

work hard and believe

I will always remember the exact moment I became an RVP. I had just gotten off the phone with Donna Weiser, who had informed me of my new status, when it rang again. On the other end was Rita Davenport, Arbonne President, ever ready to hand out more praise and congratulations. No doubt about it: Arbonne is a great company! I dare anyone to name another where the President knows that your dream has just come true and, within 10 minutes of finding out yourself, calls to congratulate you.

When I was younger, the only thing I wanted to be when I grew up was a wife and a mother. God provided for me when he gave me a wonderful husband, Steve and three gorgeous boys: Jeffrey 8, Matthew 6 and Luke 3. My master plan was to stay home and be a mom first, and have a career later. Before marriage, I was never very focused on my career anyway. As a legal secretary, first in NYC and then in LA at a new branch of our law firm, I made enough money and had nice bosses to work for. However, one day I caught myself at a dinner party saying, "My boss just went to France! My boss got a new Mercedes-Benz! My boss this and my boss that ..." That just was not right and it did not sit well with me. Something else bothered me. At our office, cookies were served at 4 p.m. every day, but the secretaries could not go in until after the attorneys finished snacking. It was quite a coup to get a whole cookie. Every time a new girl would go in with the attorneys we would shake our heads and whisper, "She does not know her place!" The corporate stuff was starting to get to me.

Finally, in 1992, I made two life-changing decisions. First, I took a low-end sales position at a fine jewelry store where I promoted to manager within a year. Second, I found Arbonne. After having troubled skin for many years, I noticed a difference in three days with the products. Within a month, my skin was clear. I was completely sold — but I was not going to sell. After all, I had this fancy-schmancy job and I lived in



NEW RVP sally hallada

Independent Consultant, Regional Vice President
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Newport Beach. I was content just to order Arbonne products from Donna Weiser by phone and did so for three years. It was only after I got married and moved to Studio City that I finally met Donna in person. Despite the fact that she made a great first impression, I had already determined that I was not going to sell Arbonne.

My dreams of marriage and motherhood came full circle when our first son was born in 1995. To help support my family, I took a part-time job at a jewelry store. Within a few months, we were robbed at gunpoint — and I came face to face with the drawbacks of working in fine jewelry. But I had to stay there because we needed the money. I even had to take a typing job at night to bring in extra money. This definitely did not sit well with me because my dreams were not going according to plan. Something so simple happened that changed everything. One day, Donna dropped off an audio cassette supposedly to "get my opinion." After I reviewed the tape, a startling revelation dawned on me: I needed to sell Arbonne.

That was only the beginning of my incredible journey. Having three small children to look after on the way to becoming an Arbonne RVP had its challenges — but without a doubt I can say it was worth it. You just have to take it one day at a time, sometimes even one hour at a time. Once in a while, you must forgive yourself when you do not get everything done. But most all you have to come in with the right attitude even if you

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(left) NTC 2003 Nashville.

Clockwise, L-R: Sally, Letty Jo Randell, DM Fern Berg, Sheila Brown and DM Rebecca Goldson.

success strategy:

“On the journey toward success, the trick is to keep moving — one hour at a time, one day at a time, one step at a time. If you encounter challenges, forgive yourself for faltering and get up and start again in the morning.”

encounter difficulty. Just tell yourself to get up and start all over again in the morning. In an Arbonne world, hope is abundant.

Although I have never doubted the company or the product line, I had doubts about myself and my ability to get a home-based business off the ground. So much was at stake. With a growing family, we found ourselves strapped financially. There we were, family of five in a one bedroom apartment. I had no idea how I was going to have Presentations in my home, or afford Business Aids, not to mention a trip to NTC. But I kept myself going — tackling one problem at a time. Everything seemed to fall into place when my dear friend Sheila Brown joined me in business. With her beautiful spirit and enthusiasm, she embodied everything I had hoped for in a business partner. Together we made it work and had great times. I never would have made it this far without her and her wonderful team. Then my friend Monica Butschek sponsored Renee Futter who, in turn,

sponsored Nancy Wilcox. With tons of experience in the network marketing industry, they gave my team the adrenaline boost it needed. I learned so much from them and will celebrate the day Nancy’s team goes Region in June.

Of course, two strong legs do not make a Region! We have a saying when a business builder is sponsored: “Do I look any different? I have a new leg!” I started sharing with everyone about how I needed another leg to get the Mercedes-Benz. I had been dripping on Stacey Upton for almost two years and the time was right! She hit the ground running and went Area in six months. I am so proud of her and her great team! All of my Managers are much better at this than I ever was — talk about sponsoring up! I am so grateful for my fabulous Region!



(top left) Husband, Steve and son, Matthew.



(top right) NTC 2002 Long Beach. Chris Robinson, Sally and Sheila Brown.



(bottom right) NTC 2003 Nashville. L-R: Sheila Brown, AM in Qualification; Nancy Wilcox, RVP in Qualification, NVP Donna Weiser, Sally, AM Stacy Upton and AM Chris Robinson.

I thank my mother for being a wonderful supporter from the very beginning. Special thanks go out to all my dear friends in Donna Weiser’s Nation for being a source of inspiration and support, not to mention just plain fun to be around. I’d also like to extend my gratitude to all my friends in Sandra Tillinghast’s Nation. Thank you, Sandra: You have been an inspiring role model. Many thanks go out to Petter, Stian, Rita, Hal, Candace, Dana Collins, Kathy Lutz, Stasia Trivison and all our great leaders who share so much to help us all be healthy and successful. Most importantly, it is quite humbling to achieve success while American soldiers are risking their lives to give others a chance at freedom. I am eternally grateful to all the men and women who have devoted themselves to preserving our way of life. We are all fortunate to live in a land of freedom and opportunity in these United States of America.

When all is said and done, I can honestly say that my life is all the better for having Arbonne in it. My family has a bright future because Donna Weiser gave me the gift of hope the day she brought Arbonne into my life. I am forever indebted to her for the guidance, friendship and unwavering belief she bestowed on me! She put my dreams of the perfect family life back on track and now I share that gift with others — especially my children. And hope is absolutely infectious. Now, when my son asks me if he will ever play for the Lakers, I say with confidence, “If you work hard enough and believe in yourself, you will play for the Lakers!” That is what Arbonne is all about!



(top left) Ace Dinner, NTC 2003 Nashville. L-R: NVP Donna Weiser, Sally, ENVP Sandra Tillinghast and President Rita Davenport.

(top center) Son Jeffrey.

(top right) Son Matthew.

(bottom right) Son Luke.

(bottom left) NTC 2002 Long Beach. AM Renee Futter, Sally, Chris Robinson and Nancy Wilcox.

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