

DECIDE YOUR WORTH

There comes a time in a person's life when settling for the "status quo" is not enough. I discovered through my last two jobs, working for other people would not grant me the financial freedom and personal fulfillment I longed to attain. As a result, I made the decision to open my own insurance agency in the summer of 2003. I quickly discovered if I did not go to work, or generate business, I would not bring home a paycheck. No longer was there someone overseeing my responsibilities; I had to be completely self-motivated and employ myself daily. This was a tough adjustment, although the transition helped me realize that I had the power to decide my economical worth.

It became clear to me, if I kept doing what I was doing, I would keep getting what I was getting. I believe that inside all of us is a voice crying out for a chance to realize the potential that lies within ourselves. Deep down, we all crave the opportunity to succeed not only financially, but in all aspects of our lives. I have known friends who were successful in their careers; yet miserable in all other areas of their lives. We must realize that money is not the only measure for success.

In November 2004, while I made my adjustments as a business owner, my wife, ENVP Kether Wilson, decided to join two of her very dear friends, ENVP Chenea Taylor and AM Michelle Teague, as an Arbonne Independent Consultant. The timing was perfect because I had just told Kether that we needed to find some way to supplement our income while I built my insurance agency. Her passion was to continue homeschooling our five children and I was grateful that Arbonne gave her the time flexibility to do so.



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I began to attend Arbonne Presentations with Kether and learned more about this company and the network marketing industry. I could see the enthusiasm Kether shared with her growing team, and it was contagious. I would encourage my friends to have their wives take a look at what my wife was doing. Six months later, she became a Regional Vice President, and three months after that, a National Vice President. The month she qualified for Nation was the month I made my decision to start building my own Arbonne business. I had my sights set on achieving RVP. After all, I thought to

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David with his wife, Kether.



David with his children.



Kether, Robert Kiyosaki and David.



success strategy:

“Employ yourself daily to do the things that 95 percent of the people are not willing to do.”

myself, “Why not build a team when I was already sharing Arbonne with people, anyway?” Three months later, I received a delivery of roses from Arbonne congratulating me on achieving RVP status.

The journey we have been privileged to partake in has been truly exciting. I understand that anything worthwhile takes determination and hard work. It takes employing yourself daily to do the things that 95 percent of people are not willing to do. My greatest fulfillment now comes from watching others succeed and knowing that I played a small part in their success. The relationships that developed and strengthened through my Arbonne dealings have been one of the greatest blessings in both our lives.

To my wife, ENVP Kether Wilson: Thank you for inspiring me. Watching you blossom through much self-development has made me very proud. You are an inspiration and encouragement to many people. Also, to my children, Taryn, Ashton, Neeli, Aidan and Sairi: Thank you for your patience and love for your daddy. To my father and mother-in-law, Victor and Lorraine: Thank you both for the care you give our children and the love you show us all. I love you so much. To my mom and dad: Thank you for loving me, believing in me and setting the example of being true servants. I love you.

David and Kether with ENVP Rick Teague and EAM Michelle Teague and ENVP Karla Driskill.



David with Michael Flint.



David with some of his Region.

To Michael and Angela: Thank you for your friendship and encouragement. Your passion for this business has been inspirational and I look forward to seeing you both reach National Vice President. Michael, we will soon be playing golf together in places we had only dreamed of. I can hardly wait.

To ENVP Karla Driskill: Thank you for your *Eye on Arbonne* success story, which has always been there to give us encouragement. It has truly been a blessing to personally get to know you. You have touched our lives, immensely.

To Ronald and ENVP Chenea Taylor: You are like a brother and sister to me. Your love and friendship mean the world to me. Thank you for sharing this opportunity with us.

To my AMs, Lisa Wilson, Sandi Kunasek, Abby Burrese, Angela Tucker, Tami Culp and Karen Newman: Thank you all for your hard work and determination. Mike and Jennifer, thank you for your friendship and your hard work.

Lastly, I want to thank our good friends, ENVP Rick and EAM Michelle Teague, for their unwavering commitment to see us succeed in this business. Thank you for all of the times you welcomed us into your home and treated us like family. We are blessed to have you as partners in business and in life.



David with some of his Region and crossline.