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E Y E O N A R B O N N E

LIFE: IT IS EITHER YOUR EXCUSE OR YOUR REASON

I am so honored to be writing my *Eye on Arbonne* story. I have written it many times in my head because, you see, I have been with this company for a very long time. During the 11-plus years of my Arbonne career, I have seen many people who have had to face incredible obstacles and yet succeed in their pursuit of the Arbonne dream. I have finally figured out the difference between them and others who have fallen short. Those who make it have a strong, unstoppable desire to succeed and help others achieve their personal goals. They have a no-matter-what attitude and will do whatever it takes to reach their dream. It makes me very happy to count myself among them.

My story goes almost as far back as Arbonne, the company, does. More than 20 years ago, I was a high school teacher who stumbled upon the great Arbonne products. I am still indebted to Barbara Furusho for introducing me to the products and for "dripping" the opportunity on me for 10 years. When my two sons were born, my priorities changed from having a career to raising a family. I knew I wanted to be home with my children. Arbonne became a perfect match for my circumstances. It would provide me the opportunity to be there for my boys when they went to school in the morning, volunteer at their schools and be home to welcome them in the evening. I would be able to schedule my business around my family, creating a supplemental income and developing a strong consistent business that could benefit my family for many years. The flexibility and potential financial possibilities alone were enough to convince me that this was the way to go. Yet Arbonne furnished so many other wonderful perks, including product promotions, gifts of jewelry, monetary bonuses, exotic trips and family vacations, as well as lasting friendships with incredible people; all of which have enhanced my life in so many ways.



mary donofrio joanis

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It has always baffled me why anyone would not dive into Arbonne headfirst. Growing my business through the years and gaining so much more than I bargained for in the process has been worth every ounce of energy I spent and every minute I gave striving toward Arbonne success. You can imagine the excuses I have heard in all my years with Arbonne, such as "I have to spend time with my kids," or "my regular job takes too much time," to "I am not a salesperson," and even "I cannot afford to quit my job — I need that steady paycheck!" Many would view these statements as reasons why a person should not attempt an Arbonne business, when really they are statements why that person should seize the Arbonne opportunity as fast as possible.

continued ...

The Joanis family.



Paco and Mary on the ASAP Cruisin' to Success Cruise.



Paco, Mary, Christopher and Patrick in Mexico on an Arbonne vacation.





Mary with Arbonne Executive Vice President, Stian Mørck.



AM Brittany Ryan-Todd and AM Diana Parsons.



L-R: Teresa Johnson, Debbie Harris Biller, Diana Parsons, Mary, Pam Crippen, Brittany Ryan-Todd and ERVP Terri Noble.

success strategy:

“ Turn all your excuses for not doing this into your best reasons for doing it. ”

Over the years my *Why* has evolved to reflect my personal development. Recently my *Why* has revolved around my burning desire to help other people achieve their own goals and dreams. One of these people is my husband, Paco, who has been the major bread winner in our family and an incredible supporter of my business. His dreams of retirement and creating a baseball training center for kids became as important to me as it was to him. Through Arbonne, I am able to grant his wish! There are so many other people who want more out of life and do not know about the Arbonne opportunities. As empowered Arbonne Consultants, we can help them see that their excuses can actually be their best reasons for creating a business of their own. Helping people realize their dreams has become the main mission of my business.

My Region is successful because of an incredible team effort. We are so fortunate to consist of many Clients, and small personal business Consultants as well as business builders. I thank my team so much for their effort and commitment, and for the no-matter-what attitude that is so obvious in everything they do! I would like to extend special congratulations to Rae Marie Biaggne, who did her third month qualification for Area Manager while her son was having open-heart surgery. A great thanks goes to Area Managers Diana Parsons and Brittany Ryan-Todd, and their

teams who have been so supportive. Thank you also to District Managers Maureen Cox and Karen Chastain. I am very thankful to the Consultants in our Central District — they are building and growing.

A special thank you goes out to our leader, ERVP Terri Noble who I am so proud to call a friend as well as a colleague. Many thanks are extended to her mentors, Cecilia Stoll and Kathy Lutz who have crossed the lines to offer coaching and support. We are modeling ourselves after your example here in the Northwest and welcome all to our trainings and meetings. I also want to thank our NW Manager team that is made up of so many different lines all working together and supporting each other. It is a powerful and dynamic group!

Petter, Rita and the Home Office staff: You are awesome. Finally, our team would not be so strong without the help, support and love we receive from Stian. Stian, thank you for listening!

For me, Arbonne has been a vehicle to support the family values that I cherish so dearly. Paco, Christopher and Patrick: Thank you for being my reasons for building this Arbonne business. You fill my life and I am so grateful to continue to have the opportunity to be there with you on this marvelous adventure!

Mary and Terri Noble at NTC 2001 Hawaii.



Mary with Arbonne Executive Vice President, Stian Mørck and AM Brittany Ryan-Todd.



L-R: Executive Vice President Stian Mørck, AM Rae Marie Biaggne and Arbonne Founder, Petter Mørck.



Mary, Terri Noble and Glynis Mount in Scottsdale.

