

keep your eye on the prize

My Arbonne journey began in 1989 when I was introduced to the then-famous warm towel European facial. I saw and felt the Arbonne difference on my skin and I knew I had just been introduced to a great product. I had been in retail management with another skin care and cosmetic company for many years, so I was very interested and excited to do some ingredient comparisons! It did not take me very long to find out that Arbonne had premium products and I quickly made up my mind to register with Arbonne to get my own discount on all of the products. I was especially excited when my friends saw a change in my skin and everyone kept asking me what I was using.

Soon I became passionate about the products and within a short time I promoted to District Manager. My life was very busy because I not only was District Manager, but I was also freelancing for a fragrance company and working full time at a medical clinic. My biggest hurdle that I had to overcome was my mindset concerning network marketing, as I had been involved with another company previously and had some real reservations about the industry.

Then, as I started to go to Arbonne meetings, especially the MTS training conferences (now known as NTC), I met more Arbonne people and built relationships with a lot of the leaders in the company. As I continued my journey through meetings and trainings and received feedback from Arbonne leaders about the industry, I discovered that my worries were unfounded. I was totally convinced once I had the opportunity to meet Petter Mørck, the founder of Arbonne, and Rita Davenport, the President of Arbonne. Petter is a true visionary and a wonderful human being. Rita, I think



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we are so lucky to have you as our President, and a huge thank you for continually "spreading your sunshine."

One of the things that I have found very special about Arbonne is



the people. I recall going to the School of Area Management with Kathe Rush. We have continued building our relationship over the years and I know that Kathe soon will be on her way to RVP,

too. That is so exciting. I would not trade the personal growth, professional rewards or the family of friends I've made along the way for anything!

This is my 14th year with Arbonne, and I want to say a huge thank you to my Clients. You are my greatest assets. Many of my Clients have been with me for most of my Arbonne journey. I

continued ...



^ Barbara with her grandchildren, Jessie and Ryan, at Lake Loveland.

< Barbara's team in Colorado.

SUCCESS STRATEGY:

“The race is not always to the swift, but to those who keep on running.”

want to thank you for your repeat business, referrals and loyalty. Petter, thank you for giving us Arbonne's industry-leading products! My Clients keep saying the products work! I always put an Arbonne gift in with my Clients' orders, making sure it is something they have not tried yet, as this gives my Clients the chance to try another one of our wonderful products. The bottom line is, when you share, sponsor and sell, you will grow your business.

A big thank you to all NVPs and RVPs for the awesome training that you have provided on the weekly conference calls ... you have been an inspiration for all of us. A heartfelt thanks to Betty Zisch for all the wonderful training she has done on product usage. Thanks to Laura Fletcher for training on the warm towel facials.

To my team leaders: Thank you for your integrity, passion and never-give-up attitude. Thank you to Area Manager Kelli Hughes for your professional and focused direction and huge thanks for saying "Yes" to the Arbonne business. It is wonderful having you as a friend and business partner. I appreciate you and look forward to going to your Mercedes-Benz presentation. Thank you to Area Manager Kay Massey, a true friend. I am so impressed with your character, compassion and integrity. I truly admire the woman, mother and business partner that you are. I appreciate District Managers Carol Spradley, Diane Dunham, Karen Sterkel, Lisa Beicker, Lori Huber, Regina Hawkins and Sandra Powell. Words can never fully express the gratitude I feel toward my incredible team. Each and every one of you brings something valuable to our team. You are the reason for my success – I sincerely thank each and every one of you, and I can hardly wait see each of you driving your Mercedes-Benz!

Special hugs to my mother and father for raising me in an atmosphere of responsibility and resilience! Hugs to my



^ Barbara's growing team.

wonderful sisters, Sharon and Arvadell, for having a passion for the products. A special thanks to my ex-husband Ray for "seeing and feeling" the Arbonne difference. Thank you, Steven Hoffner for your perseverance ... I look forward to your Mercedes-Benz presentation in Central Park.

My team is scattered all over the country. I want to thank all of you for being on my training calls. I look forward to the day when I will have the opportunity to meet each and every one of you and thank you personally for your support! Thank you, Rod and Bernie, for always cheering me on, and thanks to Rebecca, my daughter-in-law, for being a product of the product. Thank you, Stian for keeping Arbonne Central connected with monthly conference calls. Candee, thanks for our cutting-edge products and business tools! I also want to express my thanks to everyone at the Home Office who is there to help us every day!

My journey with Arbonne has had its ups and downs, but it was worth every minute because I remained consistent and persistent and really never took my eye off the RVP SuccessPlan! I encourage you to keep going in your Arbonne business, stick with it, and know that the road to success is dotted with many parking places!



^ Barbara at NTC 2001 Hawaii with Arbonne Founder Petter Mørck and his wife.



^ Kelli Hughes, Arbonne Executive V.P. Stian Mørck, Diane Dunham and Ann Wale at NTC 2000 Toronto.



Barbara's sons, Rick and Rod.

^ Barbara and Team members at NTC 2000 Orlando.



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