

A professional headshot of Kim Kearns, a woman with shoulder-length blonde hair, smiling warmly. She is wearing a white collared shirt under a light beige blazer and a pearl necklace. The background is a dark, neutral color.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

KIM KEARNS

PERSEVERANCE CAN LEAD YOU TO SUCCESS

Independent Consultant, National Vice President
Kim Kearns Nation; Naperville, IL

Do you "get it?" I am happy to say that I do ... I finally "get it!"

Coming from a sales and marketing position in corporate America, I did not get it back then, what I did get was that where I was in my life was not where I wanted to stay for long. Though, when talking to an Arbonne Consultant recently, something occurred to me. I realized that we all have options, we can make choices to move forward and grow in life, or choose to stay right where we are ... it is all up to us. As the Consultant and I talked, we both realized that we choose to grow, learn, discover and to become a part of something so big and rewarding, that the possibilities could be endless ... that is the way I feel about my Arbonne business: The possibilities are endless, "I get it, I get it!"

I can remember back to my corporate days when I would dread Sunday evenings because I knew Monday followed; I would get depressed just thinking about it. I knew there had to be another option. After getting married and having two children, I knew corporate America was definitely not a good fit for me. Fortunately, finding Arbonne changed my life forever. I now never experience the Sunday-night blues and look forward to going to work my Arbonne business every day!

Truly amazing things can happen once you "get it" ... once you realize that your possibilities are endless. Unfortunately, you have to step out of your comfort zone; your phone will not ring unless you dial-



Kim with her husband, David in Cancun.



RVP Laurie and Dan Bachleda at NTC 2004 Texas getting ready for NTC 2005 Las Vegas ... Paris.



ABOVE: President Rita Davenport with Kim's family. L-R: David, Kelsey and Tyler. RIGHT: L-R: Kim, RVP Lisa Auen and ENVPs Julie Newcomb and Donna Johnson at Lisa's car presentation in St. Louis.





Kim with her DMs Lise Fitzsimmons, Becky Dzielinski, Carrie Igoe and Patty Knaresboro at the Texas Stadium at NTC 2004 Texas.



Kim with RVPs Lisa Auen and Laurie Bachleda at NTC 2004 Texas.



Kim with her Managers at the Great Getaway Summer conference in Green Bay, Wisconsin.

out first. Once you start dialing it, your Arbonne business will flourish. When you step out of your comfort zone it may be intimidating, but you learn and grow so much ... it will make you feel incredible! I had a Consultant tell me recently that she stepped out of her comfort zone in a big way, and she was subsequently rewarded. This particular Consultant told me she literally thought she would get sick when she made phone calls (I am certain we have all felt this way before), but the response she received from those calls gave her the confidence she needed. I know she will step out again and again. That's how it works: You step out, and you grow. I have to tell you, this is a process. I would love to teach you how to step out of your comfort zone ... it is so rewarding. Once I finally started stepping out of my comfort zone, my business truly started to grow. Let your upline help you to grow with Arbonne. Decide what you want, have a strong *Why*, and get to work. Arbonne is going places ladies and gentlemen, why not come along for the ride of your life?

We are all here to make a difference, and you can make a difference in the lives of others by sharing the Arbonne opportunity and products. Open your mouth and talk from your heart ... share what you know with others, they will listen. Then remember, some will listen, some will not ... so what, move on!

I have built my Nation by building my business during the "nooks and crannies" of my day. I have consistently built it a little every day. My children Kyler and Kelsey were babies when I started my Arbonne business while my husband traveled extensively, so I did the nooks and crannies method of building. If you are consistent, you duplicate yourself and never quit. Arbonne is here for the taking, and I highly recommend it!

The journey I have had with Arbonne has enhanced my life greatly; I have to share it with others. I am so fortunate to live such an incredible lifestyle. This is what I share ... the lifestyle we are afforded through Arbonne.

I share this journey with some very special people. My sister-in-law, RVP Lisa Auen, is the root of my Nation. Her perseverance and commitment has built her an incredible team. Her Nation is right behind mine ... we all need someone to keep us on our toes and Lisa has kept me on mine. An enormous thank you to Lisa and her team for all of their commitment, I love you all so much!

continued ...

success strategy:

“ Once you get it, the possibilities are endless! ”



Kim and Sr. VP Product Development & Marketing, Candace Keefe in Cancun.



All of the new Managers at the New Manager celebration at NTC 2004 Texas.



RVP Lisa Auen with AMs, Kathy Bumeter, Laura Olson and Charman Hunzeker at the Texas Stadium at NTC 2004 Texas.

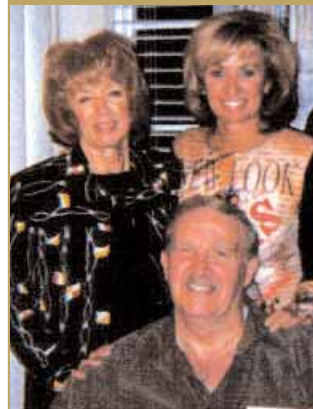
To my dear friend, RVP Laurie Bachleda: It has been so fun to watch your team grow. You and your team are on your way to the top, and I am so glad you "get it." I love your Region and feel so blessed to have you all in my life.

To my Region: We did it girls! We are there, and I could not, nor would I want to do this without any of you. I cannot wait to see you all receive the keys to your Mercedes-Benz's; you all are a big part of my *Why!*

To my friend, ENVP Donna Johnson: You are truly Arbonne's national treasure. Thank you for setting the bar for us all and being a mentor to Lisa and me.

To Rita: Thank you for raising the bar for us all and for teaching us to be the best we can be. I feel so blessed having you in my life. To Candee: I adore you. Thank you for bringing these incredible products to us, and for all that you do!

To all of my incredible mentors, trainers, leaders, friends and fellow NVPs: Thank you for your leadership and friendship. I have gained so many and will cherish them always. To my mom and sponsor, ERVP Stacey Lindsey: Your support means so much, thank you for listening and being there for me, always! I love you both!



ABOVE: Kim's daughter, Kelsey, and niece, Taylor with Alex and Livvy Johnson at the Johnson home in Phoenix.

LEFT: Kim with her mother and her late father.

To my husband, David: You and I share this journey with two beautiful children, Kyler and Kelsey. I am so blessed to have such a supportive family. I love you all and do this business for us. You have no idea how much it all means to me ... everything you do. My prayers were answered when he put you in my life.

I want to dedicate this accomplishment to my father. I lost him this summer and will miss him so much. My dad was my biggest supporter. He always encouraged me and he loved that I was on this journey. I love you, dad!

Nine years ago, I followed my intuition and started as an Arbonne Consultant part time. I still work my business part time. Be consistent, persistent, step out of your comfort zone to persevere and you will succeed with Arbonne. I hope you all "get that!"

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