

## WHAT IS A GIRL TO DO?

After working 10 years in the hospitality industry and one year for a yellow pages advertising company in California, I became pregnant with my first child. My son's birth and the subsequent end of my maternity leave left my husband and me with a tough decision. Although I loved my job, I could not bear the thought of having someone else raise my child while I went to work. However, we needed the additional income, so after my maternity leave was over, I went back, but only for one day. I left work early to pick up my son and found that the babysitter had not followed any of the instructions I left for her. I went home and cried out of frustration and guilt. My husband, I think also out of guilt, supported my decision to stay home and quit my job. We knew if we stayed spiritually minded, everything would work out. We eventually moved to Indianapolis to be closer to my husband's family and new job.

Five years later with three children, life became, let's say, expensive ... I found myself at another crossroads. Our family had grown, our expenses had grown and to top it all off, my husband's job had become increasingly unstable with layoffs, company bankruptcy and a buyout. What is a girl to do? I still felt strongly about being

NEW RVP



**helen hedrick**

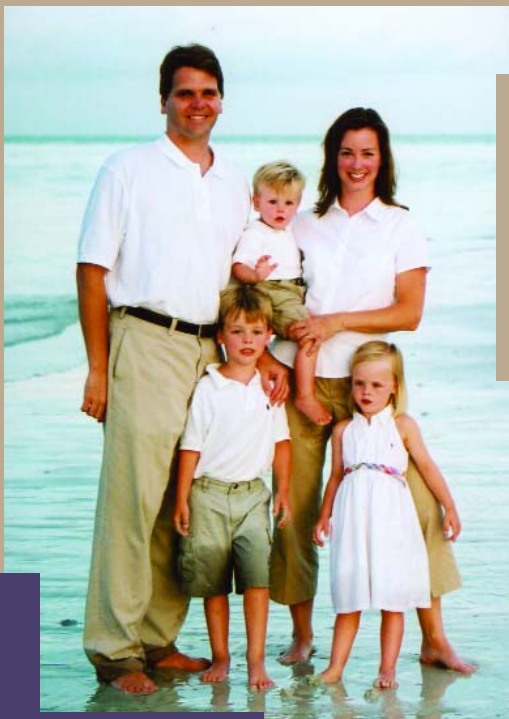
Independent Consultant, Regional Vice President  
Helen Hedrick Region; Indianapolis, IN

home with my children; however, I knew there had to be something I could do to contribute to our family finances. I just needed the right opportunity to present itself. I was about to be shown the answer.

In August of 2003, I was invited to an Arbonne Presentation with my mother-in-law and sister-in-law. I had just had my third baby several months before, and really wanted something to help me look and feel better. The highlight of the Presentation was a makeup artist. I had heard enough about Arbonne to know that their prod-

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Helen with husband, Dan and children, William, Maddie and Ethan.



Helen with husband, Dan at NTC 2005 Las Vegas.



Helen's children, William, Maddie and Ethan.



success strategy:

“ Hard work and a generous spirit can take you anywhere. ”

ucts were top-of-the-line. I was so impressed and grateful for the information that evening. The first thing I bought was not makeup or skin care for myself, but baby products for my children.

Because of the information I learned, I decided to host a Presentation to get a discount on other products for my husband and myself. I booked a Presentation with Janet Elliott, who is now an Executive National Vice President. After Janet shared her story and told me about the new Mercedes-Benz she would soon be driving, I was, to say the least, intrigued. Was this what I needed to do? Could I enjoy the same success? I had never wanted to host Presentations and actually sell anything.

After several months of researching the company and using the products, I knew the opportunity I was seeking had arrived! It was perfect. I could work from home during the day and work some nights during the week. I actively started doing the business in March of 2004.

I booked as many Presentations as I could and talked to everyone I knew about Arbonne. It got crazy some weeks! My husband and I knew it would be challenging trying to get a business off the ground. We also knew it would mean making short-term sacrifices for long-term goals and that all the hard work would pay off sooner rather than later.



Helen with Executive Vice President Stian Mørck, ERVP Barcia Alejos and Sr. VP Product Development & Marketing, Candace Keefe at an Area Manger event in January 2005.

The potential for financial freedom has new meaning for my family. My husband and I can dream bigger than we ever have. We are no longer impacted by what corporate America does or does not offer. We are able to consistently contribute to our children's education fund, travel and help others in a way we never could before.

This journey is not easy, but it is not hard either. The road has been laid before us, all we need to do is follow those who have done it already. It has been an incredible year and I have come so far so fast, mostly due to some incredible ladies and one incredible man in my life. I am first so grateful to ENVP Janet Elliott, who paved the way in Indianapolis for all of us to be successful. I am also grateful for my friend and mentor, ERVP Barcia Alejos. Barcia has believed in me and taught me the ropes like a true businesswoman. A big thanks goes to my incredible team of Aces, AM Hope Morrison, and DMs Lisa Lawrence, Lauren Curtis, Jen Halsey, Stacey Paul, Melissa Snyder, Shelley James, Stacey Beeman, Jane Bluvol and Leslie McKinley. And to my family, who has been a great support: Thank you! To my husband, who endured the absence of meals and a dirty house when my nose was to the grindstone: Thank you! You trusted and belived in me even when things got difficult.

ENVP Nancy Wilcox, ENVP Janet Elliot, ERVP Barcia Alejos, Helen and AM Hope Morrison at NTC 2005 Las Vegas.



Helen with AM Hope Morison, DM Jane Blurul and Gretchen Smith at NTC 2005 Las Vegas.

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