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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

SUSAN MARIS

SUCCESS IS WITHIN YOUR POWER

Independent Consultant, National Vice President
Susan Maris Nation; Bellevue, WA

Why do some people rise to the top very quickly in Arbonne while others stay at the same level for a long time? We all have access to the same products, compensation plan and training. What is the secret to success, or "magic" formula that makes the difference? This question has intrigued me for a long time. My Arbonne business has had its own share of stops and starts and, based on personal experience, I believe the key to success lies purely in your beliefs and attitude.

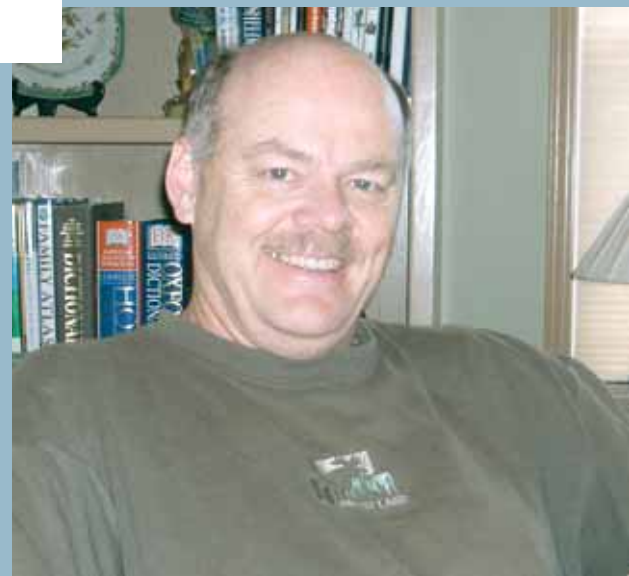
My journey with Arbonne began in January of 2003, when I finally decided to market the wonderful skin care products I had been using for a year. I had modest success and became a District Manager in a few months, and then an Area Manager about six months later. Then I got stuck for a year-and-a-half! I somehow subconsciously sabotaged my business because of a lack of belief in myself, my ability and my worthiness to become an RVP or NVP. Because of my fear of rejection, I was not really in activity sharing the products and opportunity.

I had been in numerous network marketing companies in the past and had never been very successful, so I doubted my ability to succeed in Arbonne. Prior to that, I had also been in advertising sales and again, did not feel particularly successful. I really think the key was a lack of passion and commitment to the other ventures, which came across as a lack of belief in me.

Things began to change when I took the advice of an industry expert who advises working on yourself more than you work on your business. I began to listen to self-development CDs every day and re-program my thoughts with positive affirmations. Slowly, these affirmations became the new voices in my head.

Still, this was not enough. I needed to get crystal clear on my goals and determination to reach them. I needed to develop a no-matter-what attitude and realization that I would not let anyone stop me from reaching the top. I have always hesitated to set goals for fear that I would not reach them. Well, there is magic in setting goals, picking a date to reach the next level and then telling others about it. People will see that clear intention and be drawn to you as someone who knows where she is going and how to get there.

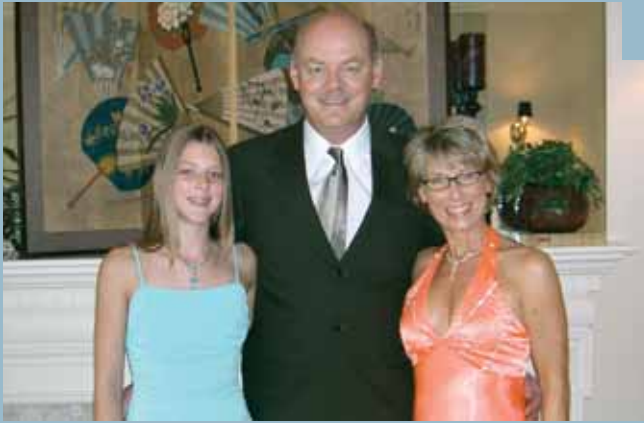
Do you want to become an RVP or NVP? Set the date, write it down and tell people about it, even if you have absolutely no idea how you are going to make it. Act as if it is already a done deal. You will be amazed at the people who will come into your life and business once you are clear about your intention to promote. Remember, if you want to attract better people to your team, you need to become a better person. Once you get clear and focused, people will respond differently to you than they did before. It is very fun to see!



Husband, Steve Maris.

Susan's Why: Daughters, Kristin and Lauren Maris.





Daughter, Kristin; husband, Steve and Susan.



EAM Annette Abraham, EAM Shelly Rhoads, ERVP Pam Hollenbach, RVP Nancy Griff, EAM Kirsten Duncan and Susan.

We say the key to success is massive activity and that is very true. You also need a strong belief in the company, products, network marketing industry and especially in yourself, to produce the positive results you want. Become a different person and you will get different results.

The exciting news is that this is entirely within your power to change! It may not be easy, but you, and only you, can do it. We have no control over the products or the compensation plan, but we can control our attitudes and beliefs. We say Arbonne is a personal growth company disguised as a skin care business and that is absolutely true. The growth comes before the opportunity to participate in the Mercedes-Benz Cash Bonus Program. Almost everyone who has made it to RVP, or NVP, has been on a necessary journey of personal growth and development, and has done the work to become the best possible person and leader they can be. And it does not stop at the VP level. We are always on the road to self-improvement and I would not want it any other way.

I also think it is important to recognize this is not a race. Some people will always get to the next level faster or slower than you do. We are each on our own personal journey and yours is exactly right for you. The hurdles you overcome will become the lessons you learned that you can later use to help and inspire others. Remember, the only way you can fail in Arbonne is to quit. The VPs have all had more discouragement, disappointment and rejection than you have. They have just used that as fuel for their determination to succeed.

We all are so very blessed with this incredible, life-changing opportunity in Arbonne. I truly believe we have a gift to offer others. We have fabulous health and wellness products that have allowed me to look noticeably younger, lose weight and feel healthier than ever before. Plus, the potential income I am now earning has really made a difference in our lives. My husband has even commented, somewhat jokingly, that I am finally becoming the wife of his dreams. It does not get much better than that! I believe we have a responsibility to share the gift of Arbonne with everyone we meet. You never know how this might be the answer to their prayers. I know for myself I am certainly thankful for the gift of Arbonne and indebted to those who brought it into my life.

success strategy:

“ Believe in yourself, focus on your goals and never give up! ”

To ENVP Nancy Wilcox and ERVP Beth Williams: When I joined, I was so pleased to be able to work with the two women whom I really respect because I knew I would get wonderful support and leadership. You both have been the most amazing leaders and supportive friends, believing in me long before I believed in myself. I truly would not be an NVP today if it were not for your incredible support and leadership. I am also grateful for the leadership of ENVP Donna Weiser and ENVP Sandra Tillinghast.

To my sponsor and friend, ERVP Beth Williams: Thank you so much for your patience, love, support and for the occasional, but much needed, kick in the behind I needed to move forward. I know I owe much of my success to your abundant support and guidance. To Beth's sponsor, ENVP Nancy Wilcox: Your leadership and no-excuses attitude have been an inspiration and example to me. Thank you so much for all your support, and especially for your belief in me. I am honored to be your friend and business partner.

To my first promoted RVP and dear friend, ERVP Pam Hollenbach: I am glad you finally agreed to try the products because the rest is history! Thank you so much for your friendship, support, laughter and tears on this incredible journey we are on together. I am so very proud of you and all you have accomplished. You have built an amazing team and you are well on your way to the top!

To my first recruit, ERVP Cindy Hafenbrack: It took you three years to fully jump on board, but you made up for it by getting to ERVP in only six months. Your amazing work ethic and your incredibly positive attitude are an inspiration for us all. Thanks so much for the laughter you bring to the team and for sponsoring Brenda Lee. You deserve every success.



Daughter, Lauren Maris.



Susan, ENVP Nancy Wilcox and ERVP Beth Williams.



Susan and President Rita Davenport.



RVP Brenda Lee Gallatin, ERVP Cindy Hafenbrack and Susan.

To RVP Brenda Lee Gallatin: What can I say but, "wow!" You and Cindy rocked my world with the explosive growth of our team in only six months. Thank you for bringing such dynamic and wonderful people into my life and my business. You are an amazing recruiter and an incredibly hard worker. See you at the top!

To all the AMs on our team, Shelly Rhoads, Nancy Griff, Annette Abraham, Kirsten Duncan, Karen Hollister, Paul Hollenbach, Kim Tomalin, Linda Christou, Anne Fernandez, Janene Kraft, Terry Bloom, Heather Cruz, Julie Yost, Tracee Economy and Kal Economy: Next stop, RVP! Keep focused on your goals, believe in yourself and just go for it! You will be driving that white Mercedes-Benz before you know it. To all of our DMs and Consultants: Thank you for joining our team. The journey to the top has just begun and you are in the right place, at the right time. Commit to personal development and share the products and opportunity every day. Most importantly, believe in yourself, set your goals and never give up!

None of this would be possible without the incredible vision of Arbonne Founder Petter Mørck, the leadership of Chairman & CEO Bob Henry and Executive Vice President Stian Mørck, the heart and inspiration of President Rita Davenport, the commitment to excellence of Sr. VP Product Development & Field Events, Candace Keefe and the support of the Home Office staff. Thank you for this incredible gift of Arbonne!

To my wonderful husband, Steve: You are truly the man of my dreams. A special thank you goes out to you for not giving up on me, and for all your help and support as I built this business. Your patience is finally paying off! I look forward to many more happy years together with you.

To my precious children, Lauren and Kristin: Thank you for understanding when I was so busy and distracted with building my business. Hopefully, we will enjoy the rewards of our short-term sacrifices for a very long time. I love you both more than you will ever know.

To those of you wondering if this journey of personal growth is worth the effort, the answer is a resounding, "yes!" Remember, the journey to the top will be much shorter if you first believe in yourself, focus on your goals and never give up!



ASAP 2005 Hawaii trip. L-R: ERVP Pam Hollenbach, ERVP Beth Williams, ENVP Nancy Wilcox, ENVP Sandra Tillinghast, ENVP Donna Weiser and Susan.

Part of Susan's team at NTC 2006 St. Louis.



ENVP Donna Weiser, ERVP Pam Hollenbach, ENVP Nancy Wilcox and Susan.

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