

## A LEAP OF FAITH

Every equestrian show jumper knows the feeling. You and your horse have been training as a team for months and it all comes down to this moment. As you approach the fence, questions flash through your mind, "Will we make it? What if my horse refuses to jump? Will I fall?" In this situation, any lapse in concentration can spell disaster, but the most successful riders learn to put their fears aside, trust their instincts and take a leap of faith. I have made several life-changing leaps of faith, and not all while seated in a saddle.

When my life with Arbonne began in Virginia two years ago, my children's father had recently passed away after a lengthy battle with colon cancer. Although Ed had worked hard all his life, my three daughters, Paige, 13, Courtney, 8 and Brooke, 7, and I were left with little more than a monthly Social Security check to live on. I had been a stay-at-home mom for years, but knew I would have to leave my girls and go back to work. The thought of running a household, coordinating day-care, providing transportation to and from activities, while juggling a nine-to-five job, made me physically ill. I certainly would not be riding horses again any time soon. I did not know where to begin. My neighbor (now my dear friend), ERVP Mary O'Donnell, had approached me several times in the past, inviting me to Arbonne Presentations at her home. "You would be great at this!" she would tell me on more than one occasion. I agreed to attend a meeting and met ENVP Nancy Wilcox, along with other incredible people. Everyone was so passionate about Arbonne, and encouraging! I was introduced to the NutriMinC<sup>®</sup> RE<sup>®</sup> skin care products and I became hooked overnight! I could not believe how wonderful my skin felt. I never thought I would be involved in network marketing, but after attending a few more events and reading about Arbonne, I began to see the big picture. I realized Mary O'Donnell had offered me a gift, and I was ready to accept it.

In March of 2005, I made a major leap of faith and started my own Arbonne business. I became a District Manager in May of 2005, with my friend and first business partner, Tracey Sanders. We both promoted to AM in November of that year. I found new business partners, and



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best friends, like AM Shawna Munsey. My next big leap of faith came in the fall of 2006. I had always dreamed of teaching my girls to ride horses — a dream that would likely never come to fruition in metropolitan Virginia. My sister, Dana McBride, had moved her family to the Boise area in 2005 and we had been to visit her. We fell in love with Idaho and I was confident I could grow my Arbonne business there. I moved my girls to our new home in Boise in August of 2006. A month later, my fiancé, Brian made his own leap of faith and joined us. My Arbonne business took off! And the best part is, there is a horse stable less than a block from our new house. My three girls and I spend most of our spare time there riding and enjoying our new horse-loving friends. Cathy Peterson, the owner of the stable, joined my business and has gone into qualification for Area Manager! With the help and support of my family, my team in Virginia and my new business partners in Idaho, I finally made it to RVP in December of 2006. I had put my fears aside, trusted my instincts and training, and my leap of faith really paid off!

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Brooke, Andrea, Paige and Courtney hiking in Tamarack, Idaho.



Andrea and Brian at Sun Valley, Idaho.



A leap of faith: Andrea and Star.



## success strategy:

“ Trust in your training and instincts, and then pledge to persevere. ”

To my three unbelievable daughters, Paige, Courtney and Brooke: You are my *Whys!* Thank you for believing in me enough to leave friends and familiar surroundings, and take the leap with me; I told you skiing would be fun! I know you have had to make some sacrifices through hundreds of phone calls, endless meetings and all my time spent at the computer. You make great little Hosts at my Presentations. I promised you the best life ever and I do not break my promises. Eskimo kisses and butterfly kisses to all three of you. I love you up to the sky, so far you cannot see! To my fiancé, Brian: Thank you so much for believing in me, even in times when I was not so sure of myself. You are my biggest supporter! I do not know what I would have done without you. On all those occasions when I had meetings and Presentations to attend out of town, you were always there to take care of the girls and hold down the fort. We all love and appreciate you so much!

To ERVP Mary O'Donnell: Thank you for never giving up on me and for insisting I accept your gift! You are a great leader and friend. To ENVP Nancy Wilcox: What can I say? You are the best! Before Arbonne, you were my workout buddy; now you are the most supportive, gracious and motivating upline one could have. Thank you for believing in me from day one, and wanting the best for me and my girls. I love you. To my first business partner, Tracey Sanders: Thanks for your friendship and encouragement. You and I learned this business together and you have always been there when I needed you. You will be cruising the beach in your new Mercedes-Benz before you know it. To my good friend, AM Shawna Munsey: You have brought laughter and fun to my business! You always know how to cheer me up, and your positive attitude has infused and energized my life.

To my sister, DM Dana McBride: Your perseverance is truly inspiring and I am confident there are many great things coming your way. Stick with it and together we will make it happen. To DM Cathy Peterson: You amaze me! You are one of the kindest, hardest-working people I have ever known. You made my family feel right at home in our new surroundings and now you are helping my business take off. What a dream it is to have the best horse trainer in Idaho join my Arbonne team and become such a great friend! Thanks so much for everything. To my crossline and best friend, ERVP Julie Francis: Thank you for taking me under your wing in Boise. You made me feel like part of your family from the first time I met you. I feel like I have known you for years.

The Virginia team: ERVP Mary O'Donnell, AM Shawna Munsey, DM Denise Thomson, Andrea and AM Tracey Sanders.



Andrea and her new Mercedes-Benz E350.

Thanks for cheering me on! To my DMs, Sharon Holmstrom, Denise Thomson, Kelly Smith, Stephanie Munsey, Karen Lunsford, Shawna Scott and Julie Lane: You all have contributed to my success. Now it is your turn to shine!

I have enjoyed meeting President Rita Davenport and Chairman & CEO Bob Henry on several occasions. Your presence on the "All Decked Out" ASAP 2006 Mexican Riviera Cruise added so much to our experience! Rita, your sense of humor trickles down to us all and reminds us always to have fun on our Arbonne journey. Thank you both!

The relationships you build through Arbonne are priceless, and with guidance and perseverance, you can take your own leap of faith and make it happen. Do not give up, do not look back and all your dreams will come true, too!

The Andrea Hughes Region in Idaho: Denise Smallwood, Havilah Peterson, DM Dana McBride, Jerri Henry, DM Cathy Peterson, Andrea and Carol Griffith.



Shad Helmstetter, ENVP Nancy Wilcox and Andrea.