

BELIEVING IS SEEING

Do you have to see something to believe in it? I have taken a lot of risk in life when there was a great chance of success. A speaker at NTC 2006 St. Louis helped change that view in my life. He said believing is seeing. If you do not believe it will happen, you will not see the result. I had to put aside the fear of failing and embrace the belief of success before I could grow in this business.

A year ago, I was a stay-at-home mom and left my teaching career to raise my children. When ERVP Kelly DeMoes invited me to an Arbonne Presentation, I went to support her, but was not interested in using another skin care line. There, I listened to ERVP Keri Borda talk about the Arbonne products and her new business venture, but did not believe it could happen for me. However, I gave in and tried the skin care products at home. When I noticed a difference in the tone and texture of my skin, I signed up as a Consultant to purchase my products at a discount. When I discovered the business attached to these wonderful products, I jumped in with both feet!

I built my business by doing Presentations. When I reached Area Manager status, I hit a wall. I had trouble scheduling Presentations or finding business builders. The negative self-talk took over, and I felt trapped. Arbonne really challenged me to stay the course, even when circumstances and people let me down. The only way this business was not going to work was if I quit. That was not an option for me, but I could not get past the doubt. In turn, who would want to be on my team if I were not talking about this amazing company and opportunity?

Fortunately, the story does not end there. I attended a wonderful training in February and came home with a fire and belief that fueled my passion and desire to make it to the top. Several top speakers



heather rooke

Independent Consultant, Regional Vice President
Heather Rooke Region; Bakersfield, CA

carved out a visual path of positive talk, thinking and actions for me to follow. I embraced this vision. I knew the products and company were fabulous, now I just needed to change the negative programming in my head. I started telling myself, "You will make it to the top!" There was no turning back. I wrote down my goals to become a Regional Vice President by June 1, 2006. I am happy to report that I finished qualification in April, ahead of schedule!

The difference between success and failure is a choice you make. I could have stayed complacent and safe in life, but I chose to challenge myself, which strengthened my faith. I became a better person

continued ...

The Rooke family: Heather; Dave; Julia, 4 and Aly, 1.



Heather with AM Janae Witcher.



Heather with AM Nikki Smith.



success strategy:

“ Step out in faith, conquer your fear and go for it! ”

along the journey, because I believed God was guiding me toward a higher purpose. Now, I find joy helping others dream big dreams and set goals that are attainable.

I would not be where I am today without my amazing team.

To NVP Tory Brandt and ERVP Keri Borda: You two are always there to encourage me, take me to lunch, strategize and make me laugh. Thank you for investing in your team and providing outstanding leadership. Your last minute help is invaluable.

To my upline leader and friend, ERVP Kelly DeMoes: Thank you for believing in me when I did not believe in myself. Your prayers, encouragement and friendship continue to sustain me. You saw what I could not see and quietly led me. You are a true leader with a heart of gold. I love you.

To my dear friend, AM Nikki Smith: You are my first Ace! You watched me sign up your sister, AM Danielle Cronk, and decided that maybe this is for real. When you jumped in, I knew you would take off and not look back. Our friendship and business are rooted in faith and that is what makes it work. I love you like a sister. Thanks for believing in Arbonne.

To AM Janae Witcher: You are my second Ace! When Brenda Hallum told me she found someone that might want to try Arbonne, I was thrilled. You built a strong team in less time than I can complete a Consultant Agreement form. I love your passion. Thank you, Brenda, for believing in me enough to share the story of Arbonne with people.

To AM-in-qualification, Kelli Armstrong: I am so glad our husbands brought us together. You amaze me because you never quit. Your quiet leadership and determination are inspiring. I love your heart and true passion for people. The best part of Arbonne is meeting new friends like you.

To my best friend — my husband, DM Dave Rooke: Your support and belief motivated me to the top. Through sacrificing your time and desires, you have allowed me to succeed. I could not ask for a better husband and father. I love you more every day!

Heather with ERVP Kelly DeMoes.



Heather's upline and Chicago team.

To my daughters, Julia and Aly: You both gave me the energy to finish strong. Short-term sacrifice results in long-term gain. Thanks to Arbonne, we can swim together every day.

To DMs, Kori Mauch, Jackie Keck, LeAnn Libby, Miriam Jackson, Heidi Stukenberg, Trisha Forrester, Kristin Kloepping, Heather Morales, Megan Witcher, Bambi Henry, Liz Finkel and Katie MacDiarmid: God blesses each of us with a gift. When we find our gift and use it to help others succeed, the reward is two-fold.

To all of my Consultants who purchase product at the discount, as well as my friends and family: Thank you for your support over the past year. From hosting Presentations to watching my girls in a pinch, you have greatly contributed to my success.

I want to thank God for challenging me daily to be a better person. I love Him with all my heart, soul and mind.

Belief comes when we face the fear that grips us. Step out in faith and conquer that fear! Make your dreams a reality. Do not sell yourself short because you are worth it. First, believe you can make it and then see the bounty that follows. Believing is truly seeing!



ABOVE:
ENVP Kristin VanderVeen, ERVP Kelly DeMoes, ERVP Keri Borda, Heather, NVP Tory Brandt and ERVP Kelly Silva.



LEFT:
DM Kelli Armstrong, Heather and DM Liz Finkel.