

## TIMING IS EVERYTHING

I was first introduced to Arbonne back in May of 2004 by my good friend, NVP Gina McMurry. She wanted to know if I knew what network marketing was and if I had ever heard of Arbonne. Although I knew what network marketing was, I had never been involved with any network marketing companies, and had never heard of Arbonne. She had a friend, ENVP Tori Brandt, who was experiencing the potential for great financial rewards with Arbonne. Since I had left a lucrative career as a dental hygienist to become a stay-at-home mom, I was intrigued. I am blessed to have a wonderful husband with a great family business and was afforded the opportunity to stay home with my two darling children; however, I did miss the sense of independence I had when I was working. Little did I know Arbonne was soon to be the answer.

I came to a launch Presentation at Gina's house and even hosted Gina's first Presentation, but then sat back and watched her success for a full year before deciding to jump in. I think timing is everything and in April of 2005 the time was right for me to get involved. After starting and promoting to District Manager in two months, it took eight months for me to really see the life-changing potential this business has to offer. After realizing the scope and power Arbonne has to make exciting changes in your life, I became excited and enthusiastic, and my business began to grow. I became an AM in March 2006 and an RVP on Nov 1, 2006, 18 months after starting my Arbonne journey. My advice to anyone who is considering this company is to listen to those who have gone before you and to trust in the integrity of this company. As my upline and great friend, NVP Gina McMurry, has said, the one with the most excitement wins! I could not agree more. It is so fun to be able to help others dream again, as well as to bring energy into my home. It is great not only sharing my children's successes with my husband each day, but my Arbonne



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successes as well. The timing to get into this company could not be better, so get ready for an exciting ride! Is the timing right for you?

I smile when I think of all the positive changes Arbonne has made in my life. It is so great to see how proud my husband and family are of me. I will never forget the look on my father's face as he walked through the garage and saw the white Mercedes-Benz. I have been able to be home with my children, participating in their lives, while still creating a successful business. I feel such a sense of accomplishment, and now I get to help others fulfill their dreams.

*continued ...*

Suzanne with husband, John.



John and Suzanne's daughter, Paige, 4.



John and Suzanne's son, Jack, 5.



## success strategy:

“The one with the most excitement wins.”

All of this could not be accomplished without a great team.

To NVP Gina McMurry: Thank you for being a great friend, mentor, confidant and the person who laughs at all my jokes. Our families have years of having fun together ahead of us!

To my dear friend, AM-in-qualification Heidi Parks: You were my first business builder and I cannot thank you enough for your incredible ethic and laughter you bring into my life. I always look forward to your calls and cannot wait for you to get the keys to your new Mercedes-Benz! To new mommy, DM Casey O'Rourke: Thank you for your creativity and your sense of humor. The drive between San Diego and Fresno is going to be fun in the new Mercedes-Benz. To DM Lisa Case: I think you were meant to be in Arbonne. You have what it takes to get to the top and I look forward to celebrating with you.

To RVP MaryJane Archer: Thank you for bringing such an energy and enthusiasm to this team, and for always sharing your time and knowledge. Your success has been amazing. To RVP-in-qualification Tara Guentz: One of the great things about this business is the people it brings into your life. You are a great leader and friend, and your success in this business is eminent. To RVP-in-qualification Pamela Fisher: You have moved so fast in this business, and after spending time with you in Florida, it comes as no surprise... Get those keys! To DM Meegan Grant: Could some of your organization please rub off on me? I cannot wait to celebrate your successes with you.

To DM Christy Nichols: I was so happy the day you decided to go on this adventure with me. I knew you had what it takes to be successful in this business and it is so fun planning where we are going to build our vacation homes together. To DM Blanca Lopez: To think you started this business nine months pregnant with your third child and were able to promote to DM in two months! I cannot wait for what you are going to be able to accomplish with a full night's sleep. That nanny will be great. To DM Teresa Flores: You are so fun to be around and your enthusiasm gets me excited! You are going all the way to the top. To DM Monique Robustelli: You have such a sweet nature and perseverance; you are going to attract a great team.

RVP-in-qualification Tara Guentz, RVP MaryJane Archer, DM Casey O'Rourke, AM-in-qualification Heidi Parks, Suzanne and NVP Gina McMurry at an Area Manager retreat.



DM Sherry Noble, ENVP Tori Brandt, Suzanne, AM Richard May, DM Lori King, DM Heidi Parks, DM Christy Nichols, DM Blanca Lopes and NVP Gina McMurry at a Nation Christmas party.

To AM Richard May: You are such an important part of my team. Your desire to learn and grow inspires me, and we will be driving around in your convertible Mercedes-Benz, 10-40 Blue Bandit! To DM Lori King: You always make me laugh and it has been great watching you grow in this business. You will make it. To DM Sherry Noble: You know I have admired you from the start. I look forward to all your successes! To DM Jacque Silveria: You are such a great advocate for Arbonne. You jumped in with such enthusiasm ... keep it going and ride it to the top.

To all the Consultants on my team: I wish I could thank you all individually, you are just starting on an amazing journey. Remember to listen, be coachable and excited. You will succeed.

Lastly and most importantly, I would like to thank my husband, John and my sweet children, Jack and Paige. I love you! I do this all for you. Jack, I cannot wait for the next trip to Disneyland® and Paige, that pony just may show up for Christmas!



**ABOVE:** Members of Suzanne's Region at her Mercedes-Benz car presentation.



**LEFT:** AM Richard May, DM Sherry Noble, DM Meghan Grant, DM Lori King, DM Christy Nichols, DM Heidi Parks, RVP-in-qualification Tara Guentz, Suzanne, NVP Gina McMurry and baby, Elle.