

## LOVE WHAT YOU DO AND YOUR DREAMS WILL COME TRUE

I am sure you have heard people say, "Do what you love." Ask any child what they want to be when they grow up and they will happily tell you. Unfortunately, as we grow older we lose sight of this and we end up accepting our circumstances. Most of the time we never stop to ask ourselves why. I invite you to look back on what really inspires you and challenge you to reclaim your lost dreams.

Growing up, my dream was to be a teacher. As a child I recall spending many hours playing school with my sister, Carol. I would go over — in great detail — everything that I learned that day. What mattered most to me was starting a family. I wanted to live in my own house and raise my own children.

After meeting and marrying my wonderful husband, Jon, my daughter, Sheryl, was born. I desperately wanted to stay home and raise her but money was tight and I was working as an executive secretary. Working in corporate America never felt right to me. I did not like the politics or the demands it put on my life. This all came to a halt when I almost lost our second child, Emilie, during pregnancy. The stress I was under at work was overwhelming and I still remember riding in the ambulance and praying for everything to be all right. God answered my prayers and I delivered Emilie without complications a few weeks later. When I think back on what could have happened, I want to cry all over again.

This brings me to my Arbonne story, which began in April of 1997 when NVP Karen Priemer first introduced me to Arbonne's Bio-Matte® product. I immediately fell in love and signed up as a Consultant who buys product at a discount. I made sure, however, that Karen understood that I was not interested in the business opportunity. I had found a part-time job working from home and would not need to "sell skin care." I was not aware of the tremendous possibility.



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After just a few weeks, my skin looked and felt so wonderful that I asked my sister-in-law, Lori, to try it. Lori became my first Client and my Arbonne journey began. I was promoted to District Manager within a few months and promoted my sister, Susan, to DM as well, but it still seemed to me that Arbonne was more about potentially making extra money than crafting a new life.

My life changed drastically when my husband was offered a promotion that relocated us to Colorado in November of 1998. How could I say no? He has always supported me. I would not have to work and could focus on Arbonne. I had never moved away before and had no idea how hard it would be. To make things even more challenging, my husband's position required him to travel 75 percent of the time. It seemed like it was just the kids and me now! I was lonely at first and we dealt with many challenges, including the death of my father.

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**FAR LEFT:** Michelle with husband, Jon.

**LEFT:** Michelle and NVP Karen Priemer celebrating her new Area.



**L-R:** Heather Murray, President Rita Davenport, Michelle, Tana Dean and Carolyn Wilson at the Area Manager Challenge celebration.

success strategy:

“ Make your move.  
You will surprise yourself at  
how great you can become! ”

I came to realize that my Arbonne business was on the back burner, even though I maintained my management position. Whenever I would call home while upset, my family would say, “Get back to your Arbonne business — it always made you so happy!” They gently nudged me back on track.

Life changed again in 2003 when my husband was laid off. I was so worried that I would have to go back to work. But I realized that Arbonne could prevent this — I remembered President Rita Davenport’s words, “Don’t quit before pay day,” and I knew that it was up to me to reinvest in myself. I had to start over, just like a new Consultant. I had to get out there again and meet people, share the products, provide the opportunity and teach people to do the same.

I attended a training hosted by Deborah Riddle and Elaine Bird. Thank you, Elaine, for your support and encouragement regarding NTC. I decided to attend NTC 2003 Nashville although money was tight; and I was once again reminded what an incredible gift it is to be a part of this company! My vision for becoming an RVP became clear. Les Brown, the keynote speaker, empowered the room with statements such as, “Be who you’re designed to be,” “Renew your life” and “Make your move, before you’re ready.” That was it! It made so much sense ... I needed to put this knowledge into action, even if I did not feel “ready.”

I became Executive Area Manager on July 1, 2003 and have since become an RVP! I cannot tell you that I never question myself, but I will tell you that I love what I do and where I am. So, if you will hold on to your dreams, create the vision and share it, you too can achieve your dreams!

To my sponsor, NVP Karen Priemer: Thank you for your wisdom and support over the years and for always believing in me.



Team Members at NTC 2004 Texas. **Front Row:** Carol McDeshen, Wanda Jones, AM Heather Murry, DM Carla Wink and DM Tina Wizi. **Back Row:** Brenda Binnig, DM Connie Horn, Michelle and Vivianne Robinson.

To my AM Heather Murray: Thank you for lighting the way. You have been such a great inspiration! To DMs, Tina Wizi, Carla Wink, Connie Horn, Leslie Morgan, Kelli Ryals, Jan McDonald and Beth Foster: I am blessed and honored to work with all of you! I look forward to witnessing your dreams come true! To all my Clients and Consultants: I am so thankful to have you all on my team!

To Founder Petter Mørck: Thank you for this opportunity you have provided for all of us! Thank you, President Rita Davenport for being such an inspiration. Thank you to the awesome team led by Stian, Candace, and *all* the people at the Home Office who are so dedicated!

To my entire family: I cannot possibly put into words how much I appreciate your love and support throughout the years. Thank you to all my friends I have met because of Arbonne — you are simply the best!

To my husband, Jon: My fairytale began the day I met you and I love our life together! To our beautiful daughters, Sheryl and Emilie: You are our gifts and I love you both more than anything. Thank you for constantly asking, “Mom are we there yet?”

Finally, I thank God for answering my prayers for a new way to live my life! Arbonne is the vehicle that has blessed so many! I am confident in my dreams, are you?

The Hagopian family. Sheryl, Jon, Michelle, Emilie and our boxer, Yzerman.

DM Connie Horn, Carol McDeshen, Brenda Binnig and Michelle having dinner at NTC 2004 Texas.



Michelle, ENVP Donna Johnson and AM Heather Murray at the Area Manager Challenge celebration.



The testimonials in this story reflect the actual experience of an individual, are anecdotal only, and may be atypical.