

JUST BELIEVE

It was November 2004 and my dad was terminally ill with cancer. I had just returned to work from my 18-week maternity leave. Although I was anxious to resume my role as a contributor to our family income, the overwhelming circumstances in my life had rendered me completely exhausted, sleep deprived, confused, stressed and worried. Something had to change. Having worked as a pharmaceutical sales consultant for the last five years, I was professionally fulfilled and content with being a good role model for my daughter. But the time had come to think about what was really important to me. Without question, it was my family, health and happiness!

Seven months prior, I had attended the business launch of my friend and eventual sponsor, ERVP Michelle Peters. Being pregnant and due in a couple months, I was amazed at what I learned that night. The pregnancy books I was reading suggested what I should and should not eat. However, the books never mentioned what I should and should not use on my skin. So, I purchased the NutriMinC® RE⁹ products and was hooked!

After Olivia was born on July 4, 2004, Michelle invited us both for morning neighborhood walks. During this time, Michelle shared the story of her Arbonne journey and successes with me. I also remember her describing how she had helped her sister, RVP Stephanie Engleman, build her business. I thought to myself that I have never heard of a company where you can do all this from home.

When my husband and I discussed my options, Arbonne was at the top of our list. My husband has an MBA degree and is a financial advisor, so we did our fair share of research regarding Arbonne.

NEW RVP



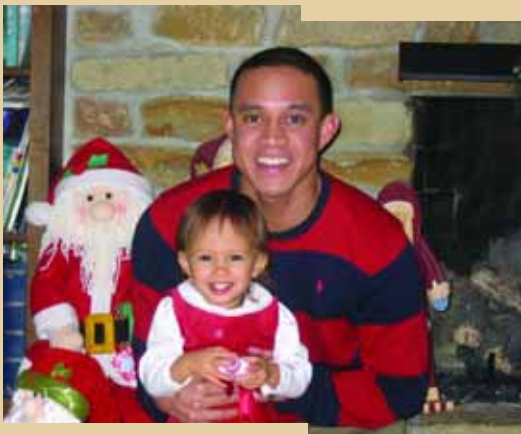
suzanne mencias

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Michelle was very helpful in making Ron become more comfortable with the decision to start my Arbonne business. I just knew this was what I was meant to do! It is fairly common for the spouse or significant other to be skeptical. I encourage you to have them talk to other spouses or significant others ... it might take awhile but just keep believing!

Finally, in December of 2004, I launched my business and followed Michelle's instructions on how to grow it. One of the great things about Arbonne is that everything is duplicatable. I started off with a bang! Shannon Decker, a college friend, caught the excitement and we launched her business in January. I also wrapped up my District Manager qualification in January and quickly promoted to Area

continued ...



Suzanne's husband, Ron and daughter, Olivia.

The Mencias family.



Suzanne with her big Why: Daughter, Olivia.



success strategy:

“ Keep smiling and sharing the opportunity with everyone in your life. ”

Manager in February. The next couple months have been a blur because of all that had happened; the most significant was my dad's passing on Sunday, January 30, 2005. I miss you, dad!

A very close friend gave me a gift with a message. The gift was a watch and on the face of the watch is printed "know NOW!" I share this with you because it was instrumental in my mental focus to live in the present and enjoy every day, without worrying about yesterday or tomorrow! This thought reconfirmed my motivation and desire to move forward with my Arbonne business. I wanted to be with my family whenever I wanted. I did not want to ask for time off. I wanted to be professionally fulfilled. I wanted to help reduce Ron's stress of financially being responsible for our income, retirement savings, college savings and so on. I wanted to be home with our daughter, Olivia. This was all made possible through Arbonne. Today, I have a very flexible schedule. I am able to stay home with Olivia. I have reduced Ron's stress regarding our finances. I own my own business. I am professionally fulfilled and I have personally grown. One of the aspects I truly enjoy the most with my Arbonne business is being able to help others grow personally and professionally, and begin dreaming again!

One of my goals now is to start a fund for cancer research in honor of my dad. Cancer is a very ugly disease. My dad was exposed to asbestos in the Navy and passed away from mesothelioma, an incurable form of cancer. My legacy to him and to future generations will be my contribution toward the research to find a cure in my lifetime. Because of Arbonne, I have that opportunity.

Arbonne is a company like no other. It is truly amazing. I am thankful everyday for the wonderful opportunity they offer. Although I did not have it listed on my five year plan, I cannot imagine my life without Arbonne!

To my husband, Ron: Thank you for believing and for being my "business manager." Thank you for giving all of your love to me and Olivia. To my daughter, Olivia: Thanks for being my Arbonne helper. You are my *Why!*



Some of Suzanne's team at ACTnow Louisville.

To my mom: You are my honorary RVP! I cannot thank you enough for all your love, support, encouragement and help with Olivia while I was out "Arbonning!" To my dad: I know you are watching over me from above. Thank you for loving me.

To my sister, Monica: I am happy to be able to share Arbonne with you. I know when the time is right you will go straight to the top. Thanks for your love and support! To my brother, Marc: Thanks for your love and support, and for being an awesome billboard for the NutriMenC™ RE! To my brother-in-law, Jeff: Thanks for being a loyal Client and for sharing Arbonne.

To ERVP Michelle Peters: I am forever grateful to you for your friendship and for sharing Arbonne with me. Thank you for being there and helping me grow my business!

To NVP Heather Jones: I am honored and blessed to be a part of your Nation. You inspire me!

To Area Managers, Lori Christy, Shannon Decker and Kim DeVaney: I would not be writing this *Eye on Arbonne* story without you. I am humbled by all of you and the wonderful things you do!

To District Managers, Shelly Miller, Nikki Greller, Kristin McGrane, Lily Sendek, Julie Akers, Tracy Kirsch, Laura Santori, Anne Raney, Brandie Pfeiffer, Janel Bantz, Tracy Skiles, Jill Richardson, Andrea Sayers, Traci Chalk, Ann Brennan, Madonna Thompson, Monica Price, Leah Payne, Janet Sendelweck and Manning Harris: I am thankful every day for all of you. Keep smiling and sharing Arbonne. I will be with you every step of the way!

To my Clients: Thank you for your continued support of my business.

To my future teammates: What are you waiting for?



Suzanne with teammates and upline, RVP Dana Huston, ERVP Michelle Peters and NVP Heather Jones.



DM Anne Raney, EDM Brandie Pfeiffer and Suzanne's sister, DM Monica Price.