

## FROM HOPE TO KNOW

My journey with Arbonne started in June of 2004, then in April of 2005, and again in January of 2006. The past two years have been about learning to change the things in my life that kept me from fulfilling my life's purpose. My hope is that I can inspire a practical and knowledgeable vision for transforming the spirit, mind and body. I humbly share my *Eye on Arbonne* success story as a new RVP who knows firsthand how the gift of Arbonne can uncover personal strengths and reveal internal greatness.

In June 2004, I met Michelle Howe, who was an Arbonne AM at the time and had the courage to approach me. I was not an easy prospect and little did I know that this chance meeting would change my life. I fell in love with the products and the idea of freedom. Freedom fascinates me. I like the smell of the word. I like its sense of possibility, and always thought I had it. After all, I was co-running two companies and starting another. I considered myself successful and free to do as I pleased. I had a great education and life experiences as a speech pathologist, a small business owner, a mentor and a coach. But inside, there was this gremlin — a naysayers voice that wanted to keep me small and under control. His secret weapon was scarcity-based thinking, steeped in feelings of neediness, lacking and fear. It was all a sham. Thank goodness for that gremlin because it led me to say, "yes," to Arbonne.

After several months of signing on with Arbonne, I declared my first goal at a meeting, so Michelle could fill in all her blanks on her goals board. I still did not see this as a "real" opportunity. What happened next actually caught me off guard — I quickly promoted to AM, building my team and business right through the devastation of two major hurricanes. I said to myself, "Think what I can do if I actually put some effort into this?" I wished the story ended there with a revelation of growth, but it is not that pretty.



**jennifer fountain**

Independent Consultant, Regional Vice President  
Jennifer Fountain Region; Hobe Sound, FL

I pulled back and became consumed with my other business obligations. I was playing Arbonne. Then, NTC 2005 Las Vegas came around and my entire mindset changed. The desire to achieve the freedoms highlighted by the Arbonne opportunity offered burned through my very being. I set off to work again. Now, I found myself co-running three businesses and building my dream on the side. Things were pretty good, or so I thought.

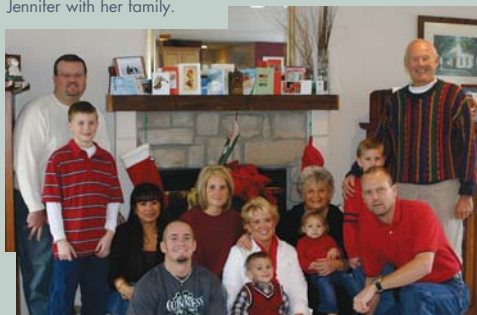
On, July 11, 2005, my world came crashing down around me. I was blindsided by a mountain of debt and deceit that was incomprehensible. On this fateful day, I learned my husband and partner of 15 years had violated every facet of trust a man could impose upon a

*continued ...*

Jennifer with niece and future VP, Sydney.



Jennifer with her family.



Jennifer and the new Mercedes-Benz.



## success strategy:

“ Use your personal power to create your future on purpose. ”

wife. I was shattered. I discovered that I had \$64 to my name. It took five-and-a-half weeks for the divorce to finalize, a formality of paperwork that sealed the vault of my past. No longer did I have hope, nor did I know how I was going to survive. I knew I had to banish the gremlin and all of the negative messages once and for all.

The days and months that followed brought a spiritual cleansing that continues today. Not only did my family embrace and encircle me, my Arbonne sisters came to my side and held me up when I could not hold myself up. Rather than heed the gremlin, I put him in a bright corner where he could easily be seen for what he was and exposed with his delusions. I learned to recognize the naysayer in me and shift my self-talk from scarcity to prosperity thinking. Pessimism gave way to optimism, and phrases like, “I do not want, I cannot afford,” and “I am struggling with,” were replaced by, “I want, I choose,” and “I challenge myself.” But most importantly, I learned to never say to myself, “I cannot,” and embraced “I can.”

On January 1, 2006, I jumped back into the world with a renewed fervor. My quest for ENVP was launched with a pure devotion to the Arbonne=REsults™ method and the three-way calling method of doing business. I made a decision to stop hoping for my life to get better and start actively making it better, knowing the outcome is entirely in my hands. I adopted the laws of attraction and prosperity, and formed a vision that I will reclaim my personal power with one simple goal — to make a contribution to the world that makes a difference in other people’s lives.

There are so many to thank. To NVP Michelle Howe: Thank you for giving so freely of your heart. I am blessed and honored to call you friend. To ENVP Wendi Skinner: May all the love and joy you share with others return tenfold to you. Thank you for the kindness you have shown.

I want to thank the most important people in my life, my family — my *Why*. Even though you did not know if I would make it, you stood by me and supported me in my decisions. Thank you for believing in me.

To EDM Heather Sparrow: You honor me with your friendship. Thank you for being alive. To AM Cindy Welch: You are my muse and inspi-

Heath Show, Jaquelyn Sparrow, NVP Michelle Howe, Colleen Salsman, EDM Heather Sparrow, Jack Sparrow and Jennifer in Nova Scotia.



Jennifer with ENVP Wendi Skinner, NVP Michelle Howe, ERVP Dena Myers, RVP Karen Ward and RVP Lisa Grassam.

ration. To AM Libby Fountain: I love you and thank you for giving so freely. You three are my spiritual sisters forever. To the future Cindy Welch Nation: Ya’ll rock. Thank you for allowing me to be part of your lives.

To the rest of my DMs, AMs, Consultants and Clients: I am privileged to call myself your leader.

To my crosslines and Successlines: You are constant sources of inspiration. To RVPs, Dena Myer and Lisa Grassam: We are just getting started. And to everyone else I did not have room to mention: You all are on an incredible journey; know that hope, health, happiness and freedom are yours to claim.

To Arbonne and the amazing Home Office staff: You make it possible for us to be part of this phenomenon.

Jennifer with AM Cindy Welch, AM Libby Fountain, Dm Patricia Fricks, NVP Michelle Howe and the crossline team at NTC 2006 St. Louis.



Jennifer with AM Cindy Welch at a VP recognition.