



eoca

EYE ON ARBONNE

NEW INDEPENDENT CONSULTANT,  
NATIONAL VICE PRESIDENT

PAM GUYER

# TEAM WORK MAKES THE DREAM WORK

Independent Consultant, National Vice President  
Pam Guyer & Co. Nation; Hamilton, MA

How do you want to live your life? Do you have a vision of what that looks like for you and your family?

Several years ago, I had a vision of being on the beach with my children running around and being on a cell phone with my business. I had no idea what that business was, what was clear to me was that I had time with my family, while having a business that I worked when I wanted to and it paid me well.

It is hard to believe that my dream came true just three short years ago when I launched my home-based business with Arbonne. I was seeking part time work in my field as a training professional — the only problem was that no one would offer me the flexibility and pay I had expected. My friend, Lisa Fibbe, had suggested that I consider network marketing and very reluctantly, I began to look at this industry. During this time, I was invited to an Arbonne Presentation and the rest is history.

When I started my business, I was seven months pregnant with two small children at home under 3. I promoted to DM in six weeks, and was not sure I really wanted to do Arbonne long term. Looking back, that was mostly a fear of something new and uncomfortable for me. Two months later, my husband was laid off from a high salary position and our only source of income was gone. That difficult time actually created my *Why* for doing this business. I never wanted to rely on one income stream again. We did not have a plan B in place and now Arbonne is our plan B. I work my business approximately 25 hours a week around my family, with no commute and the potential to earn a substantial income for our family — it is a dream come true!

Building this Nation was nothing but the result of a team pulling together and demonstrating the following Six Success principles, which were cultivated and duplicated on our team:

*Teamwork.* This business is about working in partnership to succeed at the level you desire. Working together toward team goals is something that we focused on this past year. Just as there is no "I" in team, there is also no "I" in "Arbonne." This business has nothing to do with you, but everything to do with your team and helping others achieve their goals.

*Vision and goal setting.* We, as a team, declared a goal of promoting several RVPs this year. We also shared a vision of creating a leadership team that would go to the top with Arbonne. As a result, we have a core leadership team that will



The Guyer's in Boston, summer 2005.



Sons, Cameron, 4, Colby, 3, and daughter, Kaili, 6.

pam guyer

NEW NVP



Pam's Why: Cameron, Kaili and Colby.



Pam and Charlie celebrating Nation promotion at Martha's Vineyard, August 2005.



Pam's pride and joy: Cameron, 4, Kaili, 6 and Colby, 3.

all be ENVPs with this outstanding company. We all are focused on promoting others based on their goals and level of commitment.

*Commitment.* In order to be successful in Arbonne, you have to be committed to your central business, your team and development, both personally and professionally. If you are a Consultant and wish to be an RVP, then act now as though you are one. The key leaders on our team were fully committed to their business and as a result, I worked closely with them to help them achieve the next level.

*Leadership.* This business is all about building and developing leaders. As a leader yourself, you need to step aside and leverage others as leaders. This is scary for most because leadership is not something many of us have experience with, and as a result we tend to be the leaders rather than build the leaders. This is where you learn to grow confidence as a leader and develop the leaders around you.

*Relationships.* This is a relationship business. It is important to connect with the key people on your team and understand their *Why* and what is important to them. Embrace their situation and work with them as much as they work their business. It is also important to clearly understand how to sort who to work with, as it will allow you to have a positive relationship with everyone on your team. Associate yourself with successful people.

*Positive thinking.* As President Rita Davenport says, "What you think about you bring about." You have a choice to look at everything in your life from a position of strength. If you are positive, then you are seeing the best in others and bringing out the best in them and yourself. Pay close attention to what you are saying to yourself and others — is it positive? Thank you Dr. Shad Helmstedder and my life coach, Elise, for your expertise in positive self-talk — it should be in every home across America.

The success principles were nothing but a result of our core leadership team and their awesome teams. We promoted four RVPs, I am so stinkin' proud of you all.

I would first like to recognize my first business builder and Ace, RVP Amy Ross. You are an incredible leader and trainer and have been a great friend to me. You are a treasure.

To RVP Joanne Goughan: You are such a giver, great leader, fun person and now, great friend. I cannot wait to go on Arbonne trips with our families. Thank you to our friend, Sue Reed, for bringing you into my life.

To RVP Muriel Toucey: Your drive and determination is outstanding and you have worked so hard sharing the opportunity and now look at your awesome team.

To RVP Karin Beirne: You have been an Ace from the moment we met. It has been a pleasure working directly with you to reach your dreams that you deserve.

To my next wave of RVPs, AM Robin Leonard, AM Gen Byrne, DM Pam Connolly, DM Weezie Howley and DM Maria Iozza: Our goal is to get you into the white Mercedes-Benz too and I will not rest until you do, because I know you will do it.

To each and every member of the Pam Guyer & Co. Nation: I want to thank each one of you for your dedication, commitment and teamwork in becoming a Nation. You play such an important role on our team and I am so thankful. Keep doing the day-to-day activities and you will get to the level you desire with Arbonne — never ever give up before payday.

*continued ...*

## success strategy:

“ Help build the people around you and bring out the best in them. ”



Some of Pam's Nation at RTS Baltimore.



AM Robin Leonard, AM Gen Byrne, Pam, DM Weezie Howley and DM Pam Connolly.



Pam with her upline, ERVP Kathy Mealey and ENVP Karen DiCenzo.



Members of Pam Guyer & Co. Nation.

Behind the scenes, working with me these past three years is my upline, ERVP Kathy Mealey, ENVP Karen DiCenzo and ENVP Kathy Lutz. Kathy, I have learned so much from you and along the way we have become such great friends. Karen, I was drawn to you from day one and as a result of your leadership in building this, you have been my mentor and leader. You both are so special and I am so thankful for your leadership, friendship and all the fun we are having. Kathy Lutz, you reached way down to me during my journey to RVP and taught me so much about this business. You saw me as an NVP before I saw it in myself, thank you.

To all of my crossline friends in Arbonne: You have blessed me in so many ways with your friendship and support.

Thank you and deep appreciation goes to my sponsor, Stacey Metternick. The Guyer & Co. Nation is so thankful to you for bringing Arbonne into our life. You will always be very special to me.

There are so many people in my life that I would like to thank for all of your support as I grew this business. There are too many to mention so I thank all of the friends and family in my life as I did in my RVP story. You all have supported me as a mom and business owner, thank you. There are two people that played an important role in my personal life as I promoted to NVP. First of all, thank you Ann Marie Martin, my running partner and friend. I cannot think of a better way to start my day than running with you and supporting each other as moms and friends. Secondly, I would like to thank my friend, Shano Sookoo, who came to this country two years ago to help me with three small children. You not only helped me with the kids and took such great care of them while I ran my business, but you also ministered to me and have been another positive person in my daily life. Thank you.

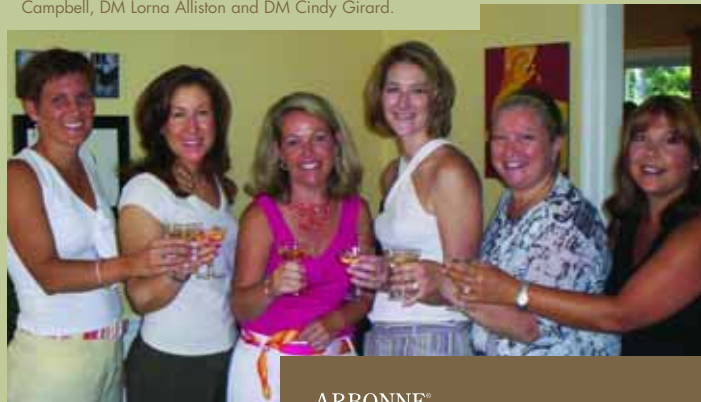
Finally, I would like to thank my beautiful family. To my husband, Charlie: Behind every successful person is a special person and that is you. I could never have done this without your support and belief in me. You have worked hard as well to make this work, and the short-term sacrifices have helped our potential for financial freedom and the life we have imagined for our family. I love you and I love our life.

To my amazing children, Kaili, Cameron and Colby: Kaili, you are a princess and everything I dream a daughter to be. Cameron, you are so much fun and your determination is such a strength. Colby, you keep mommy on her toes. Watch out Red Sox and New England Patriots – we have an athlete for you. Come on Charlie; let's add one more to the team.

I am looking forward to creating our home and building our dreams, and with Arbonne, we can dream again.

I would like to dedicate the birth of this Nation to all of the leaders in Arbonne that have gone before me and President Rita Davenport: You have made this business the success it is today because of your leadership and dedication. I am so thankful for all of the trainings, programs and success strategies you have developed; and so many of you have impacted my business and it is your success that has helped me to be successful and learn the business. This business is all about leadership, so I encourage the future leaders of Arbonne: Right now is the time to grow this business, as it is a ground-floor opportunity across the country. Go out there and make it happen. You can become a leader in Arbonne, and as a result, you will help others achieve their goals and dreams. Where will you be in five years and what will your life look like? Just imagine the possibilities ... See you at the top!

AM Sue Giachello, Lori, DM Georganne Sparks, Kathy Campbell, DM Lorna Alliston and DM Cindy Girard.



Pam Guyer & Co. Nation.