

## HAVING THE COURAGE

I was being prepared for an Arbonne business since October of 2003. I was at a place in my life where I felt like all I ever did as a stay-at-home mom was wipe bottoms and noses, clean the counters, wash the dishes and do the laundry. I have three children, Holden, Hadley and Averi. I am also married to a uniquely special man, Aaron. Our middle child, Hadley Rae, was born without part of her brain. She is 7 years old, but developmentally about 2 months old. She is fed through a g-tube, has seizures, cannot see, hear, walk, talk, sit or crawl. Our journey has been extremely long, hard, beautiful and rich all at the same time.

Because of the care that Haddie required, I always believed I could never really do anything for myself in terms of having a business or a career. In October 2003, I began feeling very hungry for something to call my own. I went to a spiritual direction school in April 2004. The school was exactly what my heart and soul longed for and nourished areas that needed tending to. However, a few months later, that little feeling came back.

In the summer of 2004, my friend and eventual sponsor, DM Karen Manerikar, talked to me about her new business. After a few months of her "dripping" on me, I decided I would host a Presentation. At that event, I fell in love with the purity of the products. I finally agreed to go to a meeting or two but was sure I would not do the business because I did not have "time." I was also skeptical about network marketing. Those meetings convinced me of the integrity of the company and the viability of having a home-based Arbonne business, so I officially began my Arbonne journey.

From the start, I was very surprised that there were no hidden agendas, amazed at the quality and character of the women who



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were involved and surprised that I loved it so much. My family was supportive and it began to feed what I had longed for all along — something to call my own.

ENVP Lisa Scruggs was such a model and mentor for me after my sponsor, DM Karen Manerikar, moved to Canada. I thought I was going to move very slowly, but two months into the business, I promoted to DM. Four months later, I promoted to AM. During that season, I was struggling with depression and anxiety but stuck with my business because it was one of the activities that brought me true joy. On close day of that month, I was hosting a dinner in which 50 people were to attend for my husband's birthday! I was running

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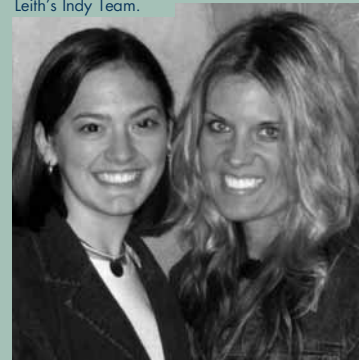
Leith's children: Haddie, 7; Holden, 10 and Averi, 5.



Leith with husband, Aaron and the children.



Leith's Indy Team.



## success strategy:

“ Understand that the money and the car are not the point; the people you help are the point. ”

up and down the stairs checking WebStats all night, while trying to tend to our guests!

I knew I had the capability of living out my dreams but also had moments of doubts and fears that I would actually become an RVP! I finally got up enough courage to write down my goal of making RVP by December of 2005. I did not like writing down goals, because I did not want to fail. But I decided to take the risk of writing it down anyway. Although I did not reach that particular goal in December, I knew I had not failed. It would just happen at a better time.

The most important business decision I made was to quit “playing” Arbonne and decide to do this business. After that, our team grew. I also realized that the smartest and most simple way to do this was to follow what my upline was doing, and not try to re-invent the wheel! They were all successful so whatever they were doing was working. Ultimately, I learned that as wonderful as the Mercedes-Benz and the potential paychecks were, they were not the point; the people I helped were the point! I love watching people grow into who they are by doing things they are afraid of and finding out that they did it well. I am still learning about having the courage to become me! But Arbonne is making that discovery more rewarding than I ever imagined.

To my babies: You know I love you with all that I have. You are the strength behind my success! Your sweet, punkin’ faces encouraged me on the hard days and your tender hugs and butterfly kisses reminded me of my Why. Holden, your courage made me want to just be me. Haddie, I know you rooted for me in your sweet noises and occasional sighs; you, my angel, are my hope. You make me want to be brave. Averi, no question about it, you are an ENVP-in-the-making! I admire your confidence and feminine strength.

To my favorite friend, my ironman husband, Aaron: You are the heart behind my success because you knew from the beginning that I would succeed. Even though we were both skeptical at first, you never discouraged me, only loved and supported me. Thank you, my love.

To Lisa Scruggs, Theresa Marsh and Karyl Molchan: Your integrity kept me here, your leadership fed me and your faith and hope in God gave my heart focus.



Leith's Colorado Springs Team.

Leith's team with their spouses.



I would not be where I am today without the help of my amazing team. To AMs Angi Toth and Mindi Jennings: Your grace and courage inspired me to push on! You are a special part of my growth!

To our DMs and DMs-in-qualification, including my mom, Dee Hanks; my sister, Jacque Breedon; Vada Reilly; Sarah Scott; Dan and Michelle Jennings; Sam Jennings; Michele Bateman; Josh and Ruthie Fuson; Candice Stephenson; mom and dad Hargett; Lois Murray; Emily Borja and Liz Edquid: Your perseverance and insight are amazing!

To Founder Petter Mørck, President Rita Davenport, Chairman & CEO Bob Henry, Executive Vice President Stian Mørck, Sr. VP Product Development & Field Events, Candace Keefe and everyone at the Home Office: Thank you for your vision, follow through and your care for us as Independent Consultants.

To all of my dear family and friends: Thank you for your words of wisdom on this road. You encouraged me even though you are not in this business!

Each of us has a leader inside us but our fears keep that leader from showing up! Bless you on your Arbonne journey.



Ann Relle, Michele Bateman, Leith, Vada Reilly, Jacqué Breedon, Melissa Scruggs and Dee Hanks at NTC 2006 St. Louis.



Leith with ENVP Theresa Marsh and NVP Lisa Scruggs.