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EYE ON ARBONNE

INDEPENDENT CONSULTANT
NATIONAL VICE PRESIDENT

WENDI SKINNER

ICING ON THE BEST CAKE EVER

Independent Consultant, National Vice President
Wendi Skinner Nation: Rock On; Hobe Sound, FL

I can hardly believe I am writing my *Eye on Arbonne* story as a National Vice President. It does not seem long ago that I was just hoping to make enough money to pay for my own products. What a change can occur if you simply allow yourself to dream! The gifts of Arbonne are truly unlimited. We believe when we get started that the money, car, travel and jewelry are the gifts. As we move along the journey, we grow to realize those things are icing on the best tasting cake ever! I will forever be grateful for the many gifts that cannot be measured tangibly — the ability to dream again, a closer connection with God, the time to spend with my family as I see fit and many wonderful friendships forged with people who constantly amaze and inspire me. These are the real gifts.

I have learned some extraordinary lessons during my time with Arbonne. I will share them with you in hopes that if you need to learn these same ones, you will be able to do it quicker than I did!

The first lesson is, you do not need to know everything to be successful. I remember as a new Consultant thinking I had to know about every product and what it did before I could introduce it to someone else. I studied and read for six months before hosting my first party. There were only three people who attended, and only one person asked a question. After all my studying and reading, I did not have the answer, nor did I die on the spot! Looking back at it now, I realize that was nothing more than an excuse not to get started. I see it in new Consultants all the time. There is nothing taught in training materials that will ever replace enthusiasm, a love for the product and a firm belief in one's ability to create the life they want. If you are trying to understand all the products and all of the compensation plan today — get over it! Today there are questions about the product that I cannot answer, and it took me until becoming an RVP to understand how I earn the potential to get paid. Please, trust your team members who have gone before you and in Arbonne itself — and then just get busy.

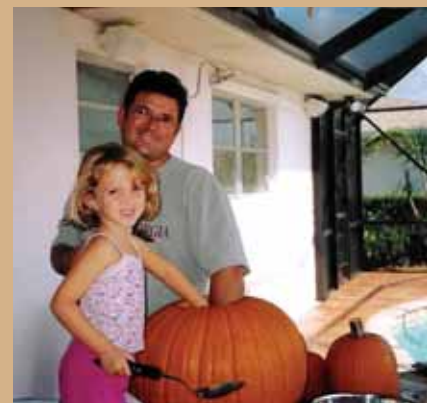
The second lesson is, if you cannot beat them, join them! I understand the mentality I see in some people at Arbonne opportunity meetings. The attitude of, "Oh, yeah, right ... everybody has the next greatest thing going, and dreams are fulfilled ... and blah, blah, blah." I had that same attitude at the very first training I ever went to. I was in a room with beautiful, outgoing women who were ecstatic



The Skinner Family.



Wendi with her sister, sponsor and best friend, Kristi Bosch.



Wendi's daughter, Avery, and husband, John getting ready for Halloween.



Wendi with some of her team at a training.



Wendi with her teammates at a car presentation in Georgia.

over becoming a District Manager or Area Manager. They were all sincerely happy for one another and everything was great! I remember thinking there was no need for one of them to ask me to be in a picture because I was not planning on being in the "gig" long enough for that. I also thought I must be desperate for adult conversation, after having been a stay-at-home mother for 18 months, to be getting involved in something like this. After the training was over, I kept thinking to myself, "Those poor gals are going to be so disappointed when this doesn't work and reality hits them square in the head! Oh, I thought I was ever-so-smart and knew much more than them! I kept attending meetings (just to get out of the house is what I told myself), and at each meeting those same women were moving further and further up the ladder, and the number of them was quadrupling. I even found myself looking forward to going to the meetings just to talk to these sweet, excited women. All of them were genuinely concerned about how I was doing and how things were progressing for me. Reality was hitting me square in the head! I realized I better get with the program, and fast. I tell people all the time now who laugh or poke fun at my business, "You'll never beat me, so you might as well join me; it'll be the most fun you've ever had at work!"

The third lesson is, you can be successful while focusing your attention on others. Coming from corporate America, I firmly believed (because I had seen it firsthand) that the only way to achieve success was to look out for yourself and no one else. While I maintained a friendly and professional relationship with my employees and co-workers, I still watched my back for anyone in the industry who might try to take my job. My previous experiences in corporate America taught me that your job is never secure unless you own the company. With Arbonne, I work in an environment where my

job is only secure and successful if I help enough other people get what they want out of their business. I have numerous teammates who can sell product like there is no tomorrow; however, I do not know anyone who alone can sell enough to get to Nation! This has been the foundation of my business from day one, and I pray it has been instilled in the members of my team to do the same. I measure my success by the successes of those on my team who trusted me.

The fourth lesson is, when you work your business with the right attitude and spirit, you deserve and are worthy of the success that comes to you. This is the most difficult lesson to learn for many members of my team (you know who you are). Quite often I hear, "Do I really deserve all this?" And I even struggled with that fear myself after reaching Region. We wonder if we have really worked hard enough because we already have a great life and know others who may need it more; and the list can go on and on. A very basic thought finally hit me like the proverbial ton of bricks: Lots of people need a lot of things, want a lot of things and even believe they are entitled to these things — but very few people work hard, wisely and with the right attitude to achieve the things they want and need. There is nothing easy about Arbonne's business, but the reward of truly changing someone else's life is immeasurable. When you do that, you are worthy of everything that comes to you. You simply have more to share now. I tell my team instead of thinking they do not deserve it, think of what they can do with it when they get it. It is simply a fear of success, not a fear of failure.

continued ...

success strategy:

“ Be honest in everything,
in every way. ”



ENVP Shannon Johnson, NVP in-qualification Paula Best, Wendi and NVP Donna Jones.



Wendi with Consultant, neighbor and DM Cindy Jacobs.

I have to first thank my sister, Kristi Bosch. Kristi introduced the product to me and gave me a far bigger gift than I gave her in return! I will be forever grateful Pris. I love you.

I am forever grateful to the team of phenomenal women and men who share this accomplishment with me. NVP Donna Jones, my cousin: Spending time with you and your family is a bigger blessing than anything. Thanks for sharing your vision and building an absolutely unstoppable team!

To NVP in-qualification, Paula Best: You are simply the best! Your tenacity and commitment is so inspiring!

To RVP Michelle Howe: Your steady faith in yourself and your team is absolutely a breath of fresh air! To my Area Managers, Charlotte Nichols, Beth Pierson, Debbie Crawford, Jennifer Fountain, Pam Bachmann, Dena Meyers, Karen Ward and Wendy Gilstrap: I am so proud to be considered part of your team and look forward to seeing you at the top. To all the District Managers on our team: Please know there are no words to express the gratitude for all you do. You all know I think you have made the toughest step! Keep reaching. The Consultants and Clients in our Nation are wonderful testaments to the product, and I appreciate that.

To ENVP Shannon Johnson: I am grateful, not only for your guidance, but the friendship we have developed.

I would like to say thanks to all the folks at the Home Office who make our job so much easier. I know it is hairy around there sometimes, but you all handle it with such finesse!

My family is amazing! My daughter tells me she wants to do Arbonne when she grows up! I love you, Avery, and you can do anything you want because of Arbonne. My parents, John and Sara Bosch, are the epitome of love. Thank you for making me believe I am great, and can do anything that I set my mind to. You are the example. Then there is John, my husband. My team loves him almost as much as I do. I cannot tell you what it means to me to share this with you. You are always steady and sound, and the constant strength in my life. As always, thanks to God for being the rock on which I stand, and giving me blessings beyond compare.

I tell my team when they are afraid of something that it is okay. Fear can be a great motivator. Just be sure you are afraid of the right thing. When you really analyze it, there is no fear of failure; only a fear of success. Most already know what they will do if this Arbonne "thing" does not work out, but very few have allowed themselves to envision what they will do if it does work out. Allow yourself to envision the possibilities, and then only fear *not* making them a reality!



Wendi with cousins, NVP Donna Jones and NVP in-qualification Paula Best.



Wendi with RVP Michelle Howe enjoying an evening out.