

CONTROL YOUR OWN DESTINY

Accomplishment begins and depends on thought, so if you are beginning your career with Arbonne, or are reading this because your journey is at a plateau, I encourage you to take inventory of the most important elements of your life and begin with the end in mind. If you truly desire something special out of life, you must commit to it, plan for it, work for it and make the necessary sacrifices to bring the vision to reality.

Looking back, I can see how my father's career shaped the direction of my goals and desires. I decided then that no company would have that much control over my destiny. I knew when I had children I did not want to have to choose between my children and work. So, I took on business ventures I thought could translate into consulting work and possibly even a home business. I worked in many facets of marketing and international sporting events; I worked for Republican and Democrat governors (God really has a sense of humor) and the television industry. I actually believed I could control my destiny while I "paid my dues."

Then my destiny was altered. After multiple complications with my first pregnancy, I realized I just wanted to be at home with my children. But the reality was I would eventually need to go back to work. I decided that my new career path would have to make a difference in other people's lives because I would be trading time away from my precious children for it.

NEW RVP



lynda thies

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Since I had been treated for cystic acne, the pregnancy masque and sun damage, I could not imagine any product making a difference in my skin, nor could I ever imagine working for a skin care company. When my sponsor, ENVP Janet Elliott, introduced me to Arbonne, I immediately called my two very dear friends, Robin Lipka and Lisa Washburn, to share the information. Their reaction to my enthusiasm helped me decide to launch my business. Thank you both for the friendship and support!

I knew I was in the right place because I was extremely passionate and fired up beyond words. I launched my business in April 2003

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Lynda with husband, Mike and children, Evan and Audrey.

Lynda's Why: Her children, Evan and Audrey.



Lynda with upline sponsors, ERVP Chris Robinson and ENVP Donna Weiser.



success strategy:

“ The starting point for accomplishing anything is knowing what you really want. ”

and promoted to DM in two months. I booked Presentations two months in advance for nearly a year. I had a full calendar and lots of ASAP points, but I still had not made a difference in anyone's life with the Arbonne opportunity itself.

Nearly eight months later at my upline's car presentation for RVP, I was in awe of both the opportunity and how many people she had on her team. At first, I felt like the opportunity was passing me by. Then, I had several "light bulb" moments. I realized that I had tremendous support from my crossline. I also realized the importance of attending every meeting and reaching out to help people, even if it was only to listen. While talking to my upline, ENVP Donna Weiser and ERVP Sally Hallada, I realized that my belief in the industry was not as solid as my belief in the products. ENVP Nancy Wilcox pointed out the importance of "minding my mind." So, I made up my mind, got to work and achieved RVP a year later.

If your business is not where you want it to be, stand up and be accountable. I will always have a mental image of ENVP Donna Weiser addressing the fear of rejection, comparing it to searching for three pearls in a pile of hundreds of oysters, and describing the power of "Next." I will always be inspired by ERVP Chris Robinson, who restarted her business from scratch after she moved out of the state. And, I will always remember ENVP Sandra Tillinghast saying that, "energy follows thought," and to "come from a place of abundance."

To ENVP Janet Elliot: Thank you for sharing Arbonne, your leadership and for being one of the Indiana Arbonne "pioneers." To my dear friend and mentor, ENVP Nancy Wilcox: Your guidance is priceless, your friendship immeasurable and your support in this journey incredible. To the many *Eye on Arbonne* story authors, especially ENVP Cecilia Stoll, RVP Liz Barlak, NVP Alicia Dewey and NVP Carleeta Nelson: Your personal stories amazed and inspired me throughout my journey. I feel so privileged that we can benefit from you because of where you have been.

To my team, for whom this is written: Together we became the Natural XperThies Region! I am proud of each of you and humbled



Indiana team. **BACK, L-R:** DM Terri Lee, DM Karen Flasher, Andi Greathouse and Heather Wisdom. **FRONT, L-R:** DM Julie Hedberg, Lynda, AM Breana Yates, DM Rene Mulligan.

to be a part of every one of your journeys. My goal is to help every one of you achieve your dreams. To new, AM Breana Yates and AM-in-qualification Sandy McCoy: Your focus is inspiring and your Mercedes-Benz is just around the corner. To DMs, Rene Mulligan, Jennifer Blough, Mike Thies, Kristi Summers, Karen Flasher, Terri Lee, my sister, Julie Hedberg; DMs-in-qualification, Angela Florence, Marcy Meador, Tracy Yates, Nicki Corn; and all of my Consultants: Dare to dream, commit, focus on others and believe it is all possible. A special thanks to my Clients and wholesale buyers: I greatly value your business and friendship!

To Executive Vice President Stian Mørck, Sr. VP Product Development & Marketing, Candace Keefe and everyone at the Home Office: Your integrity, ethics and standards are incredible and I feel privileged to represent this amazing company. To Chairman and CEO Robert Henry: Thank you for your vision, which leads us confidently into the future. To President Rita Davenport: Your servant heart and leadership brings out the best in everyone!

To my husband, Mike: Our partnership is an incredible blessing and I thank you for your steadfast support and unconditional love. To Evan and Audrey: You are my inspiration and I love you both with all my heart. To my father in heaven, Donald Hedberg: My success is to honor your sacrifices for our family — my mom, Judi and sisters, Sheryl, Julie and Pam. Words seem inadequate to express my love and gratitude.

Lynda with part of her team at NTC 2005 Las Vegas. **L-R:** LeAnn Cecil, DM Terri Lee, Lynda, DM Rene Mulligan and AM Breana Yates.



Lynda with upline sponsors, ENVP Nancy Wilcox and ENVP Janet Elliot.



Lynda and President Rita Davenport.