

ENJOY THE JOURNEY

At NTC 2005 Las Vegas, I was amazed at all the faces I recognized. All of the women walking around the Paris hotel, riding the elevators, sitting in the trainings and standing on the stage were familiar to me because I had read their *Eye on Arbonne* success stories. Those stories inspired me along my Arbonne journey, providing me with encouragement and hope. I can only hope that my own *Eye on Arbonne* success story will inspire someone who is reading and wondering if it will ever happen for them. I was in their shoes just 21 months ago.

Honestly, I do read every *Eye on Arbonne* story that crosses my path. It is the diversity of the success stories that keeps my interest. Because of my background in skin care and makeup, many people assume that this business comes easy for me, but that is just not true. The *Eye on Arbonne* stories reveal that there are many people out there with no prior skin care experience making a lot more money than me. Well, now I have only begun to catch up!

After I graduated college, I was ready to conquer the world with a new career. At the time, I was looking for a good company with good benefits which could offer the potential to climb the corporate ladder. Unfortunately, I was in for a rude awakening. After only a short time in a traditional job, I became depressed and dissatisfied. If you met me then, you would have thought I was being held captive from my life. I wanted to believe that there was a way out of this, so I planned my first escape. After two or three more "escape

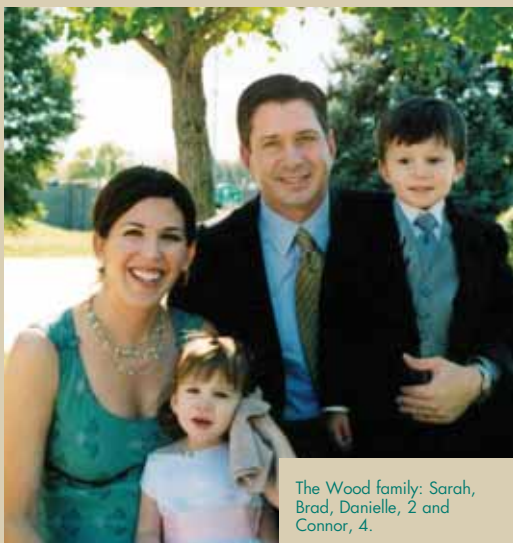


sarah wood
Independent Consultant, Regional Vice President
Sarah Wood Region; Glendale, MO

plans," I was finally ready to break out of my mold and try something non-traditional.

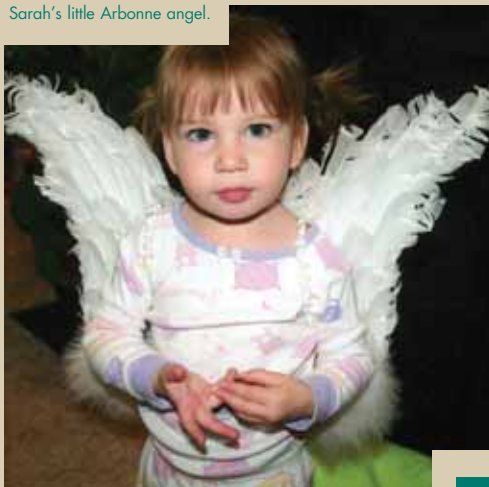
At this time, we were living in L.A. With the little experience I had in advertising and my interest in beauty, I seized the opportunity to study makeup artistry. I became a busy freelance artist in film, print and TV media and a promotional artist for six lines of cosmetics. It was the first time I had some control of my schedule and the more I worked, the more money I made. But when I got pregnant, I stumbled across another obstacle. I found that if I stopped working, I stopped earning.

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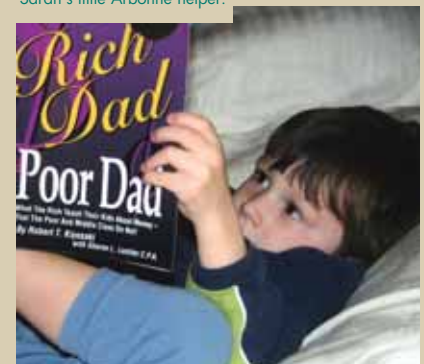


The Wood family: Sarah, Brad, Danielle, 2 and Connor, 4.

Sarah's little Arbonne angel.



Sarah's little Arbonne helper.



success strategy:

“Take your business seriously and people will take you seriously.”

After our son, Connor was born, we moved back to St. Louis and I had to start my career completely over. I did manage to break back into advertising as a makeup artist. However, after my daughter was born, I had to start all over, once again! I still wanted to work, but I was discouraged. I wanted a career that I had passion for, one that helped other people, had flexibility to allow me to be home with my kids, and one that paid a generous salary. I did not think my idea of the “perfect career” existed. The only escape plan I could come up with was to quit. That very day, I met my sponsor, ERVP Katie Davidson.

I launched my Arbonne business on April Fools Day of 2004. I still laugh at the irony. Instead of “the establishment” playing a cruel joke on me, I found exactly what I wanted in a career without having to sacrifice my personal life. Now, I work hard, but when I choose to; I listen to training calls while coloring with my kids; I conduct meetings at the playground; I choose who I want to work with; and I decide what my goals are for the next month. I love everything about Arbonne and I have no intention of ever making another escape plan.

I have always respected the “hard road” to success and I do not believe you should be given anything just for trying ... you need to earn it. Even though I love everything about Arbonne, it does not mean it is the easiest road to follow. The difference between Arbonne and a traditional career is that you are personally building a business, step by step, that will reward not only you and your team members, but your family for generations to come. If you want to take some time off to have a baby, travel, or spend time with a sick friend, you still have the potential to keep earning income! I will never have to start over again.

I have so many people to recognize who have made my journey unforgettable!

Memphis rocks: DM Tracy Hood, AM Jenny Kiesewetter ENVP Nise Davies, Sarah, EAM Roxanne Burgess, EDM Michael Burgess and AM Barbara Angel.



Sarah celebrating with her Region at her car presentation.

I want to thank Arbonne and everyone behind the scenes from customer service, shipping and receiving, to the dynamic management team who guides us.

I owe much of my success to my family. To my husband, Brad, and my children, Connor and Danielle for putting up with my nights away. My parents, Jay and Sharon Kiesewetter, for their support in everything I do. My in-laws, Don and Donna Wood, for all of their help and encouragement. And everyone in between: I have received so much support from so many family members and I thank you all!

To my friends and Clients: I appreciate all the support and encouragement. You are the best!

To ERVP Katie Davidson: Thank you for coming into my life. You make me smile, laugh and cry — the best traits for a girlfriend.

To NVP Doreen Crow: You are the driving force of our team. You are the gentlest, most caring and supportive person I know.

To my sister, AM Jenny Kiesewetter: Thank you for jumping on board with me! It has been an awesome ride and I cannot wait for you to reach your dreams.

To EAM Roxanne Burgess and her team: Just keep swimming and you all will be superstars!

I feel so blessed to know each and every person on my team. I wish I had room to name you all!! Where would I be without your professionalism and personally? Here's to your success, your dreams and your goals! I am so honored to be a part of it.

Sarah with her first Aces, AM Jenny Kiesewetter and EAM Roxanne Burgess.



Sarah with her amazing upline, ERVP Katie Davidson and NVP Doreen Crow.