

A PERFECT FIT

About 18 months ago, I received a letter that changed my life. I returned home from the hospital after giving birth to my first son, Eli, to read the hopeful words of my sponsor and dear friend, ERVP Stacy McIntosh. Stacy mentioned what Arbonne was doing for her and wondered what my "career" plans were now that I was a mom.

At the time, I was moving all over the country with my husband, who was serving in the United States Marines Corps. I had gladly given up my corporate salary as a project manager with a well-recognized company to be with him. I had adapted to the frequent moves and had built a new identity in real estate. I even opened my own yoga studio. After all these ventures, both corporate and independent, I realized nothing was a perfect fit. I was simply bored. I passionately craved ownership of my time and I did not make enough money to foster our dreams. I knew there had to be another way.

I have always been open to new ideas and creative ways of doing things. I was truly unafraid to take a chance with Arbonne, but I was accustomed to success and I did not want to fail. The old cliché kept playing in my mind: What if it does not work? What if it does? Well, it did work. I quickly learned about Arbonne and confidently began my new career. I jumped in with all that I had and I never looked back.

In the beginning, Arbonne offered the potential to allow my husband and me the freedom to move back to California and purchase a home. I wanted to afford him the opportunity to get a job he wanted, not one he had to take, in order to support us. When I was eight-and-a-half months pregnant with our first son, Greg was sent to Iraq. I became determined to see that he would not have to get a job that would take



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him away from us as often as we had experienced with the military. I never wanted the rug pulled out from under me like that again.

Since starting my business, my reasons for doing Arbonne have changed. I am thrilled to say my mom and other precious people have come into the business. I love watching others learn to dream again as they catch the vision of this opportunity. I believe this is the true gift of Arbonne. Watching others laugh and feel hope for the first time in many years is a gift I am honored to be able to share. It is also a gift I am so grateful to have found.

continued ...

Hannah with her Why: Husband, Greg and sons, Matt and Eli.



Hannah with sponsor, ERVP Stacy McIntosh at her launch Presentation.



DM Tisha Murphy, ERVP Stacy McIntosh and Hannah



success strategy:

// Dream it, see it, believe it
and then become it. //

As with any team success is not possible without all the players. I would like to express my sincere gratitude and utmost respect for the following individuals.

To ENVP Tory Brandt and NVP Gina McMurry: You have inspired me from day one with encouragement and panache! I am thankful for the example you have set for us. To ERVP Stacy McIntosh: You have given me every resource to succeed and build my own thriving team. Along with gifting me with this opportunity, you gifted me with the tools to make it my reality. I admire your commitment to yourself and your team. We have much to look forward to.

To my mom, EAM Beverly Hartwick: I could not be more proud of you. Your years of goodness are being returned to you in the growth of your business. I cherish watching you and dad receive so much through your efforts. You are beautiful, smart and brave. I love you. To EAM Shannon Wright: My team would not be the same without you. I have certainly benefited from your passion for perfection and creative approaches. You are so refreshingly down to earth and kind; I am so glad I am able to share so much with you. To EAM Julie Dosh: You deserve every bit of your success and all that is coming to you. Your wonderful resilience and determination are traits being duplicated all over your team.

To AM Amy Fox: You are the sister I never had. Your friendship could not have come into my life at a better time. Thank you for how honest and real you are. Thank you for your constant example of gratitude and generosity. You are an inspiration to all who know you. To AM Bonnie Smith: You are such an Ace in every way. You will achieve all you dream of and more.

To EDM Johnene Holcomb: I do and will always believe in you. I know you will climb your way to the top of Arbonne. To DM Nicole Cox: I love that you have fun with this gift.

To DM Holly Brear: I adore you as a friend and love having you on my team. It is so great to be in your presence. You are one of those people who make the room a better place just by being in it. Thank you for your consistent example of optimism and of hope. To DM Tisha Murphy: You were the first person I approached about this business and I have believed in you from the start. I love your focus and love that you are back in business!

Hannah with EAM Shannon Wright's team at her Mercedes-Benz car presentation.



Hannah with her team at an "Opportunity" Presentation.

To DMs, Tracy Gallman, Heather Tompkins, Patrick Warholc, Patty Cunningham, Lisa McMillan, Halerin Ferrier, Liz Cummings, Kristen Guglielmo, Karissa Bowman, Marleen Whelden, Chemene Phillips, Tani Keller, Miki DeZorzi, Diane Wilkinson, Deborah Spencer and Carolyn Sanders: The sky is the limit for all of you.

To my aunt, Sara Fyfe: I cannot wait to see you at the top.

To the rest of the team: You all are so special and important.

To my mother-in-law, Cheryl Zackney: Your support of this business is unparalleled, as is your consistent kindness and generosity. I am so lucky to have you. Thank you!

To my husband, Greg: You are my example of integrity and leadership. Thank you for your unconditional support and belief in me. You are the most grounded and consistent person I have ever known. You are my rock. I cherish our future together. I love you.



ABOVE:
EAM Shannon Wright,
ERVP Stacy McIntosh,
ENVP Tory Brandt,
Hannah, AM Amy Fox and
DM Holly Brear at a celebration dinner.

LEFT:
Sara Fyfe, AM Beverly Hartwick, Hannah, DM Marleen Whelden and Anne Stoeker at Hannah&s Mercedes-Benz car presentation.

