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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

BARBARA BEATY

A GOLDEN OPPORTUNITY

Independent Consultant, National Vice President
Barbara Beaty Nation; Cathedral City, CA

Eureka! I feel like I just struck gold. Or maybe I should say a "golden opportunity." What is important to you? A healthy lifestyle, spending time with family, helping other people, the potential to be debt-free, owning your own home, retirement savings, taking vacations or freedom to live the life you choose? Whatever it may be, it is possible with Arbonne.

Eighteen months ago, I would not have believed I could start a home-based business for \$29 and have a lifestyle that many only dream of. I see Arbonne as a business investor's dream. Of course, you cannot buy stock in our company, however, you can enjoy the many potential benefits Arbonne has to offer by plugging into this simple, duplicatable system.

Initially, I was attracted to Arbonne because I noticed the company's botanically-based principles extend throughout the entire product line. Arbonne is not just about skin care. It is about total well-being, inside and out. Arbonne's philosophy of pure, safe, beneficial products is drawing baby boomers by the droves.

Arbonne is changing lives. If you ever go to an Arbonne event you will understand what I mean. First, you will notice everyone is smiling. This is something I noticed right away. I kept thinking, "Why are they all so happy?" Now I know why. Arbonne Consultants have found a way to potentially take control of their lives. Freedom is about living life the way you choose.

This Arbonne journey has been a walk of faith. I stepped out into unknown territory. I knew little about skin care and nothing about sales. I cringed at the thought of selling anything, let alone skin care creams. I did not talk about this opportunity for fear that people would think I was taking advantage of them. I was six months into the business before I realized I was doing these people a disservice by not offering them an opportunity that comes once, or maybe twice, in a lifetime. I had to ask myself, if I just discovered a cure for cancer, would I keep it a secret? No, I would be out there sharing the news with everyone. Well, I have not found a way to cure cancer, but I have found a way to give someone back their life. Yesterday, I received an e-mail from a new Consultant that said she was excited about Arbonne and their products, but most importantly, she wanted to thank me for giving her sister back her drive, excitement and self-esteem. Her sister had lost everything after 9/11 and Arbonne was giving her the potential opportunity to reclaim it. DM Sandra Melvin heard about Arbonne a year prior to my introduction, however, the person who shared it with her never told her about the business.



Barbara's family: Rod, Barbara, Angela and Jacob.



Daughter, RVP Angela Myers and grandson, Joshua.



Hailey Whisenhunt, AM Jann Holt, AM Laura Holt and Barbara at NTC 2005 Las Vegas.



Upline, ENVP Donna Johnson and Barbara.

When her friend and my AM, Diane Tatom, told her about the opportunity, she was actually angry. Today, I received an e-mail from Sandra that said, "Remember, you are driving my Mercedes-Benz and cashing my paycheck!"

Last year, I had a training in my home with three business builders. A few months later, one of these Consultants quit. She said, "It is too hard." I knew what she meant, yet what she was really trying to say is, "It is making me jump way out of my comfort zone and I do not like it." My idea of "hard" is waking up to an alarm clock before you are finished sleeping, not getting paid what you feel you are worth, having to ask for time off when a family member is ill, or getting the time off and not getting paid.

On May 22nd, I was sitting in a Denver, Colorado, airport. I had just finished celebrating my sponsor, ERVP Shelby Howard's car presentation and I was on my way home. My sister, Rhoda, called me and said she was on her way to the hospital. She had been diagnosed with breast cancer two-and-a-half years prior, so I was aware of her frail state. I got off the plane in Palm Springs and drove straight to the hospital. I discovered the cancer had spread throughout her body and within 24 hours she was sent home to spend her last days with her family. I spent every day of the next four weeks at my sister's bedside. During this time, I appreciated Arbonne more than ever. I never had to ask a boss if I could take time off and never worried if I would have a paycheck at the end of the month. On June 21, 2005, I stood by my sister's bed and watched her slip to heaven. Rhoda's husband, Jon Evans, saw the freedom Arbonne gave me and it was not long before Jon signed up as a Consultant himself. In fact, it took him only two weeks to qualify for DM.

The month I took time away from Arbonne was the same month I qualified for Nation. My volume in June was the highest it had ever been. While I was taking care of my sister, people were still buying products. My team was still doing Presentations, dropping off skin care sample packs and making phone calls. My business continued to thrive. This is the power of duplication. I was not working, but still had the potential to be earning residual income. Do you know of any other career where this is possible?

August was a difficult month for Arbonne. New computer systems, computer challenges and unprecedented growth caused a variety of unforeseen problems. However, this did not slow down our incredible team. No way! We dubbed this month "awesome August" and the momentum started to build. I wanted it to be a month we would never forget. And, you know what? It was.

I earned an Arbonne trip to Honolulu, Hawaii, and my husband booked our tickets on the last day of the month. Any other month, this would have been fine; however, this was the last day of the month that I was qualifying for Nation. I remember sitting at LAX at 5:30 pm waiting to board a plane to Hawaii. I knew our numbers were down, however, there was nothing I could do other than board the plane and wait. Nearly five hours later, our plane landed in Honolulu. I called my daughter as soon as the flight attendant gave me the okay. I will never forget those four charged words, "You did it, mom!" She went on to tell me that we went far above and beyond qualifications. When the dust settled, I discovered our entire Nation doubled our volume the last half of the month. I believe every single person met his or her goal. We had more qualifications for management positions than ever. It was truly an "awesome August!"

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success strategy:

“ Opportunity comes to everyone, but waits for no one. ”



Barbara with husband, Rod, on the ASAP Hawaii 2005 trip.



RVP Jody McCluskey-Scully and Barbara at NTC 2005 Grand Awards Dinner.



RVP Sharon Murphin, AM Cheri Bailey, Barbara, RVP Jody McCluskey-Scully and AM Kimberly Pike.



Barbara with her upline, ERVP Shelby Howard, at NTC 2005 Las Vegas.

Success is not just for a select group of highly-qualified individuals. There are a few qualities every successful person must possess. I consistently see them in the movers and shakers of this company. First, there are people who are willing to serve. That is right. If you want to be great, you have to learn to be a servant. You will never climb to the top unless you spend a significant amount of time helping others do the same. Next, you must renew your minds. If you cannot envision this kind of success for yourself, then you will never have it. Success of any kind starts with belief. Are you letting negativity, skepticism and fear get in the way of your success? Flush these dreamstealers out with a healthy dose of faith. Immerse yourself with motivational media. Remember, opportunity comes to everyone, but waits for no one. Most importantly, the people who make it in Arbonne, genuinely love others. You must be willing to go the extra mile without complaining. Be winners, not whiners. Wise Consultants learn that people do not care about how much you know. They only want to know how much you care.

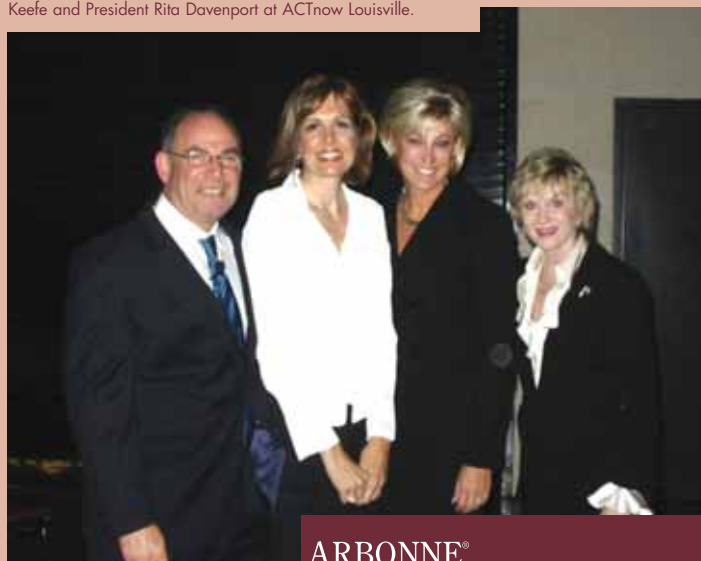
There are a few people in my life whom I care about very much. They are, in fact, the reason why I embarked on this journey. I would not be where I am today without the incredible support of my wonderful family. The gift of Arbonne has blessed each of them in a unique way. My husband, Rod, is excited about the possibilities of retirement. Thanks to Arbonne, my daughter, RVP Angela Myers, is now able to stay home with her 3-year-old son, Joshua. My entrepreneurial son, Jacob, now spends more time with me discussing the blessings of potential financial freedom.

I wish I had the time and space to sufficiently honor the amazing group of individuals who make up this Nation. I love them more than words can express. My first business builder, RVP Kathy Britton, provided the fuel that launched this rocket. She ignited and never looked back. Her first business builder, Sharon Murphin, is a testimony of determination, fortitude and miracles. My second RVP, Jody McCluskey-Scully, is a firecracker of love, faith and energy.

Each of our AMs holds a very special place in my life. Kimberly Pike saw this opportunity early on and ran with it. Cheri Bailey's love for life and this business is contagious. Mimi Cohee's diligence and discipline are enviable. Diane Tatom's no-nonsense approach is a wake-up call to all of us. Meeting Nancy Reber was simply divine. Terri Schubert's desire to help others has blessed me beyond words. Her sister, Cindy Brett, is one of the funniest women I have ever known. Jann Holt has an eye for this business that is uncanny and her daughter, Laura, is a clone of her mom. Karrie O'Brien is a wonderful source of encouragement and my dear friend, Barbara Lippert, is "beyond."

Most would agree this experience is much bigger than all of us. I look back at the past with awe, amazement and wonder. All I can say is, "Look at what God has done!"

Chairman & CEO Bob Henry, Barbara, Sr. VP Product Development & Field Events, Candace Keefe and President Rita Davenport at ACTnow Louisville.



BACK: AM Tiffany Dalton, AM Kimberly Pike, Jan Geller and AM Nancy Reber. FRONT: SITTING: AM Terri Schubert, RVP Kathy Britton, Barbara, RVP Jody McCluskey-Scully and AM Carrie Fraser. KNEELING: AM Barbara Lippert, AM Mimi Cohee, AM Diane Tatom and AM Cindy Brett.