

## TAKE CHARGE OF YOUR LIFE

Timing is such a crucial element with so many things that happen in life and my Arbonne adventure is no exception. I taught junior high school for the last 10 years and found it to be a very fulfilling but exhausting profession. When we had our son, Jacob in September 2004, my life changed. I could not quite get my head around how I was going to go back to a job that demanded so much of my time and so much of my heart. How would I manage the marking, planning, coaching and, most importantly, the kids and their demands on me? It seemed there was not enough of me to go around, especially now, when I wanted to give my all to my own child. So I asked for a leave of absence from my contract in order to figure out where in the world I was headed.

Shortly after I made that decision, Arbonne came into my life. I was talking with my friend, EAM Jocelyn Urano, about how I was looking for the impossible, or at least something I could do from home that I would find fulfilling and hopefully make some money at. Although she was not involved with Arbonne yet, Jocelyn told me about the opportunity. She had spent the last year watching her neighbor, NVP Tiffany Haugrud, grow her business and drive up in a brand new, white Mercedes-Benz. Needless to say, I was intrigued and the idea rattled around in my head for a week. I tried some product and started digging for more information about the company. Immediately I found that I loved the product. The ABC baby lotion worked wonders on the eczema I had developed during my pregnancy and the NutriMinC® RE® anti-aging skin care line had my skin looking better than ever within a couple of days. The company, especially its timing in Canada and in the market in general, also impressed me. So, in September of 2005, I took the plunge.



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My business was such a roller coaster ride in the beginning. I became a District Manager in my second month, but by February, I could barely scrape any volume together. I had not really set out any clear goals for myself and my business reflected that. When I did not make my District minimum in February, I knew I had to change something. As it turned out, that something was me. I started reading Dr. Shad Helmstetter's The Gift. Having never read a self-help book before because I was either too arrogant or too ignorant to think that I needed one, I was really surprised at its impact on me. It made me realize that I already had the ideal job with Arbonne because I got to pick the people I worked with, stay home with my son and be monetarily rewarded for how hard I worked. Most of all, it made me think of where my family and I would be in five years if

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Erin with husband, Chris and son, Jacob.



Erin's son, Jacob.



AM Marla Minich-Morin, NVP Tiffany Haugrud and Erin at NTC 2006 St. Louis.

## success strategy:

“ Work your business a little bit, all the time. ”

I kept teaching. Did I want to continue on that path or change course? Guess what I chose. In the next five months, my business exploded. By May, I was an Area Manager and by July, a Regional Vice President.

Where do you want to be? Is it where you are now? This business is not easy, but it is simple. This is a business of duplication. Pay attention to what those ahead of you have done. Repeat what works and avoid what does not. Be sure to attend trainings, listen to Arbonne Learn & Burns™ recordings and draw inspiration from *Eye on Arbonne* success stories. In the beginning, I really thought that it would all just “happen.” But it does not. As our President Rita Davenport says in her southern drawl, “If it were easy, it would be sleazy!” I want you to know right from the start that it takes regular work to experience growth in your business. You can tread water and stay where you are but if you have goals to replace an income, stay home with your kids or quit your job, then you need to be working this business consistently — a little bit all the time.

Think about people you want to work with in your business and then go talk to them. If you do not, then someone else will. Arbonne is literally exploding in Canada right now. If you are scared to make that call or begin a conversation, then take a second and think about what made you interested in doing this in the first place. Think about what the person who told you about Arbonne said that grabbed your attention and say the same thing! Then remember that your upline is there to help you with the rest. You do not have to be an “Arbonne guru.” Just be yourself and people will appreciate that.

Arbonne has put me in charge of my life. Not only do I decide where my business is going but I have to go out there and make it happen. What an incredibly empowering experience!

To my AMs, Marla Minich-Morin and Holly Bonin: You are both amazing women and I cannot wait to see where this ride takes us. Thanks for being a part of my life and business.

To all my DMs, Carrie Van Imschoot, Leanne Fisher, Trish Molberg, Pam Pigeon, Melissa Weik, Cheryl Stewart, Deanna Barkley, Deb Van Delden, Tashia Sokolowski, Vicky Hamplas, Emily Van Amstel, Deidra Helmig, May-Britt Mykietiak, Michelle Foster, Laurel Acton,



Erin with her Mercedes-Benz.

Jennifer Lynch and Patti Van Ritchie: Thank you for all of your hard work. Your Arbonne adventure is just beginning!

To my Clients and Consultants: Thanks for trusting me and trying something so new to Canada.

To my good friend, Jocelyn Urano: Thank you for not only sharing this with me but also for jumping into the business with me. It has been so wonderful to share this experience with you. You and Darryl have truly supported my business in every way. I am very grateful and very blessed to have such wonderful friends!

To NVP Tiffany Haugrud: Thank you for creating a team with incredible integrity and ethics. I am lucky to work with someone who is so passionate and dedicated, not only to her business, but to mine as well. You recognized my business was ready to explode and pushed me to get there.

To ERVP Laura Cotton: Thank you for your support and for sharing a wealth of information in the beginning of my business!

To our families: I know all of you thought I was a bit crazy when I started this, but you supported me anyway. That is what families do. Thank you!

To my husband, Chris: You have been incredibly supportive of me as my business has grown. We are truly a partnership in every way and you will never really know how much I appreciate that. To my son, Jacob: You are my obvious *Why* for having an Arbonne business in the first place and although you are too young to understand my motivation for doing this, I know that one day you and I will both reap the rewards of spending these years at home together. I love you both.

Thank you Arbonne. This adventure has truly changed my life.

EAM Jocelyn Urano, Erin and NVP Tiffany Haugrud.



Erin with AM Holly Bonin.



Erin with members of the Haugrud Nation at NTC 2006 St. Louis.

