

KNOWING WHEN TO SAY "YES"

In March of 1975, when my husband, Rick proposed to me a few days after our first date, it took me about six seconds to say "yes!" We knew in our hearts it was the right decision and we walked down the aisle six weeks later and have never looked back. Fast-forward 29 years.

I had been happy to be a stay-at-home mom, even though both of our children were out of college, married and living in Texas. I was content not having a second income. However, when the stock market crashed, we wondered if I should get a job in order to meet our retirement goals. With an active church and social life, I was never bored, although I missed our children and granddaughters terribly. It may sound funny to say, but only God could have known I needed a challenge in my life to fill the void.

In July of 2004, when Miranda Burcham called "out of the blue" one day and told me about Arbonne, it took me six days to say "yes!" It has been another great decision. Since then, I have become an RVP in a little over nine months. This past year has been an exhilarating ride, even before I got my 2006 Mercedes-Benz SUV! I did not know I could learn so much in such a short time.

I have noticed there are very few people who are able to grasp the significance of the Arbonne opportunity with their first few exposures to it. I was no exception. The first two times I heard about Arbonne, I was not the least bit interested. I had several of the typical reactions: Not enough time, no interest in network marketing and no burning desire to even have a career. I did not think I needed any more friends and did not want a Mercedes-Benz.



roxanne melker
Independent Consultant, Regional Vice President
Roxanne Melker Region; Tulsa, OK

Before that realization came, I believed I was already living the life of my dreams — and I really was. It was just my dreams were so tiny! Miranda encouraged me to make a list of what I could do if I had the potential to earn a substantial income within a few years. I wrote down several possibilities that I had never even imagined until then. At that time, our daughter, Chelsey, and her family of four were saving their money and raising funds to work as missionaries in Thailand. First, I thought I would be able to help with their financial needs on a regular basis. Then, when I realized I could put our nieces through college, my resistance to doing Arbonne melted! Their father passed away and I knew college money would be scarce. The thought of meeting this objective still makes me smile.

continued ...

Roxanne with husband, Rick.



DM Jenny Bender with her mother-in-law, EAM Beverly Bender.



Roxanne's big *Why*: Grandchildren, Chloe and Mikayla.



success strategy:

“ There are a hundred reasons to say ‘yes’ to our wonderful products and a thousand to say ‘yes’ to this incredible opportunity. ”

Besides the company trips and tax deductions, another appealing aspect about this business was to spend more time with friends. I always tried to maintain contact with a large number of people, but it was increasingly difficult to keep track of everyone. A big part of my new “job description” was to talk with my family and friends and let them know what I was doing. The reactions were mixed, but for the most part, very positive. Hopefully, my intentions were clear. I would tell them I would like to show them the products, tell them about the business or both. I would ask them to join me if the idea sounded interesting and the timing was right. I treasure their friendships and hope to stay connected, no matter what they decide.

Right after I started, there were three special women who said “yes” — my lovely daughter-in-law, Jessica; my precious sister, Joi and my sweet friend, Janice. Each of them brought a variety of talents to the team and I felt honored by their decisions.

In my fourth month, I became an AM — and thanks to each team member’s strong dedication to building their own businesses, we went over our goals. On April 30, we completed Region. It has been an exhilarating ride with highs and lows like I have never experienced.

My deepest thanks goes to God for giving me enough favor to meet the challenge, and enough adversity to know that it was not due to me. I appreciate Your constant encouragement.

To my mentors, ERVP Miranda Burcham, NVP Donna Kopepasah and ENVP Cecilia Stoll: How blessed can one person be to have you three as my teachers? Your combined belief gave me the courage to fly! Miranda, you are adorable and have had great patience with me. You have literally gone the extra mile for my team.

To my husband, Rick: You are my rock! Happy 30th wedding anniversary, honey. You have definitely risen to the occasion.

To the lovely, EAM Jessica Melker: You are an outstanding team leader and have made me so proud! To EAMs, Jaime Dadd and Ashley Carpenter: What beautiful sisterly love you display. Your

Seven generations: ENVP Martha McIntire, ENVP Cecilia Stoll, NVP Donna Kopepasah, RVP Miranda Burcham, Roxanne, EDM Sylvia Howe, DM Loretta Poindexter and Consultant Gary McWilliams.



kindness and passion for Arbonne are an inspiration. To EAM Beverly Bender: We clicked instantly and it has been incredible to watch you excel and lead. To Jessica Thompson: Your sense of fun and determination has had an amazing effect on the lives of so many already!

To my DMs, starting with Janice Sweet: How blessed we are to have the same granddaughters and to be in business together. You are a joy! To Sylvia Howe: Since we were college roommates, we have talked about a joint venture. Who knew we would find our dreams in a tube of lipstick? You both amaze me with how much you accomplish every day. To Loretta Poindexter: You are an example of consistency and I am grateful for our friendship. To Jenny Bender: What a loving presence you have added to my life. Thanks for your call.

I wish I could name you all, but there are too many to list. What a joy it will be to go to each of your car presentations!

To those working toward DM: The fruit of your labors will be rewarded soon, as long as you stay consistent. Do not let yourself get discouraged!

To all of our favorite Consultants who purchase product at a discount: You deserve lots of hugs for helping us get where we are. I am happy you are using such pleasant and beneficial products.

Thanks to all of you who said “yes” and even to those of you who did not — or have not yet! I understand ... and love you all immensely!

DM Carrie Wolf, AM Jessica Thompson, DM Martie Bigbie and DM Kim Wheeler.



AM Ashley Carpenter, EAM Jessica Melker, EAM Jaime Dadd, Roxanne, ERVP Miranda Burcham and NVP Donna Kopepasah at NTC 2005 Las Vegas.



Roxanne with President Rita Davenport, EDM Sylvia Howe and Chairman & CEO Bob Henry.