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EYE ON ARBONNE



INDEPENDENT CONSULTANT,  
NATIONAL VICE PRESIDENT

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KAREN STEELE

# KEEP ME GOING DAY AND NIGHT

Independent Consultant, National Vice President  
Karen Steele Nation; Wyandotte, MI

I became an RVP 13 months after doing Arbonne part time while working 50-hour weeks at my corporate job. My boss would ask me how long I was going to stay around and I would say, "Why do you ask?" He would say, "Well, you have the Mercedes-Benz, what are you waiting for?" Similarly, when my sponsor, ENVP Jeanne Sterner, asked me what monthly income I needed to make in order to leave my corporate job, I was not sure why she asked, but then she called me when I surpassed that number.

I have worked since I was 14 years old, and I have never stopped. I was attached to the false, sense of security I had learned in corporate America, which was, if I worked really hard for 30 to 35 years, my pension, 401K and Social Security would take care of me in my golden years. Then, I watched my father retire after 37 years in the steel mill, and at the age of 84, (when he needed his prescriptions the most) his retirement plan took away his drug coverage. I would reassure him that he would be okay, and I would make sure his medical expenses were paid for. I worked my whole life with the belief that, in return, I would be taken care of when I retired. This was the "aha moment" I needed.

With the love and support of my husband, Dean, I found the courage to quit my corporate job of 25 years in January of 2005. I froze my pension and 401K, and never looked back. My husband and I took a leap-of-faith and put all of our energy into my Arbonne business.

During this journey from RVP to NVP, I had to take a long, hard look at my life, and what I was saying at my Discover Arbonne meetings every week. The potential for financial freedom and security are important, yet I needed to take a look at the real prize — freedom of my time. We can always make more money, although time is finite and once it is lost, you can never get it back.



Karen with husband, Dean Kowalski.



Karen with grandson, Conor.



RVP Becky and Mark Mechler, ERVP Pam and Jay Arthur, Karen and husband, Dean.



Mercedes-Benz celebration in Texas.

A month after I retired, my father became severely ill and I spent an enormous amount of time with him until he passed away March 5<sup>th</sup>. I was with him every minute the last few days of his life. I was heartbroken when exactly one month later, my dear, sweet mother died. I remember calling my sponsor, ENVP Jeanne Sterner, as I was sobbing into the phone and saying how I am so blessed to have Arbonne and I thanked her for bringing this gift to me. Fortunately, I was now free to be with my family, to fully grieve with no additional pressures of going back to work. I could relax, knowing that my Arbonne business would be there for me when I was ready.

In May, our team went full force into qualification for Nation. We completed in two months and continued to grow. Promoting to NVP with Arbonne may be one of the finest accomplishments of my life. More importantly, it has made me appreciate my life because I have the time to dream again. I wake up every day and thank God. Every day I think, who can I share this with today? How many lives can I touch? That is what keeps me going all day and up at night.

I want to give thanks to God for giving me the ability to hold true to the vision of making a better life for my children and my grandchild. I want to give special thanks to my dear, loving and supportive husband, Dean, for never letting me give into my fears and weaknesses.

To my sponsor, ENVP Jeanne Sterner: You know how I feel about you and your unbelievable gifts. You always envision so much more for me than I ever see for myself. Your kind and motivating words all along this journey helped me to build the leader within. You have always been here for me, even if I just wanted to laugh or cry. Our team loves you and wants to put you in a bottle and take you with them.

To my amazing team, ERVP Pam Arthur: I know there are no coincidences in life. That summer in 2003, where we sat on the dock at my sister, Mary's cottage, was orchestrated perfectly. I thought, if you found out you were my only business partner, you would be scared. You believed in me, in Arbonne and joined my team so I could be Karen Steele, party of two. When you were diagnosed with breast cancer, we said, "This is not going to get in

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## success strategy:

“ I took a leap-of-faith and put all of my energy into the business and never looked back. ”



Consultants, Renee Martin, Jacob DuCharme and Jennifer Latz; DM Nancy LaFramboise, Karen, husband, Dean Kowalski, EDM Jodi Curtis, AM Jennifer Yantz and Bridgett Youngheim.



Karen with ERVP Genevieve Skory, NVP Judith Malinowski and ENVP Stephanie Swaney.



Husband, Dean Kowalski, DM Bonnie Boitnott, EDM Tim Bayley, Karen, AM Roger Laramee and Cathy Greenberg.

our way; we have a Region to build," and that is what we did! Your faith and love for life have taught me so much and I love you for everything you stand for. You are well on your way to Nation. Well done, my friend.

To RVP Becky Mechler: We need to bottle your energy! You are always there when it comes down to the wire. You truly are a team player and an inspiration to our entire Nation. I love you!

To RVP Glenda Hibbert: You are an amazing and incredible person. You always stay grounded when we are bouncing off the ceiling. You built a team, independent of any local support, and quickly became a strong leader, while building leaders around you. I look forward to you building your Nation. Lots of love to you!

To our AMs, DMs, Consultants and Clients: You are the heart and soul of this organization — thank you.

To our VP Team, ERVP Denise D'Alfonso, ENVP Stephanie Swaney, NVP Judith Malinowski, ERVP Genevieve Skory and RVP Sherrie Handrinos: Wow, did we create our very own tipping point! You all are amazing in your own, unique ways, and I have enjoyed every moment we have had to help each other in this journey.

To the Arbonne Home Office staff and everyone in VP Support: You make it all possible with your professionalism and never-ending enthusiasm to help every one of us succeed in our business. I am so proud to be part of Arbonne!

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

NTC 2005 Las Vegas.



Katie Albergo, Jodi Curtis, Client Jill Pakledinaz, sponsor, ENVP Jeanne Sterner; EAM Margaret Bogataj and AM Jennifer Yantz at NTC 2005 Las Vegas '80s Managers' celebration.

