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EYE ON CARBONNE

INDEPENDENT CONSULTANT,
EXECUTIVE NATIONAL VICE PRESIDENT

DR. TANIS GAITENS

PERSISTENCE LEADS TO PROMOTION

Independent Consultant, Executive National Vice President
Dr. Tanis Gaitens Nation; Glenside, PA

Are you feeling trapped in your life? Are you running so fast to keep up that you cannot even stop to think, for fear you will fall off the treadmill of responsibility and obligation? That was me before I started my Arbonne business. On the surface, I was an outwardly successful child and adolescent psychiatrist, married to a wonderful, hockey-playing scientist, as well as had two great kids. Still, part of me yearned to have more time at home with my children. My role as the primary wage earner in our family made this wish seem impossible.

The stress level in our household was always high, but my husband, Jim Aramini, and I were used to it. We had our first daughter when I was in medical school completing a family medicine residency and Jim was in graduate school. Functioning despite sleep deprivation and little family time together was our specialty! In spite of our circumstances, I had not stopped wishing we could have a more peaceful life together.

I was introduced to Arbonne when I hosted an Arbonne Presentation for ENVP Marlene Telesford-Gardham to support her as she launched her Arbonne business. It was not until sometime during my long-awaited pregnancy with our third daughter, Sofia, that I first thought of starting my own Arbonne business. I thought, who has a baby at almost 40 years of age, and then works full time and misses out on so many of the wondrous early years? On the other hand, we had two teenagers close to leaving home for college and the costs were staring us in the face.

Once I started to think outside the box and consider this Arbonne opportunity, there was no looking back! I began to reassess my life, dream of the choices I would love to have for myself and my family, and understand how trapped I had actually been feeling. I fell in love with the freedom I could see down the Arbonne road. Despite the fear I felt, I believed that as long as I did not give up, I could not help but succeed.

I launched my Arbonne business when Sofia was 5-weeks old, and was so fortunate that my good friend and neighbor, Pamela Laber, joined me as my first business builder one week after I launched my business. Knowing we were both taking this leap into the unknown, so far outside my sphere as a psychiatrist, and Pam's as a pharmaceutical company executive, helped us both believe we were not crazy. Now, 17 months later, I am an ENVP, since Pam just promoted to National Vice President the month after I did.

My road to Regional Vice President was a short one, at only five-and-a-half months, and it sometimes felt like I was being pushed there faster than I wanted, due to my first two incredible business builders, Pam, and my best friend from medical school, British Columbia's first RVP, Dr. Gultaj Somani. During this part of my business journey, my favorite mantra was it is not about the setbacks, but the comebacks. In fact, I found this motto to be great for life in general and my family probably got sick of hearing it. Marlene's phrase, "Make short-term sacrifices for long-term gains," helped me immensely. It is true that in Arbonne,

Tanis' Why: Husband Jim, Sofia, Elena and Michela in Aruba after Tanis completed Region.



Sofia.



Michela, Sofia and Elena.





Some members of the British Columbia team at the nine car Mercedes-Benz presentation in Calgary: AM Caroline Wong, DM Heather Bishop, DM Sue Sands, Tanis, President Rita Davenport, RVP Gultaj Samani, ENVP Marlene Telesford Gardham, EAM Tina Overbury, DM Joey Duran, DM Laila Salehmohamed, Farrah Jinha and Hilary Marsh.



Some members of Tanis' Alberta team: DM Nikki Doe, Helen Seimens, DM Maria Vella-Agricola, Crystal Parrento, DM Christine Arteau, AM Kelly Greening-Thoburn, EAM Kerry Gess, EAM Debra Pickett, Ashley de Wit, DM Kristine Semrau and Kristina Simon.

the things you want most are the things you may have to give up for a while to have down the road.

During the second month of my qualification for RVP, my sponsor, Marlene, came out to Vancouver to do our first Regional meeting in British Columbia, and to help with training our fledgling team. The month was intense and it did not look like I was going to complete Region. I was wondering whether to continue the intense push for the last couple of days of the month, against all odds. On the one-half day off we had when I could show Marlene a little bit of Vancouver, we had dim sum. My fortune said that promotion can be a result of persistence. The message was clear: I could not give up my attempt to complete Region. I pressed forward, so did my incredible team and we did it!

The longer part of my Arbonne journey, chronologically, as well as growth-wise, was going from Region to Nation. I was an ERVP with two incredibly strong legs, but I knew I needed to grow my Central Region in order to become a Nation. Staying committed to a single daily action plan was crucial. Hearing ENVP Linda Parker talk about "meeting people where they are at" was also critical to turning around my business. Due to persistence and the efforts of my incredible teams in British Columbia, Alberta, Pennsylvania and Georgia, I completed qualification for National Vice President at the end of May of 2006, only 16 months after starting my business! This business really is about relationships, and I am filled with gratitude for all the wonderful friendships I have made. I also feel privileged to be helping others work toward their dreams. At this point, my potential Arbonne income is terrific, so I am not worried about taking another maternity leave!

This promotion to ENVP has only been accomplished through teamwork and with the support of many people, so many thanks are due.

To my husband, Jim: Thanks for supporting me and growing with me in this big Arbonne adventure. I look forward to all the adventures we will have together in the future. I love you! To my daughters, Michela, Elena and Sofia: You all are wonderful and I love you so much. Elena, as you have pointed out to me many times, I could not have worked my Arbonne business without having you there to babysit Sofia. You all keep me real and let me know when what I am doing is not in line with what I am saying. My goal has always been to have more time to spend with all of you.

To my mom, Joanne Gaitens: Thanks for being my personal assistant and babysitter on Arbonne trips. To my dad, Abe Gaitens: Thank you for all your babysitting and support. You two never once told me I was crazy, although you might have thought it. Your love and support helped me every step of the way. To my in-laws, Jack and Renata Aramini: Thanks for your support. To my sister, Kathryn: Thanks for your road trip support and for being there for brainstorming. To my brother, Peter Gaitens: Thanks for your administrative support; you have been great!

To ENVP Cecilia Stoll and ENVP Linda Parker: You both are such inspirations and wonderful role models as leaders who lead with integrity, intelligence and passion. What a glorious upline! Linda, thank you for your visit to Vancouver for our one-year anniversary celebration and training. We were proud to host you on your first visit to Canada! To my sponsor and friend, ENVP Marlene Telesford-Gardham: Thanks for everything you have done to support and coach me. You have been selfless and managed to help me while setting limits in your own inimitable style. You have always jumped right in to take the lead, and we are so lucky to have you. We will miss you in South Carolina! You are an amazing leader.

continued ...

success strategy:

“Remember that the outcome of any endeavor is not determined by the setbacks, but by the comebacks.”



ENVP Cecilia Stoll and Tanis at a VP training in January 2006.



DM Donna Eckert, RVP Jen Lapa, AM Kristen Siani, DM Kris Wright, ERVP Vicki West, ERVP Missy Viteck, NVP Pam Laber, ENVP Marlene Telesford-Gardham, Tanis, DM Barb Hanuscin and DM Carol Biel.

To my first business builder and my first downline, NVP Pam Laber: What can I say about how much having you along as a business builder on my Arbonne journey has meant to me? Not only have you created an amazing Nation of your own, you have done it all with such passion, integrity and commitment. And perhaps, you have set a record by being the first NVP to promote while on holiday in Spain! Thank you for your friendship, support and example. To your four RVPs, Vicki West, Missy Viteck, Jen Lapa and Missy Kolsun, along with their amazing teams: Thank you all for your incredible effort.

To my second business builder and best friend from medical school, RVP Dr. Gultaj Somani: How lucky are we that Arbonne has brought us and our Sofia's together? Sharing the highs and the lows of Arbonne with you has been a joy and a privilege. You were catapulted into a pioneering Arbonne position in British Columbia, and you have done your work with integrity, style and passion. To your amazing team, including AMs, Tina Overybury, Lenka Stolar, Caroline Wong and AMs-in-qualification, Dr. Julie Tung and Penny-Freno: I love you all!

To RVP-in-qualification Kerry Gess: It has been a privilege to watch you grow as a leader and a person, and your receptiveness to the process has been amazing. I have learned from your skills as a trainer, including when I need to be more direct and less of the "listening psychiatrist!" To your wondrous team, from Alberta to Newfoundland, including AMs, Debra Pickett and Kelly Greening-Thoburnm, as well as DMs, Nikki Doe, Kaeley St. Peter, Maria Vella-Agricola, Kristine Semrau, Christine Arteau, Sandy Seefried and Adele Bourne: Your teams are exploding now and it is so exciting to see.



ENVP Marlene-Telesford-Gardham, RVP Gultaj Somani. ENVP Linda Parker and Tanis.

To AM Binti Gillies: I knew you could do this right from the beginning. You have an amazing talent for Arbonne and have been such a support to me. Your warm heart is the reason your business is exploding and you will soon be participating in Arbonne's Mercedes-Benz Cash Bonus Program. To your DMs, Dr. Susan Sabin and Jodi Silverman, DMs-in-qualification, Carrie Coward and Lisette Gonzalez, and to all the Consultants on your team: What a privilege to have you in my downline. To DMs, Dr. Heather Henry, Lydia Morton, Cheryl Wagner, Ann Dressler, Robin Sapossnek and Ilona Metcalfe, as well as DM-in-qualification Kristine Kershner: Thank you for jumping aboard. Know that your life can be amazingly different if you put your focus on this. Heather, we look forward to learning more from you with your anti-aging skin care expertise.

To VP Support and the Home Office staff: Thanks for your commitment to developing amazing products that sell themselves, and for upholding the integrity of this responsible company. Thanks especially to Tonyta Thompson, the Canadian liaison, who has been such an amazing resource and help, despite the overwhelming demands on her.

To all of you reading my *Eye on Arbonne* story and feeling trapped in your life, not able to see a way out: Arbonne just might be your way out of your situation. Jump aboard, decide to never, ever give up and then hold on tight for the ride of your life.

Upline, downline and crossline: AM Doni Holmes, NVP Pam Laber, ERVP Vicki West, ENVP Marlene Telesford-Gardham AM Lenka Stolar, EAM Barb Mims, DM Lynn Wolfe, RVP Gultaj Somani and Tanis at NTC 2006 St. Louis.



Tanis after placing #13 in the Parade of Champions at NTC 2006 St. Louis.