

A close-up portrait of a woman with dark, curly hair, smiling. She is wearing a black top, a gold necklace, and a gold earring. The background is dark.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT
NATIONAL VICE PRESIDENT

BARB KOLBY

REACHING FOR THE STARS

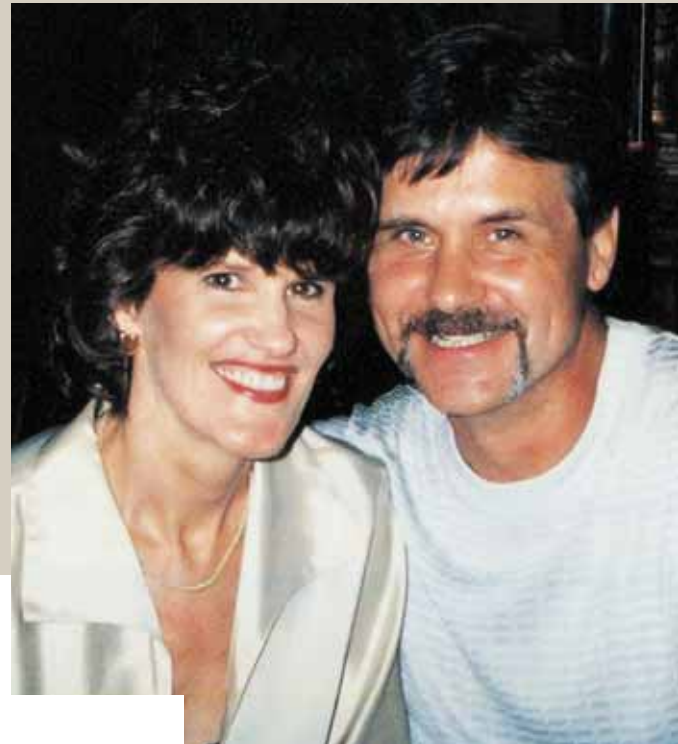
Independent Consultant, National Vice President
Barb Kolby Nation; Berwick, ME

After many months of discussing Arbonne as a vehicle for my dreams, I began my journey in February 2001 when ENVP Kathy Lutz flew to Maine to help me launch my business. I had a longing in my heart for more and immediately made a no-matter-what commitment to build this business to the top level. Reading all the success stories of others instilled hope and excitement in me because I knew that one day I, too, would see my dreams come true! I began with clearly defined goals, a dedicated heart, a determined attitude and a lot of prayer! I could not wait to get started and got into action immediately, teaching Presentations and sharing the Arbonne opportunity with anyone within speaking distance. I even signed up for NTC 2001 Hawaii, which was just six short weeks away. All of my initial steps were positive and moving me forward.

I was driven by three strong reasons to build a successful Arbonne business: My husband, my children and myself. It was my dream to earn a professional income from home that would enable me to remain with my children and release my husband from his exhausting 60-plus hour workweek. The Arbonne opportunity has made this our reality.

With my past experience as a director of a pregnancy clinic, I have always had a heart for others. I love being around people and am genuinely interested in everyone I meet. However, I understood early on that a key to building a

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Top to Bottom
Barb with husband,
Kurt.

Barb's 4-year-old
grandson, Kurtis.

The Kolby kids, L-R:
Tyler, Karlye, Seth,
Morgan, Kerri and
Meaghan.



NVP barb kolby



RVP Cheryl Bloser, Barb and RVP Mary Neault with their Arbonne Mercedes' in Maine.



Barb with ENVP Kathy Lutz at Barb's RVP car Presentation in September 2002.

strong organization in this business requires a shift in thinking from the traditional workplace dynamic. While working at the clinic with an all-volunteer staff of nurses and counselors, I learned that you lead from the heart. In Arbonne, we grow when we move from an employee-employer mindset to one of servant-leader. We succeed by helping and investing in others. It is not about me it is about us. By teaching, training and helping others to achieve their own goals, yours quite naturally become a reality. This is not a competition, rather a team effort ... all set with a common goal in mind.

A respected author on leadership, defines it by saying that a great leader is more than a position. He explains that a leader is not a title, rather, one who has a genuine love and concern for people, possesses confidence and carries the vision. Leadership encompasses positive influence, placing priority on developing and investing in those around them. A leader is one who inspires others to reach for the stars!

Another key I found to building a successful business is commitment and belief. I am the mother of six wonderful children and a grandmother of one. When I began the journey into motherhood, I did not take it lightly. I was determined to help each of my children reach their full potential. I would do

everything in my power to see them succeed. I accepted both the trials and the joys. Can you imagine approaching motherhood with a non-committal attitude: I will give this baby a try, see if she works out, if not, give her back? Of course not! We do not go into such a life-changing journey half-hearted. I had the same attitude toward my Arbonne business. I applied the principle of doing whatever it takes — always willing to do the difficult things. Observing the success achieved by my upline, I was determined that to be successful myself I would need to be coachable. So I did everything Kathy told me to do, in turn encouraging others to do the same! Do not just give it a try — build your business with all your heart. Become passionate! Get hungry and decide that you will see this through all the way to the top! Develop a no-matter-what attitude. Learn to discipline, challenge and stretch yourself. Never settle for average. Be the best you can be and go for it with all you have!

I have also learned how important it is to guard against negative thoughts. As President Rita Davenport says, "Mind your mind!" When doubt or fear threatens to steal your positive, forward-moving momentum hit that cancel button in your mind.

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success strategy:

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If you can imagine it, you can achieve it.
If you can dream it, you can become it.

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Barb with RVP Cheryl Bloser at NTC 2003 Nashville.



Arbonne President Rita Davenport, ENVP Kathy Lutz and Barb, September 2002.

My favorite book says to think about whatever is right, true, noble, lovely and admirable. Another writer says to visualize your success and turn your desire into a consuming passion. You will succeed if you see yourself.

Looking back, I realize that it is important to enjoy every level as you strive for the pinnacle of Arbonne success. The beauty is in the journey. How excited I was as a new Consultant, dreaming of all the possibilities! District Manager was a wonderful first step. Area was a building level, bringing new leaders on to the team. Achieving VP was a thrill, especially when I received the keys to my beautiful Mercedes-Benz. And now at Nation ... it is the icing on the cake. How wonderfully sweet it is!

This business has allowed me to have more than I had ever dreamed possible. I am home with my children, my husband Kurt has found that he too, can dream again and do the things that he had let go of long ago. As a family, we now have choices for our future – for our children’s education and for travel, a passion we have always loved.

My heart is overwhelmed with thankfulness to God for hearing the cry of my heart. I am so grateful to Founder Petter Mørck for his vision for this most incredible company. Because of it I now have a lifestyle I had once thought was only for others. President Rita Davenport inspires me to always go beyond and reach for the stars!

My team has blessed and enriched my life in ways I find difficult to express. Their oneness of heart and willingness to go above and beyond the call of duty is amazing! I am so very proud of each one of them. To all of you: You are the best! ENVP Kathy Lutz: Thank you for always believing in me and carrying the vision.

Finally, to my husband, Kurt, and my children: You were my reasons *Why*. I love you with all my heart!

Some Managers, Barb and President Rita Davenport at the Wildhorse Saloon; NTC 2003 Nashville.



Barb with RVP Mary Neault at NTC 2002 Long Beach.

