

IT IS THE COMPLETE PACKAGE

I have read numerous *Eye on Arbonne* stories before I had the privilege to write my own, and in each one I saw a piece of myself. Even though the stories vary, the heart of each one is the same. Every Regional Vice President or National Vice President had a clear motivation for pursuing Arbonne — a definite *Why*. When I became a stay-at-home mom, I was not prepared for the surge of conflicting emotions that came with the territory. Before my son was born, I intended to put him in daycare and continue pursuing my career. But when he arrived, I fell in love with this new man in my life. My priorities shifted and I decided to set aside my personal aspirations for awhile. Although I cherished caring for him, I struggled with the loss of my own identity and independence. Frequently, I found myself daydreaming of finding the missing piece that would fit perfectly into the void in my life.

In September 2002, my neighbor asked if I could help her host an Arbonne Presentation. She explained that her friend, Karen DiCenzo was searching for someone to launch an Arbonne business in Vermont. Talk about a light bulb moment! I knew enough about network marketing to understand that ground floor opportunities are fleeting. Instead of helping her plan a Presentation, I told her that I was intrigued about the opportunity. Yet my commitment depended on one key element, I had to love the products. After trying the Basic Skin Care set and witnessing the improvement with my own skin, I was convinced Arbonne products were incredible. After meeting Karen, I was sold. Seeing that Arbonne attracted a person of her caliber erased any lingering doubts about the Arbonne opportunity.

With Karen's guidance and my excitement about Arbonne, I was on my way. Fifteen months later and a new baby born in the midst,

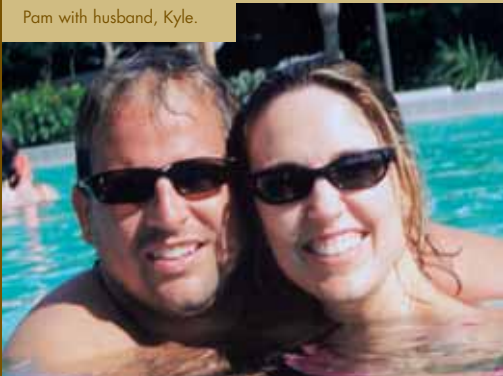


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here I sit writing my *Eye on Arbonne* story. I learned firsthand that the Arbonne promise is more than unparalleled products and the potential for unlimited income. The Arbonne business is the ultimate self-development boot camp. I had to be willing to face and overcome my foremost obstacles — my fears. Each time I conquered a fear, I was left feeling stronger and more empowered. Anyone can accomplish what I have and more! A passionate desire and willingness to leave your comfort zone can overcome any personal weakness.

There were several key factors that propelled me to RVP. First, I had an unwavering belief in the products and exuded this belief with enthusiasm. It is simply human nature to be drawn to excitement. Second, I had tunnel vision toward my goal. I encountered many

Pam with husband, Kyle.



Pam's children:
Cale, Christian and Lola.



DM Jennifer Graham
and Consultant Kathy Bouchard.



success strategy:

“ Share with a giving spirit, learn with an open mind, and lead with an unyielding determination to reach your goal. ”

dreamstealers who tried to distract my focus, but I kept my eyes straight ahead. Third, I worked to keep my business in constant momentum. It might have been just making one phone call, but I stayed active. Fourth, I played follow the leader. The leaders in our company are not where they are by chance. Arbonne is a continual learning process, and I still have much to learn from the wise ones who have gone before me. Fifth, I conducted my business without compromising my integrity, which helped build trusting relationships with my Consultants and Clients. Lastly, I was fortunate to find an incredible group of individuals who, like me, could see the big picture.

When all the benefits of an Arbonne business come together you end up with the ultimate reward — the opportunity to help others. There is no greater sense of achievement or satisfaction than helping someone obtain the priceless things in life such as: Freedom, self-esteem and fulfillment. Without really looking, I found the missing puzzle piece — a business which allows me to have the potential to earn an unbelievable income helping people improve their lives while enabling me to keep my priorities in order. Arbonne is the complete package.

I themed my Region, northern lights to pay tribute to my team. Like the northern lights, each member shines brightly. While building my business, I was fortunate to work with the dearest people in my life and develop new friendships along the way.

To my sister, AM Vicki Spencer: I am elated to witness your accomplishments. Thank you for taking this road with me, helping me stay focused and reminding me to, as Rita says, mind my mind.” I will be so proud when you become an RVP! To AM Stephanie Courcy: You are a classic example of sponsoring up. I feel fortunate and honored to work with you. To my cherished friend, DM Jennifer



NVP Karen DiCenzo with Pam and the Region.

Graham: You have been my rock countless times. I am thrilled beyond words to watch you reaching for things you deserve. To DM Shawna Lidsky: You are an amazing sales and sponsoring leader. Your tenacity, enthusiasm and determination will take you to RVP and beyond. To my cousin, DM Lori Baraldi: You are an Ace. I am ecstatic you joined the Barry sisters, second generation on this Arbonne ride. To DMs, Maggie Grow, Candy McCarthy and Heidi Brigham: You each have the potential to take your businesses to the next level. Working with people like you makes this a dream job. To DM Tina Pitts: You are one of my precious and few. If you want it, it will be yours! To all my Consultants, Clients, friends and family members: Thank you for supporting me in this endeavor.

To Founder Petter Mørck: Thank you for sharing your vision. You have enriched thousands of lives. To President Rita Davenport: Thank you for sharing your talents and making every person you meet feel special.

To NVP Karen DiCenzo: My heartfelt thanks for giving this opportunity to me, who was a perfect stranger to you. I am indebted to you for helping this miracle happen for me. To Kathy Lutz: You are the definition of an Arbonne “angel.” Thank you for leading us with your wisdom, grace and charm.

To my mom and dad: You opened doors for me that I know were not opened for you. Thank you for your selfless sacrifices and unconditional love. Finally, I want to thank my husband and best friend, Kyle, and my children, Christian, Cale and Lola. You are the foundation that gave me courage to follow this dream, even though it meant sacrifices and chaotic moments. You make me overflow with happiness to have such a wonderful family and a wonderful life. I love you.



DMs, Shawna Lidsky, Maggie Grow, Candy McCarthy, Pam; AM Stephanie Courcy, Consultant Liz Drewniak and AM Vicki

Pam with sister, AM Vicki Spencer.



DM Tina Pitts and Consultant Robyn Moody.

