

A close-up portrait of a woman with voluminous, wavy blonde hair, smiling warmly. She is wearing a white collared shirt and a silver chain necklace. The background is dark and out of focus.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

TAMMY HIGGINBOTHAM

BLESSING

IN DISGUISE

Independent Consultant, National Vice President
Tammy Higginbotham Nation; Norman, OK

Wow, what a ride! My husband and I look at each other and shake our heads in amazement.

Just 19 short months ago, I started my Arbonne journey, with the hopes that I could help supplement the family income. I never dreamed I would have the potential to be in a position that would allow my husband to retire in just a little over a year and a half. Looking back, the situation we were in inspired me to begin with Arbonne. It was a blessing in disguise. Living in the Arbonne hot bed of Oklahoma, I was concerned I may have waited too long to begin my Arbonne business.

On the contrary, I discovered I was blessed with such wonderful examples of Arbonne excellence. I was able to draw off of the success of my upline to make my dreams come true. My experience is proof positive that no area is too saturated for you to be able to find your way to the top. All you have to do is follow the guidance of your upline, work hard and believe.

When I began my Arbonne journey, I certainly did not have a great deal of business experience to draw from. I also could not have been more uninformed when it came to network marketing. I thought network marketing was a negative concept. Because of my lack of business knowledge, I relied almost entirely on the advice and instruction of my sponsor, ENVP Carleeta Nelson, and her sponsor, ENVP Martha McIntyre. Fortunately for me, because of the "Arbonne family" concept, the excellent advice and instruction I received came with even greater amounts of encouragement and support.

As many of you reading this will be able to relate, without the emotional reinforcement, I am not sure I would have survived the early months. That is what I love about the Arbonne experience; it is about more than just building a successful business, it is also about personal growth and building relationships. I have enjoyed being able to grow my business by emulating the example of those who shared the experience with me. The only way you can find success with Arbonne, as with life, is by helping others find their own way to the top. You receive by giving.



Tammy and sister, EAM Kimmy Ward.



Tammy with husband, Gary.



EDM Melida Higginbotham, Kelley Jones, Tammy, EDM Meredith Pennington, ENVP Carleeta and Phillippe Nelson.

Members of the
Tammy Higginbotham
Nation.

BACK, L-R: DM Beth Evans, EAM Ashley Hatcher, EDM Meredith Pennington, EAM Nancy Siegel, DM Susie Dorsey, Wendy Peacock, Carla Contreras, DM Jenny Nobes and Kim Holt. FRONT, L-R: EAM Melinda Higginbotham, ENVP Carleeta Nelson, Tammy and Kelley Jones.



Chairman & CEO
Bob Henry, Tammy and
President Rita Davenport.



The *Eye on Arbonne* success stories are becoming so familiar because they are repeatable. By following the proven methods and concepts passed on by your upline, you can follow in their footsteps to success. Of the many great concepts that were passed on to me, there are two truths I recognized that have been instrumental in my journey and keys to my success. First, I found that the growth of my business was not limited by the number of people I knew at the time I started with Arbonne. While it was important to start with a list of friends and family with whom I planned to share the opportunity with, I watched with fascination as my business exploded with total strangers, many of whom I now count as some of my dearest friends.

The strength of the network marketing structure, combined with the wonderful products and support offered by Arbonne, provides a dynamic opportunity for growth that is as exciting as it is profitable. You may be able to count the number of people you now know, but you cannot begin to estimate the number of people *they* know or come in contact with. I continually tell the Consultants on my team that while my business did not grow based on the initial response of my original circle of friends and family, they were nevertheless, important in allowing me a familiar arena in which I could develop my sales approach and style I have used to reach my current position. By the time I exhausted my original list, I had the confidence that comes through experience. This confidence allowed me to develop my business through new friends, which leads to my second valuable truth: Always keep your office open.

In sharing the gift of Arbonne, your mouth is your office and you must always keep your office open. By consistently sharing Arbonne with everyone I come in contact with, I am sure to provide everyone I meet with not only a fantastic product, but a potentially life changing opportunity. In the beginning, I was reluctant to share the Arbonne opportunity with strangers for fear they would reject me and my offer. I had to change my

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success strategy:

“ Helping others succeed
is the only true way to reach your goals. ”



Tammy with daughter, Kaitlin.

April Bowers, EAM Pam Hooper, Tammy, AM Stacy Shelton and DM Lisa Todd.



NVP LaGenna Betts, ENVP Carleeta Nelson, Tammy and Kailin Higginbotham.



Tracy Degracia, DM Leslie Seckinger, DM Mindy Haralson, EDM Parker Mullins, DM Jana Hilton, EDM Kim Norman, EAM Ashley Hatcher and Barbie Beattie.



mindset to believe I was not asking them for something, instead, I was trying to share something wonderful with them. The potential rejection was the price I had to pay to make sure no one I met would miss the chance to share the success in business and in life I was experiencing through Arbonne. With this office always open approach, I have watched my business grow beyond my wildest dreams, with people I would never have met, spreading to places I would never have been. When people ask me how I went from RVP to NVP in just five months, I say that my office is always open.

There are so many people I want to thank for helping make this possible.

To the Home Office staff: Thank you for your undying patience and support.

To ENVP Martha McIntyre and family: Thank you for the encouragement, love, prayers and leadership you have shared not only with your Arbonne family, but with our entire community as well.

To ENVP Carleeta Nelson and family: Words cannot express how much I love and appreciate you. You are the kind of leader everyone wants to be. Thank you for sharing this wonderful gift with our family.

To RVP Sheri Nickell and family: You are truly a blessing. I am so impressed with your willingness to serve and help others reach their dreams. I thank you and Gannon for your belief in Arbonne. Congratulations and we love all three of you!

To RVP-in-qualification Maria Williams: Wow! You have become an amazing leader. I am so very proud of you and I am thankful Arbonne brought you into my life.

To RVP-in-qualification Ashley Hatcher: You have been another added blessing in my life. I am so thankful Lisa Raines introduced us. Your enthusiasm energizes me. Thank you for trusting me.

To AMs, Ainslie Schorr, Kathy Black, Lori Davis, Terrie Goss, Nicole Harris, Pam Hooper, Sandi McClanahan, Kathy Roy, Tisha Roy, Stacy Shelton, Nancy Siegel, Dara Singleton, Kimmy Ward, Lori White, Haley Wilkinson and Tamela Wise: Thank you for your commitment. Continue sharing the gift of Arbonne and you will all be RVPs very soon.

To my DMs: Your continued excitement keeps the business growing. Hold the course and keep sharing the gift of Arbonne.



Dr. Shad Helmstetter, Tammy and ENVP Carleeta Nelson.