

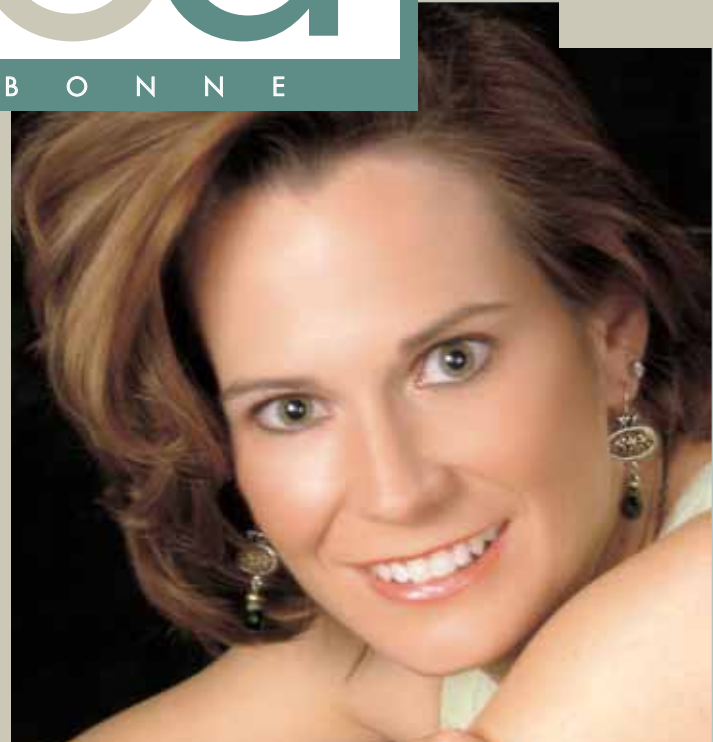
DO WHATEVER IT TAKES TO MAKE YOUR DREAMS A REALITY

Great feats are performed not by strength but by perseverance. If you believe this, despite what obstacles you have faced or will face, then you will surely fulfill your dreams.

Three years ago, I bought the Arbonne Aromassentials Sea Salt Scrub and received a sample pack along with it. That same night I tried it and noticed a difference immediately. The next day, I contacted NVP Deanna Herrin, my Arbonne Consultant, to let her know that I wanted to sell this! At the time, I was a 29-year-old frustrated medical sales rep, stuck in a career I saw as my only option. Wanting to go to the top of my company, I sacrificed starting a family. When Arbonne came along, I was not looking for alternative career opportunities but their product was excellent and the business option was so promising that it started my wheels turning. Three months later, I got my Right Start Value Pack (RSVP) and at the same time, found myself pregnant.

Juggling my busy career along with my pregnancy was not the ideal condition for building a business. I struggled to figure out how to do Arbonne part-time. For about a year, I did well in monthly sales but made the mistakes of backing out of NTC and not booking Presentations. After my daughter, Jacquelyn, was born in December 2000, I had my New Year's resolution ready: I am going to really build a business. Two months later, I completed first step District, but God had a different plan for me. A month later, my husband came home with his news of a job promotion that required moving our family from Texas to Virginia. I completed qualification in May. It was a hollow achievement because by June we had sold our house and were on our way to a new life in Virginia. It was difficult to start up again in a place where I did not know a soul, and my husband traveling three-to-four nights a week. Emotionally, I was on a roller coaster ride. On one of those down days, I even went and got a holiday temp job at a retail clothing store, just to have something to do. Another day, I cried for an entire day in bed and out of frustration I decided to quit Arbonne ... for the third time.

I never really closed the book on Arbonne. When I saw the ASAP Cruisin' to Success Cruise the company offered, I was inspired all over again. I turned to Deanna Herrin to help me with a goal-setting schedule to build my sales each month in order to win the cruise. She repeated to me over and over again that the best way to do this was to start having Presentations. I never did one in Texas and witnessed only two by Deanna. Previously, I had built my business through trade shows and one-on-one's. I had to give it a try. To further help my sales, I set up a myArbonne.com Web site account. I also realized that the Business Aids in my closet were useless so long as they remained in the closet; finally, I started handing them out.



cleary clarke-maly

Independent Consulatat, Regional Vice President
Cleary Clarke-Maly Region; Chester, VA

In January of 2002, a friend and Arbonne Client helped me by hosting my first Presentation. Although I fumbled to get through it, it turned out to be a \$500 sales day. I had two more Presentations in February and received a referral from a Client through my Web site. That referral turned out to be now-RVP, Susan Butcher. With 15 years of experience in direct sales, Susan took off with Arbonne, becoming an RVP within eight months. Learning from her example made me re-evaluate how I was working my business. I was not listening to audio training tapes, I did not understand the full benefits of the compensation plan, I was not offering the opportunity, nor did I fully understand network marketing. I knew I had to address these issues before I would see the kind of success that Susan had achieved.

From then on, I stopped making excuses. In the past, everything was capable of serving as an excuse ... from my husband being away so much, to not having a tape deck in the car to listen to the Arbonne audio training tapes. Every time you make an excuse, you add another three months to your journey towards participating in the Mercedes-Benz Cash Bonus Program. At Lori Braxton's car presentation, President Rita Davenport asked how many of us wanted to be RVPs. Most of us put up our hand as she revealed that only one out of every eight would actually get there. That had a lasting impres-

continued ...



LEFT, L-R: DM Gail Barnum, Andrienne Looper, AM Sheila Chandler, NVP Deana Herrin, Cleary and DM Melissa Adams.

RIGHT: At Rita's home in January for the 2002 Area Manager Challenge celebration: RVP Susan Butcher, Cleary, President Rita Davenport, AM Maddie Nichols and AM Lujean Johnson.

“ There are obstacles all around us. But when you commit to the philosophy that you control your own destiny, there is nothing you cannot accomplish once you set your mind to do whatever it takes. ”

sion on me. Regardless of the sacrifices I had to make, I was determined to start doing whatever it took to make sure that I was one of the eight. I squeezed time in between my daughter's naps and bedtime to work my business. I stopped watching TV at night to make opportunity and follow-up calls. I invested in Business Aids, listened to training audios, and missed social events to attend a Presentation or a meeting. It did not take long before all the hard work started to pay off. Of course, it was not only my effort but also the combined efforts of each member of my team that finally pushed us toward Region.

To my wonderful team and the rest of the Region, including AMs and soon-to-be RVPs, Maddie Nichols, LuJean Johnson and Sheila Chandler: Thank you for your hard work and friendship. And to DM Melissa Adams, Diane Knox, Vicki Kapron, Judy Nichols, Jennifer Barlow, Lance Hibberd, Linda Alley, Oletta Tucker, Chris Dwyer, Rachel Morgan, Janice Olgetree, Judy Uhhey, Linda Peace, Pat Evans and Jennifer Mattingly ... and thanks to future DM-in-qualification Margie Monger, Nora Keith and Robin Durham ... thank you to all my Consultants! Keep your dreams alive and you are sure to reach them. To AM-in-qualification Melinda "Gail" Barium: You took off with Arbonne in January 2003 and got 550 ASAP points matched (to make 1,100) for the Atlantis trip — an incredible accomplishment. To RVP Susan Butcher: Thank you for your friendship and leadership.

I am blessed to have such a great upline. To ENVP Cecilia Stoll: Thank you for your phone calls, awesome trainings and your friendship. To my sponsor NVP Deanna Herrin: You always believed in me and never gave up. Your example and prayers helped me get through this. I admired your example of building a business while working full-time and managing your family. Thank you for making time for me during your busy schedule. I am honored to have you as my coach, mentor and friend. To NVPs and RVPs Linda Brenner, Deana Wilkinson, Dana Collins, Lori Braxton and Bonnie Woody: Thank you for the impact you have had on my business and in my life.

To Petter, Stian, Candace and entire Home Office Staff: Thank you for your support. President Rita Davenport: You blew me away with a personal phone call when I promoted to District and that has always stuck with me. Thank you for all your inspirational words.



TOP: Ace Dinner at NTC 2003 Nashville: Cleary, President Rita Davenport and RVP Susan Butcher. BOTTOM LEFT: Cleary with NVP Deanna Herrin. BOTTOM RIGHT, L-R: NVP Deanna Herrin, AM Sheila Chandler, Cleary and DM Gail Barnum.

To my mom and dad: Thank you for making me who I am today. I love you. Special thanks goes out to my brothers, Bill and Ken and sisters-in-law, Karen, Anja, Debbie and Erin. To Mae and Joe Maly: Thank you for your support and for raising such a wonderful son. To my husband and soul mate, David: How can I express my love and thanks to you? You never let me quit and always had encouraging words to help me go on. This is our accomplishment together and I thank you for your love and support of me, and for being a wonderful father to Jacquelyn. To my 2-year-old daughter, Jacquelyn: You are the reason Mommy does all this. I love you, peanut! I also want to thank my friends, Michelle Porrett, Patty Belisle, Stephanie Cox and my PALS.

I began with a goal of succeeding for personal reasons, which I now realize were selfish. The personal growth I have experienced along the way has been humbling. I have learned that the friendships I have made through Arbonne and the opportunities to be able to help others achieve their dreams are as valuable as any other elements of my success. Now I have a better grasp of what is really important in life — like the potential to help a single mom put her kids through college or helping others get out of debt and pay their bills. This is what Arbonne is all about and I intend to live up to these standards for as long as I am with this incredible company.

LEFT: Daughter, Jacquelyn. CENTER: Family dog, Missy with Cleary's daughter, Jacquelyn. RIGHT: Cleary with husband, David and daughter, Jacquelyn.

