

## WHITESHIRT SIMPLICITY

From my very first Arbonne conversation with my sponsor, ENVP Kathy Hawkins, I knew I wanted to be involved with this company. It was an instant match in my heart. I became an Arbonne Consultant in April of 2004. My first goal was to schedule six Presentations for Kathy to come to Texas and train me in this business. As an experienced educator, I talk for a living; however, this challenge pushed me out of my comfort zone! Ironically, I found myself enjoying letting people know I had started my own business and began scheduling skin care Presentations as a part of my commitment. How empowering that decision became for me.

In October of 2004, Stephanie Jensen, my daughter's drill team instructor, agreed to host a Presentation for me. Initially, I was scared to ask her; however, she ended up teaching me one of the biggest lessons in my early Arbonne life: Reach out of your comfort zone and approach those you are afraid to talk to. What a doll she was to say, "yes," and even more importantly, she became an integral part of my business team. In June of 2005, I called EAM Kathy Kubelka, who scheduled a one-on-one Presentation with me and instantly fell in love with the products. I knew immediately I had found my first Ace. Kathy shared Arbonne with everyone she knew and thrust me into a leadership role like I had never experienced. This incredible teamwork created a momentum in my business that sparked the RVP fire in me that never left. I knew then that RVP was a doable dream in my heart. What a confirmation of what teamwork, effort, vision and spirit can create! Later that fall, another incredible business builder joined my team, EAM Lori Trautman. Her simple elegance and delivery has brought such a smooth style to our team, and her downline is phenomenal! With this new dimension to our team, we are reaching corners of Texas that are unbelievable.



**lori palmer**

Independent Consultant, Regional Vice President  
Lori Palmer Region; Rosenberg, TX

I have been so blessed by the most amazing team in my Arbonne journey. First, to my sponsor, and dear friend, ENVP Kathy Hawkins: Thank you for teaching and guiding me; you have kept in constant touch and answered my many questions. Your patience is endless. Working with you has been one of my greatest gifts in this journey, and I now have a new reason to speak with you daily.

To my incredible *whiteshirt* team, EAM Kathy Kubelka, EAM Lori Trautman, EAM Tara Murski (you are the good, good news), AM Leah Wells and AM Marcia Vogelsang; DMs Holly Turner, Kela Sumrall, Allison Shapiro, Angela Simmons, Beverly Falcon, Julie Beth Yelin, M.D., Bob Vogelsang, Gina Purgatorio, Bebe Hayward and Alex McDade; business builders Stephanie Jensen, Melisa Prasek and Cheryl Yockey: You are an incredible group of leaders and visionaries. I have faith in each of you and I know you will reach the top in Arbonne. In my heart,

*continued ...*

Lori's biggest *Why*: Children, Kristen and Larsen.



Another part of Lori's *Why*: Husband, Bob and son, Larsen.



Lori in her Mercedes-Benz, smiling for Stan Kubelka.



## success strategy:

“ Follow the guidance of your upline, reach out of your comfort zone and always remain coachable. ”

you are a team of NVPs! I would not be writing this *Eye on Arbonne* success story if it was not for each of you — how blessed I am to have you in my life. To all my new business builders: Thank you for taking the step to begin your business. I am here for you until you are at the beach. To my Consultants and loyal Clients: Thank you for your business and all of your referrals.

To my soul mate and husband, Bob Palmer: Thank you for your constant support in my Arbonne business. From the very beginning, you have listened to my concerns, joys, setbacks and triumphs with sound advice and comments to help me grow. What an open-minded man you are to let me try all my products on you in the very beginning. How thankful I am to share life with such a Renaissance man. I love you for believing in me. To my children, Kristen and Larsen: Thank you both for your patience as I have grown my business. You are my *Why* for wanting my business to work. Larsen, your business sense and organizational skills are amazing. I love you for your constant support and help with my business materials and orders. Kristen, your open-minded attitude about trying new products helped me to learn in my business. Every month you ask, “How is Arbonne going?” Knowing you are interested in my personal growth touches my heart like you cannot imagine. I love you, sugar!

To the incredible leaders in Arbonne: Thank you for changing people’s lives. One of the greatest gifts so far was to see you in person for the first time at NTC Las Vegas in 2005. I cannot tell you how happy my heart was when I actually connected the person to the voice I had been listening to for the past year. I will be forever grateful for your insight, vision and influence. To Connie Kaaiohelo and Deanna Herrin: You are both unbelievable women who have proven leadership does not know an age. Thank you for the love you pass on to your team, the support you constantly give, the ideas you share, and the energy you radiate when you connect with people. You are definite inspirations to everyone in Arbonne!

To my family: Thank you for supporting me with Presentations, orders and constant belief I would make this business work. You have given me courage and strength. To my mother, Annie KUNETKA and aunt, Ann LITL: I send you two incredible women a special “thank you.” You believed in me from the very beginning of my journey. The energy you give is unlimited. Knowing you are there strengthens and energizes me in ways

NTC 2006 St. Louis: Leah Powell, Lori, DM Bob Vogelsang, DM Allison Shapiro and AM Marcia Vogelsang.



Lori’s Richmond/Rosenberg/Brenham whiteshirt team: EAM Tara Murski, DM Beverly Falcon, DM Bebe Hayward, EAM Kathy Kubelka, DM Allison Shapiro, Lori, DM Angela Simmons, Stephanie Jensen, Melisa Prasek, Cheryl Yockey, DM Gina Purgatorio and Angela Meyers.

you cannot imagine. I know I can call you at any time and share. To my uncle, Dr. Bill Litle: I love your enthusiasm for the business aspect of Arbonne, not to mention your devotion to the NutriMenC™ RE® anti-aging product line for men. You have been a mentor in my life for so many different reasons. Thank you for supporting me in one more facet of my life. You are the absolute best! I love you all!

To my sister, Leslie Johnstone Dale: Your sound words, “My business will not fail,” ring true for me today and I gain strength from them daily. Your entrepreneurial spirit and wisdom serve as inspiration for me constantly. Thank you for your never-ending support and belief in me. I love you! I also honor the precious memory of my father-in-law, Dr. Robert L. Palmer, whose infinite wisdom, advice and passion for family love will always leave an indelible imprint on my heart. Had he known about Arbonne, I know he would have toasted a grand, “yes,” to this business venture of mine. In fact, I know he smiles down on this decision because my life has been so sweetly blessed with many indelible moments.

Arbonne is a business about people and is a gift when presented to you.

Last but not least, I thank God for all my blessings. His incredible timing is forever giving us a reason to keep our hearts open to the opportunities ahead.



**ABOVE:** Lori, EAM Kathy Kubelka and ENVP Kathy Hawkins at Lisa Byer’s Mercedes-Benz car presentation.



**LEFT:** Lori; business builder, Stephanie Jensen and sponsor, ENVP Kathy Hawkins.