

## EVERYTHING TO GAIN

I have always been open to new business propositions, but when my wife introduced me to Arbonne in July of 2005, I was very skeptical. I told Staci I would support her business by watching the kids, but asked her to leave me out of the lipstick Presentations. It was not until I attended a business meeting led by two of our ENVP's husbands that I saw there really was a program here that I needed to look into. This opportunity was not all about selling lipstick and skin care, and ENVP Connie Howard showed us all of that with her "Sky is the Limit" business plan. I joined Arbonne in the last week of October 2005, and immediately went into qualification for Area Manger by talking to men and women about Arbonne's business plan. This plan is simple, but it is not easy. From my past experience as a business owner, I knew if there was something that could give me and my family the kind of long-term rewards that Arbonne was offering, then it had to be worth the short-term sacrifices that I was willing to make.

Arbonne is the first business that my wife and I have ever been involved in together. It is so much fun to work as a team and have the potential to earn money together for our family. Being part of the Arbonne family is rewarding and enjoyable. Everyone works together and shares information on achieving success. There are no secrets to making an Arbonne business successful. In order to be successful, I have to share all of my business and product information with my teammates, which is unlike any business I have ever been a part of. The team philosophy that is so ingrained in this business environment is such a unique and refreshing change from the standard business practices that most people are familiar with.

Another unique aspect of the Arbonne opportunity is that I am able to run my existing construction, trucking, leasing and real-estate businesses alongside my Arbonne business. What other business venture allows



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you to build a business while working your full-time job? Where else can you potentially replace your income working 10 to 15 hours per week alongside what you currently do? This business fits perfectly into what I do all day long, and that is talk business to other people. Arbonne truly is a relationship business.

This brings me to my *Why*. My *Why* for being in Arbonne started out as being able to help my wife achieve her dream of becoming a stay-at-home mom. Now, my goal is to build our dream home for our family and provide an income that will support us for years to come. My *Why* constantly evolves as my business grows. Fortunately, my business has continued to grow because my wife keeps me focused on the long-

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Taylor Holweger, Brent, NVP-in-qualification Staci Holweger and Trey Holweger at the Mercedes-Benz dealership in Evansville, IN.



The men of Arbonne: Brent; son, Trey and dad, Allan.



NVP-in-qualification Staci Holweger, President Rita Davenport and Brent.



## success strategy:

“ Know what you have — a win-win business with nothing to lose and everything to gain. ”

term goals we can accomplish by making short-term sacrifices. If you want to be successful in this business, you must stay plugged into the events in your area, show your team that they are very important and help them achieve their goals. When they are successful, you are successful. I truly believe your success in this business is determined by the number of people that you help.

I want to thank God for my wonderful family and all that He has provided for us. We have been blessed with more than words could describe. This country gives us the opportunities and the challenges that make life a reward.

To my wife, NVP-in-qualification Staci: I have known you for 10 years and never knew how great a leader you were. You have opened my eyes to the true you. You are so much more than a school teacher. You are an awesome wife and mother. You have taken this Arbonne business to a new level, and I am so proud to be a part of this with you, and be on your team. I have learned to always be optimistic, like you!

To my son, Trey, and my daughter, Taylor: You two are the most precious children in the world and you will both be great at what you do in life. We are building the foundation for your future.

I have a dynamic upline from whom I have learned much. To ENVP Jennifer Simon: Thanks for bringing Arbonne to Evansville, Indiana. To my sisters, RVP-in-qualification Kim Giles and AM Michelle Corne: Thanks for sharing this opportunity with us. To ENVP Yvette Walts: Thanks for all the excitement, enthusiasm and optimism. To ENVP Connie Howard and ENVP Stacey Shanks: It has been great getting to know you and watching this business grow with you.

To my Area Mangers, Holly Matheny, Nancy Rivers, Shannon Lyons and Beth Renschler: Thank you for all the effort and support that you are providing for your team! You all are on your way to the top. Stay motivated and that will spread throughout your team.

To all my District Managers: You are laying the foundation right now for your new team members. Stay focused and enthusiastic. Your energy will continue to attract new business builders.

Brent with AM Shannon Lyons and AM Beth Renschler at his Mercedes-Benz car presentation.



Brent with DMs at his Mercedes-Benz car presentation.

To all my Consultants working toward District: Do not quit before payday. Know that this business is tough in the beginning, but the long-term rewards are worth the short-term sacrifices. Be positive and know that you are truly giving a gift to your new prospects. This business is about fishing, not hunting. Show your new prospects that there is more to life and they will bite.

To all of you out there who are reading my *Eye on Arbonne* story and wondering how a man is successful in Arbonne: I am here to clear up one key issue — I do not sell lipstick! I talk business. If you treat this like a business, business will happen. Arbonne can be a way for you and your family to have everything that you ever dreamed of. Dream big! What do you have to lose?

Taylor Holweger; Brent; Brent's sister, AM Michelle Corne; niece, Haley Corne; RVP-in-qualification Kim Giles; NVP-in-qualification Staci Holweger and Trey Holweger.



ENVP Jennifer Simon, ERVP Brandi Neighbors, NVP-in-qualification Staci Holweger and Brent.

