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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

BETH SPARKS

SOMETHING TO CELEBRATE

Independent Consultant, National Vice President
Beth Sparks Nation; Norman, OK

The daily journey of building a business with Arbonne is something to celebrate. Yes, becoming a National Vice President is an accomplishment, and certainly something to celebrate. However it is, the many crossroads that each business builder encounters along the way makes it a journey. I want to encourage you to celebrate each day, as milestones occur in your Arbonne business. Each milestone means you have touched a life and are one step closer to the success you dream of. Success with Arbonne is one step at a time.

As 2004 rolled to an end, my team and I finished qualification and became a Nation. It was New Year's Eve and the whole world was in a time of celebration. I will never forget watching the New York Times Square ball drop and thinking, "Wow, what a year 2004 has been for so many people in my life!" Also, when my team completed Nation, we were approaching Arbonne's 25th Anniversary month ... another monumental time to celebrate! What perfect timing to end this part of my journey and focus on the next stage. Celebrate seemed like an appropriate name for our Nation.

When I joined Arbonne, my work was not fulfilling. I had been in the corporate world for many years and was drained from that experience. Building an Arbonne business has been my way out. I never imagined work could be so much fun! Arbonne has brought celebrations back into my life. Arbonne is my most rewarding career choice. Our business not only helps people become beautiful on the outside, it helps people grow and become more beautiful on the inside and teaches them how to help others to do the same.

Why is it important to have fun with the journey, and turn each milestone into a celebration? This creates excitement and a sense of accomplishment in your business and helps propel you to the next task with anticipation. For many people, that kind of joy and celebration does not come easily. It is something you have to learn. One of the best ways to learn to celebrate as you build your business is to celebrate others. Many people are starving for recognition in their lives. Show others on your team that they have done well and celebrate those successes. Share your own successes with others, as well. Call someone at each turn and say, "Hey, guess what I did today?" Your celebration will fortify you when times are hard.

There are lots of little milestones, as you build an Arbonne business, that are worth celebrating. As I reflect back on the infancy of our business, there were so



Beth with husband, John on the ASAP Cancún 2004 trip.



The Sparks. John; Beth; Hunt, 6 and Benjamin, 3.



Hunt and Benjamin Sparks.

NVP beth sparks



Beth with RVP Ann Cox, ENVP Ann Wandishin and ENVP Gina Ballew on the ASAP Cancún 2004 trip.



Consultants and Managers from the Celebrate Nation.

many times of celebration. In the beginning, these were the celebrations that mattered: I made the decision to build a business, I scheduled Presentations, I got Clients, I used products, I made calls, I sold products, I shared the business, I found business partners, I lost business partners, I met goals, I did not meet goals, I heard “no” and I heard “yes.” Some of these events felt great and some were a bit puzzling. In hindsight, each one of these moments was a time to celebrate. They were each a milestone toward developing my awesome team, leaders, Clients and myself. I encourage each of you in the business to consider each of these moments as celebrations.

In addition, there are milestones on this journey that are predictable and each have important meaning to your journey. As you complete qualification for DM, you have set a goal and reached it. You have started Arbonne activity and shared the products and the business. That is something to celebrate. As you reach AM, you have taught others how to build an Arbonne business and shared the business with many. That is also something to celebrate. When you reach RVP, you have earned success and a Region, and have received the white Mercedes-Benz through participation in the Mercedes-Benz Cash Bonus Program. That is something to celebrate. As you reach NVP, you celebrate with car presentations for members of your team. You have planted many seeds that are starting to bloom. To complete Nation qualification, you have to trust in others and put your business aside when you need to. When you become a NVP, you celebrate the significance you are making in the world.

I want to thank my upline for helping me grow and become a better person on the inside, so I could help others. Thank you for an awesome “pack-

age”... you are all something to celebrate. You have given me so many generous gifts that have come in beautiful packages with silk bows. I thank you for all of them. But, the gift of this opportunity and all your teachings are the best gifts of all.

To ENVP Ann Wandishin: The phone call you made to me, inviting me to your spa party, was one of the most invaluable gifts you could ever give. Thank you for sharing. You have become an awesome leader and your enthusiasm is contagious. To ENVP Gina Ballew: Thank you for teaching us all patience and for listening. This was the piece of the journey I know took us from Region to Nation and you set a wonderful example for us to follow. To ENVP Cecilia Stoll: Thank you for the gift of your time, your vision and your friendship. To ENVP Martha McIntyre: Thank you for your sweet encouragement. Thank you to all my Arbonne friends. You are always willing to share ideas and encouragement that makes us all winners. To the Home Office staff and Arbonne visionaries: Thank you for your support and encouragement. I celebrate each of you with horns and balloons!

To my awesome team: This celebration is all about you. I celebrate your timing, your courage and your resourcefulness. You have all taught me so much and I am a better person because of the time you allowed me to spend with you. I celebrate that each of you let me guide and teach you. You have brought much joy to my life and to many who have been introduced to Arbonne.

continued ...

success strategy:

“ Celebrate that we have this incredible opportunity to teach and train others to find joy and success in their lives. ”

The Celebrate team at NTC 2004 Texas.





Beth with Area Managers on the ASAP Cancún 2004 trip.



RVP Ann Cox, Beth and ENVP Ann Wandishin during the 2004 Parade of Champions.

The most rewarding thing about becoming a Nation is the celebration of your team. As I reflect back on my team, I know I have many leaders and VPs-in-qualification. I always believed in you. I have watched you grow and literally transform; it is so rewarding. My team is so gifted and so unique. No one joined my team and said, "Beth, help me find joy and grow as a person so I can share this awesome gift with others?" But that is what we all have done. You all are the most giving, gracious women I have ever encountered, and together we will share this celebration with many more people for years to come.

To RVPs Ann Cox and Savannah Meeks: You all have grown so much with me through this journey. I know none of us knew what a gift we had when we started, nor that we were equipped to share this gift with others and change their lives. However, we have done it! You have reached deep and learned so much about yourselves so that you can help other people. I thank you so much for all that you have taught me. I believed in you. Thank you for allowing me the time to grow into your leader. You are bringing incredible women into our organization. I know we will read many *Eye on Arbonne* stories from members of your team in years to come.

To my AMs and DMs: Keep going and realize you have to unwrap the layers and celebrate each step of the journey. Embrace the personal growth

and the training. That is what will build your team and move you from success to significance. Significance is the ultimate celebration.

To my sweet boys, Hunt and Benjamin: Mommy has learned how to have fun again and celebrate life's little treasures. Arbonne has been an incredible gift to our family. I now can sleep peacefully at night because I know we can meet your needs. You are both troopers. Hunt, your "Go Arbonne" drawings are a treasure.

To John: You learned much earlier in life than I did to "stop and smell the roses," "to celebrate the little things" and "to celebrate the seasons in life." I appreciate your vision. I "get it" now. I understand the importance and gratification for celebrating the milestones. Thank you for being an example and my partner.

To everyone in Arbonne, I encourage you to celebrate the vehicle that Arbonne has given its Consultants to build a business. Celebrate that we have this incredible opportunity to teach and train others to find joy and success for their lives.

Share the joy of Arbonne and may your life and business be full of celebrations.

Beth with Savannah Meeks and her Managers at a recent retreat.



Beth's Norman team celebrating the announcement of the ASAP Hawaii 2005 trip.