

BRIDGING THE GAP

In July 2003, I went to a skin care Presentation hosted by my friend, EAM Mary Vanderveen mostly because I had listened to tapes featuring President Rita Davenport years earlier. I had no intention of buying anything, and I definitely did not want to get involved in a business venture — but the Presentation piqued my curiosity.

After NVP Kristin Vanderveen's Presentation, I purchased the Bio-Matte Set®, the PhytoProlief Natural Balancing Cream and took home a packet of Arbonne information. Later, I found myself impressed with the effectiveness of the products I bought, and with the company that made it.

I worked with another network marketing company and did well by their standards. I earned nine of the company's annual incentive trips, but my income did not match the time, effort and energy spent earning it. Previously, I taught physical education and did not want to teach again, since working for myself afforded the schedule flexibility to fit my family's activities.

My husband and I believe it is more important than ever for me to stay home for our junior high and high school-aged boys. Network marketing allows our family to have and do things that might not otherwise be possible with my husband's salary alone.

My husband, Chuck, loves his career in education administration, but his salary changes little with time, and the expense of raising children seems to grow exponentially with their age! After grilling Kristin and RVP LuAnn Budiselic on a three-way call about the compensation plan, I knew Arbonne was the company to bridge the



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gap, continue my commitment to my family and provide us with the potential means to meet our financial dreams.

After joining Arbonne in August 2003, I promoted to DM in October. My prior network marketing experience served me well, but the journey to RVP still had its challenges. We missed promoting to Area in May of 2004. Although disappointed, I turned this situation into a learning experience.

After this brief setback, I signed up to attend a Presentation taught by ENVP Donna Weiser in August 2004. I committed to attend all eight meetings in Hanford, California (a two-hour drive each way) for the next four months. The sacrifice paid off with our promotion to Area in November 2004, and our growth has continued each month.

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Marian with husband, Chuck; son, Michael, 15; dog, Mikki and son, Brian, 12.



NVP Kristin Vanderveen, ENVP Donna Weiser and Marian.



Marian's team with her Mercedes-Benz.

success strategy:

“ Set goals, decide to ‘just do it’ and never, ever quit, no matter how long it takes. ”

Our momentum continued into May with a strong first-month qualification for RVP, despite several of us coming home from NTC 2005 Las Vegas with the flu. In June, we pushed hard for our sales goals and completed our promotion to Region. This promotion was truly a team effort by an incredible group committed to achieving our personal goals. None of this would be possible without my team, and I thank God for bringing them and Arbonne into my life.

To my husband, Chuck: Thank you for your patience and understanding on June 30, our 21st wedding anniversary, while I was generating those final sales. You have given me unconditional support and honest criticism. None of this would be worth it without you. I love you!

To my *Why*, my sons Michael and Brian: Thank you for holding me accountable to my goals. I love you both so much and hope you realize how much it means to me to have the time to be involved in your lives. It is so exciting to watch you set your own goals and achieve them. I am so proud of you both.

To my friend and sponsor, EAM Mary Vanderveen: I thank God for having you in my life and for sharing this opportunity with me.

To NVP Kristin Vanderveen, RVP LuAnn Budiselic, ENVPs Donna Weiser and Sandra Tillinghast: Thanks for your support, training and encouragement.

To my friend, EAM Debbie Tanaka: Thank you for your belief in Arbonne. Your gentle and caring spirit will be missed here on the Central Coast, but will carry on with you to your new home in Oregon. You are close behind me and will be an RVP soon.



Marian with EDM Diane Wilson and DM Nicole Fischer at NTC 2005 Las Vegas, '80s Manager's Celebration.

To our San Diego Group, EAMs Bob and Suzanne Weeks: Your leadership is awesome.

To EAM Danielle Jaeggi-Murphy: C-to-A from April to June and baby James in July! You have such a supportive team, so enjoy the new baby.

To AM Jenny Pfaff, DMs, Lindsay King, Debbie Jaeggi and Sue Davis: I am so impressed by the speed of your growth.

To AM Genetta Smith, DMs, Diane Wilson, Melissa Purchin, Annette Mullen, Nicole Fischer, Gina Molner, Tammi Barker and Lisa Nadalsky: You all have the right stuff and it will not be long before we see more Arbonne Mercedes-Benzes here on the Central Coast!

To our Consultants: Stay active and the results will happen!

To my Clients and Consultants: Thank you for your belief in the products.

To President Rita Davenport and the Home Office staff: Thank you for your vision, the incredible products, your support and this unparalleled opportunity!

Never give up! If I can do this, I know you can, too! Dream big because the road to success is a journey with a bright future.



Marian with AM Genetta Smith, EAM Mary Vanderveen, Kat Wolfe, NVP Kristin Vanderveen, Teri Holt, DM Nicole Fischer, EAM Debbie Tanaka, EAM Suzanne Weeks, EAM Bob Weeks and DM Diane Wilson.



EAM Debbie Tanaka, Marian and EAM Mary Vanderveen.



Marian with the San Diego team: EAM Danielle Jaeggi-Murphy, Kat Wolfe, Suzanne Weeks, NVP Kristin Vanderveen, AM Jenny Pfaff, Pat Murphy and Debbie Jaeggi.