

DO NOT QUIT BEFORE PAYDAY

It all began in November of 2000, when my friend, Dorothy Murphy, a registered nurse from Bel Air, Maryland, called and told me, "You have to call Kathy Lutz and have her explain to you the information on Arbonne's natural balancing cream!" She explained a little more about it, and I was interested in the information. So, I called ENVP Kathy Lutz. (Thank you, Dorothy, for that piece of advice!)

Kathy sent me the information I had been looking to hear about, when this inevitable part of my life began. She also told me about a great book. Little did I know, a big change was about to take place. I did all that Kathy recommended and she sent me the PhytoProlief Natural Balancing Cream. The very next week, I was calling her to have her send my friend some product. Kathy said, "Why don't you become a distributor and buy Arbonne for you and your friends at a discount?" I agreed, and placed my order for four natural balancing creams and received a free product. I heard the discount part, but I did not really understand *what* Arbonne was all about.

I asked Kathy if she would come and speak to the ladies in my church because I knew they would love to learn about this product. I was so excited about this new information I was learning. Kathy agreed to come in February of 2001. At that time, I understood



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Arbonne was a network marketing company, but I had a good-paying, high-tech corporate job. I was just biding my time there and waiting to be laid off. I was 56 years old and had a plan B — I would be a telecommunications consultant making \$250 per hour. I knew I would have to build my clientele and I already had the contacts, from being in the industry for the last 20 years.

Well, after receiving my second Arbonne order, I looked up at my husband and said, "I'm going to do this Arbonne thing." Three days later, I was laid off from my glorious job. "Yahoo," I exclaimed, knowing I was free. From that time on, my Arbonne journey has been nothing but an amazing learning experience.

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Judy with husband, Nick and daughters, Jen, Nicole and Michele.



NVP Karen DiCenzo and Judy at Karen's Nation celebration.

success strategy:

“ Putting on your ‘no-quit attitude hat’ will keep you in for the long run. ”

My original *Why* was so that my husband and I could have an amazing retirement — one that we could have never dreamed of before Arbonne. I had a company pension, a 401K, and I knew that Social Security benefits would kick in. I am so glad that I had bigger dreams. My *Why* has changed; because my retirement is already better than it could ever have been. I do not think retirement from Arbonne is an option. I cannot imagine *not* sharing this opportunity with others, so they can have their dreams come true.

There are so many amazing people to thank for their time, investment and patience. I have truly been “changed” from the inside out. First, I would like to thank God, for the opportunity. I would like to thank my husband and best friend, Nick. You always believed in me and supported me. Thanks to my best Clients and daughters, Michele, Jennifer, Nicole and their husbands. Thanks to my grandson, Jake, too. You will never know how much I love you all. Jen and Michele, today you told me you wanted to do Arbonne — what a gift! Thank you. I will be seeing you both at the top very soon.

Thank you, ENVP Kathy Lutz for being my sponsor. I could not be more proud to say I am sponsored by you. Everyone wants to be sponsored by you! Thank you to our president, Rita Davenport. You are Arbonne’s heartbeat. Thanks to ENVPs Dana Collins and Deana Wilkinson, for all of your trainings and insight into this amazing business. Thank you, ENVP Barb Kolby and Kurt Kolby. You have always been such an encouragement. Your team took me under their wing when I did not have one.

I would like to express my thanks to my amazing business partners. To my first business builder and dear friend, NVP Karen DiCenzo:



FRONT, L-R: Christine Brazil, Deb Romano, Judy, Kathleen Creehan and Joy Samson. BACK, L-R: AM Adrienne Cummings, DM Laurie Zografos, DM Deb Crowley and Dottie Kopetski at NTC 2004 Texas.

You mean the world to me. You are everyone’s ideal business partner and emerging leader. I will never get over how you have honored and supported me. Thank you so much for being in my life. Rita had asked me at your car presentation, “How are you going to catch that freight train?” I was speechless because I was not quite sure how I would do it. I knew that if I persevered, I could eventually catch the train. I am glad I put on that “never-quit hat.” Karen, I would like to thank you and your amazing team for all the encouragement and kindness that had been expressed; especially ERVP Kathy Mealey and RVP Pam Guyer, who are always right there behind you cheering me on.

I want to thank AM Adrienne Cummings (The Magnet). You have transformed into a successful woman over these past few months as you have grown into a leader. Adrienne, you will soon be an RVP, thank you for your warm heart.

I would like to thank DMs, Deb Crowley; my niece, Danielle Riley; Rema Lichtenstein; Laurie Zografos and Cindy Cambria. Also, DMs-in-qualification, Virginia Doucette, Maureen Coombs, Claudia Goes, Marisa Fulmer, Mary Paone and Kathleen Creehan. I would also like to thank all of my faithful Consultants and Clients. Thanks to my team for being all that you are. You all knew we would become a Region one day and we are not done yet. We have many more Mercedes-Benzes to celebrate.



FRONT, L-R: Maureen Coombs, AM Adrienne Cummings and Judy. BACK, L-R: Kathleen Creehan, DM Cindy Cambria, Scott MacDougal, Claudia Goes, DM Deb Crowley, DM Rema Lichtenstien, DM Danielle Riley and Virginia Doucette.



NVP Karen DiCenzo, Judy and ENVP Kathy Lutz.