

## IT'S WHAT YOU PUT IN

I was 47 years old and had spent over 20 years as an entrepreneur manufacturing and wholesaling women's clothing. I had grown a large and successful business through very hard and diligent work. And unexpectedly, my partners and I split up. I had thought I was happy and financially secure. I realized I was neither.

At about the same time my business relationship was ending, so was a seven-year love relationship. I thought I was happy and secure with him. I realized I was neither. It was time for me to take a closer look at what I wanted in life and what I valued. I found things, although in many ways it felt like they found me. I just took advantage of each opportunity, and the opportunities arrived at the right time in my life.

After months of soul searching and endless networking, along came Samson. I adopted my son the day he was born. If you believe, you will receive!

I worked out of my home as a business consultant for the next four years. I wanted to spend as much time possible with my son. Last summer, ENVP Donna Weiser, also the cantor at my synagogue, introduced me to Arbonne over lunch. I walked into the restaurant and there was Donna with some skin care products and information about her company. I really had to apologize because I did not know she was in the "lipstick/skin care business," and "I did not do skin care." She insisted I take home a skin care sample pack. I did it reluctantly.

Later, I had the good fortune to attend ENVP Sandra Tillinghast's training in San Diego. I felt like pinching myself. Was it possible there were really that many nice people in one place? That same evening, I spent time with Michael Clouse and President Rita Davenport, and



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Rita said, "Lorri, you are going to go far with Arbonne," and as always Rita was right. I was so accustomed to fighting to achieve everything I wanted; I had lost sight of when you have the willingness to do anything it takes to succeed, you will succeed. I realized this business was what I was looking for my entire career. I just needed to be open to the opportunity. Timing is everything.

Arbonne is a gift in my life. The products are incredible, as is the opportunity. It allows me to be available to my son and it gives me the potential for the financial freedom I desire. I believe it is my obligation to pass this gift on to everybody I meet. I went to every meeting possible and every training available in my Area. I called my upline, ENVP Donna Weiser every day and sometimes several times a day. I found a new business builder every month and I learned to be a better listener, which enabled me to become a better leader. But most of

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Lorri with her *Why*:  
Son, Samson.



Lorri Herman & Co. with their *Why*.



Lorri with President Rita Davenport  
and ENVP Donna Weiser.

## success strategy:

“Determination and the willingness to do whatever it takes will help you achieve.”

all I knew I was calmer, and more relaxed than ever because I was in control of my future. This feeling was new to me and I loved it.

Almost four months into my business, I went to a weekend of Areas in Paradise training with ENVPs, Sandra Tillinghast, Donna Weiser, Nancy Wilcox and Janet Elliot. Their words echoed in my mind so clearly and their thoughts and prayers were felt deeply in my heart. On my way home I set my goals for the next four months to become an RVP.

Two of my DMs, Janice Kimchy and Elise Cohen, and AM Linda Aleshire and I went together to NTC for the first time. We all returned home pumped up and energized. I thank all of you for sharing that monumental and rewarding occasion with me. I knew that we would finish up Region in May no matter what!

Being a mom to my son, Samson, and having Arbonne to enable me to work toward potential financial freedom are my dreams come true. I live by the mantra, "What you put in is what you will get out of life."

I must first thank my family for always believing in me and supporting me throughout my endeavors. To my sisters, Felicia and Ellen: Thank you so much for all of your support, babysitting and most of all, friendship and love. To my mother and Papa Gerry: Thank you with all my heart for your unconditional love for Samson and me, endless babysitting and continuous support.

We all are so young in this business and learning so much together, and this is only the beginning of a long journey together. To my neighbor, AM Linda Aleshire: You are my friend and the Ace everybody needs to find. Thank you so much for being my backbone. To my aunt, AM Judy Knapp: I never thought you would take this seriously. I thank you for having the belief to succeed. To

NTC 2005 Las Vegas. DM Janice Kimchy, AM Linda Aleshire, ENVP Donna Weiser, Lorri and DM Elise Cohen.



Lorri with Executive Vice President Stian Mørck, ENVP Donna Weiser and Sr. VP Product Development & Marketing, Candace Keefer.

DMs, Debbie Marks, Dennie Marks, Doris Dorenbaum, Josette Valtierra, Elise Cohen and Janice Kimchy: You have all climbed hurdles to get where you are and I know your perseverance, caring and sharing are the reasons I owe you a tremendous thank you.

A special thanks to my upline and crossline, ENVP Sandra Tillinghast and ENVP Nancy Wilcox for believing in me before I did. To my sponsor, friend, mentor and cantor, ENVP Donna Weiser: You have given me an opportunity I could never have dreamed, but more importantly you have given of yourself unconditionally and I thank you with all my heart.

I thank you, President Rita Davenport, for caring so much for all of us and for spending personal time with me when I was just beginning. Thank you to Chairman and CEO Bob Henry for sharing our first NTC. I want to thank everybody at the Home Office for giving us the support and tools needed to make us look good.

Most of all, I must thank my son, Samson, for loving his Arbonne products and allowing mommy to work with Arbonne to give us much special time together. He will learn this work is the reason we have that special time together. Samson, you are my *Why* and I will always be here for you.

AM Linda Aleshire, Lorri and President Rita Davenport at the Home Office.



ENVP Sandra Tillinghast, ENVP Nancy Wilcox, Lorri and ENVP Donna Weiser on the ASAP Cancún 2004 trip.

REGIONAL VICE PRESIDENT

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