

## PERSIST & NEVER GIVE UP

If someone had told me 15 years ago that today I would be writing my *Eye on Arbonne* story and driving a white Mercedes-Benz, I would certainly have believed them! There is a saying in our industry: Never give up. If you persist and do not quit, you will reach the top. While we are not at the top yet, we are getting closer!

You read that right ... I started using the products 15 years ago, after ENVP Sonja Peach told me that she had found a wonderful line of products that really worked. I knew if Sonja was impressed, I would be, too.

She and I had gone to college together and taught home economics together in Woodward, Oklahoma. After our family moved to Wichita, Kansas, my visits with Sonja were fewer and fewer, so when she told me about the business, I saw Arbonne as a chance for us to re-connect ... and it has certainly been that and so much more!

There is a lot I love about our company: The products, trips, recognition, the wonderful friendships and the *positive environment*. Arbonne stresses personal growth — becoming your best self through learning and setting goals in all areas of life. Our training is top-notch. This company would benefit anyone.

When I started, I did not see the “big picture” with the Arbonne opportunity. I was teaching high school family and consumer science classes, my husband traveled with his job, and we were raising two children. I was active in our church and also teaching adult cooking classes. Arbonne was on the “back-burner.” At times, it was even a “sometimes” thing, although I was always involved in the trainings.



**dixie thomas**  
Independent Consultant, Regional Vice President  
Dixie Thomas Region; Wichita, KS

My participation in Arbonne was active enough to win a few trips, and I was in the Top 10 Parade of Champions at NTC — where I won a gorgeous ring — but I had not fully committed to the business. I enjoyed teaching. I was busy and settled into a routine.

That was years ago. Things change. Arbonne’s product line grew and there was more to share. I loved educating people to help them look and feel great. And, any time I had doubts about doing this business, someone would contact me out of the blue, wanting product or to join our company as a Consultant. I knew this was a divinely inspired plan for me. My sister-in-law, Thelia Shaw and my sister, Gwen Shaw joined our team early on, along with other friends. Little by little we grew.

*continued ...*

The Thomas family: Husband, Greg; Dixie, son, Tyler; daughter, Amanda and Amanda’s husband, Ed Blake.



Members of the Management team. **BACK, L-R:** AM Sharon Stevens, AM Tracy Crow-Rosas, AM Tonya Stover, Dixie and AM Jane Green. **FRONT, L-R:** DM Denise Salter, DM Rebecca Hawkins, AM Amie Jo Walton.

AM Sharon Stevens, Dixie, Penny Lusk, DM Gwen Shaw, DM Mary Henning, Sharon Gardner, DM Stephanie Hutchinson, AM Tracy Crow-Rosas and Carmen Turner.



## success strategy:

“ Follow your dream, and enjoy the trip. ”

Then last year, I decided I owed it to myself to see what a difference I could make with Arbonne. I started teaching part-time and told Sonja and Tracy Crow-Rosas (my one District Manager) that I was ready to commit to my business. This was our year to grow!

The key to my success was taking both steps: Deciding and Committing. The commitment part really made the difference. I realized that “nothing changes if it remains the same.” So, I started to really focus on my business. It became part of my life with consistent SDAs (Single Daily Activities). I enjoyed helping others learn to believe in themselves and to achieve their goals and dreams. We had team-building activities and encouraged everyone to focus on their strength, whether it was Presentations, one-on-ones, a particular line of products, etc. Arbonne gives us that flexibility.

We also committed to having fun, because that is what our “work” is all about. Arbonne campaigns helped, and we helped each other. My goal was to be a Region by November, but my team had other plans! We finished qualification in August, and I started school this fall with a new Mercedes-Benz!

Excellence is never an accident. It is a state of mind put into action. Excellence is what my sponsor, ENVP Sonja Peach, and her sister, ENVP Neta Irwin, bring to our organization. Sonja, one would be hard-pressed to find a better friend or a mentor than you! Thank you for everything you have done. You inspire and motivate all of us. And, thank you also, Neta, for being a wonderful role model.

I have been blessed with an incredible team that deserves so much credit. To AM Tracy Crow-Rosas: You have been my rock! The leadership you bring to our team is priceless. To RVP-in-qualification Sharon Stevens: You have taught us so much. You are a gift in my life. To AM Jane Green: I am a better person because of you! You have raised the bar for all of us. RVP in-qualification Amie Jo Walton: What a firecracker you are! I love your fun, can-do attitude. To AM Tonya Stover: I love your fearlessness, it is contagious! You are all headed to the top.

To DM Gwen Shaw: You truly amaze me! I love you and am so glad I am your sister. To DMs, Denise Salter, Vine Jordan, Rebecca

Consultants and Managers at a Regional meeting, Wichita, KS.



Executive Vice President Stian Mørck, President Rita Davenport, Founder Petter Mørck and Dixie at a Parade of Champions reception.

Hawkins, Molly Daub, Gary Koch, Denise Burcham, Sara Sayers, Stephanie Hutchinson, Mary Henning, Raenell Borgeson, Ryan Thrasher, Vanessa Evans, Michaela Nickel, Amy Perez, Barbara-Jean Ottley, Jennifer Jury and Debra Scheer: You are on your way and I am excited about your growth!

To those who are in qualification: I look forward to celebrating your successes. And to all of our Consultants: A big thank you for being part of our team. A special thank you goes out to President Rita Davenport for your wonderful phone calls and for all of your encouragement.

To Founder Petter Mørck and Executive Vice President Stian Mørck: Thank you for your gift of Arbonne and for structuring the company so that everyone can grow at their own pace. And thank you to Sr. VP of Product Development & Field Events, Candace Keefe and Chairman & CEO Bob Henry for your leadership.

I owe so much to my family, Greg: What a great team we make! Thank you for your support, your wisdom and for taking over when I was gone. Amanda and Tyler: You have been my cheerleaders and my heroes. You are the best. I love you!

We all have wings and the ability to go further than we ever thought possible. Take a chance, enjoy the results ... you deserve to soar!



LEFT:  
BACK, L-R: Joan Witherington, David Salter, DM Denise Salter, Tim Rosas, Donna LeTourneau, AM Amie Jo Walton, Tim Walton, AM Sharon Stevens, Dixie and ENVP Sonja Peach. FRONT, L-R: Rosemary Sayers, DM Sara Sayers, Lanetta Buskirk and Dedria Decker.



LEFT:  
BACK, L-R: DM Gwen Shaw, Vicki Olsen, Kristin Caradine, Dixie, Thelia Shaw and ENVP Sonja Peach. FRONT, L-R: ENVP Neta Irwin and Tana Shaw.