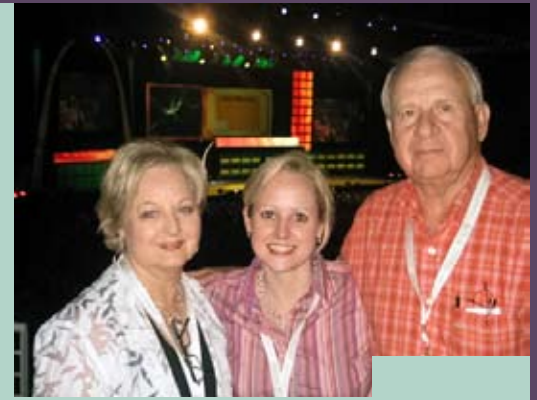




RVP Joan Gillette's Region in Los Angeles.



Sheila and ERVP Ann Schönberg.



ERVP Merle Howard, Sheila and dad, DM Doug Howard.

to Mom, he gets teased that we are all in the Mickey Mouse Club together and reminded of how well it pays!

In Arbonne, we like to say we do business with those we know and like and trust, and Arbonne is a "person to person" business. In our antique business, designers and decorators were often our customers. So, it is no surprise that, among my VPs, six are former interior designers and decorators.

Never doubt the caliber and quality of people who may join your journey! It is the most thrilling part of Arbonne to develop deeper friendships, to develop yourself and to be part of helping others succeed. As a counselor, I could tell others how to improve their lives. With Arbonne, I can show people how and help them do it! In Arbonne, I get ahead by helping others.

So, Mom and I are back in business together, have liquidated our antique operation and can focus on Arbonne. And as for the sidewalk cafes and boutiques in Paris? Now we can travel to France for fun, thanks to Arbonne's generous compensation plan! With Arbonne's UK expansion, Mom and I are headed back across the pond to share Arbonne – and I know she has antiquing up her sleeve while we are there.

My highest thanks to God. His amazing grace and faithfulness bless me daily beyond what I can ask or deserve.

To NVPs Jan Johnston and Meredith Kynerd: You are amazing women, fabulous at this business and I love and believe in you. I treasure our journey together! With more space, I could write a great chapter on each of you!

To my RVPs: Merle Howard, Elaine Papajohn, Lisa Smith, Cathy Ray, Nicole Sloane, Ann Schönberg, Stacy Divine, Brenda Parks, Sally Weatherly, Dawn Smoke, Leigh Baumbach, Dafney Dooley, Channa McKenna, Emma Germain, Joan Gillette and Sue Phillips. You are a dream team, headed to NVP! I want you to have what I have and more! I believe in every one of you and have learned from you all.

To my AMs: You are building and leading teams. Keep going. Do not quit! Look at where you are; one step away from an awesome achievement. "R is the car." Go for it!

RVP Elaine Papajohn, Chairman & CEO Bob Henry, ERVP Merle Howard and Lisa Smith at NTC 2006 St. Louis.



To my DMs and Consultants: You are on your way and in the hardest part. Persevere and stay plugged in. There are Aces among you. I cannot wait to see you reach the top!

To dear friend, EDM Jane Canniff: I am glad to be in the journey together. Let's conquer the NVP mountain, one step at a time! To DM Diana Daniel: Your dedication, precision and caring amaze me. Lace up those hiking shoes. We're headed up!

To ERVP Merle Howard: What adventures we have had! I am so proud of you, Mom! You inspire me! My Dad, DM Doug Howard: You are the epitome of success in your integrity, Godly example and achievements. You are amazing, loving parents. Thank you! I have always wanted to make you proud.

To my sponsor, ENVP Alison Henson: Thank you for an abiding friendship, your enthusiasm, and for leading the way! I will always remember the first six months, scaling the mountain to NVP, Arbonne sherpas with gold bags in hand!

To ENVPs Nina McCallie, Sibley Gammon and Susan Hutton: You are brilliant leaders and provided incredible tracks to run on, examples to follow and fun. I treasure the friendships that have emerged!

To ENVPs Shannon Johnson, Andy and Marcia Inman and Julie Newcomb: Your legacy of support, leadership and generosity have meant the world to me and so many others!

To our beloved Superman and Wonder Woman, Chairman & CEO Bob Henry and President Rita Davenport: You are the absolute best in the business! Executive Team: Your expertise and dedication put it on a silver platter for us! Corporate office and VP Support: Thank you for all you do, above and beyond. I am grateful!

If you are discovering Arbonne, I hope you jump on board. If ordinary people like me can succeed, you have nothing to lose in trying and so much to gain! Believe in yourself. You can do what so many others have and will. You may have no idea what you can accomplish until you try!

ERVP Cathy Ray, Sheila, EDM Jane Canniff and Consultant Jane Holt.



A close-up portrait of a woman with blonde, wavy hair, smiling warmly at the camera. She is wearing a dark top and a necklace with colorful beads. The background is dark and out of focus.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
EXECUTIVE NATIONAL VICE PRESIDENT

SHEILA HOWARD

ARBONNE IS THE REAL DREAM JOB

Independent Consultant, National Vice-President
Sheila Howard Nation; Atlanta, GA

Less than three years ago, my unexpected Arbonne adventure began. Time has flown, and I would not trade a moment of my journey to NVP! It has taken more than two years to sit down long enough to tell my story, one I am still living and loving every day. Here is how it unfolded ...

I was working with my mom in a family business, importing European antiques. Several times a year, my job was to scout for antique furniture and décor, to wheel and deal from Paris to Provence and beyond, and to import it back to the States. On paper, I had a dream job, but the gap between perception and reality was wide. While my friends envisioned sipping wine in the south of France and boutiques in Paris, my job was more about combing dusty warehouses full of armoires with a flashlight and tape measure, converting Euros to dollars, working 14-hour days and struggling to speak my best French. I treasured the special time with my mom, but I yearned to connect more with people and less with furniture!

Mom and I worked hard to get ahead, yet we felt the pressure of our huge inventory, a big and fluctuating credit line, finding good employees and a rising Euro and falling dollar. We experienced firsthand that the American dream of a small business has lots of hard work and headaches!

Since I was raised not to give up, leaving our business was not an option. Mom was not ready to throw in the towel. As the driver, translator and negotiator among other things, I could not abandon the ship. Years prior, Mom had suffered a debilitating stroke that almost took her life. Her recovery had been remarkable. She inspired countless people with her strong faith, constant joy and refusal to accept limitations.

In light of this, how could I quit? But, the business was not promising long term. I was single with no plan B. I had turned down a great job with a pharmaceutical company to start the business with Mom, and though I have a Master's degree in counseling, I did not want to return to that career.

A friend challenged me to leave the family business. My response: "I know in my heart it's not the right time to quit. I need to stick with this endeavor and bloom where I'm planted right now, despite my feelings. God is well aware of my circumstances. He sees me and hears my prayers. I trust there will be something good for me."

I had no idea what was around the corner. Before leaving on an overseas buying trip, my friend, Alison, mentioned a business her friend, Nina told her about. Alison was very unhappy in her job, but seemed full of enthusiasm for this new venture.

While I was traveling overseas, Alison was home in Atlanta launching her new business! Ironically, my adventures in Europe would pale in comparison to the adventure waiting for me back home. An opportunity was about to knock on my door in the form of a world class health and wellness company called Arbonne International. Arbonne was about to change my life!

I would like to say I embraced Arbonne when Alison told me more about it, but I did not recognize the value of what she was sharing. Undaunted by my doubts, I was persuaded by Alison's sheer enthusiasm to take a look. At the least, I would love to try those anti-aging



Sheila's mom, ERVP Merle Howard and Sheila at the 2006 ACE Award Dinner at NTC 2006 St. Louis.

Sheila's Sister-in-law DM Julie Howard, Blondie Howard, Sheila's niece, Julianne Howard, Sheila and Sheila's niece, Katie Howard.





NVP Meredith Kynerd, Sheila, ENVP Nina McCallie and ENVP Allison Henson.



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



ENVPs Sibley Gammon, Nina McCallie, Andy Inman, Sheila and Alison Henson, and Sr. VP Product Development & Field Events, Candace Keefe and CFO, Mark Lehman at the 2005 NVP Meetings in Laguna Beach.

products. As a single female, anti-aging is key! I assumed I could poke a hole in the business and get myself off the hook.

So, the journey began. I was determined to either poke a hole in Arbonne or to wave a white flag and jump on board. I tried more products and fell in love with the entire NutriMinC® RE™ line. I loved how it felt on my skin and the visible difference in the mirror. I learned what goes on your body, goes in your body. I saw the health value in these botanically-based products. There was no poking a hole here. Arbonne formulates world class products using the best of science and nature, with the principles of purity, safety and greatest benefits. Though I usually bought skin care products in Europe, none of them compared to the quality of Arbonne.

I read more about Arbonne and scoured the Web site. I discovered the impressive company and executive leadership behind the products. I was amazed at the phenomenal growth of this 26-year-old company, an exploding health and wellness industry and the rising popularity of home-based businesses.

Even Wall Street took note of Arbonne. A boutique, private equity firm had recently acquired the company to give it capital to grow and expand globally. All the trends were lining up with Arbonne, and the timing could not be better.

Alison was helping answer my questions, but I was driving her crazy with so many! She invited me to an informational meeting. I was curious to go, but life was busy, and I bailed out twice before I attended one.

At the meeting, I heard more about the business. I learned about the team approach and met so many sharp women who were building an Arbonne business. As part of a team, I could be in business for myself, but not by myself. I would have support and training to help me succeed!

The essence of an Arbonne business is building a network of repeat Clients who save time and money by ordering purer and better products at a discount, directly from the company and directly to their doorstep. I can make a commission on the sale of these products, and when I strategically teach others to do the same, I grow a successful Arbonne business.

Repeat sales of consumable products blew my mind, given my antique experience. You can not consume an armoire! So, I forever needed to find a new customer. Yet with consumable products, repeat sales can sustain a stream of income while the new Clients make it grow!

In mid-April 2005, unable to poke a hole into Arbonne, wondering what in the world I had to lose and not wanting to get left behind, I decided to jump on board. I called Alison: "Will you meet me for lunch? I want to sign up and start my Arbonne business today!" But, we could not find a wireless network, and her lunch hour was running out. I convinced her to ride in my car with my computer in her lap, searching for a network. We finally found one!

I continued in our antique business, and every possible chance, I was in massive Arbonne activity. I shared Arbonne with everyone I thought was interested in a healthy lifestyle and could use an additional stream of income. I introduced Arbonne's products and the business at the same time. After all, more people go to bed worried about money than wrinkles. Arbonne can be an answer for both!

Because of all the due diligence up front, my belief in the products, the company and the business was rock solid when I began. I let my friends see my enthusiasm and hear my story, but realized they would have many of the questions I had. It was up to me to confidently and consistently share this gift and offer them the same opportunity, remembering "the fortune is in the follow-up."

I had been building my team and, by the end of May, I became an Area Manager. In June, I reluctantly attended a big Arbonne event in Atlanta. I still was not sure where the Arbonne road would lead. Alison told me to go, so I followed the leader.

At this event, I caught a bigger picture and realized, "Yes, I want to go to the top." I married my belief to commitment! The end of July, I reached RVP and earned my white Mercedes-Benz. Since I was still hauling around antiques, the SUV was an obvious choice. My amazing team was duplicating a whirlwind of activity, and we had calendars full of meetings and Presentations. By the end of September 2005, I reached National Vice President.

Skeptical at first, my Dad, a successful businessman, called Arbonne "Mickey Mouse." When Mom jumped on board, he was outnumbered. When Mom reached RVP, Arbonne got his attention. Now a District Manager and incredible support

continued ...

success strategy:

“ Achieve your dream by growing your team – lead, love and enjoy the journey! ”



ENVP's Susan Hutton and Sibley Gammon, Sheila, NVP Jan Johnston and NVP Meredith Kynerd at the 2006 NVP Meetings at the Ritz-Carlton, Laguna Beach.