

NOTHING IS WORTH MORE

I am living the life I always hoped I would. My dreams as a child were to grow up, get married, have children, start my own business and change the world — simple, right? I wanted to be the kind of woman that had it all. As adulthood and reality set in I was beginning to feel my dream was impossible, until Arbonne fell in my lap.

Before children, I had a successful career in the engineering/construction industry. My husband and I made a lot of financial sacrifices when we went from two professional incomes to one, but I was thrilled to be able to stay home with our children. Shortly after our second son was born two things started to happen: First, I began longing for something to call my own — that business I had always wanted. Second, we started to look towards the future and realized we had no plans for retirement, college, travel and such. We did not quite have enough to meet our own needs; so how was I going to help others?

When my good friend, ENVP Tracey and Casey Gatchel called to catch up, I had no idea that the conversation would change my life. They shared their Arbonne experience with me. I fell instantly in love with the potential of the business model and the idea of working from home. It only took one RE[®] sample pack to know that I loved the products, too. I jumped in with both feet. I figured the worst case scenario was that I would be able to purchase products that I love at a discount.

I had never been to another home-based business Presentation or “show” — not even an “Opportunity” Presentation — when I launched my business. I had no idea what I was doing — I just did everything Tracey told me to do. Next thing I knew I was District Manager! I heard people say that “If you can go District, you can go Region.” I just kept doing



kristine smith

Independent Consultant, Regional Vice President
Kristine Smith Region; Millersville, MD

what I was taught and now I drive a white Mercedes-Benz as part of the Mercedes-Benz cash bonus program! We now have three young boys and have been given the gift of choice in our lives. I will be forever grateful to Tracey and Casey Gatchel for that one phone call.

It has been three years since I started Arbonne. My business has seen ups and downs but quitting never once crossed my mind. One of my favorite quotes reminds me to make the most of each and every day — that nothing is worth more. We can reflect and learn from the past,

continued ...

Kristine's Why: Andrew, Will and Charlie.



Kristine with her husband, Andrew, at her Mercedes-Benz car presentation.



Kristine and her husband, Andrew with their boys, Andrew, Will and Charlie, on a recent vacation.



success strategy:

“ Make the most of every day. ”

we can look to the future, but our biggest gift is right now. Make the most of it. I make phone calls I am scared to make, I hug my boys, I tell someone I just met about Arbonne, I tell my husband I love him, because I am living life right now — nothing is worth more.

Arbonne is allowing me to do everything I ever wanted. I am happily married, a stay-home mom and a business owner. As for changing the world: There is a well-debated scientific theory referred to as the butterfly effect. It claims that the flapping of a butterfly's wings in one part of the world can trigger a tornado in another. I am but one small person, but I can make a big difference. By sharing Arbonne with people I can enrich their lives and yes, change the world.

A Region is made up of a group of people — I could never have done this on my own.

To my husband, Andrew — I love you. Your support means the world to me. The journey has just begun.

To our boys, Andrew, Will and Charlie — you are the reason why I started this business. I learn so much from you and I am so grateful that God chose me to be your Mommy. There is never a title I wanted more. Dream big, boys — if you can dream it you can achieve it.

To my sponsor and dear friend, ENVP Tracey Gatchel: I told you from the very start of this adventure that there was no one I would rather have as a mentor. You have proven me right! You are a gracious and generous leader. I appreciate everything you do for me and our team. I adore you! I am grateful to upline ENVP Elizabeth Sanchez for her persistence with you!

To my upline ENVPs Linda Parker, and Cecilia Stoll: Thank you for all you continue to do for the whole company. You have paved the way and I am lucky to follow your lead.

To EAM Janet Sovich: The day you decided to do Arbonne — after six months of telling me no — changed my business. As excited as I am to get my car, I look forward to the day in the very near future when I get to give you your keys.

To AM Phyllis Marshall: Who knew that a \$17 party would turn out so profitable? You are building a solid business and you will be zipping around in your convertible soon!

Kristine with her upline ENVP Tracey Gatchel and her awesome team at her Mercedes-Benz car presentation.



AM Phyllis Marshall, EAM Janet Sovich, ENVP Cecilia Stoll, Kristine and Kristine's sponsor, ENVP Tracey Gatchel at a day training.

To DMs: Katy Boone, Rachel Frentsos, Amy Comire, Laurie Kusch, Cathleen Morris, Kathy Williams, Cyndi Simpkins, Heather Sands, Christine Marsala, Colleen Carroll, Stephanie Watson, Jane Waters, Pam Heidenberg and DMs-in-qualification — thank you. If you can go District, you can go Region. Go ladies — I know you can do it! I am grateful for everything you do.

To all my Consultants and Clients: Thank you from the bottom of my heart.

To my family — especially my parents, my sister and my in-laws. Thank you for countless hours of babysitting, for referrals, for believing in me.

To Petter Mørck — thank you for bringing us this amazing opportunity. Thank you, Stian Mørck, Pierre Botigliere of AIRD®, President Rita Davenport, Chairman & CEO Bob Henry, Sr. VP Product Development & Field Events Candace Keefe, and the corporate office staff for continuing to improve on something that is already wonderful — I don't know how you do it! Rita — thank you for your loving words and encouragement. You speak to thousands yet touch each one.

Thank you for taking time to read my story. If this is your first exposure to Arbonne, I encourage you to take a closer look — it really can change your life. If you are already building your business — regardless of your title — I hope you know how blessed you are to be part of something so big. Arbonne is more than just a skin and healthcare company — it's about making the world a better place.

I'm living the life I always knew I would — are you? Go make the most of your day — nothing is worth more!



Kristine with her lifelong friend and first business builder, EAM Janet Sovich, at NTC 2006 St. Louis.