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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
EXECUTIVE NATIONAL VICE PRESIDENT

JOYCE OWENS

Taylor
media
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FOLLOW YOUR DREAMS TO YOUR SUCCESS

Independent Consultant, Executive National Vice President
J. Owens Nation; Edmond, OK

When I was asked to update my *Eye on Arbonne* story to be published online on Arbonne's Web site, I thought of my NVP story title back in 1997. That was one thing I did not want to change. As I look back on my life and my journey with Arbonne.

After high school I headed off to college thinking that I would be a social worker. My junior year of college I was in a serious car accident that almost took my life and did take the life of one of my best friends. After several months of recovery, I decided that I wanted to become a nurse and give back what had been given to me. I started back to school and traveled a different path.

When I finished college I was ready to save the world. I truly loved being a nurse and making a difference in people's lives. Then in August of 1990 my dear friend Dianna Bicknell finally convinced me to try the Arbonne products. We spent at least four nights a week watching our children play softball and baseball and she would not stop talking about the Arbonne products, and about how much I needed eye cream! She talked for three months before I finally listened. Thank you Dianna, for not giving up until I tried these incredible products. Without you I would never have met Neta Irwin my amazing upline ENVP.

At the time I joined Arbonne I was working part time for a family practice physician. I had been blessed to be able to go part time in December 1980 when our daughter was born.

In 1990 my husband's corporate management job was eliminated. I realized that I would have to be back in the "rat race" of a full-time nursing job or else I would need to find a different avenue of income. I prayed for an answer and realized that it was right in front of my "face" ... with Arbonne.

Travel was a hot-button of mine and I soon learned about all of the travel opportunities that Arbonne afforded me. My first trip was to MTS (now NTC) in Universal City, California. Our company was so small then; we had less than 200 Consultants in attendance.

Later that year I earned the trip of a lifetime to Arbonne Founder Petter Mørck's homeland of Norway. That was the most incredible trip with only 10 winners and the VP team, which was very small at the time. I knew after spending time with Petter and his family, Rita and David Davenport, and some of the VPs, that I had found my home with Arbonne forever.

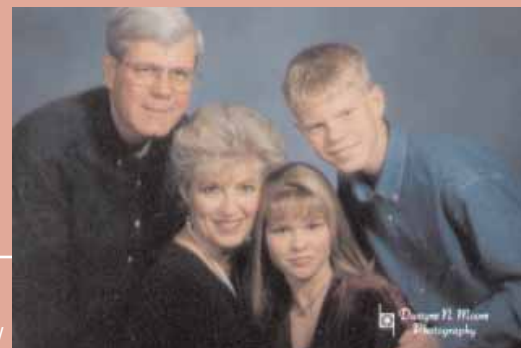
Since joining Arbonne I have also been to France; Hawaii; three times to Maui; Ixtapa, Mexico; the Bahamas and on several cruises, just to name a few adventures. We have had annual conferences in Canada, Boston, Vail, Orlando, Long Beach, Nashville and many other exciting places. What more could one ask for?



Owens' family in 1997, when Joyce promoted to NVP.



Joyce's family during her son's high school graduation in 2003. L-R: Julie, Joyce, Justin and Howard



Owens' family



DM Alexia Fussell, ENVP Cindy Pipkin, AM Hannah Musselman, ERVP Meloni Barkley, Joyce, NVP Stacy Thorn and RVP Tiffany Wedel.



Joyce with NVP Carol Egleston, RVP Felice Hill and RVP Barbara Nelson with some of their team in the Bahamas.

Everyone asks, "What is the key to success in this business?" First, you must have a burning passion or desire to succeed and belief in yourself, the products and the business. Your desire must outweigh your excuses for why you can't make those phone calls, schedule appointments and classes, or attend trainings.

Next, you must be committed to writing down goals and creating a plan of action that you follow through with. Visualize what you want and then do it. You must be consistent and persistent with a never-give-up attitude. No matter what happens, do not quit. Quitters never win and winners never quit. If you quit you will not see your payday.

This business is about committing to the success of people, to the same extent that they are willing to commit to their own success. One of my favorite sayings is, "Success is a journey, not a destination." And what an incredible journey this is! Ordinary people can achieve extraordinary results in Arbonne. Network marketing is simply a vehicle for living a life of choice. You can create a life that is totally consistent with your values, goals and dreams and have fun doing it.

I remember the "horse and buggy" days with Arbonne when we had very few products and no skin care sample packs. We have come so far as a company. We can now not only help others look better but also feel great, especially with our incredible PhytoProlief and Prolief Natural Balancing Creams. Arbonne is a gift to share and be opened and passed on to others. This business is a passion in my life.

There were very few Mercedes-Benzes in Oklahoma in 1994 when I received my first car. Now there are 20 in my SuccessLine and there are many more to come. I am so thankful that my girls can

feel safe when they buckle their young children into what I believe is the safest car on the road.

My Nation is where it is today because of my incredible leaders who have such compassion, love and integrity.

First I want to thank my first ENVP Cindy Pipkin: You are so special to me. Thanks for your leadership and great sense of humor. We have had some fun and crazy times together! NVPs Carol Egleston, Stacy Thorn, Misty Whitfield and ERVP Meloni Barkley: Wow, what powerhouses you are! I am so blessed to have you and all of your fabulous SuccessLine Managers and Consultants in my organization. All of you have taught me so much.

Next, I want to say a big thank you to the phenomenal RVPs in my Nation: Kathe Rush (ERVP), Nancy Long and Stephanie Fisher. You are all such an inspiration to me. Kathe: We have been through a lot together; you are now on a mission and you will be an ENVP soon. Nancy: You had some roadblocks but you persevered; great things are in store for you and your team as you become "Tallahassee Lassie" NVP! Stephanie: You are my youngest and most vivacious RVP and you have touched my life in a special way. RVP will only be a short stop for you as you move to NVP. You are all such prayer warriors and I am blessed by your prayers.

Neta: You are my special friend and mentor. Thank you for believing in me, coaching me and for challenging me to go for it!

Thanks also to my Area Managers: Linda Schirmer, Barb Davis, Tiffany Crosier, Paula Winter, Mary Lisa Gredler, Kuryne Lee, Sharon Tacot, Josie Koonce, Sharon LaMonica, Doris Anthony, Karen Kessler, Dana Green, Julie Pierce and Leslie Hicks: You are all

continued ...



RVP Beta Wright, Joyce and NVP Misty Whitfield



Joyce, President Rita Davenport and DM Patty Selby.



Founder Petter Mørck and Joyce during her car presentation in 1994.

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



L-R front: EDM Dee Mull, DM Kelly Ingle and DM Teresa Donoho.
L-R rear: DM Bonnie Webb, Toni Chapman, AM Paula Winter, Roxanne Moran, EAM Barb Davis, RVP Stephanie Fisher, DM Leigh Stansbery and AM Tiffany Crasier.



NTC 2003 Nashville: DM Susan Still, Joyce and EDM Eleanor Still.



Joyce with EDM Heather Seaton, DM Rhonda Seaton and Joyce's daughter EDM Julie Owens.

gifted leaders and a true inspiration to me. Get ready to pick out your Mercedes-Benz.

To all of the District Managers in our Nation: Eleanor Still, Susan Still, Julie Owens, Heather Seaton, Rhonda Seaton, Debra Smith, Patty Selby, Beth May, Glenda Faxon, Michele Trescott, Pam Cooke, Katie Bray, Dee Mull, Azure Winter, Kelly Ingle, Bonnie Webb, Terri Cox, Cheryl Little, Kendra House, Deborah Peckham, Kathleen Lewis, M.D., Kristin Harper, Janna Walker, Leah Ingraham, Mandy King, Kathy Cook, Meredith McNair and Walsie McLaughlin: I want you all to know that I truly appreciate all that you do.

To all of the Consultants in our Nation: You are very important and I hope that Arbonne will help you to fulfill your dreams.

Julie: I thank God for you every day and I know that He has awesome plans for your life. It is so much fun to have you on my team. I am so proud of you for graduating from college in December. You have so many talents ... go, girl! Justin: God blessed my life with you. You always wanted that Mercedes-Benz and you got it when you were way too young to drive! Thank you for telling your friends that they needed Arbonne products. You and Julie have loved the Arbonne trips and the friends you have made all over the United States.

Howard: Thanks for cooking, cleaning and trying to keep me organized. Where did those 31 years of marriage go? Thanks for letting me pursue my dreams.

I want to say a special thanks to my Oklahoma crossline VPs who have traveled this road with me for years: Beta Wright, Martha McIntyre, Cecilia Stoll and Sonja Peach. You all have been such shining examples of faith, courage and belief. I love and admire each of you.

Rita: Thank you for being my rock. You have been my inspiration and motivation from the beginning; you are so special to me.

Petter: Thank you for creating these life-changing products and the opportunity, as well as seeing the possibilities in me. I appreciate your vision and encouragement.

Thanks to Candace for keeping us on the cutting edge with all of our products. Also a big thanks to Shane, James, Melissa, Franny, Abby, Christy, Matthew and all of the VP Support team. We could not run our businesses without you.

I want to dedicate this achievement to an awesome God for without Him none of this would be possible. I also dedicate this to the memory of my loving parents who always believed in me and who encouraged me to go for it. Your lives have been a light for my path. Thanks for setting a Christian example and for your many prayers. "Follow that Dream" was a favorite song of mine when I was a child and now I feel that I have truly been able to follow my dreams with Arbonne. Do not let anyone steal your dreams. Follow your dreams to your success! I will be cheering you on.



L-R front: RVP Nancy Long, RVP Stephanie Fisher, EAM Josie Koonce, ENVP Neta Irwin, Joyce and AM Sharon Tacot. **L-R rear:** AM Linda Shimer, AM Dana Green, EAM Karen Kesler, ERVP Kathe Rush, AM Sharon La Monica and EAM Doris Anthony.



Joyce, Exec. VP Stian Mørck and ERVP Terri Noble in France in 1994.



NTC 1997 (formerly MTS training): ENVP Cindy Pipkin, EAM Mary Lisa Gredler and Joyce.



NTC 2003 Nashville: Some of Oklahoma, Missouri, Florida, Georgia, Kansas and Texas team.