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EYE ON ARBONNE  
APRIL 2004

NEW NATIONAL VICE PRESIDENT

STASIA SALATA TRIVISON

# PEACE OF MIND

Independent Consultant, National Vice President  
Stasia Trivison Nation; Scottsdale, AZ

One of my favorite quotes is from the movie *League of Their Own*. Geena Davis' character, the superstar catcher, tells Tom Hanks' coach character that she is leaving before the playoffs because, "It just got too hard." Tom Hanks looks at her and says, "It's supposed to be hard. If it were easy everyone would do it. It is the 'hard' that makes it great."

I taped this quote up in my kids' rooms when they occasionally struggled with life. I should have taped that in my room with my struggles in the past three months. First, my loving husband had major surgery. When he came home, my wonderful dad went into the hospital, then to Hospice and passed away February 6, 2004. In between, I developed Bell's Palsy.

I thought I was tough and could handle any and all stress thrown at me. But the fear of losing loved ones took its toll. I have a wonderful, supportive family but I kept much of my anguish inside trying to be strong for them.

Most of my team did not know what I was going through until one of them said to me: It's okay Stasia, they need to know why you are devastated right now. When I told them, my team picked up the slack and ran. Lessons learned: No woman can be an island unto herself; and choose your team wisely.

After 23 years of teaching, I retired early to work my Arbonne Region full time. It took boldness and courage to make that decision. Life is a choice. Success is living your life the way you choose and letting go of the things that are holding you back. If I had still been teaching, I would have used my sick days and been docked some pay. As it was, my Arbonne paycheck grew. My team grew. And most importantly of all, I had the flexibility to be there for my dad and my husband when I was needed the most. My Arbonne business granted me peace of mind and there is no value that can be attached to that.

The boomers are called the "sandwich generation" because our children and our elderly parents are dependent upon us in many ways. Corporate America cannot and will not accommodate the



Trivison family: Stasia and husband David. L-R front: twins Blake and Tasia 20, and Matt 25.



Stasia's mission in life is to educate and motivate — on the radio...



... And through her speaking engagements.



The Trivison family on a cruise.



L-R: Cheryl Rhodes, Stasia, Bev Carroll, Cathy Nebeck and Grace Overcash.



ENVP Euphiazene Linder, Stasia and President Rita Davenport at Stasia's RVP Car Party.

time demands placed upon us. Your own business will allow you to manage these responsibilities.

My teacher's pension sounded great when I retired early, just a few years ago. Now almost half of it is consumed by medical insurance. The Arbonne paycheck pays the tuitions and expenses for our twins who are in college. The Arbonne paycheck allows me to just write a check for an emergency extraction of my son's wisdom teeth; a check I don't need to wait weeks or months to write. That same paycheck allowed me to tell my mom not to worry if she couldn't afford the hospital room when the Medicare payments ran out for my dad. What greater gift can we give our families than peace of mind in times of crisis?

It is amazing to me that I have a lucrative business from the bedroom my oldest son vacated. I know people who tried retail businesses that failed and who subsequently lost their homes because of the loans. Network marketing can be the answer to early retirees' concerns about having enough money for their senior years. It is also potentially the answer for those who have been downsized and laid off. It is the answer for moms and dads craving family time. It is the answer for people seeking personal development and fun.

Rita says that people need *three C's* in their lives. When they are 1-18 years old they need *compliments*. When they are 19-30 years old they need *confidence*. After 30 they need *cash*. Well, if you missed any of those stages in your life, you can get all three from your Arbonne business and then you can bestow all three on those you invite into the business. We build great teams through encouragement and compliments. As people develop personally, they grow confident and share this business with more people. And when you become a National Vice President you earn some great

cash. I am thrilled that our top leaders are making a great living. They paved the way for us to do the same.

I have to say that I am proudest of introducing the idea and the education for natural balancing cream to Arbonne. I was honored to speak at the Library of Congress in Washington, D.C. about this important message to women. I continue my mission through seminars and my educational website. I am grateful Arbonne ran with this product so we could enhance so many lives. Because of Arbonne's courage in giving us natural balancing cream, millions of lives and families have derived benefits. Many women feel, as I do, that this elevated Arbonne to a higher plateau. It is a company with a mission to improve lives. We need to learn about these great products. We need to protect this company by controlling our enthusiasm and avoiding making outlandish claims. We don't need to exaggerate about our products because the benefits speak for themselves.

The "life stories" of our VPs is one of my favorite recruiting tools. I have a huge, three-ring binder indexed by careers. When I read the life stories of these absolutely amazing women (and more men soon, I hope) I highlight their former careers and then file them accordingly. So when I am talking to someone in the medical, education, business, stay-at-home mom, etc. fields, I can make a

*continued ...*

## success strategy:

“ Touch someone's future by introducing them to our business. ”

Stasia celebrating the 50th wedding anniversary of her parents, Franck and Angela Salata with her brother Blaise.





**L-R rear:** Betty Shannon, Bev Maders, Stasia, AM Shelly Mullins and AM Cheryl Rhodes. **L-R front:** AM Claudia Clair, AM Beverly Carroll and AM Debbie Murphy.



ENVP Euphiazene Linder with AM Shelly Mullins, President Rita Davenport, RVP Wendy Parlett and AM Cheryl Rhodes.

copy of the life story that is most pertinent to them. They can identify immediately with one of our VPs and then hope springs within them that they can make the same change in their lives. I usually write across the top that they should imagine their face on this page. Arbonne makes us feel important and successful with recognition and gifts throughout the year.

My terrific team is responsible for making us a Nation. Wendy Parlett my first RVP, is my dynamo with AM Wendi Fallis and their incredible Texas team. I tell my team that she is our role model because she moved up the ladder very quickly. My Area Managers: Bev Carroll, Cathy Nebeck, Shelly Mullins, Cheryl Rhodes, Claudia Clair, Debbie Murphy and Grace Overcash can smell that Mercedes leather! They are precious friends and sources of support through the cycles of sales. My District Managers make me so proud with their successes. Life happens to all of us and yet they persist in their climb toward triumph.

I have the best upline with ENVP Euphiazene Linder. Even though it took me a while to make her a five-star general, er, National, she never, ever lost her belief in me. I love and respect her generosity of heart and spirit. Kindness is the golden chain by which your Nation is bound.

There is no one like Rita Davenport. She has more energy and desire to help others than 10 other women. She is the eye of the exciting Arbonne tornado. Thanks for the constant motivation,

inspiration and sometimes "heifer-kicking" we need. You are the Arbonne soul.

Our corporate executives want us to succeed. They don't want us to have the corner office, they want us to have the mansion. Please keep those awesome products coming! Thank you to the fabulous VP Support team including Christy and Stacy, and Shane.

Arbonne is not a trend, it is not a fad, it is not a flavor of the month. It is a serious income-producing company for those smart enough to work it seriously. Touch someone's future by introducing them to our products and our business.

I am rich in love from my family. My mom and dad taught me to depend on myself and told me I was capable of achieving anything. My brother, Blaise and sister Lynda are my original life team. David, you are my calm in the storms of life. Our kids, Matt, Tasia and Blake burst our hearts with love and pride. I am doing this for you. Money isn't everything, but it does keep the kids hanging around.

Sometimes you can weave this business into your life quickly. Sometimes it may weave into your life more slowly, but either way the rewards are just as bountiful and fulfilling. Peace of mind is priceless.

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

Some of Stasia's team at National Celebration.



Some members of the great District Manager team.

