

A close-up portrait of a woman with shoulder-length, wavy, light brown hair. She is smiling warmly at the camera, showing her teeth. She is wearing a vibrant, multi-colored striped shirt with shades of red, orange, yellow, and purple. The background is a solid, dark color, possibly black or dark grey.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT  
NATIONAL VICE PRESIDENT

CONNIE KAAIOHELO

# THE JOURNEY IS WHAT IS IMPORTANT

Independent Consultant, National Vice President  
Connie Kaaiohelo Nation; Edmond, OK

What an incredible journey these past three-and-a-half years have been for me with Arbonne. Now, I am certain the journey is what is important to focus on, rather than the destination. I knew Arbonne was a gift from day one and I have never looked back. My story is so similar to others and yet so unique to me. In order to share my Arbonne journey with you, I need to backtrack a few years.

I graduated from college in 1999, married my husband, Jared, in 2000 and settled into the "real world," which meant looking for a job. I enthusiastically began pursuing a job in pharmaceutical sales, which, at the time, was my dream job. I interviewed rigorously and was ecstatic when I was offered a pharmaceutical sales representative position. I had a good starting salary, great benefits, a company car and computer, and my sales territory was in Edmond, my hometown, and the surrounding Oklahoma City area. It was just what I wanted — in the area I wanted. I was truly thankful for the job and opportunity given to me. However, it became just that — a job!

I soon learned that my time was owned by my pharmaceutical sales job and I was going to have to work for a company for almost 40 years before retirement was an option. Slowly, I realized this was not the ideal career for me. My husband was working hard and had just opened his own business, so my income was vital. I knew quitting work was not an option and we needed something to replace my income with. I was introduced to Arbonne at a convention. I immediately knew this opportunity had been placed in my path for a reason. I began to think that maybe this was a way out of corporate America for me and my family.

My journey began that day with a leap of faith. In the beginning, I had so many questions. Could this really work for me? Could I really replace my income? What would I have to lose and/or gain by trying? What would people say? Could you really work this business with a full-time job and a family? Despite the lingering questions, I decided to go for it. My first Presentation was a dud! Maybe you can relate. The key, though, is that I was immediately encouraged and coached on how to improve. Positive training and reinforcement is continually available.

The only pressure you experience in Arbonne is the pressure you put on yourself and you reap all the benefits of your effort! How awesome is that? If your headlights do not allow you to see far enough ahead, drive forward. I have chosen to have a career with this company. After a couple of years building my business, I matched my salary as a pharmaceutical sales representative.



Connie's precious family and her *Why*.



Connie with daughter, Kora.



Connie with husband, Jared.



Connie with husband, Jared and daughter, Kora.



Connie with ENVP Deanna Herrin.



Connie with AMs at the Area Manager retreat in Tulsa, Oklahoma.

The big picture became even more clear. I promoted to RVP in October 2003 and NVP in March 2005.

I have found that working in corporate America is not any more prestigious than owning my own Arbonne business and helping men and women with their skin care needs. This is my career now. The biggest difference is I am able to choose who I want to work with, when I want to work and how hard I want to work. I love that so much. I also love the fact that I can work my business around my family's needs. I have enjoyed helping empower others to reach their dreams, change their lives and see themselves become successful. This business is wonderful because by helping others, you can become successful as well. You cannot motivate someone else; you can only create an environment where people will decide to motivate themselves.

Last year, my husband and I found out we were expecting our first child in October. I resigned from my previous job in March 2004 to enjoy my pregnancy, as well as build my new Arbonne business. One of my goals was to be a stay-at-home mom and I was able to realize that dream. Having a child really put things in perspective about how important it was for me to be at home with her. I did not have to place our daughter in daycare, nor did I have to take maternity leave. I have been able to be there for her. Arbonne is the greatest fit for women who still need an income, but do not want to sacrifice being away from home.

Over the past three-and-a-half years, I have learned so much about my dreams. I now desire more than ever to help people achieve the exact same success I have had. Anyone can do this business. You do not have

to have a special personality type and you do not even have to be a great sales person — you just have to be yourself.

That is what I love about Arbonne. There is an incredible duplicatable system that really works. I have seen so many women unhappy with their current situations; whether it was working or not being compensated enough, wanting to have more family time or just wanting to make their own decisions in life. This business can help people find answers and Arbonne can fulfill those needs.

First and foremost, I would like to thank God for always answering my prayers. He continues to bless me in so many ways and is so faithful.

To my husband, Jared: Thank you for becoming my partner this year and allowing me to go where I needed to go. Thank you for doing all the behind-the-scenes work with Kora, and watching her overnight several times by yourself when she was just a few weeks old. Your bond with her is precious. You are a great husband, leader and father. I love you with all my heart.

To Kora: You are the light of my life. You are such a joy and make me love being at home every single day! Kora, how I delight in you every day — you are a blessing from above and are the reason *Why* I want the blessings.

*continued ...*

## success strategy:

“ Your focus determines your future. ”

Connie with RVP Kathy Hawkins, ERVP Cristi Cole and RVP Carrie MacDonald.





Connie and her team at her promotion in April 2005.



BACK, L-R: RVP Betty McMillioan and RVP Kathy Hawkins.  
FRONT, L-R: Connie, RVP Cheryl Plauche and ENVP Deanna Herrin.

To ENVP Deanna Herrin: Thank you for always being such a strong person. You are a great example and inspiration. Thank you for always believing in me, helping me set goals and allowing me to become independent and grow.

To Anne Decker: Thank you for introducing Arbonne to me, for loving me and being patient. I appreciate all your help!

I am blessed with amazing people. To my aunt, ERVP Kathy Hawkins: You blow me away! You have been so coachable and are truly a blessing in my life. We have grown closer through this business and I am so thankful you were there at my car presentation and decided to join my business. My business changed that day for the better! Your hard work and determination are going to take you to the top. I know we have many more Arbonne memories to come!

To ERVP Cristi Cole: You are my first Ace. I am so thankful you decided to join my business as my first business partner. Our friendship will be lifelong. You are precious to me.

To RVP Carrie MacDonald: Thank you for always going above and beyond to help in every situation. You have blossomed into a beautiful example for your team. You deserve all the success in the world!

To my Area Managers and RVPs-in-qualification: Go for it! You can do this. Just think, if Connie can do it, so can I. Keep trucking along and you will get there. Patience and perseverance are the keys.

To all my District Managers: Push forward, follow your upline and practice the system for success. It works. I believe in each and every one of you!

To all of you who are reading my story: You can have the same success. It just takes a leap of faith and trust. Believe in yourself and your dreams. Sometimes the fear comes in and can cause doubt. I encourage you to look beyond today and focus your vision on the future. Persevere and allow yourself to enjoy the moment. This is a journey that begins with a single step that can change your life forever. Allow yourself to think and dream big. The sky is the limit with Arbonne. I invite you to be the next NVP!



TOP: Connie and the Texas team in Austin.

Connie at NTC 2004 Texas.

