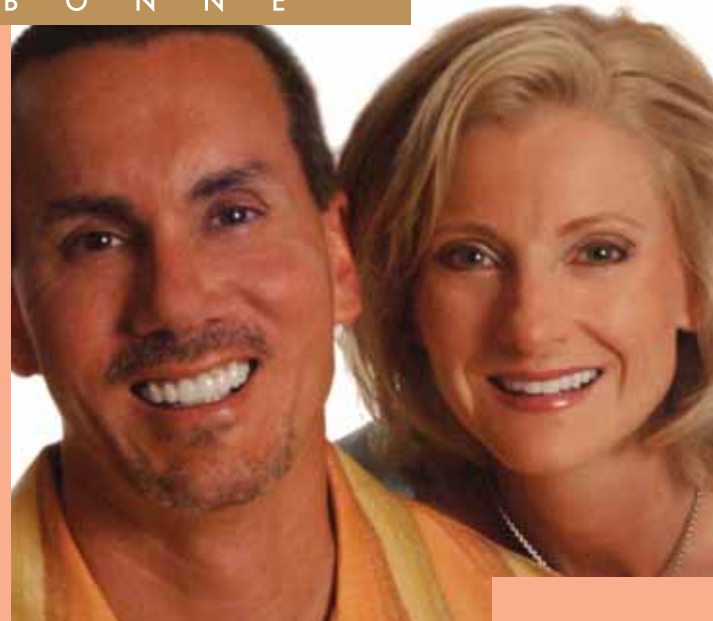


GIVE GENEROUSLY

Scott: "Give generously." These are the words President Rita Davenport said at NTC 2005 Las Vegas. They burned deeply in my heart as I sat at my first NTC only a few months after my wife, Kala and I began our Arbonne business. We both mulled over them the next few weeks as Kala and I set out to create our new business. Rita spoke about giving generously to people on your team. We both dreamed of ways to make this a reality; however, our team did not truly exist yet. We both recognized this was the key to a successful and thriving team, though we did not always agree on how to execute this plan.

Kala: Working together can be challenging. Our personalities are different. I am detail-oriented, organized and structured. Scott has a "go-with-the-flow" personality. At times, we clashed as we struggled to formulate our business with our own flare. With time, we found common ground. Our business grew by giving our time, passion and resources generously. It paid off abundantly, just as Rita said it would.

I have to admit, I was a horrible Consultant in the beginning. Scott had difficult days, though overall he was far more positive than I was. I was every upline's nightmare. I was high-maintenance, moaned and became easily discouraged. I blamed everyone and everything else for our disappointments. It took months for me to overcome my personal bias against network marketing companies. I could not accept that I was associated with one. I had to embrace all the things I had criticized when my best friend, ENVP Becki



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Barns, built her business the year before. I had to swallow my pride and build my belief system in order to believe in her, in what we were doing and in my husband's vision of where this journey was going to take us. I share the experience of my rocky start with anyone who wants to believe they will succeed, yet has much to overcome. Do not give in to your doubts, fears or pre-conceived notions about this industry. Have faith and believe.

Scott is an oculoplastic surgeon, I am a pediatrician and we have three children. We began our business with an already full sched-

continued ...

Kala and Scott with children, Claire, Christian and Catherine Grace.



The Sigler Family at the Race for the Cure.

The Sigler family with their new Mercedes-Benz.



success strategy:

“ Give your time, passion and resources generously. ”

ule. We love our professions and thank God for the opportunities that have come our way because of the training He provided. We have been blessed to be able to impact people's lives in our professions. Our careers have been lucrative. Although, it has become clear that any residual income, secure financial future and true freedom will not come from our medical careers, due to the changes in the medical industry. Arbonne is our way to the finish line. We may, or may not, retire from our professions in the near future, though we know medicine will not be the means to secure our retirement. In the meantime, we have the privilege to continue doing what we love while we build a secure future.

One of the incredible things about our team is how widespread we are. It has been an exciting process to build a team in 12 different states, and our success is proof it can be accomplished. We could not have developed such a strong team without the strong resources Arbonne provides. We encourage anyone who is fearful of not having their team right in their backyard to be confident in knowing success can be achieved from a distance, thanks to conference calls and Arbonne University.

Many thanks goes out to our beautiful children, Claire, Christian and Grace: You are truly amazing and we are grateful for your understanding when we have been busy on the computer, phone and traveling. It has paid off and there is so much more to come.

We owe a great debt of gratitude to ENVP Becki Barns, and to her husband, Brent: You have been a priceless asset to us in this journey. You have been fun, steady, wise and the best friends we could ever hope for. Thank you for introducing us to this opportunity, for believing in us and for sharing your dream with us. We love you dearly.



Scott and Kala with ENVP Becki Barns and Brent Barns.

It is a true privilege to share this business with our family. To my sisters, EAM Katrina Adams and DMs Karen Haiduk and Kris Viers; and Scott's brother, EDM Tom Sigler and his friend, EDM Beth Duncan: Thank you all for believing in us enough to jump on board even when it seemed ludicrous. We love working with our family. Anyone else want to join us?

To AM Jenna Polk and your wonderful husband, Larry: Thank you. You two caught the vision right from the start, and have been a joy to work with. You are wonderful leaders.

To AM Brooke Dahm and your husband, David: You are a natural at this and we are so blessed to have you on our team. To our long-time friend, DM Chris Derfelt: Thank you for believing this will work. It thrills us to be a part of your life and your future.

To DMs, Greg Shealy, Wendy Thompson, Mindy Thomas, Jessica Williams, Ruth Lipscomb and Susan Probert: It has been fun getting to know and work with you. Thank you for your great attitudes and amazing hearts. We know your businesses are about to explode.

To ENVP Cecilia Stoll: Thank you for your encouragement and wise counsel when we began our journey. We really appreciate your availability and are proud to be in your downline.

To God, to Whom it all belongs anyway. We give it back to You, along with all the credit, glory and praise.

Scott with South Carolina team members. DM Greg Shealy and wife, Jerianne; AM Jenna Polk with husband, Larry, and DM Wendy Thompson.



Upline, ENVP Cecilia Stoll, ENVP Becki Barns, and sponsor, EDM Katie Jennings with Scott at NTC 2005 Las Vegas.

