

A WONDERFUL LIFE

"Sign up for your makeup business? I don't think so," I said when my wife suggested I join her Arbonne team as a Consultant. Arbonne products had been helping my wife, Becky, and the nutritional supplements made me feel healthier. However, I was not interested in becoming a Consultant. I had a previous experience with a network marketing company that made me cautious of becoming involved with another one. Becky finally convinced me to at least sign up so she could qualify for a DM bonus. I reluctantly agreed, although I was not interested yet in building a business with Arbonne.

I supported my wife by caring for our children, including twins in diapers, while she hosted Presentations. When Becky's first paycheck came in, I figured my time was worth a few cents an hour. Soon after, she became an AM. I was so impressed with the potential increase in her paychecks that I became her biggest promoter! I really am a "show me the money" kind of guy. Once she received her Mercedes-Benz by participating in the Mercedes-Benz Cash Bonus Program, I was convinced I could succeed with Arbonne too. When I would ask to borrow her car, she would tease me to get my own Mercedes-Benz — so I did!

The more I promoted Arbonne, the products and the opportunity, the more people got involved with my business. Becky and I work together. We both have different strengths that when utilized together, create an effective team.

When Becky promoted to RVP in January of 2004, she themed her Region "freedom." Just over a year later, she promoted to Nation and I promoted to Region, respectively.



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It only seemed logical that my Region's theme should be "more freedom." It indicates having the potential for time and financial freedom and also a mission of sorts to help set others free.

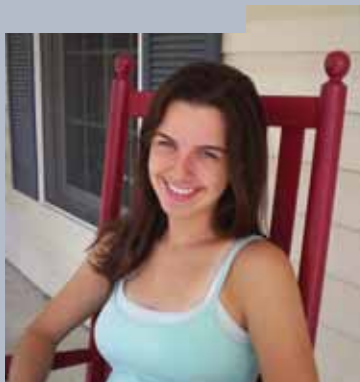
I encourage you to decide to accomplish something significant in your life. I have always hoped my life would make an impact on the world and that I could contribute more than a paycheck for monthly bills. One of my all-time favorite movies is an old classic about a man who gets to see what the world would be like if he never existed. It is a great example of how one individual can have a major impact on the world around them. Each of us has potential to change the world, although most of us never take the opportunity because we are too busy trying to keep our heads above water.

continued ...

Mark on a recent trip to Sudan.



Mark and Becky's daughter, Kayla, 19.



Mark and Becky's son, Bradley, 18, doing Tsunami relief work in Sri Lanka.



success strategy:

“Decide to accomplish something significant with your life. Each of us has potential to change the world, but few leave a legacy.”

With the freedom Arbonne has given us, we now have the potential to spend our time and resources where we decide to invest them, not just where life dictates.

I have been extensively involved in mission work for the past few years and traveled to more than 25 countries. Thanks to my potential for income with Arbonne, I have been able to work for bigger mission projects without the usual worry of a financial burden. The team aspect of network marketing is incredible. I recently took a 17-day mission trip to Sudan to help start a medical clinic and while I was gone, my Arbonne team put me into qualification for Region. It was amazing.

There are other meaningful dreams I have fulfilled in the past year. I have been able to go whitewater rafting with my 18-year-old son; take a Caribbean cruise with my wife and two oldest children; drive along Europe's Autobahn at 130 mph; visit Bosnia, Vienna, Venice and Auschwitz; travel war-torn Sudan to help start a medical missions center; teach my son the finer art of power tools while building a giant backyard play land; and be the only dad on school field trips!

An incredible thanks goes to the most beautiful and wonderful woman in the world, my wife, ENVP Becky Potterbaum: I could not have done this without you. Thanks for making it possible for me to avoid the corporate rat race. I do not miss it a bit.

A big thanks to my sweet family. To Kayla and Bradley: You two have been fantastic and are two of my best friends, ever. To Tyler and Devin: You are my favorite chocolate and vanilla boys, you make me smile. To Emma and Lily: My little princesses, daddy is home for good.



Mark and Becky's twins, Emma and Lily, age 3.

To my Team: You guys rock. To AMs Melanee Neilson and Laurie Brewster: You girls are next. To all of our great DMs and Consultants: Keep running. That light at the end of the tunnel is not a train. To all of the men on my team: Let us show the women we can make this happen too. Husbands, your support will get that Mercedes-Benz in your driveway sooner!

A special thank you to my upline. I get to thank Becky twice this way. To my sponsor, ENVP Becky Potterbaum: I humbly thank you again for not giving up on me.

To the dynamic duo, ENVP Deanna Osborn and ENVP Lisa Voorhies: May you never tire in your relentless pursuit to lead, motivate and encourage all of us.

Most importantly, I want to thank God. Your word promises us hope and a future. Wow, this is just the beginning. Thank You once again for Your loving kindness and faithfulness.

Mark and wife, Becky with their Mercedes-Benzenes.



LEFT:
Mark and Becky's sons, Tyler, 9 and Devin, 7.

RIGHT:
Mark with wife, Becky.

