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EYE ON ARBONNE
APRIL 2004

NEW NATIONAL VICE PRESIDENT

LINDA PARKER

YOU'VE GOT TO BELIEVE

Nation: Servant's Heart
Collegeville, PA

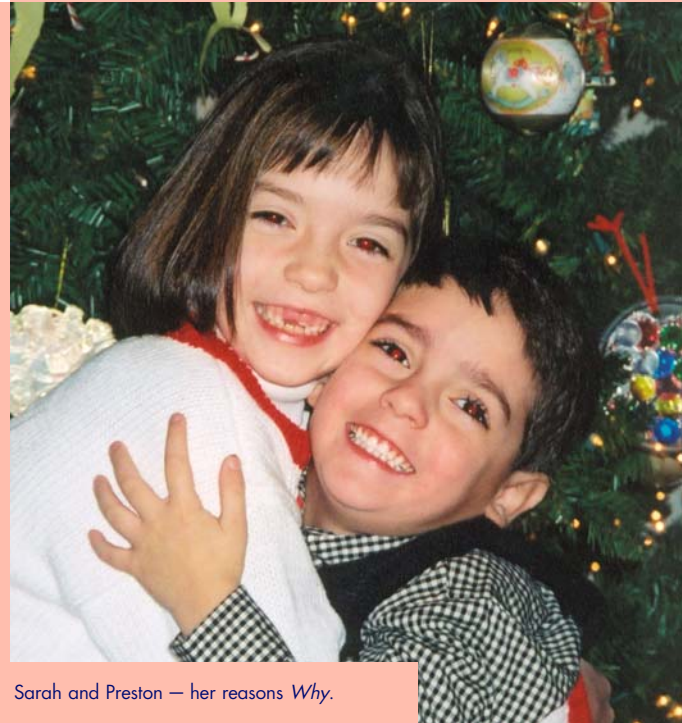
What do you believe? Rita always says what you can visualize, dream and see, you can achieve. In a recent movie, *Miracle*, the young American hockey team is the underdog not expected to even come close to beating the Russians. But then a miracle begins to unfold... the hockey team plays hard — as a team — and they actually tie the Russians! In the movie the announcer says, "They just might do it. They are starting to believe!" How true that statement is ... anything is possible if we just believe! This business is just that simple; first you believe, then you put that faith into action and the more you do, the more success you will see and the stronger you believe! But the first thing you have to do is believe. That is exactly the reason it took 10 years for me to reach my miracle, my goal — National Vice President. Simply stated I didn't believe, mostly in myself, that I could do this. I didn't fully understand network marketing and thought it was a "questionable" business. That it was one of those "things" that people got into and I wasn't proud to say I was with a network marketing company. I didn't understand the industry, let alone believe in it.

So what changed and how did I go from a Consultant who ordered every once in a while for my own personal use to becoming a National Vice President 22 months later? I believed! I had seen with my own two eyes that this works. Not only for my sponsor ENVP Cecilia Stoll, but for the many other people she had sponsored. I knew that if they could do it I could too. My vision was so huge! I could see the future and I had a plan of action to put into place to achieve that vision. I knew that we could open up Pennsylvania and it too would have 20 or more white Mercedes' within the next three years. No doubts ... if it was going to be, it was up to me. At that point, I decided it was time to do this business right and cross the line into commitment. I pledged myself to consistent activity, remembering what ENVP Martha McIntyre says, "You can do this business part time, but you can't do this business sometimes." This is so true. Ten years ago in the beginning of my Arbonne journey I worked this business like a roller coaster ... really hard for a while and then I'd back off for a while. Because of this cycle my business lacked any momentum, my team lacked direction and anyone following my lead wasn't too sure where I was going.

In April 2002 I finally got down to business. It wasn't easy as we had moved from Oklahoma to Pennsylvania where I knew no one but I was determined to make this work. I held six classes, got



Linda with husband Joel during ASAP Atlantis 2003 trip.



Sarah and Preston — her reasons Why.



Linda with her father Larry Houtz during her car presentation, May 2003.



Some of the Managers in the Servants Hearts Nation.

bookings from each of them and kept my momentum going. I listened to every training call I could, all of the NTC tapes and drove to a training in Baltimore and even flew to Dallas. I set up monthly trainings in my home right from the beginning. There were only three people at my first training and it reminded me of ENVP Neta Irwin who had her start with only five people — Martha McIntyre, Cecilia Stoll, Joyce Owens, Cindy Pipkin and Sonja Peach — all of whom are now successful ENVPs! I have a clear vision of what it takes to succeed because in the last 23 months I have seen it unfold before my eyes. My vision is so huge that I wish you could see the future through my eyes if even just for five minutes. If you did that, there would be no way you would not want to jump in with both feet! After all this time I realize that the biggest adjustment I had to make was with me. As Jim Rohn once said, "First become the right person and then success will come to you!"

Another attribute of my success is that I realized that this journey was not just about me but also about me helping others. I had to take myself out of the equation and start focusing on how I could serve others by sharing the products and the business opportunity. Instead of looking at people wondering what they could do for me, I started looking at what I could do for them. My business soared when I started striving for a servant's heart and received the inspiration for our Nation's name. I'm a firm believer in what Zig Ziglar preaches, "You can have everything in life you want, when you help enough other people get what they want."

In our Nation I talk a lot about the "Jiffy Pop" theory. When you make Jiffy Pop (popcorn — remember the one in the foil pie tin) you have to have both heat (which I equate to desire) and action (shaking the popcorn). In this business you must have desire and action also. In the beginning you have to shake the Jiffy Pop for three to seven minutes before you hear the first pop. Just like in Arbonne, you have to perform a lot of initial action before you sponsor your first business builder — your first pop! The more you

shake the corn the more it pops, just like your business. Pretty soon you hear it popping all over the place. That's the power of duplication in Arbonne. We have a saying in our Nation "I hear Jiffy Pop" and that means their business is growing and they are adding new Consultants and business builders. Just think what would have happened if they had stopped "Shaking the Jiffy Pop" after three minutes ... the popcorn would have never popped. Just like my business, if I hadn't picked it up and continued the activity, the "popcorn" would have never popped! Don't give up before payday! It's not a matter of if Arbonne will work, but a matter of when. Trust me, this business works if you do!

In January of 2003 our group did \$11,000 in volume, in January 2004 we did \$138,000 in volume ... what a difference a year makes. That's the Jiffy Pop theory in action! A few keys to this big jump in such a short time is that everyone counts, whether they do a little or a lot. Everyone has a purpose in our business. So have a huge vision and share it often. Offer no excuses. A Region or a Nation is built one District at a time. A key to building my business was always to have someone in my central District in qualification for District. Then teach that person to turn around and do the same for someone on their team. In doing so, they will build an incredibly deep and wide business and so will you.

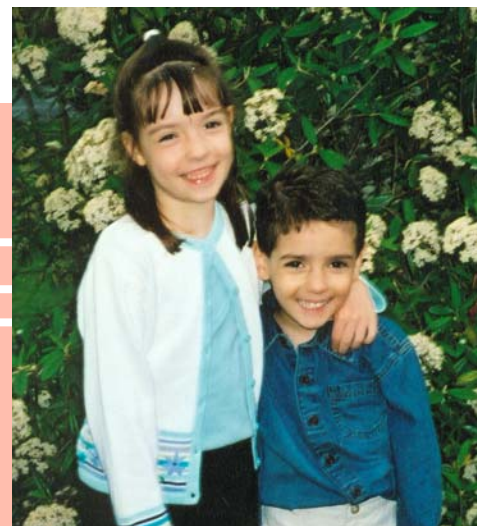
In reaching the goal of NVP I certainly realize that it's not about me. This level is only reached by helping others. My business is all about my incredible dream team! I am so fortunate to work

continued ...

success strategy:

“ It's not a matter of if Arbonne will work, but a matter of when. Trust me, this business works if you do! ”

Linda's children, Sarah and Preston.





Four generations: ENVP Martha McIntyre, ENVP Cecilia Stoll, ENVP Neta Irwin and Linda.



Some of the Pennsylvania team.

with the most incredible team of leaders who are my dear friends as well as business partners. I am so glad I get to share this journey with you. To my RVPs Elizabeth Sanchez, Tracey Gatchel and Tiffany Bufton: I am blessed to have each of you in my life. You provide a fire to our business like none other. I so appreciate your passion and I am lucky to be your "coach". To Area Managers Heather Kurtz, Christina Hayford, Ann Murphy, Dana Geraghty, Tanja Lipinski-Cole, Leslie Sodano, Stacey Lyman-Payne, Marlene Telesford and Tracey Povey: You ladies are a blessing in my life! You are all going to be RVPs — no doubts! To all the DMs and Consultants in the Servant's Heart Nation: All of you are important and contribute to this team. Thank you for being a blessing!

A special thanks goes to my friend and sponsor Cecilia Stoll: You always knew I could do this; you were just waiting for me to decide and then figure it out! You are an incredible teacher and you help me to lead with the heart of a servant. I'm so thankful you never gave up on me. To Neta Irwin and Martha McIntyre: Thanks for believing in me and supporting me all these years. What an incredible upline! To my crossline RVPs Debbie Zug and Lana Bell and NVP Gina Ballew — Thank you for your encouragement, always listening to me, brainstorming sessions and most importantly for your friendship. This journey is so much more worthwhile because you are on it with me. To Rita: You are the true heart of Arbonne and an example of a servant's heart! To Stian: Thanks for keeping Petter's vision alive. To Candace: Thanks for keeping us on the cutting edge! To VP Support — Wow, you all are amazing and you make our jobs so much easier. And to everyone on the Home Office staff: This couldn't be done without you.

ENVP Cecilia Stoll, Linda and President Rita Davenport during her car presentation.



Finally, I wouldn't be where I am today without the loving support and encouragement of my husband Joel. Thanks for never complaining, for eating take-out way too many times in the last few months and for always believing in me! We've been through the lean times and the glorious times, and I'm so glad that you've always been there to share the journey with me. I love you! To Sarah and Preston: You are a gift from God and the reason I do this business. To my dad and mom: You instilled in me a strong belief in myself and taught me that anything is possible. I'm so lucky that God blessed me with you as my parents! Thanks for being such a positive influence and for your love and support.

To the men and women who are fighting for our country and the families who are patiently awaiting their return: Thank you! There is no greater love than sacrificing your life to save another. You don't even know me and yet you are willing to lay down your life for my freedoms, so that I can pursue the American dream. God bless you, each of you! Most importantly, each day is a gift from God and what we do with it is our gift to Him. I'm so glad God brought Arbonne and the people of Arbonne in my life.

They say a journey of a thousand miles begins with a single step, for me that single step was simply to believe. Each of you reading this has the ability to be an NVP. It begins with you, a single step of faith and belief. Goethe writes, "Whatever you can do, or dream, you can do, begin it. Boldness has genius, power and magic in it."

AM Heather Kurtz, DM Rebecca Hobbs and Linda at the 2003 New Manager Dinner at the Wild Horse Saloon.

