

A professional headshot of a woman with voluminous, wavy, light brown hair. She is smiling warmly at the camera. She is wearing a teal-colored blazer over a dark top, a purple and silver necklace with a large circular pendant, and matching purple earrings. The background is a solid, dark blue color.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
EXECUTIVE NATIONAL VICE PRESIDENT

KATHY WHITTINGTON

OVERCOME YOUR OBSTACLES

Independent Consultant, Executive National Vice President
Kathy Whittington Nation; Pickerington, OH

Did you ever have an experience in your childhood when you were in the back seat of your family's car heading for a vacation, and even though it was a two-day journey, 30 minutes into it, you asked, "Are we there yet?"

We all have impatiently said these words. Maybe the journey is not going as planned, with detours, potholes or it is taking longer than we expected. In the last part of our journey to become a Nation, my friend and Client, Tori, said, "When you hit potholes, just rearrange the letters and you will get — lots of hope."

There were times during my journey when I felt discouraged. I am sure members of my team felt the same way. I could hear their voices in my head asking, "Are we there yet?" The people on our team are on their own journeys. A Nation is formed when everyone meets at one destination, even if everyone arrives in a different way. Each person will get back in their car and continue to the next destination.

The journey to NVP requires team effort. I am humbled to carry the title, however, this is about them, their perseverance, patience and never give up attitude. Thank you to every Consultant, Manager and Vice President who made it possible for me to tell this story.

Whether you already own an Arbonne business or are considering starting one, you may be wondering when you are "going to get there." There are certain things you must think about in order to succeed. I learned many tips from one of my favorite motivational speakers and authors.

Be passionate about your desires. Do you get excited when you think about the possibilities you have with Arbonne? If thoughts about Arbonne do not keep you up at night and wake you in the morning, you need to rethink your strategy. Your journey will not be a smooth road 100 percent of the time. There are detours and potholes — every career has them.

Tori asked me if I was "taking in the scenery," and I had to think about it. If you are not having fun, stop the car for a few minutes and look around. Did you just promote to DM or AM? Have you experienced personal growth along the way? Appreciate your accomplishments and know you will continue to succeed. Give yourself a pat on the back when you reach a milestone.



Kathy with her Why: Husband, DM Victor and daughter, Angie.



Enjoy the journey.



President Rita Davenport, Kathy, Chairman & CEO Bob Henry and NVP Rachel Gershowitz.

ENVP kathy whittington



Morgan McClenathan, Nydia McClenathan, Chairman & CEO Bob Henry and Kathy.



Kathy's dad, Bernie and family.

You need to be patient with yourself, with the process of building a business, with your team, Clients and your family. It is easy to give up when you are feeling impatient. I am not an ENVP who had one of those wild six, or nine-month rides. My journey took nine years; yet, I enjoyed every day.

Know that reaching your goal does not equal eternal happiness. You will be happy when you "get there." However, it is not the end of the journey. What is next if you "get there," but you do not plan on reaching another goal, or help somebody else plan to reach their goals? Your Mercedes-Benz is going to rust and so will you.

Travel part of the journey every day. Even when you hit detours and potholes, know problems will not last forever. Overcome your obstacles and accomplish at least three things to bring you closer to your goal. Make a phone call, drop off a NutriMinC[®] RE[®] skin care set, or invite someone to an opportunity event. All of these activities provide the potential to produce income.

When you hit a detour, be flexible. There are many ways to achieve your goals, just as many roads lead to the same destination.

You will have days when you hit stop signs and nothing seems to be going your way. However, the road does not end. Notice the signs of minor victories. These are signs of progress, inspiration and hope.

Your journey may take several months, or a couple of years. Do not go so slow that you stall. It is harder to push a car up a hill than it is to drive it up a hill. Be passionate and appreciate the scenery.

When I joined Arbonne, I was sure I would succeed quickly. However, I experienced many detours and potholes. I was a Client for five years before I even thought about getting involved with an Arbonne business. ENVP Donna Rehling never stopped offering me the opportunity, and one day I got smart and said, "I am ready!" I made this decision right after putting myself through six years of college and earning two degrees. I was also a new mother working 60 to 80 hours a week.

success strategy:

“ Every journey consists of short distances between milestones. Choose your path and enjoy the scenery along the way. ”

While I was an AM, I was still working my way up various corporate ladders to mid-executive positions. I decided I had enough of my long hours, poor health and lack of time with my family. My doctor told me to change my career, or I would have a heart attack before I was 40. I have been an insulin-dependent diabetic since I was a child; so, I heeded his advice and quit my job in late 1999. Arbonne became my full-time journey.

On January 1, 2001, our team became a Region. By December of the same year, we were struggling and I was at the bottom of a major pothole. Throughout 2002 and 2003 I persevered, even though it would have been very easy to quit.

Never quit before payday — memorize these words. By the end of 2003, our team had two new RVPs, Rachel Gershowitz and Tina Beer. This year, Rachel promoted two RVPs, Carmen Martin and Maria Gionta. On August 1, 2005, Rachel and I promoted to Nation the same day.

I used to live in a mobile home. Now, we are planning our dream home. Never give up on your journey. Thank you, to everyone who has made this journey possible.

To my sponsor, ENVP Donna Rehling: Thank you for seeing something in me that I did not see in myself. There is always room for personal growth. However, the difference in who I was when I began this journey and who I am now is like the difference between night and day. Thank you for spoiling me. The RVP diamond bracelet you gave me is stunning, and the NVP ruby and diamond ring is beyond words. Thank you for sharing the gift of Arbonne.

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Kathy and team at a Nation celebration party.



Kathy's Mercedes-Benz.



NVP Rachel Gershowitz, RVP Tina Beer and Kathy.

To RVP Tina Beer: You have an aura that keeps me in awe. You have taught me so much about life and friendship, and we certainly have experienced our share of detours and potholes. Thank you for being you. To Ismael: Thanks for kicking me in the pants when I was ready to park the car!

To NVP Rachel Gershowitz: Your energy and enthusiasm are contagious. So much has changed since you began your journey and I am sure it is going to be a lot more fun now that you have hired a chef and bought Jeff a big ole' boat.

To RVPs Carmen Martin and Maria Gionta: You are two incredible women filled with inspiration, sincerity, passion and spirit.

To my AMs, Daune Marie Sherff, Jessica Banks, Tami Berger, Debra Scott, Quirina Jiminez, Karen Sanchez and Laura Lawrence; and all the DMs: Stay in the journey because soon you will be driving your own Mercedes-Benz.

To my coaches, mentors and motivators, Michael S. Clouse, John Milton Fogg, Sonia Stringer, Les Brown and many others: Thank you for your talents and gifts. A special thank you to Michael Clouse for helping me "build a better life."

Thank you to all the VP peers who believed in me when I was gifted with the Spirit of Arbonne award in 2003. I am truly humbled because I have learned so much from all of you.

To President Rita Davenport: You are my hero. My fondest memory is the weekend of my car presentation, when we surprised you with a big auction and raised money for the Sojourner Center. Thank you for teaching us we can be more, so we can give more.

To Chairman & CEO Bob Henry: Your visionary leadership will take

Arbonne places we have not even dreamed of.

To the Executive Team: Thank you for taking Arbonne to the top. I know this is just the beginning of an amazing journey.

To Founder Petter Mørck: Thank you for making Arbonne possible.

To VP Support and customer service: You are incredible. You support us and encourage us as we take our journeys.

To my parents: Thank you for your support and for believing in me. Mom, you are the best Herbal Foot Care seller I know! Daddy, you have a big heart and I am so glad I had my Arbonne business when you had to go through your triple bypass. No other career would have let me be there when you and mom needed me the most.

To my sister, Sherry, my in-laws and Aunt Linda: Thank you for your support, and for being Arbonne fans. You are the best.

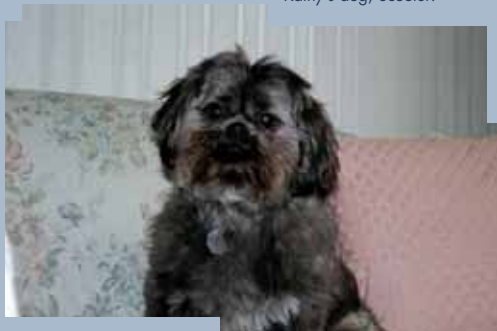
To my daughter, Angie: You make my heart sing. I am so proud of you. You are beginning your journey to college the same month mom's journey as an ENVP begins. We both have much to learn and more of life to take in. It is great that Arbonne has given us the potential to pay for college with no worries. I love you and wish you the best on your new journey.

To my husband and new DM, Victor: Thank you for your love, support and belief in me. I know you can taste early retirement and we are almost there, I promise. I have really enjoyed this journey with you. Almost 10 of our 23 years together have involved Arbonne, and we certainly have a lot to be thankful for.

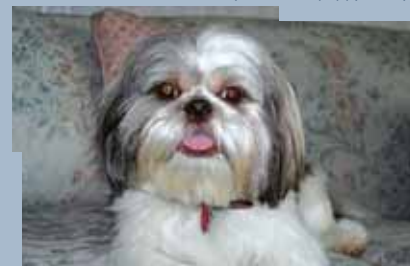
Spread your wings and take the journey.



AM Daune Sherff with Michael Clouse.



Kathy's dog, Scooter.



Kathy's rescued puppy, Dusty.