

A close-up portrait of a woman with long, straight blonde hair, smiling warmly at the camera. She has light-colored eyes and is wearing a necklace with a small pendant. The background is dark, making her face the central focus.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

MONICA RICHARDS

AN HONORABLE PROFESSION

Independent Consultant, National Vice President
 Monica Richards Nation; Zionsville, IN

When I was introduced to Arbonne, I was not looking for another job or a way to sell skin care. I was very busy trying to balance all the demands of being a mom, teacher and wife of a pilot who was often out of town. This was around the same time I read an incredible book that made me take a hard look at what I was doing in my life. I began thinking of all the dreams and desires I had since I was young, when dreams seemed so possible. I was struggling with the question, "Was I doing everything in my life I felt lead to be doing?" The answer was no. My problem was that I needed more of two important things: Time and money.

I opened my mind to what I could do to be able to contribute more to our monthly income, in order to give us more choices. I also was facing the reality of knowing we needed to put more money away into savings to help us get financially prepared for the huge responsibilities I could foresee in the future. The big thing was that I did not want to have to spend more time away from my family at another job.

I first thought that to get involved in Arbonne, you had to be passionate about skin care, highly educated in product formulation, be able to determine people's skin types or bother everyone you know to host a Presentation, so they would buy something from you. I knew for certain that delivering products would not fit into my already too busy life. Boy, was I wrong about Arbonne.

I thank Marita for telling me *Why* she was doing Arbonne because I was impressed. She told me she was hoping to relieve the financial pressure from her husband and drive a white Mercedes-Benz, while working from home and setting her own hours. I thought about this and realized that if I continued doing the same thing I was currently doing, I would be in the same place two years from now. Where was she going to be? So, how did she think she could do this? I was really curious. After trying the NutriMinC® RE⁹ anti-aging skin care line, I was hooked. What if I did Arbonne alongside my job? Where would I be in two, or even five years?

Though I had no time to fit another thing into my life, I still wanted to find out more. I did my due diligence and browsed Arbonne's impressive Web site, read about and then talked to others who were doing Arbonne. I noticed everyone was from different walks of life and they were all involved with Arbonne for similar reasons. They all exemplified a giving spirit and helping others succeed was their focus. Their purpose and passion for using Arbonne was to create a better life for their families and others around them.

Monica with *Why*, husband, Grant, and daughters, Lizzy and Allie.



Allie and Lizzy at the park.



Future Arbonne NVPs, daughters Allie and Lizzy Richards.



Monica Richards Nation at NTC 2006 St. Louis.



The team at a Mercedes-Benz car presentation: Husband, DM Grant Richards; DM Tamatha Huston; ERVP Erin Huston; mother-in-law, EDM Linda Richards; Monica, sister, ERVP Chelle Smitson; father, AM Larry Milligan; AM Sally Stover; EAM Christa Intriago; ENVP Sandy Poe and mother, EDM Norma Milligan.

I wanted to be a part of this amazing group of people, who were making a difference in their own lives and the lives of others. I realized this was a potential way of offering people the precious gift of time and money. What was also really cool was that while doing that, I could also offer people a way to have glowing, radiant, younger-looking skin and get incredible nutritional products at a discount. I am all about health and wellness!

I wanted to share this brilliant gift with everyone I knew. The more I found out about Arbonne, the more I wanted to be involved. Arbonne was truly a blessing in the lives of their Consultants. This company is for real! I only had one big obstacle: Me. I was terrified of failure and rejection. But, I had one greater fear than beginning an Arbonne business: Not beginning an Arbonne business. I knew that if I kept doing the same thing I was currently doing, I was going to get the same thing I was getting. I had to admit I wanted more for my family. The other obstacle I had to overcome was the question of whether I deserved more. That was the one I struggled with the most. I knew that if I chose to share Arbonne, I had the potential to change hundreds of lives. This was the vision that made me take action. I wanted to bring Arbonne into the lives of others, so they, too, could open this gift and I was not going to let fear stop me. So, I made the decision to forget about fear. Instead, I got excited and got on the phone.

Exactly one year later, with the efforts of an amazing team, I promoted to National Vice President. The neatest thing about this is that everyone on my team is next. With the incredible online training, Arbonne provides us and using the simple Arbonne=REsults™ approach, we know we are offering anyone who wants to change their life the most incredible option. We know we are doing great things by sharing this gift of Arbonne.

Have confidence that if you are thinking this company sounds like something you have been looking for, it is. It is even better than you can imagine. Do not ignore those thoughts of, what if? You deserve to dream and

success strategy:

“Decide to follow your dreams and have the courage to make them real.”

think big. Get out of the trap you are in. Know you have options, take control of your thinking and make a change. Step out in faith and you will soon see that Arbonne holds its entire company up to the highest standards. You will be proud and honored to be a part of this world-class company that exemplifies integrity and takes pride in its research and development of their precision formulas.

There are so many people looking for what Arbonne has to offer: A potential second stream of income, a plan B, fun, friendships, time and possible financial freedom and hope. You know who they are and you need to share what you know about this opportunity with them, so they can decide if it is a fit. Arbonne has given me hope and a way to provide a means for my family to live the life most only dream of. By working my business part time, which uses the smartest, potentially most generous marketing model (network marketing) to distribute product, I did not have to trade my time for money to begin earning a potential stream of income.

Some people have all the money they need, but no time to enjoy it. Some have the time and not the money. By plugging into the Arbonne=REsults™ approach that Arbonne has so brilliantly and simply laid out for us online, you can fit this simple system into an already busy life and make it work. I know you can, if you just decide to make a change. Change is not always the easiest thing to make, but change will happen in your life, anyway. So, why not be proactive and make the decision to change the products you are using to Arbonne's pure, safe, beneficial products and share them with others, so they, too, can join the Arbonne family? You have nothing to lose and so much to gain.

I want to thank God for His goodness and guidance.

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Upline, ENVP Sandy Poe; sponsor, ENVP Marita Barthuly; Monica and NVP Janine Yeager.



DM Lisa Thompson; Monica; upline, ENVP Stacy Thorn and sister, ERVP Chelle Smitson at NTC 2006 St. Louis.



Monica with amazing President Rita Davenport at the Area Manager Challenge Spa Weekend in Arizona.



Monica, EDM Kelly Jacobs, ERVP Chelle Smitson, Kathy Child, EDM Donna Anderson, mother, EDM Norma Milligan and Bianca.

To Founder Petter Mørck, President Rita Davenport, Chairman & CEO Bob Henry, Executive Vice President Stian Mørck and Sr. VP of Product Development & Field Events, Candace Keefe: Thank you for the wisdom and strength you display as you lead us in Arbonne. Your mission is clear: To provide a way for all of us to receive abundant blessings and use our time and resources to be a blessing to others.

To the incredible Richards Nation: You guys rock and are on purpose in your passion and vision, and understanding of the importance of sharing of this gift. I admire each of you for being so brilliant and open-minded to see how network marketing is changing the world. I am thrilled you have chosen Arbonne as your company. You all exemplify the essence of the Arbonne spirit. Your Arbonne glow is bright, inside and out, and I am so honored to share life with you.

To my RVPs, Chelle Smitson, Erin Huston, Sue Stetson, Kristin Busha and Julie Barrentine: You are incredible leaders. Congratulations on your promotions. You guys look so good in those Mercedes-Benzes. I am so proud of you all!

To all my Area Managers, District Managers and Consultants: You are next! All of you are on your way to NVP. You all are so inspiring and serve as examples of women (and men) living with faith. You fully understand how to live your best life now and are showing your teams how to do the same.

To my lifelong friend and sister, ERVP Chelle Smitson: I could not, and would not, do this without you. Thank you for believing in me. You continue to amaze and inspire me and I am thrilled we get to do Arbonne together.

To my fabulous parents and in-laws: You have gone above and beyond, and have been a constant source of support and encouragement. Your

belief, enthusiasm and participation in all of our Arbonne businesses is incredible, and I thank you for your positive presence.

To my best friend and biggest cheerleader — my husband, Grant: We had hoped we would find a business where we could sow the seeds of prosperity together while being a blessing to the world by helping other families like us. It was not such a farfetched desire, after all. It is so fun to do this together. We had dreams and I am thankful we took action to make them come true. It is a blast living life with you!

To my two incredible daughters: You are my *Why* for doing Arbonne. Arbonne allows me to spend my time home with you and that is where I am meant to be. Your support and encouragement has meant the world to me, and I am forever grateful for your help in every way through my Arbonne journey. Yes, Allie, you both are *Why* daughters! You both give me strength.

To Marita Barthuly, Sandy Poe, Linda Westrick, Stacy Thorn, Meloni Barkley, Cindy Pikin, Jennifer Harbor, Hannah Dugan: Thanks for being my personal role models and leaders and for paving the road for us. To all those who participate in the Arbonne Learn & Burn™ audios, especially President Rita Davenport, Kathy Almquist, Meloni Barkley, Donna Johnson, Cecilia Stoll and Cindy Pikin: Your words of wisdom are what I cling to and I am so proud to be in a business with such amazing women.

To those of you in the Richards Nation and those of you who are about to begin your Arbonne journey: Know that you are all great spirits. Nobody else is planning your life, so by making a simple choice to start an Arbonne business and confidently begin sharing it with others, you will plan your life and begin writing your life's script.

EDM Gina Royer, DM Lisa Thompson, EAM Kim Webber, NVP Monica Richards, EDM Tammy Ruhl and DM Holly Rogers (with AM Michele Barnett smiling in the background) at NTC 2006 St. Louis.



Monica, ERVP Erin Huston, ERVP Chelle Smitson and RVP Sue Stetson at the Area Manager Challenge Spa Weekend in Arizona.

