

THE PERFECT OPPORTUNITY

Do you ever look at your life and feel stuck? You know something has to change but you cannot see how change is possible. I used to feel that way all the time.

I worked for several years in corporate America and was not happy. I felt stuck because my family depended on my income. My husband and I have always been driven people with big goals; yet, we knew the path we were on was not going to help us reach those goals. After we made a major family decision to move back to my hometown, for the first time I found myself with the opportunity to stay home with our two children. This was a dream come true and a clear signal the timing was right for me to start searching for that perfect opportunity that would fit into this plan.

In June 2004, we went to our friend's, Nate and ERVP Gina McMurry's, home for a family barbecue. That is where I heard about Arbonne for the first time. Gina very casually told me she had just started an Arbonne business and informed me that another one of our friends, ERVP Tory Brandt, had as well. My interest was piqued because I had tremendous respect for both of these women. By the end of the evening, I had what we call the "Arbonne bug." I could not sleep because my mind was racing. My thoughts were all about Arbonne. After researching Arbonne and the network marketing industry, I called Gina and told her I wanted to try the products. After trying the products for a week, I was hooked. I started my Arbonne business the following month.

I became a DM after two months, yet struggled to find business builders. I could not figure out why people were not banging on my



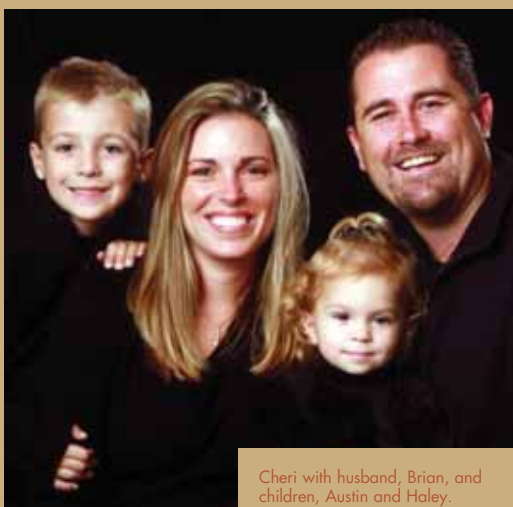
cheri geers

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door asking me to show them how to start their own Arbonne businesses. Now, I know why my momentum stalled. First of all, my belief was not strong enough. And second, my *Why* was not big enough.

Six months after starting my business, both of those things changed in one night. My husband came home from work feeling more stressed than usual and shared his concern with me about our financial future. As I sat and listened to him talk, I began to feel all the stress and burden he had been carrying on his shoulders for

continued ...



Cheri with husband, Brian, and children, Austin and Haley.



Cheri and Brian's daughter, Haley, 2.



Cheri with son, Austin, 6.

success strategy:

“ Believe in yourself and in everything you do, and you will achieve all your goals. ”

that last year. That was when I decided I had the power to make a real difference in our lives with Arbonne. I told my husband that night my plans to augment the family income in a potentially huge way. Those plans became a huge *Why* for us. I wanted him to be happy and rid of the stress he was carrying. I truly believed Arbonne was the answer to all the issues we were facing and that solidified my belief.

Within 60 days of that decision, I promoted to AM. During this period, I helped two women successfully launch their Arbonne businesses, EAM Bonnie Friedenbach and EAM Heather Palmer. Both of these women have not only had a profound impact on my business, but also my life. Bonnie, I am so thankful for Arbonne bringing us together because it gave us an opportunity to become great friends and provided an opportunity for our families to spend more time together. Heather, having you come into my life was definitely fate. You are an inspiration to me and to so many others; but, more importantly, you have become a very special friend. I am looking forward to both of your Mercedes-Benz presentations!

This business has really allowed me to become a better person by forcing me to grow personally in order to achieve my goals. I have also been given the opportunity to help others do the same. I feel blessed to have had so many wonderful people come into my life in the last year and a half. EAM Michelle Delli-Santi, AM Gloria Sevey, EDM Michelle Reindl, EDM Trudy Kretschmer, DM Mai Uyen Moss, DM Jennifer Peterson, DM Kristin Frank, DM Darlene D'Ambrosio, DM Monica Iffland, DM Lori Gentile, DM Stephanie Western, Shelley Isaak and Tina Blessing: I am so proud of you all!

I want to thank my upline, ERVP Gina McMurry and ERVP Tory Brandt. Gina: Thank you for sharing the gift of Arbonne with me and for always believing I could go all the way to the top! Tory and Gina: All the phone conversations we had where you listened and always said just the right thing to keep me motivated will never be forgotten. Thank you for always giving your sound advice when I needed it and for being such inspirational leaders!

Cheri's team. **TOP, L-R:** DM Jennifer Peterson, EAM Heather Palmer, AM Brian Geers, EDM Michelle Reindl, Guy Bernie and DM Darlene D'Ambrosio. **BOTTOM, L-R:** ERVP Kelly Silva, ERVP Gina McMurry, EDM Trudy Kretschmer, Cheri, DM Mai Uyen Moss, ENVP Donna Weiser, ERVP Tory Brandt and NVP Kristin Vanderveen.



Cheri's Santa Cruz team. **TOP, L-R:** DM Darlene D'Ambrosio, DM Stephanie Western, EAM Heather Palmer, EAM Bonnie Friedenbach, Cheri, AM Gloria Sevey, ERVP Tory Brandt and AM Brian Geers. **BOTTOM, L-R:** ERVP Gina McMurry, Patty Hernandez, DM Lori Gentile and DM Monica Iffland at a training in Santa Cruz.

I need to give a very special thanks to my family and friends who supported me from the beginning of my journey. They were the first ones to purchase product, host Presentations for me and tell all their friends about Arbonne. To my sisters, Michele Maxwell and Tina Miller and my dearest and best friends, Jodee Beal, Wendi Tovey and Lisa Armas: Thank you all for your love, support and encouragement. You are deeply appreciated.

Most of all, I need to thank my husband, AM Brian Geers. Brian: Your unwavering love, support and encouragement made my journey with Arbonne easier. None of this would have been possible without you and I thank you from the bottom of my heart. The best part of my Arbonne journey so far was the day you decided to start your own Arbonne business! You saw the gift Arbonne had to offer and decided, "Why not me, too?" You are an inspiration to me and you complete me ... I love you.

Lastly, I need to thank my biggest *Why*, my beautiful children, Austin and Haley: You are the two best children anyone could ever ask for and I love you both so much! Thanks for being so great when mommy had to work on Arbonne.



ABOVE: Cheri with team: ERVP Gina McMurry, ERVP Tory Brandt and EAM Bonnie Friedenbach.



LEFT: Cheri with upline, ERVP Gina McMurry.