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EYE ON ARBONNE

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# A PERSONAL QUEST TO CHANGE

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In my favorite book, we are told we can have life abundantly. Through an incredible company called Arbonne, that is what I have. When my daughter, ENVP Christie Feighan, promoted to NVP, it was absolutely amazing and I never even considered such a remarkable dream could also come true for me. We are blessed beyond measure. I believe God gives us hope for the future; however, it is up to us to choose what direction our lives will go and never give up on our dreams. They will become a reality, if we keep believing. There are no failures in this business — only those who let others steal their dreams.

I have been in Arbonne for over six years. Initially, I signed up only to get my products at a discount. I did not want to attend meetings and was not listening to those tapes Christie kept telling me I needed to listen to. I was a DM because I had a number of Clients I acquired when I was helping Christie qualify for RVP, which moms are supposed to do. I was very close to losing my District when my friend, Rene Sorenson, came to my house and said she wanted to build an Arbonne business so she could stay at home with her children. In April 2004, we both got busy and on January 1, 2005, were promoted together to RVP. My husband was a teacher for 32 years. In October 2004, my Arbonne paycheck was larger than any he had ever received in all those years of teaching. He decided we had a good thing going. Now, he is a District Manager and building his own Arbonne business!

When Rene promoted, a large part of my downline went with her, so it was time to rebuild. I set a goal to never touch my performance account and to date I have not touched it. I believe its only purpose is to be an insurance policy in case there is a major crisis when you cannot work your business. At the end of my building months, we were where we needed to be. I began looking for new team members who had a vision of a better lifestyle, one that included the potential to have time and financial freedom. For the first time in my life, at the age of 58, I could go to the grocery store and buy whatever I wanted — something I had never been able to do before. That may sound like a small thing to many of you, but many will also relate to having to choose what you can afford to put in the cart. My husband does all of our grocery shopping now and has a great time. He comes home with lots of interesting items for us to try because he can buy whatever he wants. Thank you, Arbonne, for the potential freedom to do this!

Arbonne is much more than just a business — it is about personal growth. As I listened to the Arbonne CDs, (yes, I listen now ... and often), I realized how negative I was and began a personal quest to change. Although it does not happen overnight, it can be a successful process if you decide to stick with it.



Georgia with husband, Jerry, at her car presentation.



ENVP Christie Feighan and husband, Michael.

NVP georgia harris



Georgia with daughter, ENVP Christie Feighan, and their new Mercedes-Benzes.



Chairman & CEO Bob Henry, President Rita Davenport, ENVP Christie Feighan, Georgia and Jerry on the ASAP 2005 Hawaii trip.

ENVP Cecilia Stoll is a remarkable role model for all of us. I have listened to her repeatedly share the importance of a positive attitude in this business and, also, in every aspect of our lives.

The mind is a very powerful thing. I learned you can let your mind control you, or you can control your mind. Your actions follow your thoughts. What your mind believes, whether true or not, will govern what you do. Success is 90 percent mental. If you think you cannot, you will not. When someone says, "I cannot get anyone to host a Presentation, I cannot sponsor anyone," I simply respond, "You are right, and you will not until you change your thinking." When we change our thinking, we will change our lives. Life is full of choices, so I choose to think good things and to look for the best in others, as President Rita Davenport says. I read daily affirmations to myself, listen to motivational CDs and read books on the importance of attitudes to alter my mindset. It does not happen automatically. It takes effort. I have a simple formula I share at every "Getting Started" Presentation: E=E, meaning effort equals earnings. We get out of this business what we put into it.

When I found myself in qualification for NVP, I decided I wanted to finish within two months. I purposed to make it happen. Every time a negative thought tried to creep into my mind, I immediately replaced it. Our mind is like a television set. We can change the channels. Just "bleep" the negative channel and change it to a positive one — say it out loud, so the mind hears you and reinforces your thought. Some may find you a bit strange, but hey, it works! When I heard this, I told my husband, Jerry, about it and he said, "So I get to bleep you?" I replied, "Only if I get to do it back!" So, now we play the bleep game and it is a hoot. It is your choice what you allow in your mind. This will determine your success or failure. We finished August with sales far surpassing what we needed. I went to Hawaii the next morning as a new NVP on a trip I had earned through Arbonne for Jerry and myself.

## success strategy:

“ Hope is having only positive expectations. ”

Was it easy? Definitely not. My relentless, determined team called everyone they had ever known, offered all kinds of specials and worked long, hard days into the night to make this happen. They heard many "nos," but we made a game out of that, too, and the one who got the most rejections received a gift. We made it a positive thing.

Was it worth it? You better believe it! RVP Stephanie Marchbanks says, "Hard is what makes it great!" It would not have been nearly as rewarding had it come easily. I now have five RVPs in my downline and two more in qualification, along with a host of AMs, DMs and new Consultants who found a way to make it happen. When you want it bad enough, you will find a way! It took a concerted effort by everyone working together. There are no lone rangers at the top. We expanded our mindsets from limited thinking to expansive thinking. You can climb as quickly as you want when you set your mind to do it.

Rita says you cannot sell from an empty wagon, so we encourage new Consultants to get the tools needed to begin their business. Arbonne put together the REsults Set for us, and it is a great way to start. Our sales climbed when we began offering it as an option. We expect people to join us. When you expect great things, you get great things. People see it in your face and hear it in your voice. It is a conviction that this is the opportunity of a lifetime, and we want everyone to experience the blessings we have been given. Be open and honest in your dealings with people and with your team. The integrity of this company and its president, Rita Davenport, is what makes it great.

There are so many who have contributed to my success in Arbonne. To my daughter, ENVP Christie Feighan, who began this journey for us: There are no words to fully express my admiration of you and all you have accom-

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Georgia's husband, Jerry.



RVP Stephanie Marchbanks, Georgia and ERVP Rene Sorenson at NTC 2005 Las Vegas.



Georgia with members of ERVP Kim Storey's Region.

plished with the help of your godly soulmate, Michael. You both are beautiful inside and out. You have always been a joy in my life and it is such a blessing to work and play together.

To my daughter, Tammie: You were always the most loving, thoughtful child who knew mom could do anything. You are such a source of encouragement and blessing to me. Now you have given me a precious granddaughter who believes Nanny can do anything because she has a great mom who tells her that.

To Madison: Nanny loves you heaps, bunches and gobs! You are an endless source of pleasure to me and PawPaw. Some things money cannot buy and we are rich beyond measure because of our precious family.

To my husband, Jerry: You are the best. I wake up to my coffee you prepare each morning. You do all of the grocery shopping and are the cheerleader for my team when they are at our home getting those last-minute numbers in, encouraging them and making them sandwiches. You have been the love of my life since I met you at age 15. You are my best friend and you believe in me. I know you will be here for me, because old women with money and youthful skin are so attractive!

To my first ERVP, Rene Sorenson: Thank you for your sweet spirit and for being the faith-filled spark I need. Thanks to your mom, DM Barbara Alewine, for bringing you to me. To ERVP Joni Robertson: Thank you for allowing me the joy of watching you bloom into the beautiful flower God intended you to be. To ERVP Kim Storey: Thank you for becoming a woman of excellence and a godly example of leadership. To RVP Stephanie Marchbanks: Thank you for being the fuel that propelled the

rocket to climb to heights I had never even imagined. To RVP Lacey Myers: Thank you for teaching me how to think on a grander scale. You possess a wisdom far beyond your 23 years.

To my AMs, DMs and Consultants: This would not be possible without each of you and the sacrifices you made. I want each of you here with me because you deserve it.

What a feeling of accomplishment it is to see your Arbonne "children" driving their white Mercedes-Benzes and having been allowed to be a part of helping them develop into more confident, fulfilled individuals. I themed my Region Beacons of Hope because I want to offer hope to others. Hope is defined as a joyful expectation and looking forward to better things. Anyone willing to take the step of faith, get out of their comfort zone and explore the blessings can experience a life where dreams really do come true.



ERVP Rene Sorenson, Georgia, ERVP Joni Robertson, RVP Stephanie Marchbanks, ERVP Kim Storey and RVP Lacey Myers with their new Mercedes-Benzes.



Members of the Georgia Harris Nation.

AM Krissie Hodges, ERVP Kim Storey, AM Polly Williams, RVP Lacey Myers, RVP-in-qualification April Ward, AM Chanda Porter, AM Shonda Hillhouse and DM Aydee Anguiano-Fernandez.

