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EYE ON ARBONNE  
FEBRUARY 2005

NEW NATIONAL VICE PRESIDENT

LYNNE GANLEY

# THE POWER TO CREATE YOUR FUTURE

Independent Consultant, National Vice President  
Lynne Ganley Nation

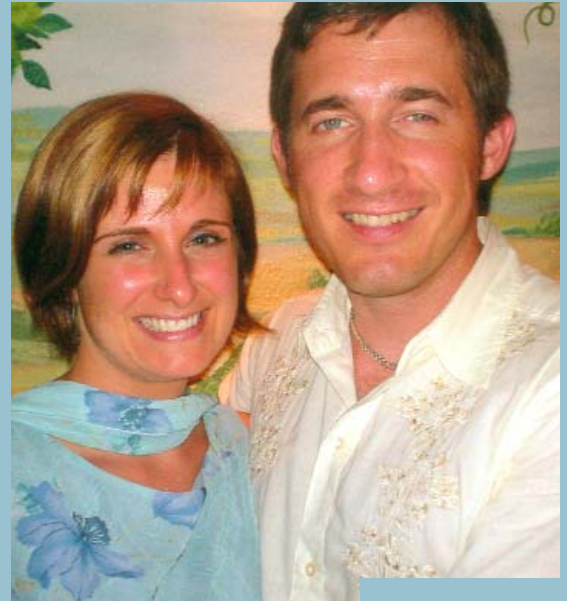
It was just three years ago, in December of 2001, that I attended my friend's Arbonne Presentation. I remember thinking, "These products are so me, I want them all!" I scheduled my own Presentation that night because I wanted Arbonne's products for as little money as possible. When I started my business with Arbonne, I never thought I would go from being a stay-at-home mom to a small business owner earning a substantial income in just three years. As a former educator now turned full-time mom, I was struggling financially. My husband was working three jobs so I could be at home to raise our three small children, but the trade-off was having no family life together by living paycheck-to-paycheck.

We had stopped dreaming about our future. It only caused us pain to think about what we would never have. We laugh about this today considering the residual income Arbonne has brought us. I feel so blessed to be able to volunteer at my children's school, work on home-improvement projects or even go on a vacation — all while earning more than my former teaching salary.

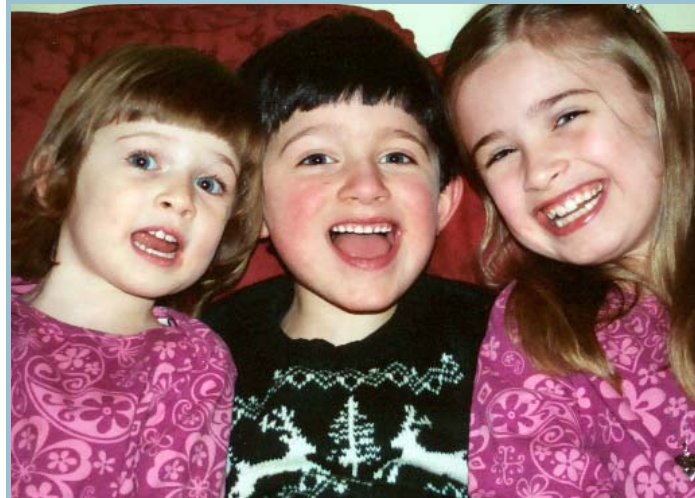
I began my business in March, promoted to District Manager in June and, after promoting, became stuck. I attended local meetings, read books, listened to trainings, but nothing happened! I was beginning to wonder if this "Arbonne thing" would really work for me. Then, in September, I went to my first Mercedes-Benz car presentation. That night changed my life. I heard some amazing women speak: ENVP Dana Collins, ENVP Kathy Lutz and our beloved company president, Rita Davenport. Listening to these ladies allowed me to finally understand it was up to me to make it happen.

Rita had the biggest impact on my belief level and ultimately, my family's future. At one point she looked around the room and said, "All of you here in New England, do you realize what you have? The vine is heavy with fruit! Do you want that fruit for yourselves, or do you want to leave it on the vine for someone else to harvest?"

I made a decision right there. I decided I wanted that fruit. I did not want to leave it there for someone else, I wanted to harvest it and save my family from the life we were living. That night I had a dream that I was walking down a path and at every step, there was a pile of beautiful, delicious fruit in front of me. I started scooping it up in my arms to get as much fruit as I could. When I awoke, I knew that Arbonne was the vehicle that would save my family and it was up to me to take action, or someone else would.



Lynne and husband, Leo, on the ASAP Cancún 2004 trip.



Lynne's Why: Her children, Abigail, Leo and Molly.

NEW NVP | Lynne Ganley



EDM Robin Murphy-Bisson, DM Lynne Stevens, DM Rebekah Elmore, AM Janet Kohlhase, EAM Laina Niemi, DM Jaime Berryman, EAM Pat Newman, RVP Caroline Arakelian and Lynne in Maryland.



RVP Caroline Arakelian, DM Rachel Martin, DM Rebekah Elmore, AM Kirsten Horton, Lynne, Kitten Panthera and baby, Maia; DM Tish Campbell, EAM Pat Newman and AM Janet Kohlhase at the Mercedes-Benz test drive day in 2004.

The next step was the hardest. I made the decision to get into action. It was up to me to pick up the phone and call people in my life and tell them about Arbonne. So I did. I received plenty of “nos” along the way, but because I kept going forward, I found an Ace, ERVP Heather Toland, who completely changed my business. Heather was fearless and worked her Arbonne business with an intense focus that allowed me to do the same. I was constantly “riding the wave” making sure I was always one step ahead.

Determined to capture the great momentum brought to my team, I kept moving forward for my family’s sake. There were times when I did not want to step out of my comfort zone or do the work. These times I wished I could have just stayed home. I kept repeating my mantra, “Short-term sacrifices for long-term benefits.” I knew that I had to keep going because the rewards were so great.

I stayed plugged into the system for success created by my upline. I knew that the best way to succeed was to follow the easily duplicated system and teach it to others. They cleared the way before me and it was up to me to just walk down their path. I remained coachable every step of the way. Even if my upline VP recommended something that made me uncomfortable, I knew that she had already been there and knew the best way for me to get to where I wanted to go. I constantly filled my “pitcher” with belief in the products, the company, the industry and in myself. I kept my pitcher full by attending every local meeting, reading personal development books, listening to training calls, training CDs and tapes, and by spending my time with positive people who had similar goals. And finally, I made sure I always kept my calendar full. The more people I could talk to about Arbonne, the better.

In April of 2003, I attended my first NTC in Nashville, as a brand new AM. We were still struggling a bit financially and airfare was a burden. I remember asking my husband, “What do you think about me traveling to these long-distance events?” He replied, “Wherever your VP goes, you should go!” Such words of wisdom. Attending NTC further solidified my belief in Arbonne, and my belief that I was going straight to the top in Arbonne. I saw

firsthand how many women experienced success and I wanted the same. I made a commitment to attend all of the trainings my upline VP attended because I knew I wanted to walk in her shoes.

It was at a training, in Green Bay, Wisconsin, in August of 2003 that I set specific goals to become an RVP. I attended a training where we wrote down our goals and shared them with each other. I decided I would be an RVP by December 1. I wrote my goal down and shared it with people I loved and trusted, so I had to do it.

I came home from that event with a clear vision of my path to VP. I realized, for the first time, that a Region consisted of three Areas and a few Districts, and that was something I could make happen. I knew that to reach my goal I would have to help others by working closely with my existing team members to help them achieve, and to share Arbonne with as many new people as possible. I shared my excitement with everyone and found it was contagious. There were many women who wanted the same things out of life that I wanted and these women were happy with Arbonne. With the help of some incredible business partners and friends, I became a new RVP just a few months later, in November.

The most rewarding part of my journey with Arbonne has been going from RVP to NVP. My business focus was based on, once again, helping my team members achieve a higher volume through systematic coaching. It has been such a joy watching everyone blossom and seeing their goals and dreams fulfilled. What an incredible business structure we have in Arbonne! The only path to success is to help others to succeed. I have so enjoyed making wonderful friends and helping them to be more, have more and do more.

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Some members of the Knowledge is Power Nation with Executive Vice President Stian Mørck at NTC 2004 Texas.



## success strategy:

“ The only path to success is found by helping others succeed. ”



ERVVP Heather Toland, Lynne, RVP Caroline Arakelian, AM Janet Kohlase and DM Cathy Clarke enjoying some rest and relaxation on the ASAP Cancún 2004 trip.



AM Janet Kohlase, EAM Laina Niemi, Lynne and RVP Caroline Arakelian having some fun at the New Managers Celebration at Texas Stadium, NTC 2004 Texas.



Some of the awesome women in the Knowledge is Power Nation.

The result of my journey is a lifetime of choices. My family and I now have the freedom to spend time together. We are dreaming again because now it brings us joy instead of pain. We are creating our future together. Thank you, Arbonne, for saving our family.

Thank you to ERVP Heather Toland, RVP Dianna Larocque, RVP Caroline Arakelian and your respective teams. Caroline, I have learned so much from your keen sense of business and your unstoppable conviction. Dianna, you are such a creative, strong and thoughtful leader. And Heather, thank you for motivating me with your strong desire to reach your goals. I cannot wait to watch each of you become NVPs this year.

Thank you to AMs Laina Niemi, Janet Kohlase, Pat Newman and Kristen Horton; and all of the DMs on your teams. You continue to impress me with your whatever-it-takes commitment level and your leadership abilities. I cannot wait to watch you all go to Region and Nation! Thank you to DMs Robin Murphy-Bisson, Tracy Demers, Dot Kirlis, Rebekah Elmore, Sue Daigle, P.J. Ogata and your teams. Your ability to step out of your comfort zone has set you apart. You are on your way to the top. Thank you to all Consultants and wholesale buyers. Your commitment to using and sharing Arbonne's products helps so many.

Thank you to my inspirational upline, ERVP Cheryl Bloser and ENVPs Barb Kolby, Kathy Lutz, Dana Collins, Deana Wilkinson and Phoebe James. I have gained so much from your wisdom. Thank you for sharing your wealth of knowledge with me and for creating a path to success.

Thank you to Founder Petter Mørck for your vision. My family and I would not have the choices, freedom of time and financial peace we have today if it were not for you and this life-changing vehicle you have created. My children thank you as well, Petter, for giving them a stay-at-home mom and dad who can be at every school event, dance recital and ball game without fail.

To Executive Vice President Stian Mørck: Thanks for a company with such integrity. To Sr. VP Product Development & Marketing, Candace Keefe: Thanks for products beyond compare. To President Rita Davenport: Thanks for telling me again and again how special I am and for showing me the fruit on the vine.

Thank you to family and friends who have supported me in helping my family. A special thank you to my mom and dad for always watching my children during NTC and during our company trips.

No words can ever express the love and gratitude I have for my wonderful husband, Leo. You have been my mentor, my coach and my inspiration. Thank you for your unconditional love, support and encouragement. It was such a joy to retire you from your ungrateful former employers. You are, by far, the best husband and father on the planet.

And most importantly, I want to thank my beautiful children: Molly, Leo and Abigail. Thank you for being so excited about Arbonne with me. You make every day so much fun. I cannot wait to go through all of life's adventures together. Thank you, Arbonne!



DM Carol McEleney, AM Janet Kohlase, EAM Laina Niemi, Lynne, RVP Caroline Arakelian and EAM Pat Newman at the Grand Awards dinner at NTC 2004 Texas.



ABOVE: The Knowledge is Power VP Team: ERVP Heather Toland, RVP Caroline Arakelian, Lynne and RVP Dianna Larocque.

LEFT: Lynne's mentors and friends. ERVP Mary Neault, ENVP Barb Kolby, ERVP Cheryl Bloser, RVP Wendy Dunnell, ERVP Heather Toland and RVP Dianna Larocque.