

PREPARE FOR GREAT THINGS

When I was in junior high school, I decided I wanted to be a dentist. I was sure of it; there was no changing my mind. I completed high school focused on getting into college, and completed college with my gaze focused on getting into dental school. I was driven with passion and ambition guiding me toward my ultimate goal, and it all paid off when I completed my dental degree in 1992.

My dental practice was very rewarding. It challenged and fulfilled me. I loved going into the office, and I loved the camaraderie of working together as a team to achieve the desired results from our patient treatment. My life was full and I was very happy practicing dentistry, but I was also stressed and very tired.

Along the way, I had been blessed with a wonderful husband, and we started a family, which quickly included four beautiful children. Throughout my dental career, I left my practice for different periods of time for various reasons: maternity leaves, pregnancy-induced bed rest and caring for my youngest child as we resolved her health issues. Once she began first grade, I had the desire to return to the professional realm. I was looking forward to returning to my practice, although I knew I would have to rebuild, and I was familiar with the demands of doing so. The difference this time was that I had been very much enjoying the years I had been at home full time with my children.

I knew that this rebuilding would be slow and stressful, and that my hours would stretch past my "quitting time," no matter how adamant I was about leaving at 2 p.m. I also knew that once I stepped foot back in that office, my ambition would take over, and I would be in that "place" again, stuck between really growing my practice and really wanting to be a full-time mom. This was something I had



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struggled with since we started our family, and I knew that I needed to find something that would allow me to once again follow that passion and ambition, and still be fully present in my children's lives.

My sponsor and longtime college friend, Kirsten Duncan, approached me with the NutriMinC® RE⁹⁹ skin care samples and the Arbonne opportunity at the perfect time in my life. I was looking for something I could feel passionate about, something that could match my previous income, and something that I could do from home on my own time schedule. I quickly recognized that building a business with Arbonne would satisfy all of those desires.

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Karen's Why: Husband, Jeff with their children.



Spa night at the Hollister's!



Jeff, Karen, Abby, Brooks, Emma and Lilly find time for fun in Whistler, Canada.

success strategy:

“ Be driven by passion and ambition. ”

I knew that in order to achieve what I was looking for, I would need to fully commit myself to growing this business. I had no network marketing or sales experience and I worried that this might hold me back. I quickly learned that I had already learned the skills necessary to be successful with Arbonne from prior experiences. Many people questioned why I would walk away from a career which had required so much time and schooling, and what I now know is that I did not walk away from that training and preparation at all; I have simply expanded on many of those skills in a different format.

To Kirsten Duncan: We have done many things together in our lifetime, but this has been the most rewarding! I thank you for encouraging me, and helping me develop such an awesome team. Much of our success as a team is due to your support and guidance.

To my extended upline, ERVP Nancy Griff, ERVP Pam Hollenbach, NVP Susan Maris, ERVP Beth Williams and ENVP Nancy Wilcox: I thank you so very much for everything you have taught me thus far. I know that the learning is only beginning, and I will strive to lead my team with the same grace and integrity, which has been demonstrated by all of you wonderful women.

When I began my business, I hoped to build a team that I could trust, admire, respect and grow with. My team has greatly surpassed those expectations. I so enjoy every one of you, and treasure the input each of you has added, not only to my business, but also to my life. AM Annie Fernandez, the day you decided to join me in this was the day I knew I could be successful in Arbonne. Your friendship and support mean more to me than you will ever know, and the laughter you bring to our “jobs” has kept me going more times than I can count. AM Ruby Roof, you have helped to make me better as a leader than I thought I could be, and I thank you for that. To the DMs on this team, Vanessa Nichols, Kay Storrs, Janell Carlson, Julie Hart, Patty Miller, Dee Ryberg and April McNally: I cannot wait to celebrate with each of you as you move through the Arbonne ranks. You all possess everything you need to make this experience great, and I am looking forward to watching it unfold for each of you.

Karen's Mercedes-Benz car presentation. L-R: DM Julie Hart, DM Janell Carlson, DM Dee Ryberg, AM Annie Fernandez, Karen, AM Ruby Roof and ERVP Sally Hallada.



Karen with the team and her upline at her Mercedes-Benz car presentation.

To my beautiful family: Jeff, I love you and what we have built together, and I thank you for supporting me in this. I look forward to what Arbonne will add to our lives. Abby, Emma, Brooks and Lilly, I just look at you four and I am inspired. Your smiles and laughter fill my life to overflowing, and I am so very thankful that I can be home with you every day to watch your lives and personalities unfold. To my parents and my in-laws: Thank you for demonstrating the love, commitment and strength, which is found in solid, loving families. It has made us the people we are today.

I am so thankful for the people who make up this wonderful company. I hope that anyone who is considering this opportunity will realize that great things will come from this great opportunity.



ABOVE:
Karen's children: Abby, Emma, Brooks and Lilly with their dog, Lacey.

LEFT:
Karen with AM Annie Fernandez, ERVP Nancy Griff, AM Ruby Roof and ERVP Pam Hollenbach.

