it has been a whirlwind of activity, but activity that actually fit into my life. It is a life with a terrific husband and four wonderful children, ages 12, 10, 6 and 3. And yes, my three-year-old was a baby when I took on the challenge to start my Arbonne business. I am still amazed at how well my work with Arbonne has fit conveniently into my life, and with the gifts and fulfillment I have received in return.

I am sure that with a no-matter-what attitude, the support of your upline and belief, anyone can succeed with their Arbonne business. The determination comes from recognizing how much it hurt to stretch between a "normal" career and family life and realizing that Arbonne allows you to adjust your work-life to fit within your family life. Your upline provides the know-how that you need and the vision to execute your growth plan. It is hard work, but belief brings those two forces — determination to succeed and the know-how to succeed — together.

I tell my team that the first step needed to succeed with their business is the willingness to be coached. The second step is getting into activity and putting what they are learning into action. It is an on-the-job training — you're learning while you're earning. Do not stall starting your business



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because you do not feel you "know enough." You will always be learning and growing, even when you are a VP! Then, most importantly, expect abundance and dream big. That means, believe not just what you "think" you can do, being practical, but believe in miracles and strive for the extra mile — reach for the moon. You will amaze yourself how many times you hit it, and often exceed it!

These are lessons my two amazing uplines — NVP Jill Bush and ERVP Kelly Kelly — shared with me. They have been and are wonderful

*continued ...*

Lisa's Why: Madi, Jack, Joey and Matthew.



Lisa and her upline, ERVP Kelly Kelly and NVP Jill Bush, at Lisa's Mercedes-Benz car presentation.



Lisa with husband, Greg, at Lisa's Mercedes-Benz car presentation.



## success strategy:

“Focus more on other than on yourself, and do not allow yourself to quit.”

sponsors, supporters and friends. Truly, learning the products and the business takes time, but it is achievable because the support arrangement between your experienced uplines and you.

Arbonne has developed a wonderful success plan and a line of products that makes me proud and excited to introduce to new Clients. The philosophy and standards make me proud to be an example of the success the company has to offer. I have never been disappointed with our corporate support. On the contrary, I am constantly amazed by their pointed efforts to continually provide us with products, training and policies that will only enhance and make success achievable.

This is definitely a business where you will succeed the more you take the focus off yourself and turn it over to serving others — hearing the needs of others and being able to share products or the opportunity that can change the quality of their lives. Our incredible President Rita Davenport says, “You can get anything you want out of life if you help others get what they want.” When I first heard those words, it made sense. Once I got to live those words, it was life-changing. I never really knew how much I needed Arbonne — how much satisfaction and purpose I would receive by coaching and supporting others to reach their goals. These are just some of the gifts which have been bestowed upon me in my journey with Arbonne.

To my dear, beloved friend, Melanie Lewis: You believed in me from the start. I had no idea the value of the gift you offered me as I do now. My life has been forever changed from your phone call. I love you and your beautiful family!

I have to say, my heartfelt thanks goes to those who allow me to serve their needs through Arbonne — whether they be Clients or leaders in my organization. I thank you all for the opportunity to serve you.

To all my loyal Clients, thank you for the opportunity to continually earn your business! I am beyond grateful to you. You have provided balance with my life; I thank you and my family thanks you!

To my mentors and upline — ENVP Tammy Knowles, RVP Toni Garn, NVP Jill Bush and ERVP Kelly Kelly — you ladies have always given yourselves



Lisa's Region's Mercedes-Benz car presentation.

to all who have joined your organization. Thank you for your never ending support, calls of encouragement and recognition, leadership, friendship and belief! I am honored to walk my journey along side you!

To my incredible team — I need another 800 words to write what an honor it is to be building our business together. All of you have so many qualities and so much diversity that you bring to our team. Thank you for sharing your gifts and talents with all of us. I have made many close relationships with many of you, and I thank you from my heart for bringing me into your lives.

To my family — my loving husband and my four beautiful children — you are my *Why* to do Arbonne. Mamma wanted to be able to be home with you and to never have to go back to work. Thank you, my darlings, for being “you,” for helping a little more when mamma was “doing Arbonne” and for cheering me on, keeping my vision while asking me, “Mamma, when you’re a National Vice President...”



Lisa with DM Halina Kucharski and DM Angelica Nathan at NTC 2007 Las Vegas.

Lisa at NTC 2007 Las Vegas.



Lisa with AM Heather Roth. We got it all!