

## NEVER GIVE UP

My journey with Arbonne has been amazing. I began by hosting a Presentation for my friend, ENVP Valerie Edwards, when she started her business three years ago. I was happy with the skin care I had been using for 12 years, but told her some of my guests may be interested in buying something. I tried the basic skin care line that night and loved it. Initially, I only signed up to get the product at a discount and said I would never sell skin care products. I had a college degree, my husband was a chiropractor and I was a happy stay-at-home mom. I was determined I would not do some skin-care-network-marketing thing. (You have all met people like me; stick with it, they will come around.)

Eventually, I started hosting Presentations here and there, and telling a few select people about the great products. I slowly began to build a small team. Even then, when I found someone who really wanted to do the business, I tried to talk her out of it (thanks, DM Ivy Cole, for seeing something in me that I could not yet see).

As time passed, I saw my friends, ENVPs Valerie Edwards and Christy Dreiling, doing unbelievably well in their businesses. But, I was sure I would never share their success; I thought that success was only for a select few. Arbonne had to fit in between the soccer games, basketball practices and all the other stuff my four boys did. I truly believe every person has a journey — for some it is short, for others it may be long, but either way, you must never give up.

Once I made it to AM, I set my RVP goal and then set it again and again. I wondered if I would ever reach my goal. I live in a town with a population of 5,000 people, my kids go to a school with 85 families and there were already three white Mercedes-Benzes in the parking lot. How many Arbonne businesses can one community support? I am here to say there is always room for more Arbonne. Do not give up because you never know where your next opportunity will be.



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The highlight of my journey was hitting first step Region while at NTC 2005 Las Vegas. NTC is exciting in itself, but it was great to finally hit first step with all my friends around me! To see them just as excited for me as I was, reaffirmed what a great company we all are a part of.

To the love of my life and soul mate, my husband, Jeff: Thank you. If it were not for your continuous support and belief in me, I would have quit. You always tell me how proud you are of me and are always willing to watch our children. I always come home to a clean house, which is the icing on the cake. I will love you forever!

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Kelli with husband, Jeff and sons, Lucas, 9, Matthew, 6, Alex, 7 and Nick, 12,.



Kelli's Why: Her four children.



Kelli with Terri Rock and DM Denise Bradley.



## success strategy:

“ Believe in yourself, the company and your team. Do the activities and you will succeed. ”

To my *Why*, my sons, Nicholas, 12; Lucas, 9; Alex, 7 and Matthew, 6: You are the driving force behind my business. I love you and am so proud of what wonderful boys you are.

To my upline, ENVP Linda Loveless: You are such a great role model; your class and grace are inspirational. To ENVP Christy Dreiling: Thank you for your friendship and unending belief in me, even when I did not believe in myself. To ENVP Valerie Edwards: There are no words to express what you mean to me. You are the most giving, caring person I know. Thank you for your friendship, belief, encouragement, guidance and leadership. I would not have made it without you.

To my amazing team: You are awesome! Each and every one of you hold a special place in my heart — I would not have any of this without you.

To EAM Lesley Leis: Your happy and positive approach has helped me become a better person. People always say to surround yourself with the people you want to be like; you are one of those people.

To AM Melanie Fenske: Your calmness and grasp on the business is amazing. Thanks for all the help you have given; we definitely sponsored up with you. Thanks for being a good friend and great leader.

To AM-in-qualification Terri Rock: I love our daily talks. You help me stay focused at all times. You are a great friend.

To AM-in-qualification Denise Bradley: It was definitely worth waiting for you to say yes. You are amazing; your positive attitude is contagious.

To AM-in-qualification Melissa White: I am so excited to watch your team grow. You are leading an incredible group of women.

To my first business builder, Ivy Cole: Thank you for believing in me and the business. If it were not for you, I am not sure I would have tried.



The Kelli Wilson Region at a local training.

To my DMs, Louanne Carrol, Amy Marick, Evonne Woods, Missy Taliver, Janet Reents, Kathy Elliott, Travis Padget, Angela Watne and Susie Elbrader: Thank you for saying yes to the journey. You will not be sorry.

To my DMs-in-qualification, Sharon McLendon, Allison Hooton, Kim McKinney, Barbara Pergj, Beth Kemper, Janice Yonke, Diana Clearwater, Stacy Hale, Laura Bergkamp, Shava Vohs and Angie O'Keefe: Thank you all. I have no doubt you will be here some day.

To all of the Consultants on our team: Never give up and you will reach the top.

To my crossline, BJ Johnson: Thank you for everything. You have always been there to help me in any way you could. You are an amazing friend; I will treasure our friendship forever.

To my parents: Thank you for the self-confidence you instilled in me; because of you, I believed I could do whatever I wanted to in life. I love you both! To Doris and Howard: You have always been there to help. Thanks for the last-minute orders and for giving me a wonderful son.

For those of you who want to do this business, it is possible! Never give up; it is not always a fast and easy process, but it is definitely worth it in the end. Stick with it and believe in the amazing company Founder Petter Mørck created. Executive Vice President Stian Mørck, Sr. VP Product Development & Marketing, Candace Keefe and President Rita Davenport make this a great company to be associated with. Believe in yourself, the company and your team, do the activity and you will succeed. Enjoy the journey!

ENVP Valerie Edwards, Kelli and AM-in-qualification Terri Rock at NTC 2005 Las Vegas.



Kelli with her team at the Mercedes-Benz celebration.