

## DECIDE TO FLY

Rather than deciding “what” you aspire to be, decide “who” you want to be instead. I had only been out of college for three years before I was consumed with my career. I realized that I had allowed my life to be full of daily activity with little time left for discovering my true purpose here on earth. I had allowed my career to identify who I was and, in essence, had lost my identity in the process. The gift of Arbonne has brought me back full circle. Now, I determine who I am and project that identity. That is why my business is synonymous with integrity and compassion.

Coming from a strong agricultural background, I enjoyed being involved with farmer’s finances, so much that I did not have enough time to sit down and even catch my breath. I did not understand why ERVP Christy Riner wanted to share her skin care products with me. I knew she loved them, but I barely managed to find the energy to wash my face, much less follow a daily regimen. Cosmetics were the furthest thing from my mind, so I could hardly see myself being involved with a company like Arbonne. Thank goodness Christy cared enough about me to share the products and invite me to an Arbonne Presentation given by NVP Eunice Ray (on the third invite, my schedule finally allowed me to support her). It was very difficult to give up my precious Saturday, but I am so glad I did. Christy, thanks for your persistence.

Have you ever been asked to really spread your wings and fly? If you tried, I bet you were scared! This is how I would sum up my January weekend in Nashville, Tennessee. Someone in Kelley Sears’ Region had backed out on plans to attend an Arbonne training co-hosted by several Regions and Nations, so Christy and Kelley



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encouraged me to go. As a Consultant uncertain about what my true desires for this business really were, I sheepishly took a day off of work, and reluctantly accepted. There, with the help of many folks, I saw a glimpse of a realistic future that I could really get excited about. I was remembering how to dream, which is something that my husband and I had quit doing much of. I now understood that if I stayed on the same path of working very diligently in the corporate world, in five years I would be in the same position, with darker circles under my eyes. On the other hand, I could do something about my situation with this amazing opportunity staring me in the face and change the course of my life for the better. I learned that fear was the only thing between my current life and the lifestyle I

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Mary with husband, Shane.



Mary and her brothers at their parents’ farm.



Debbie, Mary and Darla Courtney.



## success strategy:

“Decide you want to fly, then create momentum to be the wind beneath your wings.”

once dreamed about. It was at that moment I decided to fly, even in the face of my fears.

When I came home from that weekend, my business experienced a revolutionary change. It went from a hobby of sharing wonderful products and an opportunity that made sense, to consistent, intentional efforts of duplication and confidently sharing this phenomenally-positioned company and its gifts. Just as I was told, activity led to results ... exciting results.

I accepted that my Arbonne hours were limited because of my existing responsibilities to the farmers I served. However, I knew I would have to stick with it for several years in order to accomplish my initial *Why* of being able to become a stay-at-home mom to my future children. From a financial perspective, my husband and I decided together that my spare time needed to go into making our future more wholesome. All the pieces simply made sense. I figured I would move slow and steady, and by the time we had a little one, I could stay home. I was not intending to resign from a job I had become obsessed with, and only seven months after being introduced to Arbonne, my passion deepened so much that my excitement encouraged me to really get my business off the ground! With the constant support of my upline and their sound belief in me, I needed to see how high I could fly. Just like NVP Eunice Ray told me, I deserved to prove it to myself. And with a wonderful team behind me, we did.

First and foremost, I want to thank God for enabling me to fly.

Next, to the Arbonne Home Office staff: Thank you for your vision.

To my upline, ENVP Cathy Epperson, ERVP Kelley Sears and ERVP Christy Riner: Thanks for believing in me; you each believed in me before I did myself! Cathy, your calls gave me goose bumps as I tried to absorb all of your sage advice. Kelley, your giving spirit and ability to dream are indescribable. You have done so much for me. Christy, I do not know how I could ever repay you for giving me the gift of Arbonne. We began as companions during hunting season, and now look where our friendship has taken us.

Childhood friends: DM Rebecca Mattingly and Mary.



The team at Mary's Mercedes-Benz car presentation.

To NVP Eunice Ray and all the other inspirational crossline leaders: Thank you for all you do. The conference calls, the advice to write down goals and see them through, the perseverance and the compassion you each share is truly unbelievable!

To my SuccessLine, including, EAM Chelsy Hopperton, AM Debbie Courtney and AM Nora McCain: You gals are next. Thank you each for trusting me! What an incredible journey it has been. To DMs, Rebecca Mattingly, Lori Dawalt, Darla Courtney, Delanna Hardin and many others: It sure is exciting to see your *Why* come true. To the many other Managers and Consultants in our Region: This is to you. We did it! Thank you all.

To my parents: Thank you for instilling in me a strong sense of self-accountability and independence. To Laura Leigh and my brothers: Your support has meant the world to me. To my former co-workers and customers: Thanks for the encouragement to spread my wings. To my husband, Shane: I could not have done it without your belief, patience, dedication and understanding. It sure is joyous to get to know you more now that I am home!

At 25, it is amazing that an ordinary person like me has been given this extraordinary opportunity. I take great pleasure in sharing this blessing with others. I hope you allow yourself to fly and pass on this ability to the next person by sharing this revolutionary gift! Together, let us see where we land.



**ABOVE:**  
Laura Leigh Terrell, Mary and Nora McCain.



**LEFT:**  
NVP Eunice Ray, ERVP Christy Riner, Mary, ERVP Kelley Sears and ENVP Cathy Epperson at Mary's Mercedes-Benz car presentation.