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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
EXECUTIVE NATIONAL VICE PRESIDENT

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WHAT A DIFFERENCE A YEAR MAKES

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How can your life change in a year? Well, in just 12 months my life has completely changed — personally, spiritually and financially. Even if you think Arbonne is not for you, I encourage you to give it some serious consideration. This may just turn out to be your vehicle for an extraordinary life full of freedom, fulfillment, purpose and hope.

My husband and I have three children: Eleni, 7; Elizabeth, 6 and Joey, 4. Five years ago, my husband and I decided that although I was doing well with my corporate career, it would be more beneficial for our family if I stayed home with the children and became a stay-at-home mom. After five years of being home with the children, our youngest was off to nursery school and I finally had a couple of hours of free time to myself. It was great at first, but after I had completed all of those tasks that I never had time for, I quickly got bored. Yet I knew that I would not be able to go back to my corporate job. It did not have the flexibility I needed and it was never 9 to 5 — the stress was unbelievable and I wanted the kids to be my number-one priority.

In August of 2005, I was introduced to the Arbonne opportunity when my friend, ENVP Lisa DeMayo, invited me to her first Arbonne “Opportunity” Presentation. I went and listened, but never ordered a product; yet, somehow I figured I would be helping her business by signing on as a Consultant. She was just starting her Arbonne business, and was determined to go to the top no matter what it took. I wish I could tell you that I had the foresight to jump on the Arbonne opportunity the first time it was presented to me, but like many people, I was skeptical. I thought the concept of time leveraging was great, but I did not believe it would work. I did not understand network marketing and thought it was one of those “things” that people get into. It all seemed too good to be true ... How wrong I was! Thankfully, Lisa never gave up on me. She continued to share her experiences with me, or should I say, “dripped” on me. She kept me on her e-mail distribution list, and I observed her team’s progress and growth firsthand. In 75 days, Lisa pulled up to my house in her new, white Mercedes-Benz, and I was amazed at how quickly she had promoted. Now, I was intrigued and wanted to learn more about the phenomenal products and the opportunity. After I personally witnessed how it worked for my sponsor, I thought, “Why not go for it?” I felt I had nothing to lose and everything to gain, and I never looked back.



Maria with husband, Joe at an NVP retreat in Hawaii.



Elizabeth, Joey and Eleni.



Maria celebrating with the family.



Maria with husband, Joe and friends, Nick and ENVP Lisa DeMayo.



L-R: EDM Susan Burnett, EAM Jane Andersen, Maria, RVP Debra Taylor and AM Josie Fogarty.

Like most Arbonne journeys, however, it was not always a smooth one; there were bumps in the road along the way. At the start of my business, I realized quickly that I had many fears and a very large comfort zone. My first months in Arbonne yielded a lot of “no-shows” at my Presentations. My friends said, “no” and, “good luck.” I was not completely confident in the opportunity and I certainly did not want to stand in front of a group of people and speak about the opportunity. Public speaking was my biggest fear! Then came that moment I was dreading, when my friend, ENVP Lisa DeMayo was not available to help me with a Presentation. “What do I do now?” I thought. I was scared. I could not eat because my stomach was in knots. That night, as my face turned beat red and my voice trembled, I read from my Presentation outline. Then, in the middle of my Presentation, someone asked me, “What is your favorite product?” I looked down at my outline (which was supposed to save me at all times) and it did not say anything about how I loved the Arbonne Intelligence Skin Conditioning Oil. Well, as I began to speak and get excited about how the oil helped with the eczema on my hands, the crowd felt my energy and the Presentation ended with a lot more ease. That night, I realized that speaking in front of people was so much easier when I spoke from my heart. To be successful, sometimes you must face your fears. In my case, my greatest fear turned out to be my strength. By speaking from the heart, people were able to empathize with me and welcomed the opportunity to join my journey. Face your fears, push through them and go for it. These will be the times you experience the most growth in your life and business.

As I continued to grow my business, I needed to believe in myself before my belief could be transferred to others. So, I began to listen to CDs and conference calls, and attend local training events. NTC 2006 St. Louis was a pivotal moment in my journey. It gave me the vision of what success in Arbonne could be. I was fascinated by the leadership and the company, and I left saying to myself, “How could

success strategy:

“ Face your fears, push through them and go for you goals. ”

I not share this phenomenal opportunity with everyone I know?” When I left NTC, I was determined to go to the top no matter what, and the following month I went into qualification for RVP. After I completed Region, ENVP Lisa DeMayo called to congratulate me, but instead of feeling an overwhelming sense of accomplishment and satisfaction, I told her I was happy, but not content. Before I knew it, I was embarking on an incredible journey toward Nation, with an extraordinary team. Nation seemed so close, and five months after completing Region, we completed Nation!

I have learned so much along the way! I learned that this journey has not only helped my Arbonne business, but it has also helped me develop as a person. This business has taught me more about myself than any other previous experience in my life. I have grown more over the past year than I ever expected. There is no greater joy than helping someone else succeed. Motivating and inspiring someone to achieve their personal best gives me the passion for what I do every day!

Arbonne is about belief and action. Believe and stay consistent; do not reinvent the wheel, but follow the leaders that helped pave the way. I feel sad for those who reject the Arbonne opportunity by saying, “I am too busy” or, “It is not the right time.” They do not know what they are missing. If you are reading my *Eye on Arbonne* story and thinking, “It is great that so many people have reached success, but that could never be me,” know that I initially thought like that as well. I encourage you to jump on board. Live your life and work Arbonne into your life. When I first began my Arbonne journey, my goals were modest. Becoming a National Vice President did not cross my mind. I felt as if an ordinary person like myself could not attain such a goal. However, I quickly learned that as my belief changed, anything was possible. This business has transformed into a life-changing experience not only for myself, but for so many other

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Maria with Chairman & CEO Bob Henry and NVP Debbie Neal.



Maria with President Rita Davenport, NVP Debbie Neal and Sr. VP Product Development & Field Events, Candace Keefe.



L-R: ENVP Nadia Shipley, ENVP Lisa DeMayo, Maria, ENVP Bonnie Erickson and ENVP Phoebe James.



Maria with the Buffalo team: AM Amy Bueme, EAM Tracey Bernardoni, RVP Debra Taylor, EDM Brenda Crisciono and DM Lori Riker.

people on my team, as well. If you have the belief, anything is attainable and you will open yourself up to an extraordinary opportunity!

To my sponsor and dearest friend, ENVP Lisa DeMayo: Thank you for changing my life by sharing the gift of Arbonne, and for believing in me before I believed in myself. You are an inspiring leader, wonderful coach and true friend. You have paved the way for many to follow. If it were not for your courage, so many of us would never have had this opportunity offered to us. I love you and cherish our friendship every day.

To my first business partner and sister-in-law, RVP Debra Taylor: The minute I started my business, I knew I had to have you in it with me. I am blessed to have you as a sister and glad we get to fulfill our dream of working together. I cannot wait for you and your amazing team to go Nation. I love you!

To EAM Jane and Raymond Andersen: You have become great leaders. I love your desire to help others, and your eagerness to help everyone reach their dreams. I cannot wait to look out my window and see your Mercedes-Benz next door! To AMs, Virginia Pfeiffer, Phyllis Lazar, Josie Fogarty and Tracey Bernardoni: Your hard work and perseverance will get you all to the top! Next stop ... RVP!

To ERVP Nadine Petrucci: Your enthusiasm energizes everyone around you. Your hard work and determination is going to get you to NVP! To NVP Debbie Neal: You had a vision of what you wanted, and when you wanted it, and you did just that. You have created an amazing team!

To my DMs: You are the heart of this business. I am so thankful to each of you for what you contribute to our Nation. Remember, if you

can go District, you can go Nation! To all my Consultants and Clients who purchase products: Thank you for believing in these phenomenal products. Your support is greatly appreciated!

Thanks to my entire family for supporting me on my journey to the top. To my mom and dad: Thank you for dropping everything when I needed you. I owe everything to your sacrifices and hard work. I appreciate all of your love and support. To my brother, Michael Tsaketas: Even though you have not been here to see this milestone in my life, I felt your presence along the way. I miss you! To my in-laws, Elizabeth and Joseph Muratore: Thank you for supporting me in my business and for being such amazing in-laws and grandparents. I love you all!

To my awesome husband, Joe: Since I met you, you have given me everything I ever wanted and have taken care of my every need. Now, I want to give back to you. Thank you for all of the sacrifices you have made, for putting yourself last so many times and for supporting me throughout this journey. I would not be here without you, nor would I want to be. I love you! To my children, Eleni, Elizabeth and Joey: You are my *Why*. You are the greatest joys of my life and I love you more than you will ever know!

To my awesome team: Thank you for all of your hard work, sacrifice and dedication. You are the reason for my success. Keep your vision clear and full of belief, and you will be writing your *Eye on Arbonne* stories before you know it!

To Founder Petter Mørck: Thank you for your vision and determination to create the best. To Chairman & CEO Bob Henry and President Rita Davenport: Your leadership and ethics are taking Arbonne to places we never dreamed of!



L-R: EDM Ann Rock, DM Jodi Wronski, EAM Jane Andersen, ERVP Nadine Petrucci, DM Maria Mongelli, AM Virginia Pfeiffer, Maria, RVP Debra Taylor, AM Josie Fogarty and EDM Susan Burnett.



Maria with members of the team at a training.