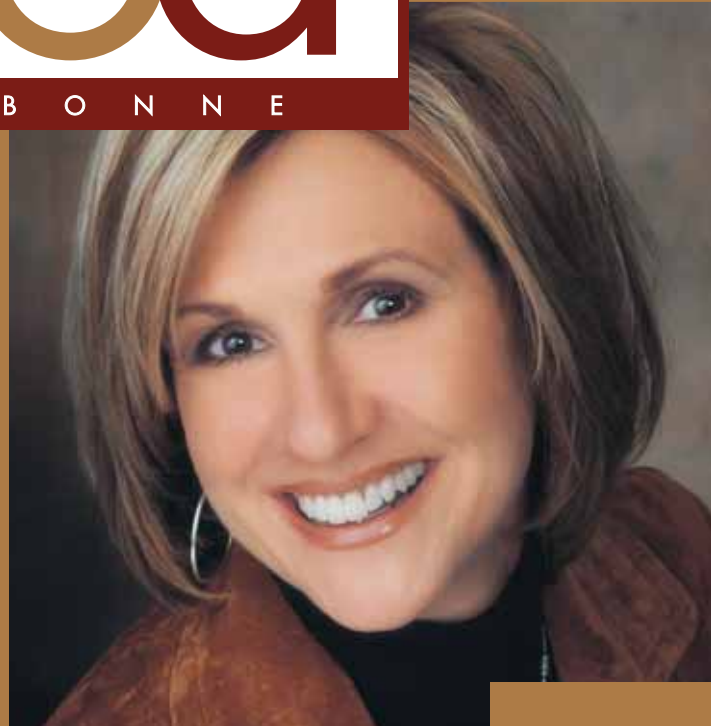


THE JOURNEY BEGINS WITH DESIRE

Wow, what a journey this has been. From day one, I knew in my heart that Arbonne was a gift. The journey has not always been a happy one. Even though I knew I found Arbonne for a reason, not everyone in my life felt the same.

I started on this journey over seven years ago, when ERVP Lisa Auen came to my house one morning to do a Presentation. I was working as a nail technician in a salon at the time. I had battled acne most of my adult life and had tried everything. The dermatologist said it did not make a difference what type of skin care I used or what I ate. She said to take the drugs and live with it. So, needless to say, I was very skeptical about trying the Arbonne products. That evening I called Lisa and said, "I couldn't believe how good my face felt, even with makeup on." I told Lisa I wanted to use the Arbonne products, but I was not sure what they could do for my complexion. I hosted a Presentation and started on the products. After a few weeks, my salon customers started making comments about my complexion. I was looking youthful! They asked me what makeup I was using. I told them it was Arbonne.

You would have thought that by working in a salon, my Arbonne business would have taken off? Well, that was not the case. I always said I wanted to be successful in Arbonne, but I was not. There are many reasons and excuses, but the fact was, I did not believe I could do it. I allowed negative thoughts to control me. I did not have a fan club encouraging me to succeed. Growing up, I was



charman hunzeker

Independent Consultant, Regional Vice President
Charman Hunzeker Region; Quincy, IL

the "Jack of all trades and not a master in one." I believed that. I always had a passion to help others. I just never found out how.

A few years ago, I packed up all my Arbonne training materials, class information — everything. I was giving it away to my Consultants. I just could not take any more negativity in my life. I did not have any support from my husband. So, instead of fighting and defending myself, I decided to quit. Then, my daughters, Devon and Jeanne, came to me and asked, "Why are you letting dad make you quit Arbonne, you love Arbonne?" What was I doing? After just a few minutes, I hugged both of my girls and told them I was not going to quit. You should never let anyone take away your passion or your dream. What kind of example was I going to set for my girls by quitting? I knew my daughters were my

continued ...

Charman's Why: Devon and Jeanne.



ERVP Lisa Auen and Charman with their Mercedes-Benzes.



success strategy:

“ Follow that desire inside of you and do not quit or let someone end your journey. ”

Why. I just did not understand how much of my *Why.* Thank you Devon and Jeanne. Words cannot express how much you mean to me. I love you.

Then it was time for NTC 2003 Nashville. I was a District Manager and had five Consultants attend this event. I had what we call in Arbonne, “my a-ha moment!” Actually, we must have experienced something special. We came back and promoted three Districts and I promoted to Area Manager in three months. That was exciting. Then in November, we found out my husband, Bob, had a chance to go into management with his company, but we would have to leave our home of St. Louis, Missouri. We grew up in St. Louis and our girls were born there. But, we knew it was a great opportunity for Bob. So, Bob moved to Quincy, Illinois on February 1. Then on March 17, we all became official Quincy residents. Well, as many of you know, organizing a move is a full-time job, so my Arbonne business was placed to the side while I took care of moving. But, my team did not stop. My monthly residual checks kept growing, even though I was not actively working. That was awesome.

In June, I hosted my first Arbonne Presentation in Quincy. I contacted every woman I met during my move — including the insurance lady, real estate agent, personal trainer from the YMCA, neighbors and my chiropractor. It also just happened to be the weekend ERVP Lisa Auen, was visiting me. What are the odds? It was a great Presentation. I signed up four new Consultants and booked more Presentations. It was the icebreaker for me. Little did I know how these things would start to change everything. We began to build our Quincy team.

I have so many people to thank. Each and every person is so important to me. We all have our own journey to travel, yet some



FRONT, L-R: Diane Lawrence, Nanette Lenderman, Alicia McNall and Darla Stratton. BACK, L-R: Charman, Sarah Dawson, ERVP Lisa Auen and Laura Olson.

will arrive quicker than others. I have heard President Rita Davenport say this is a personal growth business. Wow, she is right. I called our team “Endless Journey” because I feel we all are on a journey in life. We have that desire within us to become someone who makes a difference. When it is your time, your journey will begin. But it will never end. I have had the opportunity to listen to many great authors and speakers because of Arbonne. I attended every event I could and can honestly say that has helped me tremendously. You need to stay connected. I thank ERVP Lisa Auen for always pushing me to these events. We have been truly blessed with our leaders, NVP Kim Kearns and ERVP Lisa Auen.

My awesome team includes, AM Laura Olson; Area-in-qualification Dr. Diana Franklin; DMs Sarah Dawson, Darla Stratton, Diane Lawrence, Alicia McNall, Pam Graeler, Laura Selby, Jennifer Drury, Kathy Libmann and Sherry Cress; and DM-in-qualification Wendy Kensinger. Thanks to all of the Consultants who are a part of our team and our Clients. We could not do it without you. To my special friends, Kathy Siebert and Lori Kirk: We have been through so much together.

Not only do we have an incredible downline in our Region, but we have worked well with our crossline. We have shared successes and failures together. Together, we have achieved so much. Thank you so much to Anne Ray, Kathy Bumeter, Lisa Bonagurio, Annette Choate and Denise Garcia. There are so many more of you; I thank you all.

We have an awesome opportunity with Arbonne and what you do with it is your choice. Do not ever quit or let someone else get in your way.



ABOVE: Darlene Burkett, Wendy Kensinger and Meghan Mulcahy at NTC 2004 Texas.

BELOW: Laura Olson, ERVP Lisa Auen and Charman at a training in Chicago.



Laura Selby and Jennifer Drury at NTC 2004 Texas.



Dr. Diana Franklin, Donna Nell, Sherry Cress, Charman, Paula Hise and Dr. Shelia Laws.



Kathy Bumeter, Charman, Ben Stevenson, Laura Olson and ENVP Jodi Whitmore at the Area Manager's Challenge celebration in 2004.



REGIONAL VICE PRESIDENT

The testimonials in this story reflect the actual experience of an individual, are anecdotal only, and may be atypical.