

SET YOUR GOALS HIGH

I have always had a calling to be a wife and mom, but I knew that someday I would have an additional calling outside the home. I was not sure what it would be. I had prayed for years about this, and I knew I would know it when I found it or when it found me. I was a stay-at-home mother for 10 years with my three precious children, Brittani, 11; Jantzen, 10 and Caden, 6.

My journey with Arbonne began when my good friend and sponsor, Leslie Morgan, hosted her launch Presentation. I was very skeptical about network marketing and home-based businesses. I decided to go to her Presentation because I wanted to appear supportive of Leslie, and I was on the hunt for products that would help with my children's eczema. Every woman knows that the way to her heart is through her children. The products I ended up purchasing at Leslie's Presentation did help my children's skin, within a few days. Next, I agreed to use the eye cream and I had amazing results, but I stopped at that. A few months later, my husband was laid off from a major airline after September 11th. We were already stressed financially and were concerned that this layoff could bring us to financial ruin. We discussed our options. He could change his profession after spending 15 years studying to be a pilot, work two jobs, which would give him no time with our family, or we could sell everything and move to a less expensive area, which would uproot everything we had built in our community. I then thought of how I could contribute to our income without leaving our children. I felt desperate. Everything I thought of required too much money and time away from my calling to be a mom. Then I thought of Leslie and watched her excitement and success grow. I began considering Arbonne as an option to our financial concerns. Although I had told



kelli ryals

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her no for over a year, I finally surrendered and jumped in with both feet. You never know what circumstances will happen for others to consider joining your business, so do not give up on them.

Right away I knew Arbonne was different – it is more like a gift, rather than a business. After I joined the company, I quickly got busy doing Presentations and promoted to District Manager in two short months, while building a great Client base. At District Manager, I was able to contribute financially to my family, meeting my first goal for doing Arbonne. Realizing that my goals were set too low and

continued ...

Kelli's Why: Brittani, 11; Jantzen, 10 and Caden, 6.



Kelli with husband, Mark.



The Kelli Ryals Region at Kelli's Mercedes-Benz car presentation. **BACK, L-R:** Debby Luthye, Beth Carrierie, Marilyn Robertson, Trisha Beech and AM Angela Lamberth. **FRONT, L-R:** Ken Ewing, EDM Rhonda Schlumpberger, Alicia Johnson, Nannette Johnson, Debby Gray, Ambyr Kirkpatrick, DM Jan Ewing, DM Denise Davis, Sunny Yates, Jennifer Wood and Kelli.



success strategy:

“Slow and steady”
wins the race.

that this company offered much more, I decided to go for Area Manager. This meant that I needed to build a team. I set off to look for others who needed, wanted and desired more in their lives. In order to build a strong team, you need to find strong leaders. They say you attract who you are. I knew I needed work in this area. The best encouragement I heard was that leaders are not born, they are made. I had the option to become what I wanted to attract, so I began working on myself. I surrounded myself with leaders, read books about leaders and changed my thinking. I then promoted to Area Manager. My road to Regional Vice President, however, was the toughest but most rewarding season on my journey yet. Do not despise any season in your journey, whether you are in a holding pattern or feel like your business is frozen for some special reason. It could be that you need preparation for the responsibilities at the next level. I learned several key things to succeed in Arbonne: Overcoming rejection, disciplining my disappointments, removing the option to quit, focusing on my own journey and not others, and finally, steady plodding. Work your business consistently and persistently. You have to steadily plod to see your successes. This is not a race of how fast you run, but a race of endurance, consistency and becoming the person you were always meant to be. You were meant to be a person with a calling, a passion, a purpose and the greatest gift from birth... the potential for greatness. If this can happen for me, it can happen for you. Now, as for me, off to National Vice President!

To my love, Mark: Thank you for your unwavering belief in me. You are my rock. I could not have achieved this without you.

To my children: Thank you, Brittani, for encouraging mommy and helping sort orders. Jantzen, I am so grateful for your prayers every night for mommy! Caden, you taught mommy to keep working, even when it got hard.

Thank you to my team, for without you I would not be writing this story. To AMs Elizabeth Roth and Angela Lamberth: I cannot wait to hand you the keys to your Mercedes-Benzes. To DMs Rhonda Schlumpberger and Denise Davis: I will see you at the top! To all DMs and Consultants, Debby Gray, Ambyr Kirkpatrick, Sunny Yates, Denese Whaley, Kurt Roth, Kim Whittaker, Jennifer

Denise Synave-Kimball, AM Angela Lamberth, Beth Carrierie, EDM Rhonda Schlumpberger, Patti Rensel and Kelli at ACTnow Orlando.



Kelli with Nannette Johnson, Marilyn Robertson, EDM Rhonda Schlumpberger and AM Elizabeth Roth at NTC 2006 St. Louis.

Culpepper, Ken and Jan Ewing, Denese Kimbell-Synave, Beth Carrieri, Trisha Beech, Jennifer Wood, Marilyn Robertson, Nannette Johnson, Alicia Johnson, Debby Luthye, Lori Whittle and Patti Rensel: Keep going for your dreams and they will come true!

To my sponsor, AM Leslie Morgan: Thank you for giving me the gift of Arbonne, wonderful memories and lots of wise advice.

To my upline, ERVP Michelle Hagopian: Thank you for having the courage to build your team in Colorado. To ENVP Karen Priemer: Thank you for your leadership. To my crossline, ENVP Lisa Becker: Thank you for mentoring me and believing in me before I did. To AM Beth Foster: Thank you for your encouragement and friendship.

To President Rita Davenport, Chairman & CEO Bob Henry and the entire Executive Team: Your commitment to integrity and vision is a gift to so many. Thank you.



ABOVE:
Kelli with AM Leslie Morgan, ERVP Michelle Hagopian and ENVP Karen Priemer at NTC 2005 Las Vegas.

LEFT:
Kelli with AM Leslie Morgan, President Rita Davenport and Brenda Morgan at an Area Challenge in Arizona.

