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EYE ON ARBONNE



INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

DIANE HINKLE

LIVE YOUR LIFE ON PURPOSE

Independent Consultant, National Vice President
Diane Hinkle Nation; Murrells Inlet, SC

Arbonne is a perfect fit for me and it may be just be one for you, too. When I was deciding whether Arbonne was for me or not, I confronted myself with a series of tough questions: Can you honestly say that you love your job? Are you recognized and paid according to how hard you work? Does your job allow you to have a happy and complete life outside of work? I am proud to say that since I have been involved with Arbonne, I have been able to respond to these tough questions with a positive answer. I have heard it said that if you love what you do, you will never work a day in your life. That is truly how I feel about Arbonne.

I used the Arbonne products for one year before I became a Consultant. I had no intention of doing this as a business. I was simply helping my friend, ENVP Susan Evans, by hosting a skin care Presentation because she was participating in the Mercedes-Benz Cash Bonus Program, which, incidentally, I really did not believe. After all, what company would give you the opportunity to participate in the Mercedes-Benz Cash Bonus Program? That just could not be. But Susan was a close friend and I loved the skin care products and saw a benefit in getting them at a discount, at the very least. So what could it hurt ... right?

At this time, my husband and I owned a small business — a restaurant — which really owned us. While he was managing the restaurant and slowly burning out, I was working as an accountant at a CPA firm. During tax season, my hours were long, hard and very stressful. When each tax season would come around, I would think, this one just cannot be as bad as the last one, but it always was. The more I hoped it would get better, the more helpless I felt when it did not. I found myself hopelessly bound to my circumstances because this is what I knew; this is what I did for a living ... where else could I earn the kind of income that me and my family had become accustomed to? Secretly, I prayed for something else to come along; something that would give me purpose.

Sometime in December of 2001, I was sitting in my family room while Susan presented her skin care information. I could not believe it, I was so drawn to the business that night. I knew in my heart that I wanted to pursue Arbonne, but I was scared. I loved having gatherings like this, but had never wanted to be the one doing the Presentation. I did not like speaking in front of anyone and could not see myself doing even a one-on-one Presentation.

Susan never pressured me. Rather, she gently guided me. She invited me to the meetings and I went. I again felt pulled toward Arbonne. At the meetings, I was encouraged to learn about the company, products and network marketing industry. What I learned, I wanted to share with every-



Diane with husband, Eddie.



Son, Greg, and daughter, Lindsay.



The extended Hinkle family together for the renewing of Diane and Eddie's wedding vows.



ENVP Susan Evans, RVP Robin Cooney and Diane.

one I met. It was not that I thought everyone would be a fit for Arbonne, I would simply share my information and let them make their own decision. Who would not want to be part of a company that had products uniquely developed to target specific skin care issues and truly worked? Who would not want to be a part of an industry that promoted the principles of time-leveraging and residual income. And lastly, who would not want to be a part of a company where you can participate in the Mercedes-Benz Cash Bonus Program, not to mention a potentially great compensation plan?

The more I learned, the more I knew Arbonne was in my future. I promoted to DM in March 2002, and then to AM in October 2002, just by working the Six for Success system. Thank you Dana for introducing it. In June 2003, I promoted to RVP and in November of 2005, I promoted to NVP.

I looked at the leaders I was learning from, ENVP Susan Evans, ENVP Dana Collins and ENVP Kathy Lutz and realized that I needed to mirror what they did in order to achieve the kind of success they had. Whatever book they recommended, I read. Whatever event they attended, I was there. I decided to be where they were and follow in their footsteps. They had paved the path and I am forever grateful.

Having a vision is vital. It is your *Why* for deciding to do the business and your *Why* for driving forward despite any obstacles. To discover what your motivation is, you have to ask yourself more crucial questions: Where do you see yourself in five years? Are you taking steps every day to achieve that vision? What are you willing to do to make your vision a reality?

When Arbonne came along, I began to dream again and craft my vision. My husband and I had dreamed of moving south, to warmer weather. We dreamed of having a flexible schedule, so we would be able to see our son and daughter play college soccer whenever we wanted. We dreamed of making enough money to live comfortably without working a ridiculous amount of hours. I dreamed of retiring my husband and also

success strategy:

“ Dream big to get yourself going, and then commit to being disciplined to keep yourself on track. ”



An Area Manager training.

giving him the option of choosing a flexible profession he loved. With Arbonne, we were granted unlimited possibilities to live as we saw fit.

A big heartfelt appreciation goes to my friend and mentor, ENVP Susan Evans, for sharing Arbonne with me. Susan, you lead me by example and “cast the vision” for me when I did not have one because you had one big enough for the both of us. I love you!

To my fabulous team: I applaud your success.

To my first business partner, first RVP, best friend and sister ... all wrapped up in one, Darlene Naecker: Your servant’s heart is what has made you so successful and will take you right to NVP. To my best friend, RVP Robin Cooney: Your persistence and determination has paid off. I love doing this business together. I am so proud of you both and treasure your friendships.

To the AMs in my Nation — Karen Kurzawa, Carolyn Savitsky, Tammy Green, Giovana Amidon, Melissa Dunn, Jane McLaughlin, Iris Doyle, Jill Maddox, Qwen Everett, Megan Salzman and Amy Hutchinson: I believe in you. You are the next NVPs.

To my many District Managers and Consultants: I am so grateful for each and every one of you and I love you. Each of you has the potential to reach the top ... I will see you there.

continued ...

The South Carolina team with their *Why*.





The Maryland team at a Christmas party.



The Virginia team: Brenda Mantlo, AM Tammy Green, Diane, DM Susan Blackburn, Diane Coursey, DM Sandy Roane and DM Cindy Wright at a training.

To Founder Petter Mørck, President Rita Davenport, Executive Vice President Stian Mørck and Sr. VP Product Development & Field Events, Candace Keefe: Thank you for the energy you put into this company and for providing the vehicle to achieve our dreams. To VP Support and the entire Home Office staff: You are the backbone that holds the company together. We could not do this business without you guys. Thank you all.

To my husband, Eddie, and my children, Greg and Lindsay: You were not really sure what I was doing when I decided to sell skin care and quit my corporate job. But you have since grown to love the company and the products as much as I do. I love you guys so much! God always has a master plan for our lives. To my mom and dad: I thank you for your prayers, especially during qualification. I am grateful that you brought me up with such a good work ethic (it has paid off) and taught me to have faith in God, which is the most important thing of all.

I do not know where you are today on life's journey. But I do know this — you do not have to take life the way it comes to you. By converting your dreams into goals and your goals into plans, you can design your life to be exactly the way you want it. You can live your life on purpose instead of by chance. Just decide what it is that you desire and go after it.

If you are looking for a life-changing business and company who truly appreciates you, then get with the person who gave you this *Eye on Arbonne* success story and pick their brain about Arbonne. Do not miss out. Do it now!

DM Sherri Watt, Jennifer Wright and Diane at a Regional training seminar.



ENVP Susan Evans, Diane, ENVP Dana Collins and RVP Darlene Naecker at a Nation training.

Maureen Sugarman, AM Karen Kurzawa, Diane, AM Giovana Amidon, Kim Pittman and DM Karilyn Pittman at ACTnow Louisville.



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