

A close-up portrait of Michelle Lingnau, a woman with shoulder-length, wavy, light brown hair and blue eyes. She is smiling broadly, showing her teeth. She is wearing a light blue, ribbed sweater. The background is a plain, light-colored wall.

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E Y E O N A R B O N N E

INDEPENDENT CONSULTANT
NATIONAL VICE PRESIDENT

MICHELLE LINGNAU

WHAT IF... I'M RIGHT

Independent Consultant, National Vice President
Michelle Lingnau Nation; Newark, OH

Who would have thought three years and one month ago National Vice President would be my title? Not me. You see at 35 years of age, I was a stay-at-home mother of two beautiful boys, Jake and Michael. (We have since been blessed with a baby girl, Anna). My husband and I gave up dreaming long ago. We were in survival mode, living paycheck to paycheck, hoping the cars did not break down. Our Christmas presents to each other consisted of whatever we needed most. Sound familiar? I believe somewhere between high school and age 30, life happens and we start accepting it. We began, like most people, settling. We stopped dreaming about the things we wanted and "sucked it up." Do not get me wrong. We were happy, thankful and we were doing the best we could. It is just that it is stressful when a car breaks down or an unexpected bill comes in and you have to borrow the money to pay for it. This becomes a vicious cycle and suddenly, in addition to a mortgage, car payments, utilities and living expenses, you cannot see the light at the end of the tunnel. So when Arbonne found me (through the eyes of my sponsor and my mother) I did not think I could build a Region, let alone a Nation. But I thought I could use some extra money and if I could work from home, it would not cost me money. So I began. Kimm, my sponsor, wanted me to set goals. I stopped doing that a long time ago. After all, is that not just a way to measure my failure? Sound familiar? Oh well, I had nothing to lose and nowhere to go, so I did. My goal was to be an Area Manager in three to five years. So, how did I become a NVP in three years?

What is my secret? Activity — consistent activity, that is. I started doing the 10-12 Presentations a month, three of which, were for a new business partner. Soon, I was only launching new business partners and not doing any Presentations for myself. I listened to training tapes, attended meetings and went to out-of-state training events. I began believing, dreaming and fantasizing that maybe there was more for me and my family. So I told everyone where I was going and that they should come with me. I did not know how, or how long it would take. But I knew where I was going — to the top. My husband, though, was having some kind of midlife crisis and, being home with my boys all day, had finally snapped. Sometimes the ones you are doing it for the most — have stopped dreaming too and cannot even start to see your new vision. It is okay to fight for your Arbonne business, it is worth it and when you say, "Honey, why



Michelle's husband, Steve, and their babies.



Michelle with her daughter, Anna.



Michelle's family in their new home, counting their blessings.



Anna, Michael and Jacob. Who needs another Why?



ENVP Donna Rehling, Beverly Woodside, ERVP Kathy Whittington, Michelle and RVP Cindy Warr celebrating Nation.



Joy Nason, RVP Cindy Warr, Michelle, Tricia Taylor, Janice Pernesti; Michelle's mom, Christina Hewitt; Melinda O'Donnel and Melissa DeShurko at Michelle's NVP party.

don't you quit your job, let's rethink our lifestyle," he will come around real fast. All the nights away from the family, the investing in yourself, attending NTC, driving hours to attend a training and every other sacrifice you make, is worth it. I would rather sacrifice a little time for three years than miss out on really enjoying life for the next 40 years.

Where else could I have the potential to be living beyond my wildest dreams? Living in a house I only fantasized about, driving a Mercedes-Benz? I always dreamed of driving a Mercedes-Benz but when I found out you could buy two cars for the price of one Mercedes-Benz, I thought I would never have a Mercedes-Benz. See how life had beat me down into settling? People ask me, "What did you do before you got started with Arbonne?" They say it as if that is why I am successful, or that I must be special to be able to be successful with Arbonne. Well, the truth is, I did everything before and my resume looked more like Heinz 57®. In the past, I had only held two jobs where I stayed longer than a year. (Please tell me, does that sound familiar?)

So how could I stick to anything I did not love and feel passionate about? While I did immediately love Arbonne's products, I did not start out passionate about Arbonne. I did not see the big picture. I was just going along trying to educate people and getting them to try it. Then somewhere, after promoting to Area Manager and attending NTC, it hit me. Wow! Look

how I am helping other people potentially make a few extra dollars a month to wanting to replace an entire full-time income. Look how much better my business partners' lives are becoming. Look how this once small group of people were not accepting the daily grind of an 8-to-5 job as being "good enough" for themselves or their families. Slowly, but surely, we were showing people a better way of life. We knew where we were going and kept asking people to come with us. We could bring families back together and be an example of what is really important. Wow! Now that is success. I have the potential to get paid to help others be successful. Nothing feels as good as watching your daycare provider building her own Region. Or your best friend giving her husband options that were not available before Arbonne, or seeing a registered nurse come home, or seeing your parents on the verge of retirement stressed out, find a comfortable way to retire. The list goes on and on and on.

Just think no matter what you do for a living now, what if you could potentially get paid for everyone you helped? That is network marketing and that is Arbonne. You never have to start over, you just have to start. This business is simple, but it is not easy. You have to work on yourself just as hard, or harder, than you do your business. You have to believe you deserve this

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success strategy:

“ Everyone with skin is a possible business partner, or at the least a Consultant to purchase product at a discount. ”

Michelle's new house.





Tamara, Stephanie, Suzann, Cindy, Michelle, Tricia, Angela, Melinda, Ann and Christina at NTC 2004 Texas.



Michelle's son, Jake, vacationing in Florida.

lifestyle. If you do not believe you are worth this lifestyle, listen to your upline. Listen to those who say, "You're doing a good job. Keep on going." When someone said "no" to me, I heard "I don't know," or "I don't understand." Often times I would go back and try to explain it a different way. After all, if everyone knew what I knew, why in the world would they not do Arbonne?

What if I told you to bust your butt for the next 90 days (start the momentum) and three years from now you and your family could potentially be set for life? What if I said, all you had to do was take some baby steps to reach some goals and your wildest dream (and dreams you have not even dreamed yet) would come true? What if I was right? Would you do "whatever it takes" temporarily?

This is what I did and it could work for you. 1. Help other people be successful (do whatever it takes to promote DMs). Sponsor one business builder a month and help them build a team in their start month. Sponsor one business builder and at least five consultants who purchase product at a discount under your business builder. 2. Have 10 - 12 Presentations or Arbonne = REsults Presentations scheduled or "puppy dogs" on your books a month (including new business partners). 3. Listen to 30 minutes of training/motivational inspirations every day you work your business. 4.

Work your business three to five days a week, a minimum of three hours a day. (Working on your business is constant activity, not just checking e-mail or stats). 5. Attend all trainings and monthly meetings like your business depends on it — because it does. You can do it.

To the Nation: Thanks to all of you, I love you all and pray for you to be wildly successful. I believe in each and every one of you.

To ENVP Donna Rehling: Thank you for your belief in me. I love all the jewelry and gifts you have blessed me with; you have created a little monster.

To my sponsor, ERVP Kimm Hrdlicka: Thanks for giving me the key to my future.

To the VP Support staff: You rock. I owe you all lunch.

To Petter, Rita, Candace and the Home Office staff: Thank you. Without your leadership and dreams, we would not be here.

The gang.



Michelle's son, Michael, vacationing in Florida.