

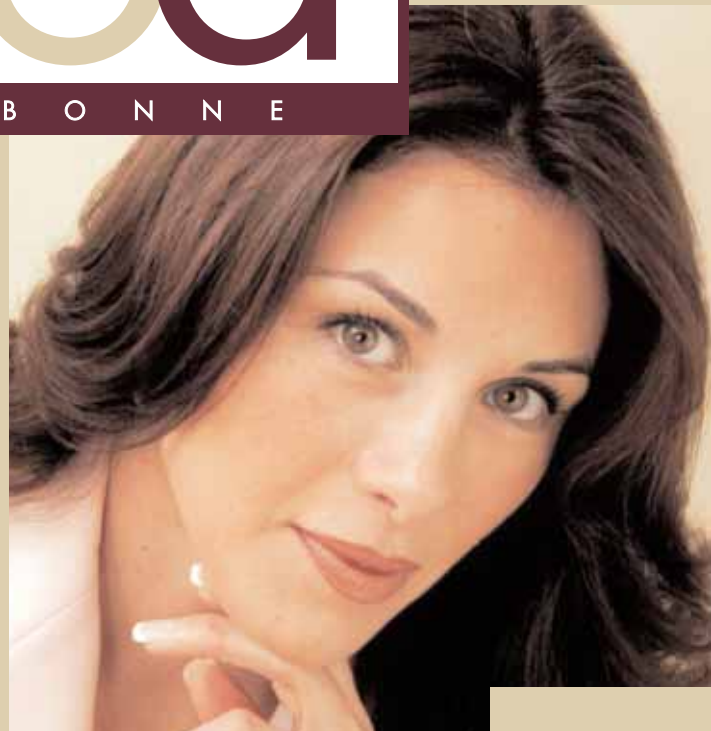
## WHAT A DIFFERENCE A DAY MAKES

What a difference a day makes! A conversation with ERVP Katie Dwyer changed my life forever.

I had been a pharmaceutical sales representative for six years when I made the decision to stay home and raise our daughters, Gianna and Victoria. I was busy at home raising the girls, while taking personal development courses and studying to be a life coach. I was asked to go back to the pharmaceutical industry and offered a job share. I thought this would be the ideal situation for my family and me, so I agreed to do it. I had to go away to train in March and June. The whole time away, I felt overwhelmed and unsure. It was a combination of not loving what I was doing and being away from my children and my husband. I thought there has to be a better way.

In August, we went to Syracuse for the weekend and on the way back, we stopped at the home of our friends, ERVP Katie and PJ Dwyer. Katie introduced Arbonne to me. I knew that my skin was in desperate need of help and although I had tried an enormous amount of products from other companies, I never saw a difference. Katie sent me on my way with a lot of Arbonne information and some products.

I was amazed by the company's overview and surprised I had never heard of Arbonne. Initially, my husband was not as excited. He reminded me about the other networking companies that we had not been successful at. Although, we knew this type of business worked,



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I could not figure out why it had never worked for us. Now, with Arbonne, I got it. Timing plus phenomenal products — that I truly believed in — equaled a win-win situation! And, I knew I could work with people who I love while coaching and motivating others!

I was determined to make it happen this time. I was nervous about telling my friends and family that I was getting involved in something else — especially after I had just finished the long pharmaceutical training, and in the past, I had never once been successful in net-

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Lisa and husband, Nick.

Lisa with ERVP BJ Pierce at her car presentation.



Lisa's Why: Nick, Gianna and Victoria.



## success strategy:

“ Find the greatness in others and support them in owning it! ”

work marketing. But, something deep inside of me told me to jump in and I have not looked back since!

I started my Arbonne business the day I came home from Syracuse. I talked so much about Arbonne, I actually began to lose my voice. I could not sleep! My skin was glowing and I felt an amazing burst of energy I had never felt before. I became a DM in my first month and I went straight into qualification for Area Manager after that.

Along the way, I was completely committed to my team. My husband, Nick, was my rock. He saw what I was creating and he helped me tremendously. My team was so dedicated and so committed that I continued to focus on them. The flow of adrenaline was amazing. We were all engaging in life-changing conversations. I knew in my heart that this was one of the best gifts I had ever been given and I had to share it. The more time and energy I put into my team, the quicker we were growing. My husband kept encouraging and supporting me. My family started buying products and they were blown away by the results. Everyone around me was benefiting from this gift!

Once I knew I was going to be in qualification for Region, I gave my two week's notice to pharmaceuticals. My goal was to be driving a white Mercedes-Benz by November 1<sup>st</sup>. I was committed to my team and we were unstoppable. I went into qualification for Region during the last week in September and I was totally focused on helping my DMs go into qualification for Area. Within 75 days of starting my business, we became a Region!

Arbonne is about the gift of giving. Give freely of your time and your energy, even when you feel like you have none left to give. Helping others become successful is the most rewarding part of being an Arbonne Consultant. I never stopped believing that I would be an RVP. Most importantly, I view my entire team as future NVPs!

To ERVP Katie Dwyer: I will be forever grateful to you for introducing Arbonne to me! To NVP Nadja Shipley: Your support, knowledge and inspiration keep me going. To ERVP Sheila Greene: Thank you for believing in all of us. We appreciate all you have done and con-

The Hampton's team.



DM Monica Emerson, Michael Fay, AM Dee Gundersen, DM Mariela Condy, AM Joy Sorgi, Lisa, DM Tania DeMiray, ERVP BJ Pierce and Gonzalo Santos.

tinue to do. To ERVP BJ Pierce: You are truly an inspiring mentor. I would not have been able to do this without your continued support, love, energy and time. You are one of the most giving people I know.

To AM Dee Gundersen: Your glow and energy continue to inspire me. You are a true leader. To AM Joy Sorgi: Your belief in us as a team enabled me to do this. You are my "stretch buddy," forever! You are a gift to me and you make me want to be a better person. To my amazing team and my direct DMs, Monica Emerson, Jennifer Brant, Maria Muratore, Christine Kearns and Daniela Cannizzaro: I feel privileged to share this journey with you. I am looking forward to celebrating your RVP successes.

To my family: Thank you for all of your support. To my husband, Nick: I love you so much! Thank you for your strength and for picking up all of the pieces when I drop them. I am here today because of your belief. To my most precious gifts, Gianna and Victoria: You make everything matter. I am truly blessed and thankful every day for you!

To Founder Peter Mørck, President Rita Davenport and Sr. VP Product Development & Field Events, Candace Keefe: Thank you for this gift!



ABOVE:  
Some of the team at a monthly training.



LEFT:  
Lisa with DM Maria Muratore.