

A BELIEF IN LIMITLESS OPPORTUNITIES

We have all heard that great things come in small packages. For me, a little tube of Bio-Hydria® Eye Cream changed my life. I have psoriasis and eczema and have spent my entire life in the offices of dermatologists. Two years ago, I developed an uncomfortable eye infection that spread to both of my eyelids, causing them to burn and crack. After numerous visits to physicians, expensive steroid creams and the inability to use mascara, I was feeling very frustrated.

I visited my sister in Indiana, NVP Janet Elliott, who recommended that I try her Arbonne eye cream. I recall asking, "Who's Arbonne?" while protesting that nothing would work. She persisted and within hours, my infection began to improve. Within days, it was gone. My doctors were amazed. Curious, I began trying other Arbonne products and was excited by the results. It truly was a life-altering experience. After years of struggling with my skin and spending money on products that did not perform as advertised, I was receiving compliments on my skin. Friends began asking what I was using.

My sister encouraged me to become a Consultant to enjoy the wonderful opportunity. As we completed the application, Janet made the comment; "You might want to sell this someday." I firmly replied, "No, not in a million years." However, the Arbonne seed was planted.

Up until this point, I was happy being a wife, mother and friend. My children, Mari and Matthew, were growing more independent every day. I soon realized, as they were becoming young adults,

Mom and dad, Toralv and Gertrude Dahle, with Mari and Betty in Norway, 2004.



ABOVE: Betty's Whys: Matthew and Mari.
LEFT: The Kissell Family. Bob, Matthew, Betty and Mari.



betty kissell

Independent Consultant, Executive Regional Vice President
Betty Kissell Region; Burnsville, MN

that I needed to stop and redefine who I was and who I wanted to be. I thought back to my sister's comment about Arbonne. I loved the products and thought this might be an opportunity to supplement my income, and help prepare for college tuitions that lurked on the horizon.

In October of 2003, I invited a few friends and family members to my home for a skin care Presentation. I had never hosted anything in my home before. I soon found myself hosting skin care Presentations in other people's homes and unexpectedly building a business. I promoted to District Manager and then Area Manager in just four months. Several dear friends have joined me

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success strategy:

“ Dream a dream bigger than your fears and act as if it is already a reality. ”

in this adventure as well. One year later, our team is the first Arbonne Region in Minnesota! This past fall, I resigned from my full-time position as a behavior specialist for 800 elementary school children. It has been an incredible journey richly blessed with the gifts of friendship, flexibility, freedom and self-discovery! Through Arbonne, I have discovered a new passion in life and a belief in the limitless opportunities that await each one of us, all because of a little white tube of eye cream.

The Arbonne journey is about daring to believe in yourself, no matter what. Believe when others say, "You can do it." Keep going when they do not. When you believe little, you expect little. Dream a dream bigger than your fears and act as if it is already a reality. Have faith and commitment and believe with all of your heart. Then, turn around and help others do the same.

My daughter's high school swim team had not won a meet in five years. Several girls had been on the team since the eighth grade. Can you imagine training every day in the cold water and not winning a single meet? When I asked the girls why they had stayed on the team, their reply taught me a valuable lesson, "We stayed because we knew if we kept going, we would win someday." They kept their eyes on their goal and kept going despite obstacles in their way. They knew and they believed and they built each other up, each step of the way, while working hard. They built a winning team that is strong and deeply committed to each other in the pool, as well as outside of the pool. The dynamics are truly remarkable. I believe that this is what happens with Arbonne.

In Arbonne, you are surrounded by a team that will help and support you as you build your own dream. This company is not about products, it is about the people that are brought into your life because of the products. I have been mentored by a wonderful group of women. To the "professor," ENVP Donna Weiser: Thank you for reaching down. Thank you, ENVP Nancy Wilcox, for



ENVP Donna Weiser, NVP Janet Elliott, Betty, ENVP Nancy Wilcox, EAM Colleen Krebs, AM Liz Hovelsrud and ENVP Sandra Tillinghast on the ASAP Cancún 2004 trip.

teaching me "no matter what." To ERVP, Chris Robinson: Thank you for following your lead on Janet Elliott. To my beloved sister, NVP Janet Elliott, thank you for your unconditional love and infinite patience, and for your support. I would not be here without your faith and your belief in me, even before I could see it for myself.

To my amazing team: We are a Region because of your talents and dedicated efforts. To my three Aces who have held my hand the entire journey, EAM Colleen Krebs, DM Cristina Stutler and DM Karen VanBeek: Thank you for your friendship, courage and laughter. To AM Liz Hovelsrud and to my DMs, Shelley Brown, Connie Cauble, Lucie Flynn, Wendy Greiling, Marcia Johnson, Cindy Post and Ann Whigham: You all are true leaders. Your actions have inspired me each and every step of the way. Finally, I want to thank all of my Consultants and Clients. Our Region would not be here without all of you.

To the rest of my family, mom and dad, Teresa, Bryan, Thom and Angie: Thank you for your love and willingness to help at every turn. You are amazing cheerleaders. To my wonderful husband, Bob and my beloved children, Mari and Matthew: Thank you for everything you have done to help and support me. I could not have done this without you. Thank you for your patience and your love.

To President Rita Davenport and the Home Office staff: Thank you for your generous spirit and tireless efforts on our behalf. And finally, to Founder Petter Mørck: We would not be here without your vision. Hjertelig tusen takk! (A thousand thanks!)

Andrea Welter, Betty, DM Cristina Stutler, EDM Cindy Post, Tally Peterson, DM Lucie Flynn and DM Karen VanBeek.



The Norwegian Leg: Betty, Founder Petter Mørck and sisters, NVP Janet Elliott and Teresa Detwiler at the ASAP Cancún 2004 trip.



Front, L-R: Laura Giefer and EAM Colleen Krebs. Back, L-R: DM Wendy Greiling, DM Connie Cauble and DM Marcia Johnson.



REGIONAL VICE PRESIDENT

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