

BUILDING A ROOT SYSTEM

I was introduced to Arbonne in May of 2002. My son's teacher, AnnMarie was hosting an Arbonne presentation, and since I was out of foundation makeup, I thought it would be nice to honor her and attend. I was amazed with the educational information I picked up at the Presentation. I purchased the basic skin care set for myself and the Arbonne Clear Advantage for my 12-year-old daughter, Kristen. After the Presentation was over I reluctantly agreed to host one so AnnMarie could receive the hosting gifts.

While I waited for the products to arrive, I began to research the information I obtained from the Presentation. And, if the revealing information I had obtained was not enough to convince me about how wonderful the Arbonne products are, the results on Kristen's skin were! Within three hours of the first application of Arbonne Clear Advantage, the redness from her teen acne had clearly lessened! We were both very excited.

It took me almost five months to schedule the Presentation I had promised to host. At the time, I was attending college part-time to become a computer network engineer, working at the local YMCA as a coordinator for the baby-sitting department and raising three children. Starting my own business was not in the equation.

Nonetheless, I looked into the company and was extremely impressed with the gifts and discounts available to Consultants. Also, these women were writing testimonials about how God was blessing their businesses in unimaginable ways. I was thrilled at the prospect of working with women like that. I



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signed up as a Client, handed out Product Catalogues and got a wonderful response. Without much effort on my part, I became a District Manager in two months.

I remained a DM for 13 months; it was a belief-building time for me. I knew this opportunity was a gem. Arbonne products were brand new to the area and I desired to be the first RVP in Delaware ... I just needed to convey my passion in a way that would be attractive.

Our local chamber of commerce invited a guest speaker who was a life coach. The material she taught intrigued me, and I knew it could help me take a look at myself and become a better person. After the conference, my volume substantially increased within one month. In the next two months we broke

continued ...

Rachel's Mother's Day gift from Kristen, 14; Matthew, 13 and Gabriella, 4.



Rachel's New Hampshire team. L-R: Carolyn Bowie, DM Linda Pappajohn and DM Brenda Wiley at NTC 2004 Texas.



Rachel with Rita at the Area Manager Challenge celebration.



success strategy:

“ Build strong and meaningful relationships, and the result will be a strong Region. ”

records — I would be on my way to the Area Manager Challenge celebration at Rita’s house in January!

In December, ENVP Kathy Lutz called me to lend support and encourage me; she asked if I would be interested in being coached by her. Would I? Absolutely! She also said that she saw me as an RVP by summer. I kindly thanked her but said that my goal was December 2004. However, after we ended our call, I began to think ... my 35th birthday was in August ... why not gift myself with a new Mercedes-Benz? So, with that in mind I became an RVP two months *ahead* of schedule. (Thank you, Kathy for seeing what I could not.)

My team’s theme is the Sequoia Region. The Sequoia Redwood trees in Washington are huge, majestic trees. Their root system, however, is very shallow. How in the world can they grow to be so strong and tall? And, what keeps them from blowing over in wind and snowstorms when they are just young seedlings? The reason for this is that they grow in groves, and they intertwine their roots with their neighbor’s roots. They depend on one another for support — they would never grow that *big* alone. Doesn’t that sound like Arbonne to you? You can become a DM all by yourself, but if you do not spread your roots to help uphold your team, or if you do not attend events to build-up your belief, you will wither rather quickly. My team and I are a grove of Arbonne Sequoias, supporting each other through the storms and basking in the successes as a team.

I must first thank God for opening the door for me to pursue my Arbonne career. The personal growth I have experienced has brought me closer to Him, and has made me a kinder and gentler person.

To my sister, EAM Martha Garrett: Thank you for being the first one on my team to embrace the Six for Success system — you are my biggest cheerleader! To my sister, EAM Elizabeth Catlin: You are building a great team in upstate New York. I love you

EDM Kiera Lam, Rachel and ENVP Kathy Lutz at NTC 2004 Texas.



Rachel with Gabriella at preschool graduation.



Rachel’s New York and Pennsylvania team at a Region meeting.

both, Martha and Elizabeth. To AM Robin Palmieri: See you at the top, my dear. To AM-in-qualification, Kiera Lam: Your enthusiasm is contagious! To all of my DMs: Susan Shores, Terry Smith, Sharon McHargue, Linda Pappajohn, Reta Watkins, Brenda Wiley, Deb Owens and Georgia Stravous — You are on the fast track to success. To my Consultants, Clients and hosts — You are the icing on the cake for my business. The volume you generated to complete qualification was tremendous!

Thank you to EAM Patricia Kocarek, for introducing me to Arbonne. Thanks to ENVP Kathy Lutz for all the coaching and support. I want to express my gratitude and appreciation to the Home Office staff and our Arbonne management team.

To my children — Kristen, Matthew and Gabriella: Thank you for sharing my vision and keeping up with the every day household tasks while I was out building a team. You guys are the best!

A special thank you to my parents, Chris and Becky Williamson: Your love and support of your daughters and their businesses are priceless. We love you.

Dear friend, Cyndi Pelle: I love you!

Arbonne is really *hot* right now. Jump in ... the water is fine!

RIGHT:
EDM Kiera Lam and Rachel at NTC 2004 Texas.



LEFT: EDM Terry Smith and sister, EAM Martha Garrett. Right: Rachel; sister, EAM Elizabeth Catlin and mother, Rebecca Williamson.



AM Robin Palmieri, EAM Martha Garrett and baby Benjamin at first Area meeting.

