

AN UNEXPECTED ANSWER

My heart's desire has always been to be a stay-at-home mom. Even before we seriously considered the idea of starting a family, my husband and I discussed, planned and worried about how to make this dream a reality. My husband's profession as a teacher and coach unfortunately did not afford us the luxury of living solely on his income.

In the fall of 2003, I attended a spa Presentation simply because a friend had invited me to her home. I was introduced to Arbonne's business and products at this Presentation. I immediately fell in love with the products, and the possibility of a home-based business intrigued me. I wondered if this could be the way to fulfill my dream.

When I arrived home, I immediately approached my husband with the idea. Both of us entered the conversation with similar beliefs about network marketing. However, we both also knew that if I was to stay at home, something in our lives would have to change. We looked closely at the company and the business, and decided it was worth taking a chance.

Looking back, I can see that both of us hoped this business would work out, but did not really expect it to. For one, I do not have a salesperson personality. I am fairly shy and passive, exactly the opposite qualities of someone I viewed as being successful in this business! From the beginning, I knew that it was not going to be me, or my gifts, that would make this venture a success.

Through the first year, I really questioned my choice. I read many *Eye on Arbonne* stories of women and men climbing the ranks of Arbonne in such short time spans. Every new story I read both inspired and discouraged me. It inspired me because I saw that it could be done, but it discouraged me because I was not promoting as quickly. I diligently



nicole snyder

Independent Consultant, Regional Vice President
Nicole Snyder Region; Ballwin, MO

plugged away at the business while still working full time at a women's fitness center and I became District Manager in March of 2004.

When I promoted to District, I figured that I was on my way. Little did I realize it would be a year-and-a-half before I took the next step. Although it was not my ideal timing, I can now see the purpose for the delay. During this time, I grew personally and needed to change my attitude about the business. I began to work on my leadership skills and read the personal growth books suggested by my upline. I became more outgoing and stepped out of my comfort zone. I also began to view the business as a way to help others. I sought out people with similar desires and aspirations, and introduced Arbonne as a possibility for them. I became much more outward looking, want-

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Cory and Nicole in Alaska.



Nicole and husband, Cory.



Nicole with her dad, Mike, at the Mercedes-Benz dealership.



success strategy:

“ Have belief, patience and a never-give-up attitude. ”

ing to help others achieve their goals, rather than inward looking, selfishly seeking my own desires.

After becoming an Area Manager in November of 2005, I was able to work part time at the fitness center. In May, my team promoted to Region and I started preparing our home for our son that will arrive in September! Although the timing was not my timing, I can see that it was perfect.

Arbonne has been such a blessing to our family. It has allowed me an opportunity to grow personally, reach out and help others, and stay home with our children. I am thankful for the opportunity to live out my heart's desire.

I could not have made it here on my own! To my sponsor, ENVP Ann Wandishin: Thank you for being such an inspiration. I appreciate your guidance and encouragement over the past couple of years. You are an amazing leader. I am thankful to have you as my upline and friend!

To my first Ace, AM Katie Mohr: You light a fire in every life you touch. I am so proud of you for taking a leap of faith. It is exciting to see your dreams becoming a reality for you and Russ. To EAM Julie Casper: I admire your wisdom and humble heart. You truly desire to help others. Both you and Katie will be writing your *Eye on Arbonne* stories soon! To DM Nancy Koballa: Your persistence has paid off and it is happening for you!

To AMs, Terri Adams and Katherine Cain: Your excitement and energy are contagious! To DMs, Mary Steinau, Margie McCarthy, Jennifer Keene, Beth Allan, Mary Arentsen, Sheri Bentley, Mary Beth Kesler, Tammy Higgins, Michelle Hillin, Sheri DeJaynes and Sylvie Delannay: Thanks for your commitment to this business. I believe in you and am excited just waiting for the day that you all make it to Region. Enjoy the journey!

To each of the Consultants in our Region: I am so glad you are a part of our team. Remember, the only way to fail is to quit! Follow the system and never give up.



STANDING: DM Tammy Higgins, DM Sheri DeJaynes, Jennifer Embry, DM Nancy Koballa, Jennifer Oertli, DM Mary Steinau, EAM Terri Adams and Sandra Osiecki. **SITTING:** Lisa Perkins, AM Katie Mohr, Nicole and EAM Julie Casper.

To my friends and Clients who have supported me: Thank you for your continued business, and for hosting Presentations, and allowing me to share Arbonne with others. You are the foundation of my success and I appreciate you.

To my dad: Thank you for your loving, generous spirit. Thanks for supporting me and being proud of me, even though you had your doubts about this. I wish mom was here to celebrate with us. Much of who I am today comes from her positive, never-give-up attitude. We will all be able to celebrate together one day!

To my husband, Cory: What would I do without you? You have been my number one supporter and encourager, my "business manager" and my accountability partner. Thanks for being patient and for believing in me. I am so blessed to have you in my life.

DM Nancy Koballa, DM Michelle Hillin, DM Sheri Bentley, EAM Julie Casper, ENVP Ann Wandishin, Nicole, AM Katie Mohr and DM Mary Steinau at NTC 2006 St. Louis.



Nicole with AM Katie Mohr and EAM Julie Casper at the Manager's Celebration, NTC 2006 St. Louis.



BACK: Lisa Perkins, AM Katie Mohr, EAM Julie Casper, DM Mary Steinau, Jennifer Oertli, DM Margie McCarthy, Rainy Ossola and DM Nancy Koballa. **MIDDLE:** Sarah Rutledge, Nicole and DM Mary Beth Kesler at a St. Louis training. **FRONT:** EAM Terri Adams and ENVP Ann Wandishin.