

LIVE YOUR DREAMS

"Do you know how to work hard?" Those were the words ENVP Carleeta Nelson asked us when we were deciding whether or not to start an Arbonne business. "Yes! If there is one thing we know how to do, it is how to work hard!" was our reply. At that moment, we realized that this business does not discriminate. *Anyone* can do it, no matter what his or her background is. We jumped in with both feet and in less than a year, replaced one of our teaching salaries. In 13 months, we promoted to RVP! The writing was on the wall ... it took 20 years of teaching to reach our current salary versus a year with Arbonne to surpass it! As President Rita Davenport says, "Money isn't everything, but it's right up there with oxygen!"

Do you have a plan B? We did not; not that we had not tried! We have always been hard, dedicated workers to our profession! After 24 years of marriage, we still found ourselves continuing to live month to month. We just never seemed to get far enough ahead to feel secure about our future and prayed that nothing catastrophic would happen. With both of us being career teachers, each working second jobs on top of that, we looked at each other one day and said, "I think this is about as good as it is going to get!" We understood the need to look for a different way to supplement our income if we wanted to be able to fulfill some of our dreams. Yet, the thought of being tied down to working certain days and certain hours at our secondary jobs, and knowing that the hourly wage would never change, did not appeal to either of us. Our future was not going to change unless we did something about it! If we kept doing what we were doing, we were going to keep getting what we had been getting. That is when Arbonne came along!



David and Annette Jacks

Independent Consultants, Regional Vice Presidents
David and Annette Jacks Region; Norman, OK

There are many advantages of having a home-based business like Arbonne. We get to be our own bosses, work the hours that are convenient for us, get tax breaks, earn vacations and other gifts, see our potential salary grow and, to top it all off, drive a white Mercedes-Benz! We were sold on this company because we loved the changes we saw in our skin. Aside from that, we discovered that the best part of it is teaching people why it matters what they put on their skin and into their bodies. We will always be teachers at heart

continued ...

AM Amy Rice and daughter, Annette; DM Debby Porter and daughters launching Debby in New Hampshire.

David, Annette and son, Carey.



Carey, one of our Whys.



success strategy:

“ Do not let your fears outweigh your *Why!* ”

and love that we are still getting to educate people! Another great thing has been the number of amazing people we have met and gotten to know. Without Arbonne, our paths probably would have never crossed!

There are many fears associated with starting a new Arbonne business. That's normal! Rita Davenport's insight reminds us of the *Why*: "Arbonne is personal growth disguised as a skin care company." This means that Arbonne Consultants do much more than pursue their own dreams of living happier, more fulfilling lives — they help others do the same. With that in mind, fears about making phone calls and getting rejections are greatly reduced. Whenever we hear a "no" we remind ourselves that we are not asking people for anything, we are offering them something. We did not want to look back and think to ourselves that we could not fulfill our dreams just because we were not willing to make phone calls. Do not let your fears outweigh your *Why*, do not make excuses for why you cannot do this business, and do not let dreamstealers keep you from achieving your dreams! Make the decision now to spend time doing something that will change your family's future.

There are so many people to thank for giving us the gift of Arbonne.

Thank you, God.

To our son, Carey: Thank you for your support and encouragement! We love you more than words can say. You are part of our *Why*. Thank you for the joy you have brought to our lives.

To ENVP Carleeta Nelson and her husband, Phillippe: We could write a book about what incredible people you are. We are so blessed to have you in our lives! Training was so important to us, and what you have given and continue to give leaves us speechless! Your leadership, determination, integrity and giving spirit shine through in all you do! You are such an inspiration to us! To your children, Blake and Lindsey: You are part of your mom's *Why* and the very reason



David, Annette, ENVP Carleeta Nelson and husband, Phillippe, on the ASAP 2005 Hawaii trip.

so many of us have now been blessed with this business!

To ENVP Martha McIntyre: You are the reason so many of us have been offered this opportunity! You are such a gracious, giving person. Thank you!

To AMs, Julia Bureson, Brenda Pignato, Murray Henke and Susie Huffman: Your dreams are coming true! We appreciate your hard work and determination! To AM Amy Rice: Who would have thought that after 19 years our paths would cross again? You and Fred are both amazing. Your drive and determination will take you to the top of this company in no time at all!

To DMs, Rose Kalinski, Shelly Lee, Debby Porter, Andrea Lorenz, Audrey Jeans, Jen Forehand, Cydney Stephens, Tonya Joyner, Liz Houck, Carol Farl, Devyn Gardenhire, April Bureson, Lethika Richter-Addo and Kim Shelton-Fipps: We are so grateful for each and every one of you.

To our Clients: Thank you for using Arbonne products! To Jennifer Toperzer: You were the first person we called to host a Presentation and you said, "Yes!" That meant the world to us! To all the teachers who have been a part of our journey: Thank you from the bottom of our hearts!

To Tracy Meadors: Thank you for connecting us to Carleeta!
To Arbonne: Thank you for making dreams come true!

Annette and David with friends and part of their team at NTC 2005 Las Vegas.



ABOVE:
David & Annette Jacks
Region and ENVP Carleeta
Nelson.



< LEFT:
David, Annette and part of
their Oklahoma team.