

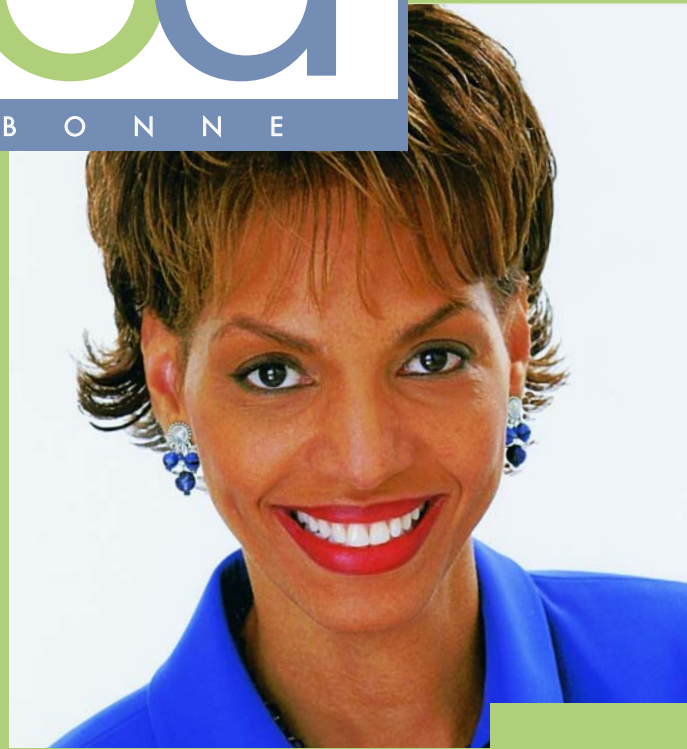
## JOURNEY OF A LIFETIME, COURTESY OF ARBONNE

I used to envy people who loved their work. Not anymore, because now I'm one of them! It's true that when you love what you do, you'll never "work" another day in your life. Every morning I'm excited to make the 30-second commute downstairs to my office to see what the day holds.

As a former Industrial Engineer, I quickly learned there's no such thing as job security. Nine months into my career, having finished in the top 10% of an intense training program, my department was downsized. After returning to work, I dreaded every Sunday night, knowing that another week was about to begin. I was on a restrictive, unfulfilling path with limited room for growth. Although I'd always been entrepreneurial and longed to control my own life, I still ignored the Arbonne opportunity for a year. My "corporate brainwashing" had led me to believe that a 9-to-5 job was the only way to truly be "professional" and earn a great income. I just didn't see this networking "thing" as a real job. There was no way I'd gone to college and graduate school to sell lipstick for a living! Plus, the potential to earn a phenomenal income working at home sounded too good to be true.

However, after my three precious children were born, *everything* changed. The thought of leaving them in someone else's care and only seeing them for a few hours after work made me very sad. Since "insanity" is doing the same thing, but expecting a different result, I knew my life would never change unless I became more open-minded. I had no idea the skin care I loved would become my vehicle. I learned about Arbonne through my babies' modeling agency. Over a year later, I tried the products and was thrilled with the results. At the time I was taking a year off of work, and praying that somehow, I wouldn't have to go back. My original sponsor finally persuaded me to join Arbonne to make extra money, and later talked me into attending an Opportunity Meeting. Much to my

NEW RVP



tonia horne

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surprise, I learned I really *could* be at home with my kids, make a professional income, create lifetime residual income *and* help others do the same. I definitely caught the vision! I wasn't sure how I'd build a business with three babies in diapers, but I was sure that raising them while working full time would be twice as hard. So I stepped out on faith, my business flourished, and I became a District Manager in only two months.

I've often said this business mirrors life, with its peaks and valleys. Since my husband is a military officer, we relocate every few years. Our second major move in 11 months took a huge toll on me. Although happy to be back "home", I hated leaving my friends and team. Feeling very overwhelmed and discouraged, I lost much of my enthusiasm and team. I never told anyone, but I planned to quit upon returning from my first National Training Conference (NTC). Little did I know that keynote speaker, Les Brown's words would be

*continued ...*

Tonia and her family; husband Kenneth, son Brian and twin daughters Alyssa (left) and Ashley.



President, Rita Davenport, presents Tonia her award at the first Area Manager Challenge celebration.



Tonia, DM AIMY STEELE and Founder PETER MØRCK at ASAP Atlanta 2003 trip.

## success strategy:

“Concentrate on helping your team achieve their dreams and in the process, you will achieve yours.”

so profound. Les said, “It’s necessary to have your dream ... it’s non-negotiable” and “In order to succeed, you’ve got to be *hungry!*” I went home re-energized, began sharing Arbonne with everyone, and soon promoted to Area Manager.

In December 1999, we unexpectedly lost my mother-in-law to breast cancer. My family was devastated. Six weeks later at the next NTC, I sat in disbelief as Arbonne introduced PhytoProlief Natural Balancing Cream. I agonized over what it might have meant for my mother-in-law, and vowed to go home and tell everyone about this incredible product. Sharing this knowledge was therapeutic for me, and a tribute to her memory. I was more passionate than ever about my work, and felt I was truly making a difference in people’s lives.

In June 2001, much to my dismay, we moved again. The horror of September 11th came shortly thereafter, prompting my only Area Manager to quit. Again I felt overwhelmed, sad and frustrated. I was happy with my Executive Area Manager income, which gave me an excuse to become complacent. I stopped working for 12 months, but my paycheck never stopped! That’s the beauty of residual income. When “life happens”, you can take time away and still earn a living.

Through it all, I never lost sight of my “why”, nor the fact that “to whom much is given, much is expected”. While the aftermath of September 11th left much economic devastation, I still had so much to be thankful for. Arbonne had been a huge personal and financial blessing for my family. Frustrated or not, I didn’t have the *right* to withhold this opportunity from anyone in need. I knew this business was about much more than sales or achieving personal wealth. It’s truly about personal growth and self-development ... continually striving to improve yourself so you’re well equipped and confident enough to reach out and help *others*, whether monetarily, physically, socially, or emotionally. Arbonne’s a business of “we”, not a business of “me”. Scripture tells us that the fruit of the Spirit is love, joy, peace, patience, kindness .... I always believed if I emulated these qualities while helping others, much like the Spirit produces fruit in the believer, my business and life would also become fruitful.

With renewed resolve, I restarted my business for the third time, and the results were incredible! I began holding classes, team meetings, and started sponsoring. Using “Six for Success”, our volume quadrupled in 15 months, and we completed Region qualification by the end of the 17th month! In the process, I doubled my engineering income and my time off. No matter how long it takes, don’t “quit before payday”!

I’m in awe that Arbonne has given me fabulous trips, awards and a Mercedes-Benz just for doing my job! Plus, I’ve realized my



Tonia and EDM Kathy Frazier with keynote speaker, the late John R. Lee, M.D. at NTC 2000 Toronto.



Tonia and some of her Maryland team with her white Mercedes-Benz. L-R: Donna Pohler, Carol Stinson, Kim Daniels, DM Stephanie Hammond, Tonia, Jill Cunningham, Gina Freschi, Narcisa Thomas and DM Mary Lonon.

dream of being at home with my children while earning a professional income and building my own business. My promotion to RVP has given me a sense of accomplishment that is so special and rare. It’s the culmination of years of commitment, determination and a desire to inspire others; as well as an unwavering belief in the integrity of Arbonne and the brilliance of this industry. Instead of letting life events and negativity get in my way, I’ve learned to bloom where I’m planted, focus on others, count my blessings, and enjoy the ride. Thank you Petter for the gift of Arbonne!

To my awesome management team; Kathy Frazier, M. Scott Fields, Omega Weeks, Jennifer Pannell, Aimy Steele, Stephanie Hammond and Mary Lonon, and my dedicated consultants: I couldn’t have done this without you! I’m honored to have such dynamic business partners and friends. I can’t wait to see you reap your rewards!

To my sponsor, NVP, Nisé Davies: I truly appreciate you for encouraging and believing in me, even when I doubted myself. You’ve made me feel like I can do anything! ENVP, Teresa Epps: Thank you for being so caring and supportive. Rita: You’ve meant the world to my professional and personal success. You set the standard for all company presidents! Candee: You’re brilliant! Who could resist these incredible products? To my hostesses and Clients: Thanks for inviting me into your homes and for your loyalty; you’re truly appreciated.

To my husband, Kenney: This accomplishment is not just mine it’s ours! Your endless patience and faith in me have been the wind beneath my wings. Thanks for cheerfully taking over at home whenever I needed. To my adorable Brian, Alyssa and Ashley: The reward of being at home to take the lead in developing you into the remarkable children you’ve become is priceless. You are my “why”! Mom and Sharon: Thanks so much for all your help and support. You’re a Godsend. I love you all! Above all, I thank God for revealing that *Arbonne* was the answer to my prayers.

Open your mind to the possibilities! Your life can become a fantastic journey aboard this vessel to financial freedom, control of your life, helping others, fantastic friendships, world travel, and much more. Your ticket is waiting. Will you claim it?

Tonia and team at the 2003 National Training Conference in Nashville, TN. L-R: DM Mary Lonon, Melissa Earp, Yvonne Lee-Hawkins, Gina Freschi, Terry Hall, Tonia, DM Aimy Steele, Donna Pohler, Jill Cunningham, DM Jennifer Pannell and EDM Kathy Frazier.



EDM Kathy Frazier, keynote speaker Les Brown, Tonia and Yvonne Lee-Hawkins at NTC 2003 Nashville.

Tonia with her sponsor, NVP Nise Davies, EDM Kathy Frazier, Damita Townes, Patrice Worsham and ENVP Teresa Epps at NTC 1999 Orlando.

