

## SHARING THE GIFT

My Arbonne experience began as a faithful Client. I had signed up as a Consultant, but only to purchase product at a discount. When a good friend of mine, Stephanie Vincent, called to request some more NutriMinC® RE<sup>SM</sup> I had shared with her, I called my upline, NVP Carleeta Nelson, to place the order. That is when she said what encouraged me to begin this incredible journey — “Why don’t you sign her up, Tammy? That’s how you do Arbonne.” As I sit here 14 months later ordering my new Mercedes-Benz, I realize what I only considered as a potential solution to a financial situation has become a life-changing experience.

I must admit, I was a spoiled stay-at-home mom. For many years, my husband had provided a comfortable lifestyle for our family that afforded me the luxury of being able to avoid the rat race and be fully involved in our daughter, Kaitlin’s life. But toward the end of 2003, our fortunes had turned and we were facing the need for additional income. Neither of us wanted to consider the reality that many moms face of having to spend so much time out of the home and away from their families, working for someone else, on someone else’s schedule. Being able to work at home and set my own schedule was one of the benefits of the Arbonne experience that appealed to both of us.

To be quite honest, we did not fully believe the income potential that we had heard about, but we figured that if I did half as well as we had heard, it would be a blessing. And what a blessing it has been. Beyond the needed income, Arbonne has been like so many other truly good things in life; like a genuinely warm smile or a loving hug, the only way to experience more of it is to share it with others. Sharing the Arbonne experience with others has not only been the key to my success, but it is



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one of the beauties of the Arbonne journey. Helping others achieve their goals has allowed me to achieve mine. All this and I am still a stay-at-home mom.

Like many others, I had to overcome my own insecurities to allow Arbonne to “get into me.” I had an uninformed negativity toward network marketing, but actually that was another excuse to hide my real fears, which were: Would I be able to sell this product, much less this opportunity? Did I have any real experience starting my own business? Did I have what it takes to make this work?

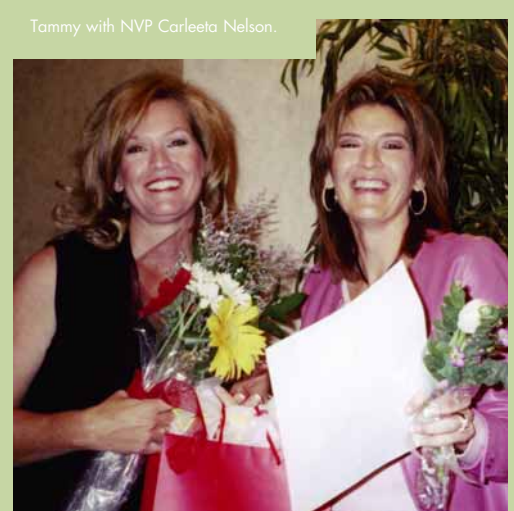
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Tammy with daughter, Kaitlin



Tammy with husband, Gary and daughter, Kaitlin.



Tammy with NVP Carleeta Nelson.

## success strategy:

“ Sharing the gift by helping others succeed is the one true way to reach your goals. ”

In addition to my self-doubt, we went through the turmoil of moving shortly after I started the business. Within the next six months, both my daughter and I had minor surgeries due to medical problems. To make the situation seem more impossible, while my friends and relatives were supportive, very few actually signed up to do the business.

All this could have equaled failure if I not had the support and guidance of my great upline, NVP Carleeta Nelson and ENVP Martha McIntyre. They proved what Arbonne is all about — people helping people. By following their leadership, I scheduled my Presentations, listened in on conference calls, studied the product information and learned the business from two of the best. Once things started falling into place, I could see where I was going, compared to where I had been!

You must set goals and push yourself to succeed. You must continue to learn from and support your upline, never forgetting they are responsible for your success. And, you must be devoted to your downline. You can never reach your personal goals without helping your team members reach their goals.

To my friends, ENVP Martha McIntyre and NVP Carleeta Nelson and families: Thank you for your love, prayers, support and for sharing this life-changing gift with all of us.

To RVP Sheri Nickell: I would not be where I am today without your inspiration.

To EAM Maria Williams: Thank you for trusting me. I am so glad my cousin, Tammy Walker, introduced us. You have become a special friend. To AM Nancy Siegel: Your energy and will to go for what you want is incredible.

To AMs-in-qualification Terrie Goss and Sandi McClanahan: You have accomplished so much and I am proud of both of you.

To EDMs, Christi Ferguson, Tammy Walker and Abby Flood: I love and appreciate all of you.

To DMs, Jennifer Alinger, Connie Ingram, Maureen “Mo” Knowlton, Dona McClure, Lisa Pettijohn, Vickie Shockley and Tamela Wise: I am so proud and thankful for each and every one of you. Your desires to reach for your dreams are incredible.

The Tammy Higginbotham Region.



L-R: DM Bonnie Meydam, EAM Lori White, EAM Maria Williams, Tammy, RVP Sheri Nickell, NVP Carleeta Nelson, AM Nancy Siegel and EDM Christi Ferguson.

To my DMs-in-qualification: I can truly say that hanging onto your dream will change your life.

To all of my team: We have made wonderful, lifelong friendships. I love you all and am grateful for the encouragement and the opportunity to become your leader.

To my mom and dad, Kenneth and Joyce Griffin: Thank you for instilling good values in me. You both are very special to me and I love you very much. To my sister, Kimmy Ward, and her family, John, Heather and Summer: Thank you for your support and all of your help.

To my in-laws, Bill and Janie Higginbotham: Thank you for believing in me.

To my precious daughter, Kaitlin: You are my *Why*. I am so glad Arbonne came along to keep me available to you. I am so proud of your commitment to God and how hard you work on your piano, golf and school. Thank you for your support. I love you very much.

To my husband, Gary: Thank you for believing in me. I could never have done this without your encouragement. You have sacrificed and rearranged your schedule for me to do this business. Thank you for your love and patience. I love you.

Finally, to God, I thank you from the bottom of my heart for everything You have done.



ABOVE:  
AM Nancy Siegel, EAM Maria Williams,  
Tammy and EDM Christi Ferguson.



LEFT:  
Tammy with ENVP Martha McIntyre.