

FROM A CAREER TO A CALLING

I learned about Arbonne at a friend's spa party. I was uncharacteristically telling everyone I knew about Arbonne's great products and agreed to host my own party. I inquired about the business opportunity and quickly realized the unlimited potential Arbonne had to offer. I was fortunate to say to a friend who was excited about the products, "Why don't you do this with me?" That friend is RVP-in-qualification Ann Cox. We dove in, despite our ignorance, and never looked back.

We immediately embraced the opportunity without over-analyzing it. We did the activity with enthusiasm and our business grew rapidly. We were coachable, set goals and never quit. We believed that we could do it and never let anyone tell us differently. One thing we do consistently is talk about the opportunity. I begin every Presentation with the story of this incredible business. The unlimited earning potential is what attracted me to Arbonne, and I offer it to everyone!

I have always known that I wanted to help people and have had much success in the business world, but deep down, something was always missing. I have worked in education, insurance sales, law and human resources. I was making a decent living and from all appearances seemed to be happy, but I was not fulfilled. I am grateful for my legal education and work experiences and I do not think I would be who I am today without them. Each experience created



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a part of me and has given me the mental toughness to set goals and persevere. These qualities helped my Arbonne business grow quickly and consistently. The journey to RVP allowed me to realize that the key piece of those businesses that did not work for me was the environment. Most of those businesses were operated on fear of failure and that never felt right for me. That is what I have been able to change; I now create my own work environment.

My journey to RVP has shown me that the power that comes from positive thinking is immeasurable. A peaceful mind generates a lot of power. Surrounding yourself with positive people all striving to do the right thing is an incredible force that brings about amazing results. I quickly realized changing my thoughts and surroundings was changing my life. Arbonne allows me to see my future differently than I ever have before.

continued ...

The Sparks family: Beth, John, Hunt and Benjamin.



Beth with husband, John on the ASAP
Atlantis 2003 trip.



Benjamin and Hunt picking up Beth's
new Mercedes-Benz.



success strategy:

“Share the business opportunity with everyone and persist until you succeed.”



L-R: Sharlee Rother, Ursula Woodbury, Tina Le, Melissa Kepner, Beth, Ann Holden-Moses, Kim Smith, Kristin Herring and Marilyn McCary.

Additionally, Arbonne has allowed me to articulate something that has been in my heart for years but which I could never clearly express. Until now, I never felt like I had a calling. There is a true difference between a job, a career and a calling. A job is what we do to keep our bodies and our families together. A career is what we have when we stick to an occupational path. A career can be a calling but most people never move from career to calling. An authentic life calling provides a fulfillment that comes from within. Arbonne has given me that kind of fulfillment.

Lastly, Arbonne has given me a tangible gift of happiness. I recently read somewhere that happiness is tricky. It cannot be sought directly, with an end in itself. It is not a cause, it is an effect. It is a result of doing something well or making someone else feel good. Experts believe happiness is not really what people want, but rather, it is *joy*! And *joy* comes from personal growth, achievement and contribution. When I read this I thought, that is it! Arbonne has given me all three of these things so I can have true *joy*.

Thank you to my friends and Clients for believing in me and in Arbonne. To my Consultants, I want each of you to have this *joy*. Open your hearts to the opportunity and become part of this dream. To my Managers-in-qualification: Tina Le, Marilyn McCary, Heidi Phillips, Robbin Martin, Sharlee Rother, Kim Smith, Kristin Herring and Savannah Meeks ... keep up the activity and you will get there. To my District Managers: Ann Holden Moses, Melissa Kepner, Margaret Jantzen and Rebecca Yazel ... be the leader in your business and others will follow. To RVP-in-qualification Ann Cox: You are my ace! You and your incredible team are a large part of the reason we are a Region. Your enthusiasm is contagious and I cannot wait to see you at NTC with all of your ribbons!

To my friend and sponsor, ERVP Ann Wandishin. Did you ever imagine when you came to my office to interview years ago that we

would be living this dream together? You have become a great testimonial to the power of belief and happiness. Your future is bright. ERVP Gina Ballew, thank you for your cheerful attitude and constant smile. ENVP Cecilia Stoll, thank you for believing in each member of my team even when we did not believe in ourselves. ENVP Martha McIntyre, you asked for a few more white Mercedes-Benzes in Norman, Oklahoma and you got them! ENVP Neta Irwin, thank you for your precious smile and reassuring remarks the first time I spoke publicly about freedom from the corporate world.

To all the leaders in Arbonne, thanks for taking the time to do trainings and record training calls. I get at least one great idea that has worked from each call.

To everyone at the Home Office: Thank you for your great service; we could not do this without you. President Rita Davenport, the AM bracelet was key for me. The timing is perfect and your phone calls are so powerful. Thank you for giving each of us your valuable time. Finally, to Founder Petter Mørck, thank you for your vision and generosity.

To my parents, thank you for giving me incredible opportunities that have shaped who I am today. And my precious husband, John and sons, Hunt and Benjamin, thank you for your patience and support during this journey. You three are the backbone of the "Journey to Joy" team!

The journey to this peaceful feeling is a recipe many people can follow. Share this incredible business with everyone you know. Everyone deserves the opportunity to experience happiness. May you each find your calling that brings you *joy*.

Beth's Arbonne family. L-R: Ann Cox, Beth, RVP Ann Wandishin, RVP Gina Ballew, ENVP Cecilia Stoll and ENVP Martha McIntyre.

RVP Gina Ballew, RVP Ann Wandishin, Beth and Ann Cox on the ASAP Atlantis 2003 trip.

RVP Ann Wandishin, Beth, President Rita Davenport and Ann Cox at NTC 2003 Nashville.

RVP Ann Wandishin, Ann Cox and Beth at NTC 2003 Nashville.

