

COMING TOGETHER AND WORKING TOGETHER

My journey with Arbonne began with a Presentation three days before Christmas in 2001. My sister, RVP Diane Hinkle was hosting a Presentation to be taught by now NVP, Susan Evans. Initially when my sister invited me to attend, I said, "No, I'm too busy and not interested," but with a little push from Diane, I was at that Presentation. Sisters always look out for you and Diane knew my sun-damaged skin could use a little help. I learned more about the health of my skin in that 45-minute Presentation than I had in all the years of going to the mall cosmetic counters. I also learned about possible reasons for my imbalance. I found out I had a choice and the information I received that night changed my life.

I loved the skin care products and felt hydrated within days. I looked over the Arbonne product catalogue during the Christmas holidays and by January I was ready to sign on as a wholesale buyer. I started using the PhytoProlief natural balancing cream and began to make some lifestyle changes that would eventually put me in balance. I was telling everyone about the products and the results I was achieving. I hosted a few Presentations but always treated Arbonne like a hobby. I had attended the "Getting Started" meetings but was not interested in doing it as a business. That changed when Diane decided to leave her demanding job to be at home with her daughter during her senior year of high school. I suddenly had a reason to do the business — I wanted to be a team player and help my sister reach her goal.



darlene naecker

Independent Consultant; Regional Vice President
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I was signing on new Consultants and had become an Area Manager with one DM. I was doing Presentations here and there but it was not until Diane promoted to RVP, that I really began to see how Arbonne could enrich lives. I attended NTC in April 2003 and some C.A.T.S. meetings, and with that my desire to do Arbonne and help others grew.

I had some obstacles to overcome and I set out to work on them. I had to come out of my comfort zone. I decided early on that I would have a no-matter-what attitude. I prayed for the fear to be gone and to be replaced with an unwavering belief that this was a business that could change peoples' lives. The *Eye on Arbonne* success stories always inspired me.

continued ...

DM Jill Maddox, Darlene, AM Beth Pickett at NTC 2004 Texas.



RVP Darlene Naecker with husband, Pete at the ASAP Cancún 2004 trip.



NTC 2004 Texas: L — R: RVP Sandra Hicks, RVP Judy Pressman, President Rita Davenport, Darlene and sister, RVP Diane Hinkle.



success strategy:

“Arise and build ... and know that you are doing good work.”

Through Arbonne I have met many wonderful people and I have been able to develop relationships that take me beyond skin care and health. Once my belief in myself grew, so did my incredible team. My team is composed of people from different backgrounds, professions, walks of life, goals and visions.

My husband, Pete was the owner of an excavating company. Our son had taken over the business and was doing a great job. It allowed my husband to pursue his dream, so we purchased 85 acres near Pennsylvania and left our home of 32 years to start all over and build a dream home. My vision had now expanded to be able to help with the farm. Thanks to my Arbonne schedule, I am able to contribute to the farm income, vacation when I want to with my husband and with the children. Arbonne allows me to be more, do more and give more.

To my parents and mother-in-law: Thank you for your unending support and prayers ... and for teaching me that hard work pays off. To my husband and best friend, Pete: Thank you for believing in me. You made your own meals, picked up the slack when need-be and you are spreading the Arbonne opportunity among your friends and their spouses. To the loves of my life, my wonderful children and their spouses: Justin, Stacey, Erin, Bob, Megan, Timmy and Shannon. My GEMS! You support my busy schedule and me. You are a big part of my *Why*. To my grandchildren T.J., Jesse, Chloe, Ely, Luke, Hailey and new baby boy, Naecker: Arbonne has allowed me to show you how to set goals and achieve them. We will all be vacationing in our beach house soon!

To AM Beth Pickett and AM Jane McLaughlin: I am so proud of you and the phenomenal drive you possess. To DMs Tami Carrico, Jill Maddox, Jo Emblin, Julie Peake, Sherry Keiter, Kelly Cidre and Tracey McLaughlin: My goal is to help you reach your goal of RVP, and more! To my Managers-to-be Lisa Duncan, Wendy Emblin, Romy Ludwig and Kera Kelly: Set your sights, you will be there soon.

Darlene with sister, RVP Diane Hinkle, AM Beth Pickett, DM Tami Carrico and DM Jill Maddox at NTC 2004 Texas



Arbonne "Test Drive Mercedes" Day 2004. Darlene with sister, RVP Diane Hinkle.

To my wholesale buyers who absolutely love the Arbonne products — Trish, Amy, B.J., June, Rumsey, Rhonda, Annette, Stacey and Gary, Linda, Carolyn, Marcia, Candy, Heidi, Patty, Angie, Marla, Jaime, Sue and all the rest of you: Thank you! I do believe many of you *will* be Managers in the future!

To RVP Diane Hinkle: Thanks for catching the Arbonne vision and sharing it with me. You are the best sister, mentor and trainer! You told me I could do it and I believed you. To NVP Susan Evans: Thanks for sharing your vision with Diane! I am blessed to have you as my upline. You are an incredible leader and "Vision Caster. To Founder Petter Mørck: Thanks for sharing your incredible dream with us." To President Rita Davenport: Thanks for telling me to, "Mind my mind." To Candee Keefe: Thanks for the incredible product training. To ENVP Dana Collins: Thank you for the "six for success" and perseverance when no one else was here in Maryland! My greatest thank-you is to God. He is my strength.

The Bible has been my inspiration. In the book, the people come together and work ... amidst opposition and ridicule. They did what many deemed impossible. Thus, the name for my Region: Arise and Build.

God has made it my purpose to help others through the gifts He gives me so that I may be all that I can be for Him ... and that I may serve others and build a team of men and women to do the same.

I do this business in memory of my sister-in-law, Marie Mente who passed away in August of breast cancer. She died at the age of 57.

The loves of Darlene's life: Grandchildren, L — R: Jesse, TJ, Luke, Chloe and Ely. (Not pictured: Grandbaby Hailey and Grandbaby Boy Naecker.)

