

## WHAT I WAS MISSING

I never imagined I would be selling skin care. My two sisters introduced me to the Arbonne NutriMinC® RE® skincare line in January of 2004. At the time, I was on a personal search for better skin care products. Several months after having our son, Dylan, my skin just did not look good. I wanted to change that, so when both my sisters raved about the products they were using from Arbonne, I had to try them. Within days of starting my Arbonne skin care; I fell in love with the products. I quickly became a loyal Arbonne Client, but I never considered starting an Arbonne business.

In July of 2003, following the birth of our son, I left my career to become a full-time, stay-at-home mom. For eight years, I had enjoyed the excitement of a job I loved in international sales and marketing for a large publishing company. I had been able to travel around the world and loved the ever-changing and challenging pace of my work. But, when my husband, Greg and I decided to start our family, we agreed it was best that I leave my career. I was thrilled to be able to stay at home and happily settled in making plans for days at home with our beautiful, new baby boy.

When Dylan reached about 6 months of age, I realized I was missing something. While I cherished the time with my son, I missed the challenges I had found in my career. But, I felt like there was no other option. Returning to my former company would mean daycare, which was not an option for us. I began



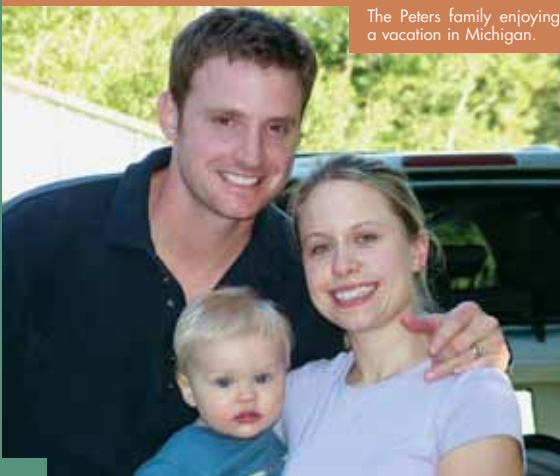
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to look into part-time positions, but I felt my choices were limited. Few options would give me the flexibility I wanted as a mother. Greg and I talked it over many evenings and one night, as I shared some ideas about returning to the corporate world, Greg simply said, "You're not going to be happy. You're going to be working your life around a job." Then he said something that would eventually change our lives, "Why don't you look into selling Arbonne?"

My immediate reaction was a simple, "No, I can't see myself doing that." I was filled with doubt about the network marketing

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The Peters family enjoying a vacation in Michigan.



Michelle's son, Dylan, enjoying mommy's new car.



Michelle's husband, Greg, and son, Dylan.

## success strategy:

“ Believe in your dreams and your ability to make them reality. ”

industry and, while I loved my Arbonne products, I could not help but think of many people I knew who had dabbled in home shows for other companies and had negative experiences.

Still, his idea stuck with me. A week or so later, I was having lunch with my sister, Suzanne. I told her that Greg thought I should sell Arbonne. Suzanne, who had helped introduce me to the Arbonne products, was a good friend with my Arbonne Consultant, ERVP Heather Jones. She said, “I think you should consider it.” She told me about Heather’s success, so I decided to take a closer look at the opportunity. I called Heather and about 24 hours later, I had a sponsor pack on my doorstep. I spent that night reading through the information and did my errands driving the next day listening to the “Sizzle” Opportunity Message.

When I parked the car in our garage, I had made a decision; I was going to build a business with Arbonne. This company and this opportunity were too good to miss — a solid, exciting company with incredible products that I already loved. More importantly, this would allow me to continue my life as a stay-at-home mom. I called Heather and soon was on my way to launching my Arbonne business. Shortly after my launch, I was able to attend NTC 2004 Texas. There, I was surrounded by an incredible group of successful, intelligent people from all walks of life. Most impressive, though, was the overwhelming positive and happy attitude of everyone working toward a common goal of success: the potential for financial freedom to live life and enjoy it. This was unlike anything I had ever seen in the corporate world. At NTC, the real opportunity came clear to me. I knew then that Arbonne could change our lives, and the lives of our friends and family. Making my Arbonne business a success became my dream.

Since I started Arbonne last May, I have already seen lives completely changed by Arbonne — I think that is the biggest



Michelle with her sister, soon-to-be-RVP, Stephanie Engelman.

reward. My sister, AM Stephanie Engelman, launched her business in August, and will soon be an RVP. She was recently able to leave her corporate job to be at home with her son — her dream! I know the same will soon be true of many others on my team. I am now expecting our second child and I am looking forward to the incredible life I will continue to have working from my home.

I would like to give a huge thank you to my incredible team. I have been truly blessed to work with a group of caring, supportive and dedicated women and men. To ERVP Heather Jones: Thank you for being my mentor, coach and friend. To my husband, Greg: Thank you for your encouragement and for taking over laundry duty, vacuuming and washing dishes on many occasions.

To my awesome sisters, AM Stephanie Engelman and Suzanne Sherby: Thank you for giving me Arbonne!

To all my friends and family who have supported me, especially my parents, my dad, (soon-to-be DM!) David Lear and my mom, Mary Ann Lear: Thank you.

To AMs Suzanne Mencias and Shannon Decker; and DMs, Shawna LaRue, Kris Lehner, Melissa Trahin, Jen Toering, Moni Smith, Kris Skene, Laurie Dyer, Lori Christy and Kim DeVaney: Thanks to each of you for your awesome attitude, dedication and team effort.

And to our soon-to-be DMs and new teammates: We all are here to help you reach your dreams. You can do it!

Michelle with sister, AM Stephanie Engelman and DM Moni Smith.



Michelle with some of her team and ERVP Heather Jones.

