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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

STACIE PEREIRA

THE PRIZE WILL LAST FOREVER

Independent Consultant, National Vice-President
Stacie Pereira Nation; Highlands Ranch, CO

Before I started my Arbonne business in the fall of 2003, I was a college recruiter for seven years. My job involved lots of traveling and was a great set up for a single person. However, once I was married with children, I knew I would not continue with that career. That did not matter much to me; my dream was to be a stay-at-home mom and raise my own children. Yet after my second baby was born, a harsh realization set in. We were not making it financially. Even though my husband was working three jobs, times were more than tight.

At one point, I took a part-time job making \$12 an hour and paying my neighbor \$10 an hour to watch my babies. After two and a half months, we decided this did not make sense and we brought me home again.

A few months later, a friend, ERVP Tyann DeClue, invited me to an Arbonne Presentation. Thanks goodness she did not prejudge me on the fact that I had no money to spend on anything extra. I went to the Presentation with a closed mind, but the more Tyann talked about this fabulous company, the more I became intrigued.

At the time I began my Arbonne journey, my mom and two sisters were all involved in different network marketing companies. In fact, my husband and I had tried another company when we were first married only to have the company close shop within our first ten days of joining. Suffice it to say, I did not have a positive outlook on network marketing.

However, many aspects of Arbonne caught my attention right away. Hearing about the cutting-edge products from Switzerland, a stable company in business for over 25 years and, most of all, being able to start my own business for only \$29 made me more than excited.

I did my research and, after deciding this was an opportunity of a lifetime, jumped in with both feet. I was excited and nervous. I did not know if this was going to work, but my desire to stay home and alleviate financial pressures pushed me



Stacie's daughter, Gianna.

Stacie's son, Cameron; husband, Jim, Stacie and daughter, Gianna.



NVP stacie pereira



EAM Kathy Cutone and AM Janice Benoit at DuPage.

forward. I removed any option to quit. I did not care how long it took me, I was determined I was going all the way to the top.

I faced many obstacles in my journey to the top and I offered many excuses along the way that held my business back: "I have no money. I'm not a salesperson. All my friends told me no. I'm busy with two little kids under the age of 2" and so on. This journey has not been easy; though it has been fun and rewarding, I definitely had to stretch myself to get where I am today.

I want to share with you some of the things that helped me in the hope that it will encourage you to achieve all your dreams and all that you are meant to be.

First, attitude is everything. You have to have an attitude of abundance and expectancy. Attitude often determines outcome, and many times it is the only difference between success and failure. I expected to succeed in Arbonne. I did not know when, but I knew it would happen one day if I gave it enough time. When I share Arbonne with someone, I expect them to love the products and be interested in the business. If they say no, I say "that's ok" and move on to the next person.

Second, there is nothing you cannot do – live like you believe that. Be confident in the direction you are going. Have confidence in yourself, the products and this company. People are going to love these products and this business; be the one that shares it with them. Be confident that you are going to the top in Arbonne and ask people to go with you. I love what a prominent author says in his book on leadership: "Confidence is not simply for show.

Confidence empowers. Good leaders have the ability to instill within their people confidence in them. Great leaders have the ability to instill within their people confidence in *themselves*."

Third, be credible. Pay attention to how you live and to what you say. For instance, if you say that an appointment will take 20 minutes, do not go a minute over. Make sure your actions reflect a credibility people can respect and trust.

Fourth, be a servant to others. Everyone needs hope and help, listen to their needs and see how you can serve them. This is not about you, but about how you can help others.

Fifth, do not be afraid to step out of your comfort zone. Break your task down into baby steps. We do the same right things over and over again; how many times can you share your story? If you do not share the Arbonne story, someone else will. Doing Arbonne takes courage – the courage to do what you are afraid to do and what others are unwilling to do. None of us know if this is going to work when we first start our business, but if we do not open the door how will we ever know what is on the other side?

I have had the pleasure of working with so many wonderful people. All of them have taught me so much these past three years. Not only are they my business partners, they are my friends.

To my fabulous upline, ENVP Cathi Almquist, ENVP Autumn Shields-Saraff, ERVP Kim Wares and ERVP Tyann DeClue: I would not be here without you. Thank you for all you have done for me, for opening up your homes and your hearts to help us build our businesses and reach our dreams. Thank you for giving me this amazing gift that has spread to so many deserving people.

To my first business partner, my mom, EAM Trena Phillips: You gave me the strength and the courage to do this even when no one else wanted to join us on our journey. Thank you for saying yes and for always believing in me.

To my first RVP, Suzy Harting: Your passion, work ethic and determination have amazed me! Thank you for being so hungry to learn and for sharing it with our team; you have taught us all so much.

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Stacie's upline, ENVP Cathi Almquist, ENVP Autumn Shields-Saraff, ERVP Kim Wares and ERVP Tyann DeClue.

success strategy:

“ Life is a journey;
take time to enjoy every minute! ”

To RVP Aimee Wilkins: Thank you for being you. You bring so much joy to everyone around you. I am so blessed to have you on my team and in my life. You are too fun!

To RVP Sarah Phillipps: Your spirit is contagious; who could say no to you? Thank you for accepting this gift and for being a leader of excellence.

To RVP Jessica Whitney: Wow! You have been so fun to watch. Your perseverance has paid off and will continue for years to come.

To my EAMs – my sister, Cyndi Mooney: I am so glad you finally said yes. I cannot imagine this journey without you; you bring so much knowledge to our team and have taught me so much. Thank you for having faith in me enough to take this incredible ride! To Kathy Cutone: Your drive and determination have inspired me. I definitely sponsored up when I sponsored you. To Allison Moragne: You are a true blessing to this team and have given so much of yourself. Thank you for saying yes!

To AM Polly Miller: I am so glad that I called you after so many years of being out of touch. You are beautiful inside and out; you represent the spirit of Arbonne. To my AMs, Julie Cain, Kelley Schrott, Lindsay Brightmere, Jana Ray, Kim Martin, Leanne Baker, Clarissa Hughes, Jaime Fogarty, Randy Hunt, Nara Thompson, Kristin Mason, Matt Harting, Angie Walker, Jody Britton, Brooke Flexter, Kathy Carroll, Anne Spagnuolo and Kristy Scaglia: Words cannot express how proud I am of you and how blessed I am to know you. Thank you for all you do. You are well on your way to becoming our next Regional Vice Presidents!

To all our DMs: You cannot imagine the reward that is waiting for you. Keep your eyes on the prize and soon you will be writing your own *EOA*. Thank you for joining our team and bringing so much vitality and life to our growing Nation.



Stacie's team with ENVP Cecilia Stoll.

To all the Consultants in our Nation: Thank you for taking a leap of faith and joining us in our adventure.

To my fabulous husband of ten years, DM Jim Pereira: I have been given the most wonderful gift – your support, faith and encouragement. You are the reason I am here; you believed in me and let me spread my wings and fly. I am the person I am because of you. You are my best friend and my rock! I love you and cannot wait to see what ten more years looks like.

To my two beautiful kids, Cameron and Gianna: This is all for you! I hope this has taught you to reach for your dreams. You can do anything you set your sights on. Never give up on what you want and stand for what you believe. I love you both more than anything. Thank you for being patient and letting me talk on the phone, sometimes for hours.

To my God: I would not be here with out my faith in You. Thank You for Your mercy and grace.

Growth and success occur at some risk. When you are called to do something out of your comfort zone, go for it at the risk of failing, while trusting that you will complete what you set out to do.

I was hungry and desperate to change my life and, three years later, I can say my life is forever changed for the better. Are you hungry enough to go through the uncomfortable and change your life forever? You have to be willing to go through the pain of stretching and growing to win the prize. The pain will only last for a short time, but the prize will last forever!

RVP Jessica Whitney's Mercedes-Benz car presentation.

