

DON'T LET THE SHIP SAIL WITHOUT YOU

Where can a year and a half take you? In Arbonne ... far! Wow, I cannot believe I am writing my *Eye on Arbonne* success story. In October 2005, I was introduced to Arbonne when a friend, ERVP Katharine Leier — thanks Kate — invited me to an Arbonne Presentation she was having for ENVP Becky Young who had just started her own business with Arbonne. I was not able to attend the Presentation, so Kate gave me a NutrinMinC® RE® skin care sample and told me she was doing the business along with ERVP Michelle Schaeffer. It just so happened I was looking to start some kind of skin care regimen. I had looked around and even bought a few different products, but nothing stood out. I loved the RE® sample and knew I would definitely be a Client, but I did not think the business would work. It sounded too good to be true. Yet, deep down inside, I wanted this to be the opportunity I had been looking for.

I had decided to go back into the workforce part time after my daughter was 11 months, but it proved to be hard on her and myself and so we decided that I needed to be home with our children. When Arbonne came into my life I was a full-time mom, taking the odd night class to continue my education and to decide what I would do when our children went off to school. My spouse, Jason, worked just about all the time; we rarely went on holidays and I spent a lot of time raising our children alone. I had always worked in an office and I knew that I did not want to sit at a desk all day. Plus, the whole nine to five thing and the monotony of it all just did not appeal to me.

I am a true entrepreneur at heart. I always wanted my own successful business and had dabbled with different ideas before. I wanted something for myself and did not quite feel that I had accomplished all that I could. Jason and I talked about businesses that I could run from home often



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... but what? Could Arbonne be that business? I wanted the Arbonne opportunity to work but was scared of failure. One night I was lying in bed not being able to sleep because I was thinking about Arbonne again. I decided to jump on board before the ship sailed without me. I knew I would regret it if Becky, Katharine and Michelle went on to be successful and I missed out all because of fear of failure!

In March of 2005 I planned out my April activities, filled my calendar and on April 1st of 2005, I jumped in with both feet and started my

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Nichole's children, Dylan, Caleb, Jacob and Jaycie.



Nichole's daughter, Jaycie with horse, Bitsy.



Nichole and spouse, Jason with son, Caleb at Nichole's Mercedes-Benz car presentation.



success strategy:

“Believe in yourself and you’ll succeed.”

own Arbonne business. The first person I asked to host a Presentation for me said “no.” At this point I was not sure how I was going to do this business, but I knew I was not going to let the unknowns and the rejection stop me. I have since had many bumps in the road. I never had an overwhelming response from people I knew so I hit the cold market right off the bat. The first few people I sponsored quit the business within a few months of starting, but I knew that no one was going to make or break my business. I was responsible for my own success and I was going to the top no matter what. I knew I would eventually find the right people, and I did. During qualifications for Area Manager I was too sick with my pregnancy to get out of bed, but I prevailed somehow, somehow! You see, when I made the decision to go for this, I also made the decision that nothing was going to get in my way. There were people who chuckled when I told them I was going to get my white Mercedes-Benz. The most important thing is belief in yourself, and what others say should not determine your success. With that will to succeed, Arbonne provides a way. Arbonne is truly a gift! I feel complete, as a successful businesswoman at home just as I had always imagined.

To my family — my beautiful children, Dylan, Jaycie, Jacob and Caleb — thank you for your patience while I was busy on the phone and gone doing Arbonne. Mommy loves you! Thank you, Jason, for all your support both with our children and financially while I built my business.

To my friend and sponsor, ERVP Michelle Schaeffer — thank you for everything; you have been my friend and mentor since my journey began! Your support has meant a lot to me.

RVP-in-qualification Carla Masely — I cannot wait to join you at the Mercedes-Benz dealership! I am so excited for you and your children.

EDM Sharon Bartlett and AM Jude McCann — here we are, working together again. Arbonne has rekindled a friendship that years and miles had taken away and I am so glad you decided to take this journey with me.

DM Ruby McAuley, EDM Jamie Swartz, DM Bernice Suehwold, Consultant Sharon Critch, DM Ara Steininger and DM Rena Brennan, you are all great ladies! Thank you for taking this Arbonne journey with me. I cannot wait to see you all with your new Mercedes-Benzenes.

Nichole with her family, picking up her Mercedes-Benz.



Nichole's team at her Mercedes-Benz car presentation.

EAM Fran Solie and AM Patti O'Callaghan-Allary — keep your momentum going, ladies, and Region will be around the corner for you.

To my whole incredible team of Consultants, DMs and Area Managers: Thank you for all your hard work and friendship. You all played a part in the success of our Region.

Thank you to all my Clients and wholesale buyers. I appreciate your support.

Thank you to ENVP Becky Young and ENVP Sonya Shields for showing us the way.

Thank you, Tonyta Thompsen, for all your help up here in Canada.

Arbonne is a vehicle to financial freedom. My initial goal when I started was to take the pressure off of Jason financially, and I thought the Mercedes-Benz would be like icing on the cake. I have achieved both of the goals I had set out for myself. It feels great to be here ... See you at Nation!

Nichole and ENVP Becky Young.



Nichole's son Dylan.