

NEVER SAY NEVER

My story began 12 years ago when I met ENVP Nancy Wilcox while she was involved in another company. I had two young boys and was more focused on raising them than building a business. Ten years later, Nancy started an Arbonne business. My background was in interior design and I loved it. Unfortunately, it did not allow me to be at home with my children. Although my husband had an excellent job, I needed something rewarding for myself and did not want to wait until my children were grown. I really did not think it would be in network marketing.

I supported Nancy by hosting a Presentation at my home. Nancy kept me in the loop by signing me up as a Consultant. I only intended to purchase product at a discount and had no interest in the business. I could not keep up with Nancy's many e-mails and eventually told her to remove me from her list.

A few months later, I saw her driving a Mercedes-Benz! After that, I asked to be put back on her e-mail loop. A few months later, I read an e-mail where Nancy recognized two women who were promoting to DM. I knew both of them. It was a sign I needed to give Arbonne a try. I promised myself I would do my best for one year and see what happened. One year later, and with much encouragement and guidance from Nancy, I was an AM on my way to RVP. I had a wonderful blossoming team. I was hooked on the company and its nurturing philosophy. I knew I was doing everyone a favor when I spread the word about this fabulous company and its wonderful products.

NEW RVP



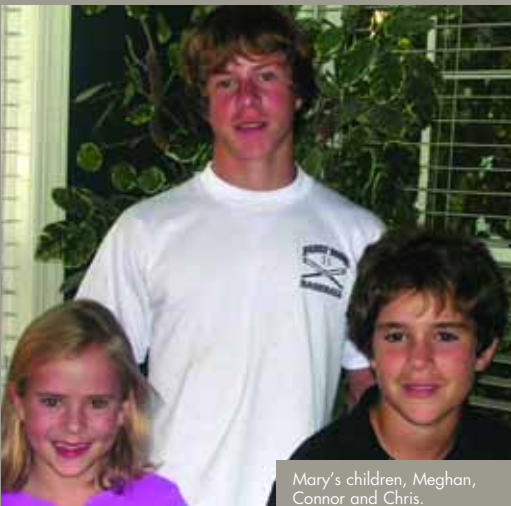
mary o'donnell

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The moral of my story is that people will tell you "no" but that only means, "No, for now!" Keep those prospects up-to-date on your progress and they will come to you, in time.

Since committing to Arbonne, I am a different woman. As President Rita Davenport describes it, "Arbonne is a self-development company disguised as a skin care company." I never had goals before; now, I have goals and meet them. I did not have much self-discipline before; now, I do. My level of confidence has soared and I am teaching my children that dreams do come true *if you do not quit!*

continued ...



Mary's children, Meghan, Connor and Chris.



Mary and husband, Pat.

Mary with EAM Shelley O'Neill, Jennifer McDonald, DM Mari Dawson, AM Joann Wagner, Amy Arthur, AM Tracey Sanders, DM Julie Sherman, EAM Andrea Hughes, ENVP Nancy Wilcox at her car presentation.



success strategy:

“ Quitting is not an option. ”

My three children, Meghan, 8, Christopher, 12 and Connor, 13, will continue to have me home. When they were very young, I could not imagine not being at home with them. In the blink of an eye, they are growing up and will soon be making their own way in life. Whether it is school, sports or just being together as a family, I want to be there every day of their childhood. Arbonne has given me the time and potential financial freedom to do that.

This business is simple, fun and rewarding. I have a team comprised of the most wonderful women I have ever known, made up of old and new friends who saw the same, great opportunity and joined me. There is a powerful and expanding circle of relationships that form through Arbonne. Relationships are the base of our businesses and the energy and growth coming from these relationships is very powerful.

To EAM Shelley O'Neill: Thank you for joining my team after my first Presentation. What a way for me to get started! You are creative and inspiring and a wonderful leader for your team! To AM Andrea Hughes: Your efforts helped me get to AM and that promotion led to RVP. Thank you. You are a star!

To my long-time friend and one of my favorite people in the world, soon-to-be AM Patty Buddemeyer: You were number one on my "chicken list" because you are so awesome. You have a big team in the works and are a leader who will be loved!

To my neighbor, friend and business partner, AM Joann Wagner: I am so happy we have become closer because of Arbonne. You have gone through a wonderful transformation and you do an amazing job. To AM Tracey Sanders: You are a great leader. I know I will see you at the top! To AM-in-qualification Lynn Delsavio: I cannot wait to get to know you better. You have become quite a leader in New York.

To my DMs, Clients and all of the new Consultants: Thank you. Every order you placed, no matter how big or small, helped me promote to RVP! I will be there for you every step of the way.

To all my friends on Rockbridge Avenue who are my *best* friends: You have helped and supported me in so many ways. I know I could not have done this without you!

Mary with team in Cambridge, MD. AM Joann Wagner, EAM Andrea Hughes, ENVP Nancy Wilcox, EAM Shelley O'Neill, Mary, DM Lynn DelSavio, DM Patty Buddemeyer and AM Tracey Sanders.



Mary with AM Tracey Sanders and her team: DM Julie Sherman, ENVP Donna Weiser, DM Cathy Riggs and EDM Sharon Holmstrom at ACTnow Louisville.

I do not know how to begin to thank you, Nancy. You are an amazing inspiration to me. I believed in you before I believed in the products and company. *You* are the reason I am here today!

To the love of my life, my college sweetheart and husband, Pat: Wow, you never know what life has in store. Thank you for believing in me! To my wonderful children, Connor, Christopher and Meghan: Thank you so much for being understanding and believing me when I tell you there are big things ahead for us. Thank you for loving me ... you, dad, Mimi and Pop Pop are my *Why*. I want to have many choices for you and I want you to see dreams come true, just never give up! To my mom and dad, Patsy and Jim Harris: I know you are proud of me and there is no better feeling than being the recipient of that pride. I love you!

This company would not be what it is without President Rita Davenport. Rita: I love to laugh and there is no better source of entertainment and inspiration than you. To the Arbonne Executive Team and everyone at the Home Office: You know what you are doing and do an exceptional job.

I can honestly say if I can do this, anybody can. Never say never, and once you say, "yes" to Arbonne, never quit. Your dream will come true.



ABOVE:
EAM Andrea Hughes,
ENVP Karen DiCenzo,
ENVP Donna Weiser,
ENVP Kathy Lutz and Mary
at ENVP Nancy Wilcox's
beach house.



LEFT:
Mary and ENVP
Nancy Wilcox.

NEW REGIONAL VICE PRESIDENT

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