

A professional headshot of Julie Newcomb, a woman with short, dark brown hair, wearing a blue zip-up jacket, a gold chain necklace, and large earrings. She is smiling slightly and looking directly at the camera against a light blue background.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,  
NATIONAL VICE PRESIDENT

JULIE NEWCOMB

# DO NOT BE AFRAID TO SHOOT FOR THE STARS

Independent Consultant, National Vice President  
Julie Newcomb Nation; Scottsdale, AZ

One can do anything at all if provided with a passionate and gifted teacher. If someone believes in you and you believe in your dreams, success can happen!

I was so fortunate to have been personally sponsored into Arbonne by our very own President, Rita Davenport, who was originally hired by Arbonne as a motivational speaker to train Consultants. She noticed such a dramatic difference in her skin once she started using the products, that her friends started to ask if she had undergone a chemical face peel. Although Rita was the host of a very popular Phoenix talk show called "Open House," she decided that she had to become an Arbonne Consultant; the products sold themselves!

At the time I was told about Arbonne, I was just recently divorced and had to go back to work because as a single mom I had my son Dan in college; my daughter Jodi in high school and my other daughter Lindsay in grade school. After explaining my dilemma to Rita one night during a function at the school both of our children attended, she planted a seed with me about the company. A few days later, I was in bed at three o'clock in the afternoon, and the phone rang. It was Rita, inviting me to her home that evening to hear about Arbonne International. She was so enthusiastic and explained the pure products and how they contained no mineral oil, wax or harmful chemicals. She told me that I just had to hear about the opportunity. I tried to sound cheerful and awake, but the truth was that I was severely depressed, had a bankruptcy looming, suffered with chronic fatigue and had an overwhelming amount of fear. I agreed to come for one reason: I thought it might be good for me to spend an evening with interesting people ... maybe even have some fun. Believe me, I was not up for starting a business; I was too sick, too tired, too depressed and too broke.

I actually enjoyed myself at Rita's, where I met Donna Johnson (who had been with the company for six months),



Julie with her new Mercedes-Benz in 1992.



Julie's RVP car presentation with ENVP Donna Johnson and Arbonne President Rita Davenport.



Family vacation in Hawaii.

Susan Shaheen and Stasia Trivison. All of these women are now either Regional or National Vice Presidents. At this gathering, the products were described in more detail. They did not have me feel or smell or otherwise experience the products ... I bought the information. The marketing plan was what really intrigued me. I thought to myself, "If this product does not make my face drop off, this could be a goldmine!" I had used expensive department store products that produced little or no results, so I did not expect much from the products. The trips sounded like fun and I liked these women, so I bought a Starter Kit. So never forget — people buy you first; they do not care how much you know until they know how much you care!

I never dreamed that when I first tried the products they would be so amazing. I had never experienced any of those incredible results before. I had to call a friend and fast. We got together and my friend loved everything and she bought the whole system. This is where I began in Arbonne. Now at the time, I earnestly prayed each day that God would give me the courage just to get out of bed; then I would say, "Okay, God, here we go!" It was not that this business seemed so hard, because everyone loved the products; I simply feared whether or not I would succeed.

Once the testimonials poured in and I learned about the impact that Arbonne's products and opportunity were

## success strategy:

“ If someone believes in you and you believe in your dreams, success can happen! ”

making in the lives of those I shared them with, the fear was gone. I no longer feared whether or not I would succeed, I cared about whether they would succeed. It was no longer about the sale; Arbonne became my mission — to help people look good and feel good. I want to emphasize how different the outcome of your efforts will be if you take your eyes off of yourself and devote yourself to truly loving and caring about those whom you are helping.

I have always believed that the reason I made it to Regional Vice President was because I never forgot my big picture. On a daily basis I wanted financial freedom and time freedom. Did I ever feel like quitting? You bet I did ... but never for more than 48 hours! When it happened, I looked at my other options of trading time for money and I knew that I had no alternative. I told myself that no disappointment would keep me from my goals. After all, commitment is what you have when you eliminate all of the other options.

Please keep in mind that not everyone will support your dream. Do not let that stop you! There was a point early in my career where I was ready to quit, when my son Dan said, "Give it up, mom. You're never going to do this. You need a real job." It was then that I knew I could not quit. Later, when I received the Mercedes-Benz, nothing meant more to me than when Dan said, "Mom, I am so proud of you."

I knew that when I was 50 years old, I wanted to enjoy the grandchildren that God would give me and that is exactly what I am doing. Chloe is the "Arbonne baby" pictured on the back cover of the Volume One, Issue Two *Eye on Arbonne* magazine in 2000. She is now two years old with curly hair, and she is brilliant. My

*continued ...*

Aloha from paradise!





Julie and her family. L-R: Dan, Julie, Jodi, granddaughter Chloe, Lindsay, mom Marcie and son-in-law Tim.

stepdad passed away recently and I have needed to spend more time with my mom.

Now I am a National Vice President and my 'big picture' for the future has expanded to making sure that anyone in my organization who wants to can achieve it. I love our company because there is room for everyone, and I love and appreciate whatever way they want to participate.

When I look back and think about what helped me reach National Vice President, I realize that much of it has been about teaching people how to always continue building strong districts, no matter what level they achieve. Strong districts will not be achieved without the key ingredient — enthusiasm. Going National was actually stress-free compared to District and Area because at this level momentum drives volume.

Thank you, Rita, for screwing my head on straight. You taught me that if God gives you the desire for something, He will give you the vehicle to get there. And so many other valuable lessons. Many of these changed my life. Stian, I so respect your leadership in our company. Petter, thank you for looking into my eyes and seeing greatness when I did not believe in

myself. You always appreciated my efforts. Being in London and Paris with you was beyond my fondest dreams. I was successful because of Rita; my upline ENVP, Euphiazene Linder; and ENVP, Donna Johnson who all believed in me. Mom, I have flown because you gave me wings.

To everyone at the Home Office, you have been a blessing to me and everyone on my team for your respect, support and teamwork. Each of you works so hard to make our success possible.

I applaud my dedicated and talented managers and faithful Consultants because their continued success made this possible. It has been said that to love a person is to learn the song that is in their heart and to sing it to them when they have forgotten. You must have faith that there is a light at the end of the tunnel. Believe that you may be that light for someone else. Do not be afraid to shoot for the stars. It is great up here and there is room for you, too. See you at the top!

Julie's local managers.

**Top row:** Judy Wells, Sue Cicciolini, Julie, Donna Johnson and Dimitra Kalos.  
**Middle row (L-R):** Kathleen Parker, Donna Nalley, Nancy Hawthorn, Pat Rice and Erma Abbott.  
**Bottom row (L-R):** Holly Warnol, Donna Corlin, Danuta Pasieczny and Yanako Chambers.  
**Not pictured:** Linda Dahl, Patty Goodenberger and Gail Chang.



Julie with Arbonne Founder Petter Mørck.