

## DREAMING OF ENDLESS POSSIBILITIES

I am a family physician by profession and have loved being a doctor. I have had the good fortune of working overseas, the highlight of which was working in Calcutta with Mother Theresa. I had what seemed like a dream career, working as a medical director at a university health center, while doing radio and TV work. But, the truth is, I had stopped dreaming. I longed to have more time with my 5-year-old daughter, Sofia, and felt very stuck in the grind of earning an income as a family physician. When my long time friend and medical colleague, ERVP Tanis Gaitens, introduced me to Arbonne, it was through product, which dramatically helped my daughter's eczema. When Tanis suggested I do the business, I thought she had lost her mind. She had decided to start her Arbonne business when her new baby (also named Sofia) was only 4-weeks- old and, I have to admit, I wondered if she had made an impulsive, postpartum decision. As I learned more about the business and the income-earning potential, particularly the concept of potentially earning a residual income, I became excited. I felt there was hope for the freedom to spend more time with my family, to practice medicine for the passion of it, and perhaps to work overseas again. As I began to dream again, the possibilities appeared endless.

My friend and neighbor, Michelle, a UK qualified medical herbalist, and my husband, Rasoul, a homeopath, checked out the product ingredients extensively and felt they could whole-



**dr. gultaj somani**  
Independent Consultant, Regional Vice President  
Dr. Gultaj Somani Region; Port Moody, B. C.

heartedly recommend these products to others. Even my mom thought this was a great opportunity, and with her enthusiastic support I decided to jump in.

Tanis came out from Pennsylvania to help me launch my Arbonne business and we held 11 Presentations in nine days and, consequently, I promoted to District Manager. Within two months, I became an Area Manager. Tanis and NVP Marlene Telesford Gardham came out in July to guide me through holding my own opportunity meetings and Area meetings. With their inspiration, my business soared. They encouraged me to attend

*continued ...*

Gultaj with husband, Rasoul, and daughter, Sofia.



Gultaj's mother with daughter, Sofia.



Gultaj's team at her first Region training.



## success strategy:

“ Keep working toward your goals, no matter what! ”

ENVP Linda Parker's Area Managers retreat in Pennsylvania. I did not know how I could attend that meeting across the country, launch seven business builders, hold six radio and TV shows, all while working at the university part time in August, but I did it. The power of seeing all of those white Mercedes-Benzes in the hotel parking lot and hearing Linda Parker's story and training were incredible. I met many successful Consultants, from all walks of life. By the end, I was moved to tears by the whole experience and determined to reach RVP qualification and bring to British Columbia, the first of many white Mercedes-Benzes.

Through the Arbonne products, I have been able to help people. Every day, I am grateful for working with an amazing team. Each member has taught me something valuable. Watching them thrive in their businesses and lives has been the ultimate gift of Arbonne.

In October, as I was preparing to complete RVP qualification, my mom was diagnosed with a very serious illness. I wanted to stop everything to be with my mom, however she said, "I do not want this to come between you and your Mercedes-Benz. I want you to keep working toward your goals, no matter what."

My team gathered around and showed their support with prayers, kind words and increased activity. They brought me to RVP qualification by the end of the month, and my mom was at my door with flowers in her arms and tears of joy in her eyes. Now, I take her to all of her medical appointments in my new, white Mercedes-Benz and she beams with pride.

I want to thank my entire team. To my AMs, Tina Overbury and Lenka Stolar, and DMs, Penny Freno, Lauralynn Connor, Caroline Wong, Alleson Alden, Carolyn Mills, Jenn Ward,



BACK, L-R: DM Farrah Jinha, DM Penny Freno, DM Carolyn Mills, Marilyn Hagen, DM Sue Sands, DM Jenn Ward. FRONT, L-R: Veronica Orendain, DM Heather Bishop, AM Lenka Stolar, Gultaj, DM Shenil Mawji, AM Tina Overbury, and Fraise Irvine.

Jamie McRae, Sue Sands, Erin Mcrae, Melissa Grundmann, Shenil Mawji, Heather Bishop and Julie Tung: You all work so hard and it will not be long before British Columbia, Canada, has a fleet of white Mercedes-Benzes: One for each of you!

To my wonderful and supportive husband, Rasoul: You are an amazing man, I love you so much and I promise you more free time for skiing. To my daughter, Sofia: You are the light of my life and my biggest *Why*. To my parents: You are an inspiration to all of those who know you. Thank you for all you do.

To NVP Marlene Telesford Gardham: Your calm reassurance through it all and your wisdom are beyond words. Thank you.

To my longtime friend, ERVP Tanis Gaitens: Thank you for offering me this amazing opportunity and for supporting me so well. Thank goodness you are a psychiatrist, because my head is still spinning from this amazing ride!

To President Rita Davenport, Chairman & CEO Bob Henry and the entire Home Office staff: Thank you for creating a company with integrity and style. It is helping many people in many ways.

Throughout all of this, I have definitely felt divinely supported, and for that I am most grateful.

AM Lenka Solar, Gultaj and AM Tina Overbury at a meeting.



Gultaj's daughter, Sofia and Tanis's daughter, Sofia.



Gultaj with NVP Marlene Telesford and ERVP Tanis Gaitens at Gultaj's car presentation.



REGIONAL VICE PRESIDENT

The testimonials in this story reflect the actual experience of an individual, are anecdotal only, and may be atypical.