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EYE ON ARBONNE

INDEPENDENT CONSULTANT,  
NATIONAL VICE PRESIDENT

CINDY PIPKIN

# DREAMS WITH A RING OF TRUTH

Independent Consultant, National Vice President  
Cindy Pipkin Nation; Tulsa, OK

It was February of 1992 when my friend and sponsor Kathe Rush convinced me to join Arbonne to make some extra money. Thank you, Kathe, for finding and sharing this incredible, life-changing opportunity with me! For it was at an Arbonne opportunity meeting when I first considered the question, "What will your life be like in 5 years?" I thought it over and realized I was going to be in that same building, in that same office, at that same desk, pushing those same papers and, frankly I hadn't thought of anything that scary in a long time.

I was the supervisor of two departments for an oil and gas company and, all in all, it was a very good job. Though I loved where I worked and the people I worked with, I found the actual job itself tedious and boring. I felt guilty for not liking my job because it really was a good job and the pay was great, but I just could not help being sooooo bored. I had been praying that I would either find something else I enjoyed doing for a living or that God would change my heart to love what I had already been given. When another oil company bought us out, I was told I could not be promoted any further because I did not have a college degree. Even though I was grandfathered in as a supervisor, I became discouraged when I realized that I was doomed to work that same tiresome job with no hope for advancement.

Consequently, one of my favorite aspects of network marketing is the level playing field it offers. It does not matter how old you are, what color you are, how smart you are, how cute you are, how much work experience you have, or what level of education you have achieved; if you are willing to roll up your sleeves and go to work, you have every opportunity to grab the brass ring and go for it.

I am embarrassed to tell you that I still continued to pray I would find another job even after I had joined Arbonne, not realizing that my prayer had already been answered. Maybe that has happened to you, too. You may be a part-time Consultant reading this who has not yet realized that Arbonne can be the vehicle to getting you out of the rat race of Corporate America. Maybe as little as \$300 more a month would change your entire financial situation. Or perhaps you're reading this as a Consultant who purchases product at a discount and, so far, your involvement with Arbonne has been to just buy your products at a discount. Maybe you have thought about extending your involvement, but you think you are too busy. Or, you may be a District Manager who would love to build a bigger Arbonne business but you just do not know where to start. Whatever your story, I want you to know that you can use Arbonne to take care of that need or realize that dream.

Everyone has dreams and aspires for more; it is just that some of us do not know how or where to start fulfilling them. You start by deciding you are going to do it — you have to grab the brass ring in your head first! Next, call your upline Manager and tell her you're ready to move forward — that you are



Cindy's Grandkids.  
L-R: Blake, Gabriel, Morgan and Paige (not pictured-Lauren, not yet born)



Cindy with husband Ben.



Cindy's Grandkids. L-R: Paige, Morgan, Blake, Gabriel and Lauren.



Cindy's Grandson, Gabriel Young.  
"Who loves ya, baby?"



New RVP Carol Egleston and her Tulsa, Oklahoma team.

going to move forward. She will tell you what to do and how to do it and the rest, as they say, will be history. Arbonne truly is the brass ring to fulfilling your dreams. All you have to do is reach out and grab it.

You can help others change their lives through Arbonne, as well. Anyone who has had to deal with the guilt of putting children in daycare five days a week, and bear the costs of that daycare, along with doctor bills for sick kids (thanks to daycare), gasoline, downtown lunches and pantyhose — anyone who has ever wondered whether or not they can afford to work — can benefit from learning about Arbonne. Arbonne and you can help bring a lot of these women home! The working mother is only one example of people we can help. There are also people looking to be their own boss, own their own business, set their own hours, make a little extra money, travel, drive a Mercedes-Benz, or make a six-figure income. These people are out there looking for you! I am so thankful that not only do we earn a living helping others look and feel better with our incredible products, but that our business gives them the potential to completely change their lives!

During my first year with Arbonne, I was feeling really defeated about not being able to be promoted at my job. At the same time, I had all of these Arbonne Managers encouraging me and telling me that I could build an Arbonne business to replace my income and that I could even do it part-time! They changed my life for the better and I want to thank them, especially those who were not in my upline. Thank you and much love to Martha McIntyre, Cecilia Stoll, Beta Wright and Sonja Peach for encouraging and challenging me. I took their challenge to build an Arbonne business and I urge you to take it, too. Your life will never be the same.

I also want to thank my mother and sister who have always supported me in my business. After 10 years, I am still stunned every time I hear about someone who starts this business and can not get close family members to look at our products. It happens more than we would like to believe, so I am really grateful for this opportunity to say, "Thank you, Pam," and "Thank you, Mom!" You have always both been so supportive and I love you!

To my children and their very significant others: Scott, Melissa, Frank, Joy and Dave; and to my brilliant, gorgeous, talented grandchildren: Morgan, Blake, Paige, Gabriel and Lauren — I love you all with all my heart.

People have told me over the years that I have no idea how lucky I am to have a wonderful, supportive husband. Nothing could be further from the truth. I know exactly how lucky I am. I also know that being married to your best friend may well be the greatest blessing in life. Ben, I love you dearly, and I cannot ever properly thank you for everything you have done for me. You are undoubtedly the most generous person I know.

Becoming a National Vice President was the easiest management move I ever made in Arbonne. That is no surprise when your team includes highly talented, bright and innovative RVPs like Misty Whitfield, Carol Egleston and Meloni Barkley. Although they are each brilliant and gifted leaders, I am even more impressed with their character, compassion and integrity. I am so very blessed to have each of you in my organization, and I hope you know your friendship means the world to me. My

*continued ...*

## success strategy:

“ Just reach out and grab it. ”

Cindy with her mom, sister, kids and grandkids





NTC 2001 Parade of Champions Reception.  
L-R: Cindy, Misty Whitfield, Jennifer Combs, Robyn Brady (2001 #1 Parade of Champions winner), Joyce Owens and Neta Irwin.



Kathy Pleu and Meloni Barkley at NTC Toronto.

blessings continue as I consider the ladies on our AM team, namely, Kathy Pleu, Stacy Thorn, Barbara Nelson, Jennifer Combs, Robyn Brady, Heather Cook and Felice Hill. Thank you all for everything you do. I know each of you has picked out the style and interior color for your new Mercedes-Benz. It will not be long now, because you all deserve it!

Next, I would like to thank all the DMs in our Nation. I know how hard you work and I love and appreciate each one of you: Debby Nichols, Patty Bingham, Amber Mason, Kellie Willis, Hannah Musselman, Tiffany Wedel, Ann Forrester, Angie Rupe, Christie Tyler, Arnie, Frazee, Crystal Ferguson, Rhonda Biggs, Rita Goad, Donna Smith, Rejena Brown, Charity Schlaubaugh, Stephanie Schlaubaugh, Mary Dachtler, Sheree Bergman, Sheila Boutwell, Kristine Gonzales, Kari Nimmo, Rene Punch, Karol Andrew, Lori Mathis, Renee Vause, Mattie Hampton, Julie Breger, Mary Sutter, Mari Velasquez and Tonya Owens. In addition, to all the Consultants in our new Nation, I thank you for your faithfulness and dedication to Arbonne and I look forward to all of your successes, as well. I hope Arbonne becomes for you everything you ever dreamed of and more!

To my ENVP and friend, Joyce Owens, we have had more fun than any two people ever deserved. Joyce and I are both "directionally dyslexic" and when we would try to go to Texas we would somehow end up in Kansas — but we always had fun! Seriously, Joyce, I so appreciate all

the guidance and support you have given my team and me over the years. It has not gone unnoticed and you are a shining example to us all. I hope you know how much you mean to me. Neta Irwin, thank you for everything — all the time, effort and care you invested in all of us over the years. It started for so many of us years ago when you first painted the vision of the "brass ring" every Monday night. Thanks to your vision-painting I did not sleep on Monday nights for two years, I was so excited!

Thank you, Rita Davenport. I think we are the luckiest people in the world to have you as our President. Thank you for all that you do for so many. I also want to thank everyone at the Home Office who are there to help us every day — Shane, James, Gina, Ina, Jose, Candee, and Stian — thanks to all of you!

I thank the Lord for Arbonne and my life full of blessings. I am grateful and I do not take any of it for granted. Finally, Petter, I want to thank you from the bottom of my heart for offering us the brass ring.



RIGHT: Cindy's Group: Some Managers and Consultants from Oklahoma City.



RIGHT: AM Stacy Thorn at NTC Las Vegas.



LEFT: NTC 2001 Long Beach. L-R: Amber Mason, Terri Cox, Patty Bingham, Kathe Rush (Cindy's sponsor), Rita Goad and Rejena Brown in Long Beach.