

## SEE THE OPPORTUNITY

When my wife, NVP Carmen Martin started her Arbonne business, I was the typical skeptical husband. Truly my three thoughts about Carmen doing this business were first, it will be great babysitting money for us to have a night out once a month. Secondly, she needs to get out of the house because she stays home all day with our two young daughters. And finally, we could use the tax benefits of a home-based business. I am so glad I know better, now. Watching Carmen build her business and self-confidence taught me to have an open mind about what Arbonne can do. Seeing her achieve the potential for financial success convinced me to take the plunge and join her in business. We now have the potential for financial freedom that will allow us to go on luxurious vacations, buy a new boat, and better yet, we have the time to enjoy it all.

I was a supportive husband for over two years, however, I vowed that I was never going to sell makeup. I just did not get it. Little did I know that the people I introduced the products and business to on behalf of my wife would become such an important part of her success. Looking back, I wish I would have had better foresight to see what I was doing by supporting her through referrals was really an opportunity I could have taken advantage of to build my own business. It was not until I went with her to a meeting and listened to NVP Jerry Conti speak, that I saw the light. Looking around the room, I noticed I was one of maybe five men among a few 100 women in attendance. During that meeting, I had my "aha" moment and saw the true opportunity of this business. Thanks, Jerry. Let us be honest, even after knowing it was a great business proposition, I had to walk through my own fears of doing this "type" of business and deal with how I was going to go about doing it.

I started my business by talking to people about what my wife had done with her business. I really did not know what I was doing then. When I



clay martin

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look back, I realize I was wading through the network marketing fog. I thought I was doing the business, as so many of us think in the beginning, but did not realize that I was just dipping my toe into the water. It was not until I made a mental commitment to truly work my business and strive for success, no matter what, that it really started to turn around. It was this internal commitment of knowing I would not give up and the determination that this was something I was going to do, "no excuses," that allowed the right people to come into my life and see the vision I had for our future.

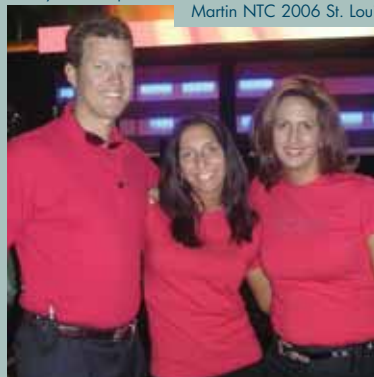
And on top of that, I had unrelenting encouragement at home ... not from my wife, but from my 5-year-old daughter, Raquel. One day,

*continued ...*

The Martin family with their new Mercedes-Benzes. **FRONT, L-R:** Monica and Raquel. **BACK, L-R:** Clay and Carmen.



Clay, AM Stephanie Daubemire and NVP Carmen Martin NTC 2006 St. Louis.



AM Ozzie Polit, NVP Carmen Martin and Clay.



## success strategy:

“ Have an open mind and the foresight to recognize a good thing when you see it. ”

after attending my wife's Mercedes-Benz car presentation, she looked me straight in the eye and said, "Daddy, if you work hard like mommy, you can get a white Mercedes-Benz, too." From the mouth of babies comes a truth we need only hear once to get us going. Now, when I walk out into our garage, the sight of two beautiful, white Mercedes-Benzes parked in the garage reinforces that the decision I made was a good one.

Success does not come without a price. If it did, we would all be living on the side of the mountain, have a house on the ocean and be driving Mercedes-Benzes. But the effort put forth is well worth the personal growth, the potential for financial success, as well as the relationships that are developed with the incredible group of people you get to interact with on a regular basis. Of all the jobs I have ever had, I have never been around so many positive and supportive people willing to work with me toward a common goal.

I have been blessed to have such great people join me in business and I appreciate all of you at whatever level you are currently at on this journey.

To my first RVP, Kim Hudlow: You were brought to me from a friend of a friend five times removed and nine hours away from where I live. I could not be more proud to have your family and group of friends as a part of our lives. They tell us to sponsor up and I have with you.

To my AMs, Stephanie Daubenmire, Kim Guynn and Ozzie Polit: You all are my Aces and I look forward to welcoming you all as VPs. Stephanie, I cannot wait to see another Mercedes-Benz in the neighborhood. Thanks for all your hard work. ENVP, here she comes. Kim, you are my shining star and you are going to make it to ENVP. I look forward to your achievements. I believe in you. Lastly, to my brother-in-law, Ozzie Polit: Words cannot tell you what it means to me to have you be part of the business. You are an ENVP-in-the-making.

To all of our DMs: You can make it to ENVP, just believe as I believe in each one of you! Do not ever give up because you only truly fail when you stop trying.

The Panama City Team: DM Aamariah Breeden, AM Becky Schultz, EAM Kim Guynn, DM Jennifer Guynn, RVP Kim Hudlow, EDM Linda Guynn and DM Claudia Branscum.



AM Beth Zarzycki, AM Stephanie Daubenmire, DM Ainsley Venner, AM Patrice Duboulet-George, EDM Benerada Wahlberg, DM Grace Anker, DM Lily Russell, EDM Sonia Gamache and AM Ozzie Polit.

To ENVP Rachel Gershowitz: Your never-give-up attitude has infected me. Thanks for all you have done for our team.

To ENVP Donna Rehling: Thanks for all your support and confidence in us.

To President Rita Davenport: You are correct — there is nothing sexier than a rich woman. Thanks for all the inspirational and kind words. To the Home Office staff: Thank you for doing your best every day to help us achieve our goals in the trenches.

To my beautiful daughters: Raquel and Monica, you are the reason why I took on this adventure. I love you so much. You help us to have big dreams. Let's keep dreaming and live our dreams together. And, last but not least, to my wife, best friend and one incredible woman, Carmen Martin: Thank you, many times over, for not giving up on me and our dream.

And to all of you reading this story: Opportunity is knocking, jump in, the water is fine!

EDM Sonia Gamache, DM Lily Russell, Clay, DM Diane Holland and NVP Carmen Martin.



ERVP Elizabeth Kerr, RVP Maria Gianta, ENVP Rachel Gershowitz, NVP Carmen Martin, ENVP Donna Rehling and Clay.