

# eood

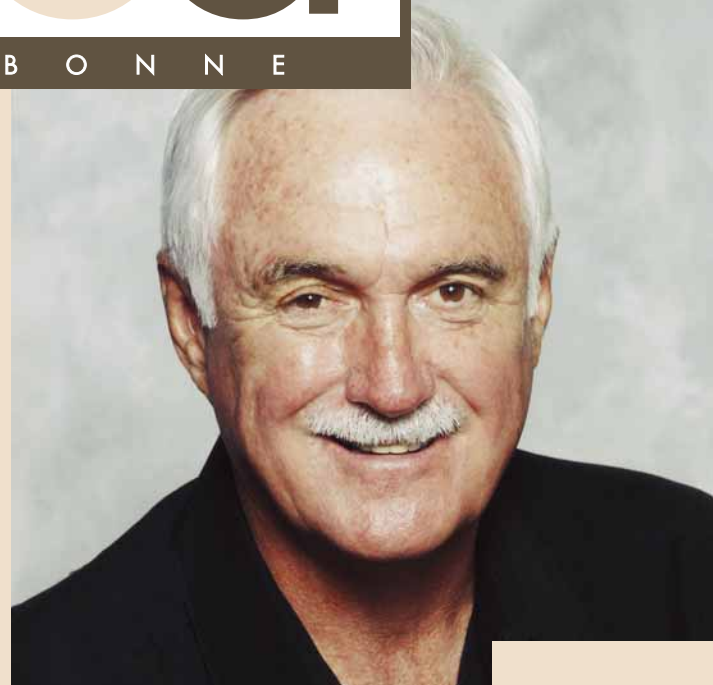
E Y E O N A R B O N N E

## THE SKY IS THE LIMIT

My introduction with Arbonne began in January 2004, when my daughter, NVP Angie Lyle, called my wife, Sharon, to tell her about this remarkable orange product she was using on her face. As Angie convinced Sharon to use it, I instantly noticed the improvements and decided to give it a try. I had never used anything on my face besides soap and it showed. After many years of ignoring my skin, I had found the perfect remedy, the Arbonne NutriMinC® RE® anti-aging skin care line.

As I thanked Angie for the recommendation, she brought the business advantages with Arbonne to my attention. Because of her husband, Chuck's health issues, she needed something that could have the potential to provide more time and money for her family. As we looked at the business plan, I realized this could be a wonderful opportunity, yet I had no idea how to go about it. After being invited to a Presentation by NVP Shannon Johnson, NVP Susan Hutton and NVP Donna Johnson in Florida, I was closer to developing a concept. Up until that point, all I knew about Arbonne was that the 25 year-old company had a rock-solid management team and the products were both successful and beneficial.

After hearing about NTC 2004 Texas, Angie and I talked each other into hopping onto a last minute flight to Dallas to personally experience what Arbonne was all about. NTC 2004 Texas proved to be



**phil troutman**

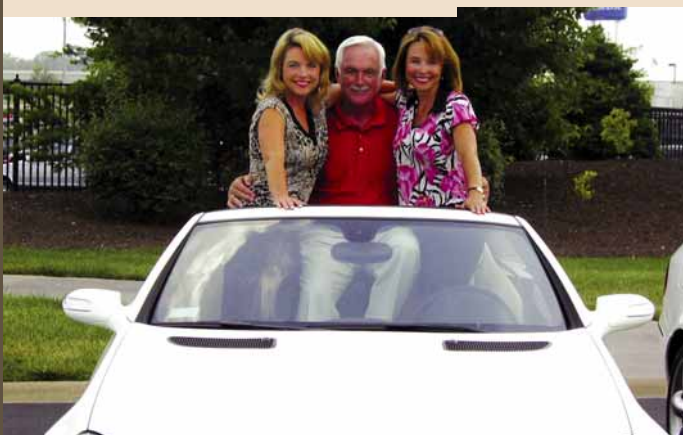
Independent Consultant, Regional Vice President  
Phil Troutman Region; Knoxville, TN

the answer. We met a great group of every day people like ourselves who would help us become successful and win with Arbonne.

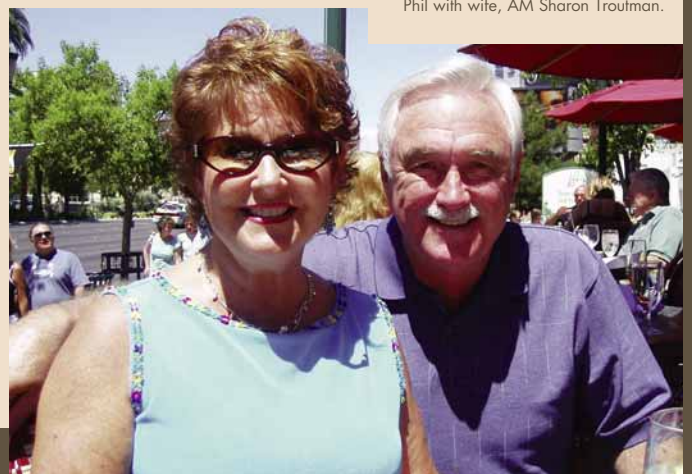
As we met and spoke directly with ENVP Sibley Gammon and her father, ENVP Andy Inman, I explained how I just could not imagine how a man with my work schedule and age could succeed under the current Presentation plan. Andy understood my frustrations and assured me I would find a way.

*continued ...*

Phil with daughters, RVP Kristi Ayers and NVP Angie Lyle.



Phil with wife, AM Sharon Troutman.



## success strategy:

“ Help others get what they want and you will get what you want. ”

After returning from NTC 2004 Texas, I realized I needed Arbonne and mostly, the potential to earn residual income. I had not done a good job of planning for retirement and was not getting any younger. My background had been in sales and the last 15 years of my life had been spent traveling, to five states, installing and servicing waste oil heaters. The money was good, although decent help was very hard to come by. Additionally, I spent six months out of the year traveling 40,000 miles per season, doing most of the driving, staying in motels, eating junk food and getting up at 6 a.m. to do it all over again. I told Angie I was in and would dedicate 100 percent of myself to Arbonne as soon as I sold all the heaters I had in stock.

In January of 2005, I became a full-time Consultant, working 20 hours a week with help from my wonderful wife, Sharon, and two perfect daughters, NVP Angie Lyle and RVP Kristi Ayers. We started using our upline's business builder method, and with the help of our great team members, Kristy Ayers, Sharon Troutman, Cathy and Perry Benson, Elaine and Rob Woodson and many others, we made RVP in May 2005.

As a team, we always work together, dropping off products and conducting business interviews. We constantly try to have team



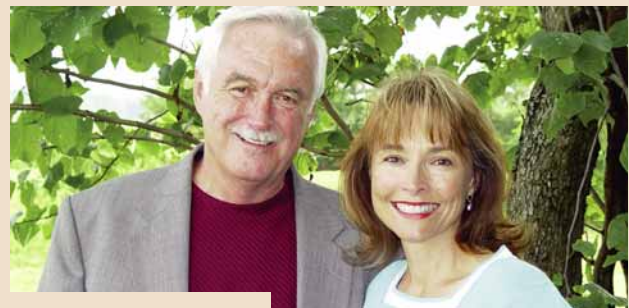
Phil with family.

members around us, helping one another through every step of the way. We were able to succeed because of Kristi and Sharon; and AMs, Cathy Benson, Elaine Woodson, Mariam Holt, Tammy Mellon, LeeAnn Webster, Lydia Glafenhein and Nancy Allen. I would also like to thank all of my DMs.

Without these people, I never would have made it this far. Remember team, I will also be there every step of the way, helping you get to the top. Thank you all and I love you. The sky is the limit.

A special thanks goes to President Rita Davenport. I met her in Atlanta on June 4<sup>th</sup> at our 26<sup>th</sup> car presentation. She is something special and I thank her, and the rest of the Management team for this great company called Arbonne.

Phil with daughter, NVP Angie Lyle.



Phil and the team at NTC 2005 Las Vegas.

Phil and team members with his Mercedes-Benz.



BELOW: Phil with the team and upline, ENVP Sibley Gammon, at NTC 2005 Las Vegas.

