

I THINK I CAN

When our daughter was born in 2001 — after a lucrative career in corporate America — I wanted to continue working, but also wanted to be available for our daughter. So, I fulfilled my life’s dream of owning a home-based promotional products company. In the beginning, my business was a dream come true but as our daughter grew, so did my company. Within two years, my “small, home-based business” had taken over my life. Although I absolutely loved my clients, I found that I no longer owned the business — it owned me.

After attending a holiday open house in November of 2003, I started using the Arbonne products. I signed up as a Consultant to get the discount, but was not convinced that network marketing was a viable business. Each time I ordered from Arbonne, my packages would include *Eye on Arbonne* success stories that I would read and re-read. I loved them! They were about people just like me — some with successful corporate careers, who had decided to leave their jobs to pursue Arbonne’s opportunity. They were working a lot less than I was, but potentially earning more money and driving a white Mercedes-Benz after participating in the Mercedes-Benz Cash Bonus Program.

After reading many of these stories, I contacted my sponsor, EDM Leslie Cooper, and asked if I could meet with someone who was driving the Mercedes-Benz and had the potential to earn a lucrative income. I met with Leslie’s sponsor, RVP Liz Barlak, who shared her Arbonne story. Mostly, I remember that we were both about to leave town for summer vacation. She was leaving for a stress-free vacation and I was about to take the stress of my business with me on our family vacation. It was at that point that I decided to start my Arbonne business. Two days after deciding to start my business, I went to a Mercedes-Benz dealership and test drove a white Mercedes-Benz ML350. I knew that if I was going to do Arbonne as a business, I was getting the Mercedes-Benz!



debbie eriksen

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After achieving success in my previous endeavors, I thought success with Arbonne would come easily. I was wrong. I was disappointed when friends did not jump on board, but I kept going. I felt frustrated after cancelled Presentations, no-show Presentations and many unreturned phone calls, but I kept going. For more than five months, my business was filled with letdowns, but I kept going. After one especially disappointing Presentation, I remember feeling completely inadequate. However, before I drove home, I sat in my car and read a new *Eye on Arbonne* success story that I received that day. There was a line in the story that said, “The only way to fail at this business is to quit.” That was exactly what I needed to hear. I knew that I simply had to begin to think I could do it. I knew that if I just did not quit, no matter how discouraged I felt, I would succeed in this business! Most importantly, after five months of many business

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Debbie with her *Why*: Husband, Jim, and daughter, Hannah.

Debbie with RVP Liz Barlak at her first training in October 2004.



Debbie test driving her future Mercedes-Benz!



success strategy:

“ Focus on helping others while believing that success is possible. ”

disappointments, I made a paradigm shift in my thinking to focus on helping others achieve their dreams through the vehicle of Arbonne. I stopped focusing on myself and when I began to focus on helping others, everything changed for my Arbonne business. Our team momentum increased and we steadily built to become our own Region 11 months after.

During my Arbonne journey, I have truly come to realize that I get only one chance to live this life. I want my life to count for eternity and to live the best life I can live. The most precious resource we have is time. By building my Arbonne business, it has allowed me the freedom to own a business, rather than being owned by a business, and to spend time with those who I proclaim to love the most.

Most of all, I thank you, God, for Your faithful promises, loyal love and the gift of eternal life with You.

To my husband, Jim: In the beginning, you did not believe in network marketing, but you believed in me. Thank you for your encouragement and prayer support. I am so grateful for the way you have helped me behind the scenes with my Arbonne business. You are a wonderful husband and father. I love you! To Hannah Rose: I love watching you grow and I thank God each day for the gift of being your mother. You are my most amazing blessing. To my daughter, baby Lily: You are somewhere in China and I pray every day for you. We are waiting for you and we love you already.

To my parents, Herb and Sandra Links: Thank you for your constant encouragement. You have given me an incredible advantage in life by always telling me that I could do it — whether it was going to live in the Ukraine at age 20, or starting my own business. Thank you for being the foundation of my self-talk and belief in my strength. I love you both!

To my family: Thank you for your encouragement, love and support. David, we are all so proud of you as you tackle Type I diabetes with a positive attitude and a joyful spirit. We know that God has amazing plans for your precious life! Sarah, I love you so much and I am so proud of you!

BELOW: Debbie with some of her Managers at a training. **L-R:** EDM Kristina Waters, EDM Joanne Bradford, EDM Rachelle Trank, Debbie, EDM Jennifer Jacobs, EDM Deborah Remigio, AM Brigitte Toth and EAM Debbi Collins.



ABOVE: Debbie with team at a training. **BACK, L-R:** EDM Kristina Waters, Paul Reeves, EDM Deborah Remigio, AM Brigitte Toth, Debbie, EAM Debbi Collins, Shanda Stansberry and EDM Rachelle Trank. **FRONT, L-R:** EDM Joanne Bradford, Rachel Reeves, DM Erin Forshaw, ENVP Donna Weiser, Donna Jacobson and EDM Jennifer Jacobs.



First day as a new Region, December 1, 2005. **BACK, L-R:** Katie Marquette; EAM Debbi Collins, Shanda Stansberry, DM Cheryl Morales, EDM Jennifer Jacobs, EDM Rachelle Trank, DM Erin Forshaw, Fiona McCallion and AM Brigitte Toth. **FRONT, L-R:** AM Danielle Spangle, RVP Liz Barlak, Debbie and crossline, RVP-in-qualification Tracey Valdez.

To President Rita Davenport: Thank you so much for calling me. I have listened to your message over and over. I will make you proud and we will get to Nation!

To ENVPs Donna Weiser and Sandra Tillinghast: It is a blessing to be a part of your SuccessLine! Thank you for everything!

To RVP Liz Barlak: Thank you for taking me under your wing and working with me to reach this promotion. Your friendship, enthusiasm and support have been priceless.

To my sponsor, EDM Leslie Cooper: Thank you for mentioning the business side of Arbonne, even though I laughed at first!

To Cena Hill: Thank you for being my first business partner and for believing in me!

To AM Danielle Spangle: Since we met at MBI in Chicago, you have been a treasured friend and are now my “California sister.” I am so thankful to have you in my life! To EAM Debbi Collins: You are such a blessing and it is a dream come true to do this business with you. I could not believe it the day you called to say that you wanted to start Arbonne. My life would not be the same without your friendship! To AM Brigitte Toth: We met through Arbonne, but I feel like we have known each other for years! You are a true business partner with an amazing team attitude. I love working this business together.

To all of our DMs, Joanne Bradford, Jennifer Jacobs, Kristina Waters, Jennifer Waters, Rachelle Trank, Deborah Remigio, Hailey Brown, Erin Forshaw, Liz Way, Val Baker, Jill Jones, Cheryl Morales, Rozanne Sutherland and Jaime Brown: I am so grateful for each of you. You know how special you are to my heart and how much I enjoy doing this business together. I look forward to all of your car presentations!

To my Clients and Consultants: Thank you for being such a wonderful part of my Arbonne journey.



Debbie with EAM Debbi Collins and AM Brigitte Toth at Brigitte's launch presentation, August 2005.