

A CALLING

My journey with Arbonne began last summer when I experienced life-changing results with one of the products. As a physician, I had tried many conventional medical remedies for a problem I had, but to no avail. Arbonne's natural balancing cream had an incredible impact on me and I cannot tell you how excited I was to be able to offer this product to my patients.

When I first began offering Arbonne products to my patients, I did not do so from a business standpoint. Already a successful family physician, I worked alongside my husband and together we had carved out a lucrative medical practice. Our life was comfortable and I had no desire for new business ventures. My world revolved around the daily routine of our family practice and raising our three growing children.

Then, in July of 2002, we went on our first medical mission trip to Guatemala to offer our skills as doctors to those truly in need. What we experienced there was truly life altering. For the first time in our careers, we had the opportunity to practice medicine in a way that we had never experienced before — without the headaches of paperwork, or the bureaucracy of insurance companies and government regulation. We were actually able to provide care to our patients without interference. We expected nothing in return, except for the satisfaction of helping them regain their health and well-being. The fulfillment we received was beyond anything monetary compensation could provide. For the first time in our careers we felt absolutely fantastic about what we were doing and came to realize that our work had finally amounted to something that was pleasing to God. We knew that this was our calling.



dr. deanna osborn

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However, one problem persisted. Being away from our medical practice to do mission work was our calling but it was also difficult to do. After all, we were small business owners and the only revenue generators in our practice. While we were gone there was no income pouring in. Investments we had made toward retirement had become a casualty of uncertain times, coupled with the fact that reimbursements in medicine had fallen to an all time low and insurance companies were making it more difficult to collect. We watched as our investments lost value at an alarming rate. In order to continue with the purpose we were intended for, first we had to find a way to be secure financially. Arbonne came along at just the right time. Soon after returning from the mission, I promoted to District Manager. This happened without me really doing the business. It was simply the by-product of all the lives we had touched in

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LEFT TO RIGHT:

Deanna's children, **L-R:** Lauren, Christopher and Rachel (w/Scotty).

The Osborn family: Deanna, Chris, Christopher, Rachel and Lauren.



Working pool-side: AM Diana Dowlen, Deanna and DM Karen Miller-Brooks.



ERVP Lisa Voorhies and Deanna, with AM Dana Korn and some of her team at NTC 2003. L-R: Deb McCauley, DM Karyl Molchan, Lisa Voorhies, Sharon Sabbath, AM Dana Korn, Katie O'Neal and Deanna.



NTC 2003 Nashville Grand Awards. L-R: DM Dr. Kelly Burwell, Deanna, DM Karen Miller, AM Diana Dowlen, DM Tracy Jackson, DM Becky Potterbaum and Roeletta Eicher.

success strategy:

“ Love people and give of yourself freely without hidden agendas or ulterior motives. ”

the course of our practice. The result of this was that Arbonne kept sending me a check each month. In September, it finally dawned on me that Arbonne was my chosen vehicle for us to get back to the mission field.

Arbonne makes many things possible — whether it is by providing a means to live out your dreams, or a way to help others regain their health, or even a chance to offer others a viable opportunity and a better way of life. In my case, it was the perfect outlet for me to create residual income and financial stability to continue with my fulfilling life's work. This business has afforded both my husband and me the ability to help an ongoing medical clinic in the mountains of Guatemala, given us more time with our children, rewarded our family with a brand-new, white Mercedes-Benz and presented us with the opportunity to help others succeed in Arbonne.

I want to thank my wonderful husband Chris and our awesome children Christopher, Lauren and Rachel for all their love and support. I am so happy we get extra time together swimming and playing this summer because of Arbonne. I look at your faces and you all are the *Why* I need in the world to keep this business going.

I cannot even begin to thank ERVP Lisa Voorhies. She has been a tremendous help and support to me, always going above and beyond the call of duty. I also want to thank ENVP Carol Waugh for

her willingness to help in so many ways. My deep gratitude goes out to ERVP Sharon Metzger, RVP Michael Anderson and ERVP Tina Prow for helping me train my team. Throughout my whole experience, the support of my entire Arbonne family has been incredible. Our President Rita Davenport, has been a blessing to me in so many ways. She has been there to congratulate, to listen, to explain, but most of all to love each and every one of us. Petter, Stian and Candace: Thank you for believing in a product enough to bring it to America. To the entire Arbonne Home Office staff: You truly do an awesome job.

A special thank you goes out to my team for all of the support and love they have shown me. RVP-in-qualification Diana Dowlen, AM Dana Korn, AMs-in-qualification Dr. Kelly Burwell and Pamela Osborn, DMs Donna Wyatt, Amy Snyder, Karyl Molchan, Karen Miller-Brooks and David Dowlen: Thank you so much! You guys are awesome. I am looking forward to many Mercedes-Benz presentations throughout the rest of this year! I will have you know I could not have picked a better team!

My Region's success has largely been due to an incredible blessing, in addition to our willingness to stay focused and follow through. It is our fundamental commitment to help and care for others who lift us to our calling in life. Given that, it is easy to build and grow when you know that you are doing it with God's strength and blessing. May God bless each and every one of you in your businesses.

L-R: ENVP Carol Waugh, ERVP Lisa Voorhies, Deanna and ERVP Sharon Metzger.



Deanna on medical mission in Jocatan, Guatemala, summer 2002. Pictured: Consultants Michelle Clark, Pamela Stewart, AM Diana Dowlen and Dr. Chris Osborn (Deanna's husband).



Deanna with a Guatemalan baby.



Deanna and ENVP Carol Waugh with some of Deanna's team at NTC 2003.

