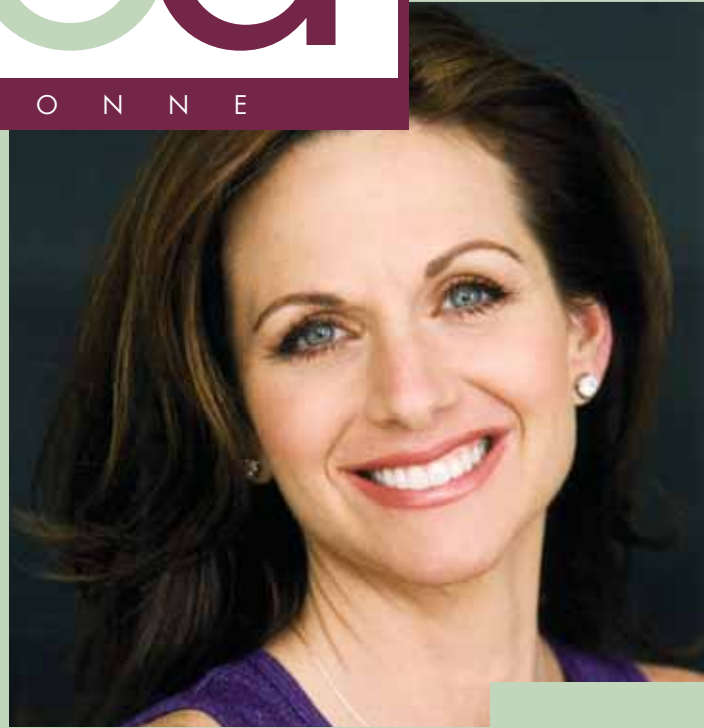


## KEEPING THE FAITH

My Arbonne journey started in March of 2001. At the time, I was a stay-at-home mom with two girls; my oldest was 13 and my little one was 3. My husband worked in the movie industry, so his hours were long. Although we did fine financially, living in southern California pretty much requires two incomes to live comfortably. However, it did not make sense for me to get a job because I would merely be working just to pay someone to watch my little one. Plus, I wanted to be home when my oldest got out of school. My husband and I discussed several options, including having me do something from home, but we just did not know what.

One day, I received a phone call from my aunt in Lake Havasu, Arizona. She went to a skin care Presentation and fell in love with the products. Excited about her find, she called me to see if I had ever heard of a company called Arbonne. When I told her I had not, she suggested that I find a local Arbonne rep and see about trying the products. That is when I met NVP Liz Barlak and had a chance to try the products. Liz shared the opportunity with me, but at that time I did not really understand the whole concept. All I wanted then was to get my skin care products at a discount. The products were so good that I began sharing them with everyone. I was very product-driven and soon became a District Manager. However, I still did not have a clue about what was so special about this business.

Five years later, I finally understand the big picture regarding the products and the opportunity (although it really does not have to take that long). I have learned so much about myself. I am ashamed to say that the old me was embarrassed about what she did. I always worried about what people were going to think of me selling skin care products out of my home. It only took one person to crush my hopes or beliefs at that time. At my very first Arbonne "Opportunity" Presentation, I remember hearing someone discuss "personal growth," and I thought, "I do

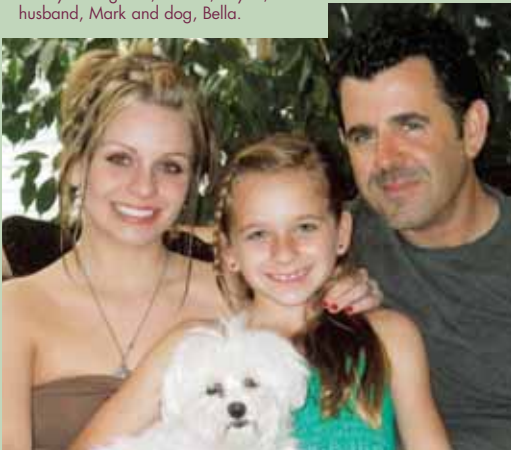


**tracey valdez**  
Independent Consultant, Regional Vice President  
Tracey Valdez Region; Toluca Lake, CA

not need to grow in anything." In the past, if I encountered anything that seemed hard, I would just quit and no one would hold me accountable. The challenges I faced running my Arbonne business would sometimes get me down. But I never let anyone in on my feelings, not even my husband. Over time, I began to see Arbonne in a different light. I started taking it one day at a time, trying to work on me and my feelings of what people thought about me. That is when I truly understood what they meant about experiencing "personal growth." The Arbonne women I was surrounded by seemed so positive. I wanted to be more like them. ENVP Donna Weiser once said, "The only way to fail at this business is to quit." After that, I knew I was not going to quit no matter how hard it seemed at times. I was going to hang in there.

*continued ...*

Tracey's daughters, Brittani, Taylor, with husband, Mark and dog, Bella.



Tracey with husband, Mark.



Tracey with President Rita Davenport.

## success strategy:

“ Believe in yourself and things will start to happen. ”

I truly believe that Arbonne came into my life for many reasons. I have met some incredible people and am blessed with a wonderful team. My advice to new Consultants is, “Do not let anyone try to steal your dreams away from you.” Many people believe that what they have is only what they were meant to have. I now believe that if you want more, you need to do more. Arbonne has given me so much more in my life besides the potential to have financial freedom. It has made me look at who I really was and who I would like to become. Because of Arbonne, I have trained my mind to think more about the positive things in life, rather than the negative ones that I cannot control. I truly believe I needed these five years to grow into the person I am today. Things really do happen for a reason. We only get one chance in life, so why not give it your best shot!

To my aunt Charlotte: Without you, none of this could have happened. I am so thankful to have you in my life. You mean more to me than words can ever express. I love you so much. Beauty is as beauty does!

To my family: Thank you for all your support and for believing in me. I love you all.

To my sister, Brittani: I am so happy you finally jumped on board, you are an amazing person with so much love in your heart. I could not have asked for a better sister. Your time is now, just keep moving forward. I believe in you!

To all my Consultants: Thank you for all you do. Know what you have and do not let it go.

To DMs, Brittani Kelley, Cynthia Guy, Nichole Nicholson, Becky Moore, Peggy Wurtz, Yvette Freitas, Deborah McHenry, Kathryn Weakland, Catherine Manfreda, Terri Pedri and Mary Ann Herrera: You all are the best, I appreciate all that you do. Area Manager is just around the corner waiting for you. I believe in you all.

To AM Inge Schlegel: You are so wonderful, thank you for all your encouraging words. Our friendship has grown so much, thank you for being you! RVP here you come.

To my very first business builder, EAM Debbie Gleim: You truly are a good friend and I am so happy we are doing this together. Thank you for believing in me when I was just learning myself. Keep the faith because it is going to happen. Love to you!

DM Cynthia Guy, NVP Liz Barlak, DM Yvette Freitas, Tracey, Jordan Mackey, AM Inge Schlegel and DM Deborah McHenry.



The Fresno team. **TOP, L-R:** Pete Hernandez, DM Catherine Manfreda, Beatriz Diaz, Kate Bays, AM Inge Schlegel, EAM Debbie Gleim, DM Mary Ann Herrera, DM Yvette Freitas, DM Terry Pedri, NVP Liz Barlak, Jodie Coleman, Susan Humphrey and Cecelia Ruelas. **BOTTOM, L-R:** Rose Contreras, Deanna Donaghy, DM Kathryn Weakland, Tracey, DM Brittani Kelley and Carol Valdez.

To ENVP Donna Weiser: You are an amazing woman. You have a very kind spirit and a loving heart. Thank you for all your wisdom, I will treasure it and pay it forward.

To NVP Liz Barlak: Where do I start? I believe we end up with our uplines for a reason. I have learned a lot from you and you have allowed me to grow into the person I needed to become. Thank you for all your love, support and honesty, as well as for guiding me in the right direction and allowing me to be me. I love you for all you do.

To my husband, Mark: Thank you for trusting and believing in me, and not letting me quit when times got hard. You have been my strength and sounding board through all of this. I love you very much!

To my girls, Brittani and Taylor: You both are my world and I love you so much! I want you to know that you can do anything you put your mind to, even if it does not seem possible at the time. Just follow your dreams!

To everyone at the Arbonne Home Office: Thank you for these incredible products and support. You all are the best.

To President Rita Davenport: You are so wonderful and kind. Your love for Arbonne just shines. Thank you for all that you do.

DM Nicky Nicholson, Jordan Mackey, DM Peggy Wurtz, Tracey, Anna Coavette, DM Cynthia Guy and Bill Guy.



NVP Liz Barlak, ENVP Sandra Tillinghast, Tracey and ENVP Donna Weiser.

REGIONAL VICE PRESIDENT

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