

## SPEAKING OF DREAMS

I was introduced to Arbonne in August of 2005, and it is still hard for me to believe that six months later, I am writing my *Eye on Arbonne* success story. A friend of mine, ERVP Shanel Maragos, who also happens to be married to my husband's cousin, was so excited about this company she had heard about while visiting her family in Oklahoma. I listened as Shanel talked incessantly about Arbonne, but in the back of my mind, I was really hoping that she was not going to ask me to join because I was not interested. I did, however, get to take a skin care set home with me to try. I tried it, loved it, but still did not want to sell it. It was not until I spoke to Shanel for the third time that I realized there was something unique about Arbonne. I began to wonder to myself, "What if ... what if I did not give it a try, would I end up regretting it?"

My husband, Pete, and I have two incredible kids, Adam, 9 and Abby, 5. We also have a very comfortable life. I work as a speech pathologist at an elementary school, and my husband is involved in a family business. Even though we were a two-income family, I still felt that we were not putting enough money away for our kids' education, and for our future retirement. I also wondered why we were not doing some of the things I had always dreamed of doing as a family. More and more the idea of Arbonne occupied my thoughts, making me realize that this just may be the opportunity that could help my family achieve our goals. Eventually, there was no denying it. I wanted to give the Arbonne business a try just to see how far I could take it. Needless to say, the rest is history.



**kerry zimmerman**  
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This business has been so much fun. I am so happy I made the decision to be a part of Arbonne! It is a business about sharing incredible, healthy products, building relationships with team members and helping others succeed. I cannot think of another job that provides the potential for financial benefits and, more importantly, the chance to work with incredible people who all share a common goal. The idea of working together as a team to achieve our individual goals and aspirations is an amazing concept.

To AM Kay Carlson: You were the very first person to join me in this business. You heard the Presentation and walked out my door in a

*continued ...*



The Zimmerman family: Adam, 9; Pete; Kerry and Abby, 5.

Kerry and EAM Debby LaMatte.



Abby and Adam.



## success strategy:

“ Dream, set goals and believe you can achieve them. ”

hurry to pick up your daughter, simply saying as you left, “I want to do this business.” I am so glad you joined me on this incredible journey. It has been so much fun doing this business with you!

To Debby LaMotte: Even though you were not able to make it to my Arbonne business launch, you kept the window of opportunity slightly ajar by leaving me a message on my answering machine saying, “Sorry, I will not be able to make it, but I would really like to try the Arbonne mascara, I heard it is awesome. Oh, and I am not interested in being a Consultant.” Fortunately, after trying the products and allowing me to tell you about the business, you decided to join me anyway. We were friends before Arbonne, but while working together to build our businesses, we have had the opportunity to strengthen our friendship even more and that is one of the amazing blessings Arbonne offers. I love your servant heart!

To AM Kelly Morelli: When I first presented the opportunity to you, your sister, now EDM Penny, and your mom, now DM JoAnn, were all interested, but you were not sure that the timing was right. After much contemplation, you all decided you were going to order the products and maybe start a business “down the road.” I was so happy and surprised that “down the road” meant the very next day! Kelly, thanks for calling me and telling me that you all wanted to do it. Just look at you all now. You are well on your way to reaching the top. You were a good friend before joining Arbonne, and now we have grown closer than ever. I admire your heart of gold. It has been so much fun working with Penny, JoAnn and you. The bond you three share is so neat to watch.

I did not know my next two Area Managers before Arbonne, but they have become close friends since. Heather Neshem, you joined our team in December, but I feel like we have been friends for much longer. Jackie Best, you jumped into this business with enthusiasm and determination that will take you far. I cannot wait to present each of you with your white Mercedes-Benz!

To DM Carina Emil: It is so much fun to work this business together, just like in our college days at the University of North Dakota. I cannot wait to see where you take your business. To DMs Penny Hanson, JoAnn Spielvogel, Sabrina Herrmann, Kim Rosencrans, Amy Hanson, Chella Demke, Cheryl Hest, Paula Klein, Kellie Richardson, Beth Decker, Missy Jansen, Kelly Finke and Stephanie

Kerry with team at her Mercedes-Benz presentation.



Kerry with the new Mercedes-Benz.

Prause: I am so proud that you are a part of our team. I cannot wait to hand you all the keys to your Mercedes Benzes!

To all of our DMs-in-qualification and our Consultants: This is just the beginning of something incredible for all of you!

To ERVP Shanel Maragos: Thank you for bringing this opportunity to North Dakota, and for helping us to see what you saw in Oklahoma. You are an incredible leader and I am so thankful you kept talking to me about Arbonne. Our friendship has grown so much since working together.

To NVP Kerri Winfield, ENVP Trish Schoonover and ENVP Cecilia Stoll: Thank you for providing us with awesome training, leadership and for showing us how to do this business with integrity! You all are incredible women.

I want to thank my family for their patience and sacrifices. To my husband, Pete: Thanks for not caring when the laundry was not done, the house was a mess, the refrigerator was empty and dinner time meant jumping into the car to get fast food again! I know the sacrifices will be worth it. To my son, Adam and my daughter, Abby: You guys are my reason for doing this. I love you!



**ABOVE:**  
Kerry, ERVP Shanel Maragos,  
NVP Kerrie Winfield, ENVP  
Trish Schoonover and ENVP  
Cecilia Stoll.

**LEFT:**  
Kerry and AM Kelly Morelli.