

A VEHICLE TO DREAM BIG

Where do you see yourself in five years if you keep doing what you are doing? Wow. That question seriously resonated with me. If I kept doing what I was doing, I would still be in an unsatisfying career, working 60-hour weeks, putting my future kids in daycare and only getting two weeks of vacation a year. How depressing!

That question was the swift kick I needed. A year ago, I was at a low point in my life. On the surface, things seemed okay. After 12 years in the industry, I had just started a new job as channel sales director for a software company. Deep down, I was depressed about my personal life and resentful toward my new job. I lacked passion and conviction for my work and was done dealing with the corporate politics and fear tactics. I yearned for a plan B, and was frustrated about not having an exit strategy.

So on March 26, 2006, the timing was perfect when my dear friend, RVP-in-qualification Tara Guentz, shared the Arbonne opportunity with me. By the time she said, "But what if it does work?" my mind was racing. What a brilliant business model! This had the potential to meet all of my lifestyle and financial goals. When asked if I was a 1, 2, or 3, I said, "Oh, definitely a 3. Sign me up!"

I promoted to first-step DM that week. Shortly thereafter, I heard a training by ENVP Tory Brandt that made me pause and take a serious look in the mirror. I realized that I would not get far in this business unless I made some changes within. So that day, I decided to take control of my destiny, be positive and live with an attitude of abundance and gratitude. I decided that whether you think you can



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or you cannot, you are right. So, why not dream big? Then I took the reins as CEO of my business and sketched out my plan. I began building a pipeline by planting many seeds. When AM Lisa Hufford joined my business, she gave me more belief and motivation to succeed. I loved the Arbonne culture and teaching people to replace their products with pure, safe, beneficial alternatives. Since there is no shortcut on the road to RVP, I got into massive activity. I presented the opportunity and product to 50 people each month, promoted to AM on August 1st and never stopped. It is tiring some days, but the short-term sacrifices build the foundation for long-term rewards. The beauty of this business is that you have the potential to get paid more when you help others achieve their goals. I have so much fun with it, and teach my team to do the same. Thanks to our efforts, we became a Region on December 24, 2006!

continued ...



Pam picking up her new Mercedes-Benz ML350 with mom, Mayda and stepdad, Ron.



Pam with stepmom, DM Yingzi Wu Fischer and dad, Peter Fischer at their home in Santa Rosa.



Pam with her Why: Mom, AM-in-qualification Mayda Diaz-Nesbitt; sister-in-law, DM Sandra Fischer and brothers, DM Eric Fischer and Marcus Fischer.

success strategy:

“ Dream big, believe
and never quit. ”

My secret to success is this: Do not quit! Treat this as a business, not a hobby. Never stop your activity. Get plugged in. Work on yourself. Ignore dreamstealers. Are they going to pay your bills when you are dead broke, or when you are trying to retire on your 401k? Be coachable. Follow the leaders. Love your team and be generous.

To my sponsor and friend, Tara: I am so grateful you brought me this gift and love having you in my life. You are an awesome leader. To ERVP MaryJane Archer: Thanks for bringing Arbonne to Tara!

To my first business builder and dear friend, AM Lisa Hufford: The day you decided to come on board, you inspired me to become the best leader I could be. Thank you for becoming my business partner. You are an Ace for attracting and building this amazing team!

To my *Why*, my mom, AM-in-qualification Mayda Diaz-Nesbitt: Ma, it is such a joy watching you grow while being in business together. I am so proud of you, and cannot wait to hand you the keys to your Mercedes-Benz convertible. To my stepdad, Ron Nesbitt: You are an amazing man. I am so grateful for your generosity, patience and kindness. To my dad, Peter: Papa, I am glad I inherited your entrepreneurial drive and outgoing personality. You taught me to dream big, work hard and play hard. To my stepmom, DM Yingzi: I am happy that Arbonne brought us closer. You will be a superstar. To Mimi and Grandpa: You are so special. To my brothers, Eric, Marcus and Austin: Thanks for all your help and letting me “Arbonnize” you. To my sister-in-law, DM Saundra: You are NVP material!

To our phenomenal DMs, Kelly Gould, Carrie Morris, Kristen Novoa, Kathy Youtsey, Andrea Nathan, Saundra Fischer, Yingzi Wu, Eric Fischer, Jenny Carroll and team, including Cristina Torres, Roberto Gonzales, Judy Torres, Jose Negron, Debra Eskinazi, Karen Chu, Carol Georgi, Magaly Oliver, Ricky Oliver, Kike Oliver, Carla Sosa, Julie Schuyler, Tina Pacheco and so many more: There is room for all of us at the top. Go team! I love ya’ll!

To my first Clients, Rick Vanaria and Amy Cowan: Your love and belief in me means so much. A heartfelt thanks goes to my first hosts,

The Puerto Rico team at the Ponce Hilton Resort. **L-R:** Pam with aunt, Judy Torres; uncle, Gonzalo Torres and cousins, Cristina Torres, Patricia Torres and Roberto Gonzales.



Pam with the Sunnyvale team: Debra Eskinazi, Jeanette Eaton, Ricky Oliver, DM Saundra Fischer, Marcus Fischer, DM Kelly Gould and Magaly Oliver.

SiSi Pouraghabagher, Kari Griffith, Angela Jorgensen, Michelle Giurlani, Kelly Ferro and Scott Drewry.

To my crossline, RVPs Marian Fiorentino and Summer Kabaker: You taught my mom and me the true spirit of Arbonne by opening your meetings.

To my “Arbonne Idols,” ENVP Tory Brandt, NVP Gina McMurry, ENVP Kristin VanderVeen and ENVP Cecilia Stoll: Your trainings seriously impacted me and fueled my success.

To President Rita Davenport: We are so blessed to have such a wise, inspirational, hysterical and loving woman leading us. To Arbonne: Thank you for creating this life-changing opportunity for all of us.

I am so thankful to God for giving me strength and answering my prayers!

Each new day we get to start fresh and make new choices. If you are reading this, you have been given a gift. It is your choice to open it and enjoy an awesome opportunity. All you have to do is decide and believe, and this gift is yours, too.



ABOVE: Members of the Seattle team at President Rita Davenport training day. **L-R:** Pam, EDM Carrie Morris, AM Lisa Hufford, Kim Lowe and DM Kathy Youtsey.



LEFT: The Los Angeles team having fun on the job! **L-R:** DM Andrea Nathan and EDM Kristen Novoa.

REGIONAL VICE PRESIDENT

The testimonials in this story reflect the actual experience of an individual, are anecdotal only, and may be atypical.