

DISCOVER YOUR LOOK OF YOUTH

How do I begin to write a finite story about something I believe has infinite possibilities? My journey with Arbonne began in February of 2004. My dear friend and sponsor, Pam Lizanich, was using some incredible products on her skin and I wanted to try them. She is beautiful and I thought, "If they work for her, surely they can help me." After undergoing a full hysterectomy in 1999, my face was extremely dry. I laughed and said that I was 38, but my face was 58. Within days, my skin looked younger and I thought I had found a "fountain of youth."

It was easy for me to tell everyone about my new favorite thing. Women are so naturally talented at advertising. We constantly share with friends about the perfect jeans, fabulous movies, awesome department store sales and so on. Arbonne was the first company to actually thank me for talking about the products by giving me the potential to earn a paycheck. How could I pass that opportunity up?

All of my life experiences prior to Arbonne helped prepare me for this business. My career journey started as a high school teacher and coach. I loved feeling as if I made a positive impact on other people's lives. Most importantly, I wanted them to know I was interested in their lives. I look back on those years and know they fed my soul, but not my finances. When my husband and I were blessed with our boys, we decided I would stay home with them. I had always been artistically inclined and I began to dabble in interior design, which ultimately turned into a 12-year business. As my success grew to include photo shoots, home tours and a television experience, it became clear this career choice fed my finances, but not my soul.

Arbonne came along at the perfect time. My sponsor claims I was on her chicken list. From an outsider's point of view, it looked as if



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I was perfectly satisfied with my life. You just never know though, because things are not always as they appear. The Arbonne experience was the perfect remedy for the desires of my heart. It gives me the potential to feed my soul and my income. I love to share the possibilities of Arbonne with people and it thrills me to have a positive impact on their lives. I am proud to ease my husband's burden of our monthly expenses. I would never have achieved the potential to have this income or time freedom with my past career choices.

When I started the Arbonne business, I received some stationery that had a few powerful words printed on it: Looking great, feeling great. I started using the products, just looking for something to make me "look cuter." I had a lot to learn. I was not really interest-

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Bobby, Meredith, Cooper, 13, Caleb, 11 and Weezie.



Meredith with President Rita Davenport.



Joyce Hunter, AM Pam Lizanich, Meredith, EAM Debbie Murphy, ERVP Debbie Thompson and AM Jan Thompson.



success strategy:

“Tempt everyone with the opportunity and the products” will sell themselves.

ed in healthy products. I thought those kind of products were for “earthy” girls who did not care about looking cute. Again, I was wrong. I love that Arbonne educates women and empowers them to make good decisions about the products they use. I know the products can make you look great, feel great, and most importantly, the Arbonne products and opportunity can make you feel great about who you really are.

Do you love that person you see in the mirror? This is not an exercise in vanity. Your journey with Arbonne may begin there, but it will not end up there. The day you decide you love the person in the mirror, your business will take off. President Rita Davenport says that this is a personal growth company disguised as a skin care company, and I could not agree more. If you stay in activity and focus your energy on your team, there is no limit to what you can achieve.

For NTC 2007 Las Vegas, Arbonne intends to print our *Why* on a T-shirt. What a brilliant exercise. Can you imagine the “soul searching” going on in this company as thousands of people focus on the direction of their business? That type of energy is powerful. I cannot wait to see the growth we will experience because of it. My *Why* is very simple: To make him proud. You may ask me, “Who is he?” And I could give you several heartfelt responses. First, it could be my boys. There is nothing finer than having two teenage boys think you are the “coolest” mom when you drive them to soccer practice in a convertible Mercedes-Benz. Second, it could be my husband, Bobby. He has watched me consistently do this business for two-and-a-half years. As others promoted before me, he encouraged me through a time when I felt like a lifetime Area Manager. It was all worth it when he told me he was proud of me. Third, it could be my grandfather and father. I have always been an approval seeker and both of these men have told me how proud they are of me and my Arbonne business. Finally, it could be God. When all is said and done, I really want to make God proud of me. Did I make others feel good in my presence? Did I spread a little sunshine in their lives? Arbonne has given me all of this. It is the total package.

I cannot thank my precious team enough. The chance to be a part of your lives has been a true honor. I cannot wait to see what God has in store for us next. To EAM Debra Murphy, AM Stephanie King and AM Diana Bolding: You are such powerhouses! I am so impressed with you. You will be driving your Mercedes-Benzes

DM Charlotte Mathis, Meredith and DM-in-qualification Jennifer Bailey.



NVP Veronica Preblich, AM Colleen Weber, ENVP Karen Premier, AM Sherri Smith and Meredith on the “All Decked Out” ASAP 2006 Mexican Riviera Cruise.

soon. To DMs, Ann-Bryan Josey, Vicki Bynum, Charlotte Mathis, Haymee Guiliani, Christie Hannon, Brandi Spratt, Ponda Stone, Jane Green, Erin Biggar, Tammy Miller, Dianne Schwendimann, Barbara Bishop, Vonnie Raff, Lianne Cummings and Nancy Smith: You have made it through the hardest part. Now, just turn around and repeat it with a friend. The sky is the limit. Arbonne will grant more than you ever dreamed!

To my friends and neighbors: Thank you for being such fabulous Clients. I would love to have you on my team one day. To NVP Ronnie Preblich: Thank you for always having an encouraging word. You are a fountain of information, and my own personal librarian. To ENVP Karen Premier: Thank you for seeing me as an RVP before I did. You have become such a dear friend. To NVP Krystal Gray: Thank you for being a spiritual leader. I would love to follow in your footsteps.

To President Rita Davenport, Chairman & CEO Bob Henry, Sr. VP Product Development & Field Events, Candace Keefe and everyone at the Home Office: Thank you all for working so hard to give us the most fabulous company in our industry. I am so proud to be a part of this incredible company.



ABOVE: Meredith with DM Vicki Bynum, AM Diana Bolding, AM Stephanie King and AM Pam Lizanich.

LEFT: AM Diana Bolding, Meredith and EAM Stephanie King at the Grand Awards, NTC 2006 St. Louis.

