

A close-up portrait of a woman with short, curly, reddish-brown hair, smiling warmly. She is wearing a black top and a small diamond earring. The background is dark and textured.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,  
NATIONAL VICE PRESIDENT

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GAYE OUELLETTE

# DO WHATEVER IT TAKES

Independent Consultant, National Vice President  
Gaye Ouellette Nation; Pasadena, MD

Arbonne helped me to dream again at the tender age of 61. My career as a nurse was very rewarding. I loved my work and enjoyed being experienced and knowledgeable. My last position was with a plastic surgeon. I served as the operating room nurse and also managed the skin care department at his practice. I had reached the top level of management and finally hit the glass ceiling. I had settled into my comfort zone long ago. So why would I want to shake up the routine that had become my life and start a new career?

Well, I hit a major bump in my road. My husband was retired, our stock portfolio took a tremendous nose dive and the doctor I worked with was about to retire. Obviously, I was not fond of change, considering the fact that I stayed in the same job for 22 years. But because of our circumstances, my husband had to return to work as an engineering consultant after several years of retirement and I needed to seriously consider looking for a new job.

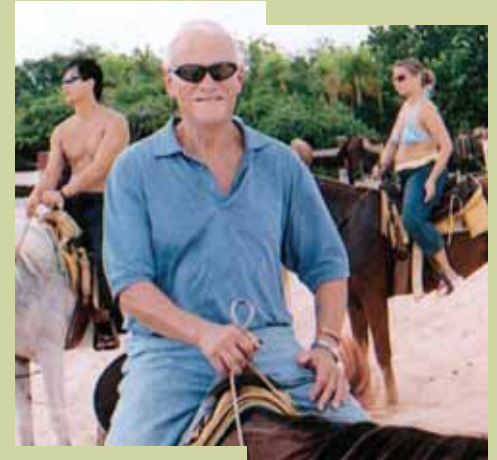
About a year and a half earlier, we had successfully brought Arbonne's fabulous skin care products into the practice. The doctor, patients and staff loved them. Little did I know then, how much more I would love them. They would be the unexpected blessing in disguise that would turn our life around.

ENVP Dana Collins introduced the products into the doctor's practice. Although she attempted to offer the opportunity that went along with Arbonne products, I put my hand up and stopped her in her tracks. I would not even consider it. After all, I was a nurse, a reputable and respected profession in society. On top of that, I was very content at that time to stay where I was. I had no understanding of network marketing, never heard of time leveraging or residual income in my nursing career. I did not understand the concept of creating a residual income, and helping others to do the same, while developing myself personally and professionally. It was only after I was forced to find other alternatives to my family's financial situation, that I opened my eyes and my mind to learning about network marketing and the Arbonne opportunity. I had to decide what I wanted to do. I did not savor the idea of getting another position with another doctor, learning his routine and basically starting over all again at the age of 61, but I had to do something. To this day, I cannot believe I had the fortitude to call Dana and say, "I am ready. Tell me what I need to do."

That was four years ago — now look at me. Where would I have been in four years without Arbonne? I would still be 65, working full time for someone, trying to regain the same benefits and status I formally enjoyed at my last employer's medical practice. I certainly would not have the financial security or the freedom I now enjoy. Thankfully, Arbonne has saved me from that fate. Because of my Arbonne business, I now have the potential to plan my work schedule around my family rather than the reverse.



Gaye's daughter, Lara with husband, Scott and children, Zachary and Julie.



Gaye's husband, Clarence, on the ASAP 2004 Cancun trip.



Gaye's son, Mark, with wife, Brittney, on their wedding day.



Gaye's daughter, Michelle and her daughter, Autumn.



Gaye with DM Brenda Patterson, AM Trish Moshchell-Radeff, DM Dianne Lyle and sister, EAM Tess Bloomquist at NTC 2005 Las Vegas.

I wish I had understood what network marketing and time leverage was 25 years ago. I still remember that evening when my son, Mark, who was 10 at the time, was one of the last ones left standing with his soccer coach waiting for me to pick him up after practice on a cold winter evening. It was 6 p.m. and I was still at work with a patient and could not leave; my husband was out of town and since there were no cell phones in those days, I could not reach anyone to pick up my son. I was frantic. The doctor stayed for me. I will never forget that night. If you have children, definitely consider the Arbonne opportunity as a means to be there for your family — to be able to go to their games, be with them when they are sick and be a part of their lives. It is such a short time before they are out of the nest and you are left wondering, "Where did the time go?"

Arbonne has given me so much. My sponsor, mentor, coach and friend, ENVP Dana Collins helped to guide me so well on my Arbonne journey. Dana, you are truly a leader among leaders, and you have inspired so many. You have paved the path to success for generations to come. I still remember one of your many pearls of wisdom when you said, "Gaye, you will be amazed at the personal growth you will go through on your Arbonne journey." Naively, I thought to myself, "I am 61 years old. I have gotten this far, what do I need to change?" Let me say, there was a lot to change, especially my negative thinking, which was one of my biggest hurdles.

It is almost impossible to deal with your weaknesses and fears if you are not aware of them. Having an Arbonne business draws out these traits. And fortunately, in Arbonne, you are surrounded by caring and loving people who not only tell it like it is, but also help you to confront and overcome your weaknesses and fears. After 30 minutes a day of self-development over the course of months, I was able to make some great strides in that department. Yes, I occasionally still wear a rubberband to snap me out of my negative thinking, but that

is a small price to pay for the great benefits I receive from having a more positive outlook on life. As they say in my circle of friends, Arbonne is really a self-development company disguised as a skin care company.

Finding the potential for financial success and professional fulfillment through my Arbonne business was also a pleasant surprise. I was driven by my *Why*, which was to not have to live off my social security paycheck. I had to make a commitment to do whatever it takes to succeed. Saying "yes" was the first big step, while getting into activity eased my fears. My personal mantra, "I will do this, and I will get that Mercedes-Benz," was one I repeated to myself over and over again until I believed it wholeheartedly. I told everyone I knew so I could make my intentions public. Because of that, there was no turning back. Although I came across some dreamstealers who meant well with their warnings, I understood it was their own fears they were expressing. I simply made it a point not to discuss my Arbonne business with them. In fact, they truly helped my determination to succeed.

Success is determined by what you do daily. Follow the system, but do not wait until you feel you know everything. To be successful, you must have the vision, commitment and courage to step out of your comfort zone and do whatever it takes to succeed. Next, you must engage in activity and the rest will follow. There are really four keys to success. The first is building a belief in the prod-

*continued ...*

ENVP Dana Collins with the Gaye Ouellette Nation.



## success strategy:

“ Build your belief in yourself and the opportunity — your success will come as a result of your self-development, commitment and consistence. ”



Gaye with ERVP Judi Valentine, RVP Kathy Rewa and Area Managers.



ERVP Judi Valentine, RVP Kathy Rewa, EAM Paula Futch, EAM Gregory Dean and Gaye.

ucts so they sell themselves. The second is building a belief in Arbonne and realizing that this company will provide the tools for your success; do this by attending all meetings and events, and definitely become a graduate of the Arbonne University. The third is building a belief in the opportunity, and that it can change your life and the lives of others. The last is building a belief in yourself; so work on your self-development. I think it was the belief in myself I had to work on the most. But I am ever grateful for the end result.

I want to thank my husband, Clarence, for his support, encouragement and entrepreneurial spirit. He would always say, "One brick at a time, Gaye." That has really become a family saying. He was never satisfied with the status quo, which helped me to dream big.

Becoming a Nation is truly a team effort. I want to thank my team, a true dream team. You all inspire me. My dream will be complete when you have fulfilled your dreams. To ERVP Jodi Valentine and RVP Kathy Rewa: I feel truly blessed to have you both as friends and business partners. I have learned so much from you.

Thank you to my sister, EAM Tess Bloomquist, EAM Gregory Dean, AM Senora Neal, EAM Mary Auger, EAM Shawn Stratman, AM Trish Moshchell-Radeff, AM Rebecca Thompson, AM Geralyn Schulkind, AM Lisa Parker, AM Mary Grace Chacos and AM Amanda Newell. Your enthusiasm, determination and success is a direct result of your beliefs. To all the District Managers in my Nation: It seems like yesterday that I was a DM looking at the incredible opportunity. As our wonderful and inspiring President Rita Davenport says, "Keep on keeping on, no matter what."

Keep reminding yourself of what your life will look like in five years with Arbonne or without this incredible opportunity. Have a whatever-it-takes attitude. Build your belief system and keep your *Why* in front of you. You all are truly amazing. Your commitment is inspiring. I am so fortunate to have you as friends and business partners.

To Petter Mørck, founder of this great company: My sincerest thanks for your vision and the opportunity you gave us to change our lives in so many ways. To President Rita Davenport: You are an inspiration. Your wisdom, humor and love has helped us to become all that we can be. To Chairman & CEO Bob Henry and the entire Home Office staff: Thank you for your incredible commitment to all of us in the Field. I am humbled by your belief in us and your commitment to our success. Thank you all for sharing your dream.

Geralyn Schulkind, Tina Ball, Hana Klein and Paula Futch at NTC 2004 Texas.



Gaye with DM Vicki Reynolds, ENVP Dana Collins, EAM Gregory Dean and AM Shawn Stratman.



Gaye with EAM Gregory Dean and AM Senora Neal at NTC 2005 Las Vegas.

