

A close-up portrait of a woman with long, wavy blonde hair, smiling warmly at the camera. She has bright blue eyes and is wearing a vibrant pink top. Her accessories include pink and white drop earrings and a delicate necklace with a small diamond pendant. The background is a soft, out-of-focus grey.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

HOLLY WARNOL

LEARN TO BELIEVE IN YOURSELF

Independent Consultant, National Vice President
H. Warnol Nation; Phoenix, AZ

The theme of our Nation, rise above it comes from a song in a movie. This movie parallels our journey with Arbonne in many ways.

Determination ... A talented track runner from Jamaica gets bumped out of his chance to fulfill a lifelong dream of going to compete in the Olympics. Rather than just wait for another chance four years later, or giving up, he chose to go outside his *comfort zone* and make his way to the Olympics. It had not been done before, but the chance to create a Jamaican bobsled team became his avenue to fulfill his dream. Without the right tools or equipment, he went on to find a coach, found the right prospects for team members, and made due with what he had.

In Arbonne, I have had to move outside my *comfort zone* at times and had to decide to just make it happen. Having a no-matter-what attitude is a must — regardless of the speed and pace you decide to progress at — just do not give up! I did not wait for the perfect tool, perfect verbiage or perfect coach — I knew what I wanted and I set out to get it!

Belief ... Every key member of the Jamaican bobsled team faced a doubt in their own belief of making it to the Olympics and achieving their dreams. That is, everyone except the main character. He plays a central role in re-instilling the belief of their coach — never doubting his own belief and determination. Fears were faced, but they were just moments to strengthen their beliefs when the criticism arose. They all developed confidence in each other, strengthened faith in themselves and ultimately made their beliefs in a dream become reality.

Fear existed as I built my business with Arbonne, but belief is what moved me through those times. Your upline and crossline are there to help you when doubt begins to settle — many times they are able to see beyond the moment and reassure you how worthwhile the journey is! By deepening my beliefs, I strengthened my business.

Action ... Without money, a bobsled or proper clothing, the team of four bobsledders and their coach sacrificed and took a leap of faith to get on a plane and head to Canada for a shot at becoming part of the Olympics. When their qualifying times were not good enough, they dove more and more into action. They were in constant practice both mentally and physically.



Warnol Family.



Holly's Why, Tanner, Cassidy and Brayden.



Couples at the Texas stadium at NTC 2004 Texas. L-R: RVP Lori Loza, Holly, RVP Tai Stepp and NVP Shannon Johnson with their spouses.

NVP holly warnol



Members of Holly's California team.



Some of Holly's Nation at NTC 2004 Texas.

People are always afraid of what is different — it is how you react when facing the fear that matters. Sometimes action is the only thing that can distill fear — a rise-above-it mentality. When the phone weighed 500 pounds to call a prospect, I made a choice to rise above it. When sitting at a class, and the only two that showed were the host and myself, I chose to rise above it. When no one called me back, I chose to rise above it. Intentions are a great thing, but they will not bring you results ... only action will.

Dealing with dreamstealers ... The movie began with the dream two men held, of running in the Olympics, being stolen by another who trips and takes the two down with him. The father of one of the characters tries several times to steal the dreams of his son, thinking, "father knows best." Each time characters in the movie faced dreamstealers, they persisted and were motivated to work harder. They persevered.

When I have faced dreamstealers their doubts or skepticism could have driven me "home" or driven my determination. When someone says *no*, it drives me harder to look for a yes. I learned not to take it personally — as President Rita Davenport says, "They only say *no* because they don't *know* enough." Don't let anyone steal your dreams!

Having fun ... A Jamaican bobsled team that had many reasons *not* to laugh, made sure they did a lot of laughing. They enjoyed their journey ... laughing together, playing together, dreaming together, working hard together ... but always having fun doing it. They kept their sense of humor as they traveled into the unknown.

The purpose of having my own business is to enjoy doing it. I traveled through unbalanced times, stressful times, fearful times and doubtful times. But, when I learned how to laugh and took the time to laugh through them, they really did not seem as bad. Being able to take incredible vacations with my Arbonne family is fun, being able to get out of debt is fun, being able to get jewelry on stage is fun, being able to sponsor kids to church camps is fun, being able to hand your sister-in-law keys to a Mercedes-Benz is fun, being able to share this gift of Arbonne with others is fun! Always take a step back and make sure you are enjoying your business.

On a personal note ... Without Arbonne, this last winter would have been a much harder time. My son was born on January 1, 2004 only to end up back in the hospital when he was five weeks old with an upper respiratory infection. My husband could take time off as much as he needed to take shifts at the hospital — it did not matter if he did not get paid, Arbonne was there. It did not matter that I could not be at all of the meetings, or Presentations I had committed to, my Arbonne family and team was there. It did not matter that I had to take four months off to tend to my family, my Arbonne check still came in every month, and it grew. The meaning of the potential for residual income and network marketing became a solid reality to me when I had to depend on it. My hard work and investment in my business and team for the previous two-and-a-half years was more than worth it to be able to have it take care of you when you need it the most. Arbonne is a gift that does keep on giving because of the people that surround you.

continued ...

success strategy:

“What you are becoming is more important than what you are accomplishing.”



Tanner and Cassidy with Parker and Presley Johnson on the ASAP Atlantis 2003 trip.



DM Renee Mitchell, DM Barbie Danson, AM Pam Fadness, RVP Lori Loza and Holly at NTC 2004 Texas.



AM Jenny Johnson with some of her team.



EDM Trisha Preston and RVP Candace Nystrom at a tradeshow.

So many people have been there for me, even more so then they even realize. Arbonne President Rita Davenport, ENVP Donna Johnson, ENVP Cecilia Stoll, RVP Cindy Esterly, NVP Karen DiCenzo, ERVP Kim Kearns, soon-to-be-NVP Christie Dreiling, ENVP Neta Irwin and my Tame the Tornado, fellow VPs and new friends.

For paving the way and sharing this awesome gift with me, my upline and best friend from high school, ENVP Shannon Johnson: Thanks to Arbonne our kids get to grow-up together on family vacations even though we live thousands of miles apart. To ENVP Susan Hutton and ENVP Julie Newcomb: You two are to blame for starting this whole thing — thank you! To ENVP Euphiazene Linder: I am proud to call you my great-great-grandmother!

Any success is ultimately a blessing from above, but I have heard that getting to District is all about you, getting to Area is mostly about you, getting to Region is very little about you and getting to Nation is not about you at all. They never cease to amaze me, my ever-so-quickly-growing team: RVP Lori Loza, RVP Candace Nystrom and RVP-to-be Casey Simmons; AMs, Jenny Johnson, Renee Taillon, Lory Muirhead, Audra Berger, Pam Fadness, Marybeth Lozano, Sue Giachello, Gayle Miller and Robyn Nielsen: You all are rising above it! And my many DMs: May you continue to see the vision, drive with passion, enjoy the journey and fall more in love with this company and business each and every day! Onward and upward! I am so proud of all of you. This is only the beginning.

To my family: Mom and dad, thank you for being an example and instilling the true meaning of giving, prayer and hard work. Your endless hours of help with the kids and helping on those last-minute qualifying moments — knowing you did not really need anymore Arbonne products! To Jason, Candace, Josh and Mariann: Thank

you for babysitting, and being the best brothers and sister-in-laws, and friends, that I could ever imagine! To my cousin, AM Jenny Johnson: You were my backbone these last 8 to 9 months. You supported me physically, mentally and emotionally; you kept my house running and my business functioning. I love you more then you will ever know! I believe in you! To my husband, Rich: Thank you for your belief in me, this company and the industry! Also for your help building 'our' business, your support with the kids and the house. You truly are the greatest gift from God! To Tanner, Kassidy and Brayden, my Why and helpers: You are my joy, my precious little gifts from God. Arbonne is blessing your lives more then you will understand for a long time! Love you forever, love you more, love you forevermore!



AM Lory Muirhead and team.

AM Gayle Miller, AM Robyn Nielson and team in Texas.



DM Georgann Sparks, AM Pam Fadness, DM Gail Jedlick, RVP Lori Loza and AM Sue Giachello.

