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EYE ON ARBONNE
JULY 2005

NEW NATIONAL VICE PRESIDENT

KAY DRAELOS

GO ABOVE AND BEYOND

Independent Consultant, National Vice President
Kay Draelos Nation; Edmond, OK

I believe God has a purpose for everything and that His timing is perfect. As I look back over my life, I see how God has been orchestrating events and allowing circumstances to take place in order to bring me to a new chapter in my life.

When I joined Arbonne 10 months ago, it was because our family needed to make some financial and life changes. The month before, my husband, who is a physician, told me his malpractice insurance was doubling once again, and the overhead expenses at his medical practice were increasing significantly. It was clear we needed to make a bigger dent in our sizeable debt and set aside more savings for college and retirement. He was going to work longer hours, but even though this meant he would make an even better salary, he would be trading his life for that income. I knew more work hours would allow him even less time with me and our three children, so we decided that was too high a price to pay, and I realized I needed to go back to work. For the last six years, I had the privilege of staying home with our children, but before that, I practiced law. I considered resuming that career; however, the long hours it required and the inflexible schedule made it a less than an ideal choice.

I began to consider other options and agreed to meet with my friends ENVPs, Susan Kilborn and Cecilia Stoll for lunch. Susan shared the opportunity with me before and my answer to her was, "I could never do that business in a million years." Because of changing financial circumstances, I was now willing to take a look. When we met, I took a list of "34 Reasons Why Not" to do Arbonne. I honestly did not believe in network marketing, nor did I believe I could succeed at it. However, Susan and Cecilia believed in me and the Arbonne business and convinced me to seriously consider it. I researched it, talked to our financial advisor and prayed about it.

After much thought and prayer, I decided to jump in with both feet. If I was going to do this, I was going to do it all the way. My Arbonne experience started with a "no-show" Presentation. I told Susan I was not ready to give up, but I did realize it would be a challenge to make a go of this business if no one ever attended Presentations. After that, Cecilia called and said, "Do you know what you and all Arbonne NVPs have in common? You've all had 'no-shows.' You just got yours out of the way early!" With that behind me, I kept going and never looked back. I booked Presentations and sponsored new business builders, and as the saying goes, "The rest is history."

I made a minimal financial investment to start my Arbonne business and the training was free. Contrast that with the six-figure loan we undertook



Kay with her husband, Matt.



Kay with her *Whys*: her husband, Matt; and children, Mitchell, Julia and Preston.



Kay's children: Preston, Julia and Mitchell.



ENVP Cecilia Stoll, President Rita Davenport and Kay at NTC 2005 Las Vegas.



VPs gone '80s at NTC 2005 Las Vegas! ERVP Georgie Yerton, ENVP Cecilia Stoll, RVP Jacqueline Schaefer, ERVP Kim Barnes and Kay.



Kay with some of her VP friends at NTC 2005 Las Vegas.

to start my husband's practice, and the substantial cost of his education and training, as well as mine. Ironically, it is my Arbonne business, not my husband's successful medical practice or my former law practice, which will allow us to have the financial means and time available to pursue activities and experiences, which enrich the lives of our family and others.

Two things about Arbonne have really helped me. The first is Arbonne's system for success. I did not have to invent a system to succeed. I simply had to follow the proven system and success would naturally follow. I am very thankful my sponsor and upline stressed following this road would lead to the top. It has indeed!

Secondly, Arbonne's "team" support has been an extremely valuable asset to me. I have not been alone at any point. My upline trains, coaches and continues to support me every step of the way. I have received so much encouragement and congratulations from my upline, downline and crossline. I want to credit Arbonne for incorporating such an encouraging and confidence-building atmosphere into the organization.

I have learned so many things on my journey to NVP. I learned this opportunity is a gift and to share it generously with others. I learned your success is determined by what you do daily. Attach yourself to the activity, not the outcome. Do the activity and do not worry about the result — it will happen in time. You will make it if you decide to; just do not quit. It is never too late to make a dream come true. I learned we will never know how great we can become until we are stretched. Unless we get out of our comfort zone, we will never become all we were truly meant to be. A leader is not the person who is the best at everything, but the person who has the vision and courage to act. I learned you cannot wait until you know everything — you have to step out in faith. I learned if you decide to do this business, jump in with both feet. I also learned at the end of the day, it is not what you do, it is who you become.

Arbonne has given my family life choices and more control over our lives. It has allowed me to give my husband part of his life back and give my children more time with their dad. It has enabled us to pay off a significant portion of debt and given us hope for our financial future. We have been able to keep our children in a wonderful, private Christian school. It has allowed us to help more people financially and give more to organizations and causes we believe in. My Arbonne experience has taken me on a journey of personal growth. Because of what I learned through this business, I have been stretched and challenged to become a better person.

And finally, God has blessed me with incredible friendships that enrich my life. I would not be here without all of you. To my friend, RVP Becky Hartman: I am amazed at you! God has blessed me with your friendship. I am so proud of you for seeing the vision and making your dream come true.

To my AMs, M.K. Hullender, Karin Fitch, Teri West, Jana Brennan, Danae King, Terri Nichols, Kathy Bonar, Heidi Richards, Holly Wells, Jennifer Porchey, Monika Bohm, Marketia Sykes, Leahna West, Dara Green and Dwayna Bailey: You are one step away! It is your turn. I am so proud of the teams you are building and cannot wait until you get to RVP.

To my DMs and Consultants: If you can go District, you can go Nation! You are the central part of this business, and the sacrifices you are making now are going to pay dividends later.

To all the supportive spouses and families of these amazing Managers: You are their *Why*. Your support strengthens them and spurs them on to reach their goals. Thank you for your sacrifices.

continued ...

success strategy:

“ At the end of the day, it's not what you do, it's who you become. ”



Kay with AM Karin Fitch and some of her Texas and Colorado teams.



Kay and her Nation at NTC 2005 Las Vegas.



ENVP Cecilia Stoll, RVP Becky Hartman, Kay and ENVP Susan Kilborn.

To my friend and assistant, AM Stacie Kobs: Thank you for your friendship, help, creative ideas and countless hours of work.

To my dear friend and sponsor, ENVP Susan Kilborn: Thank you for changing my life by sharing the gift of Arbonne. You have been an inspired leader, wonderful coach, available sponsor and true friend.

To my friend, ENVP Becki Barns: Thank you for showing us it was possible and it did not have to take years. I appreciate your belief, commitment and encouragement.

To my friend and mentor, ENVP Cecilia Stoll: Thank you for being a woman of faith and integrity, and leading by example. By following you, I have stood on the shoulders of greatness. Thank you for the time, love, support and wisdom you have given me. I love you, dearly.

To Arbonne: Thank you for providing this life-changing opportunity.

To Bob, Rita, Stian and Candace: Thank you for your tremendous leadership, integrity and vision.

To my parents, Bob and Peggy Lovejoy: Thank you for teaching me to believe in myself and the value of hard work. I appreciate your love and support, and always being available to help when I need you.

To my husband, Matt, my biggest *Why*: Thank you for doing whatever it took to make this work. Without your support and encouragement, I could not have done this. Your love, help and patience have meant everything to me. I love you more than I can say.

To my wonderful children and other *Why*, Mitchell, Preston and Julia: You are incredible gifts from God. You have been excited from the beginning and helped me along the way. I love you all dearly, forever and ever.

And most of all, to God: Thank you for leading me, blessing and enabling me to go above and beyond anything I hoped or dreamed.

As I look to the future, I realize I am privileged to be part of this outstanding organization. I see the Arbonne opportunity as a gift. It allows people to provide income for their families without spending every waking moment working. Arbonne rewards you for hard work and also rewards helping others succeed. My goal for the future is to help as many other people as possible experience the successes that have come to me through Arbonne, and become all God truly meant them to be.

Kay's team celebrating becoming a Nation.



Kay with her upline and some of her team at the 2004 Managers' dinner.