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EYE ON ARBONNE

NEW INDEPENDENT CONSULTANT,  
NATIONAL VICE PRESIDENT

KATHY BRITTON

# SEIZE THE OPPORTUNITY OF A LIFETIME

Independent Consultant, National Vice President  
Kathy Britton Nation; Cathedral City, CA

I remember reading *Eye on Arbonne* stories for the first time and thinking, "Could this be true? Could something like this work for me?" I am here to tell you that it does work, if you work. Less than two years later, I am writing my *Eye on Arbonne* NVP success story! How cool is that?

In March 2004, I received an invitation to an Arbonne Presentation. Have you ever had someone not RSVP for a Presentation? I was one of them! So, in April, my good friend, ENVP Barbara Beaty, called to tell me about Arbonne. I told her I was not interested, but I would attend a Presentation sometime, because Arbonne was spreading like wildfire where I was working. Two months later, I finally made it to a Presentation, after previously turning down five others. I walked into that Presentation with an attitude of, "I am only buying toner!" I had viewed Arbonne as just another skin care company. I was wrong! I was so impressed with what I learned at the Presentation, that I scheduled one myself. I felt strongly that my friends and family needed to hear about the "Arbonne Difference." The funny thing is that I still only bought the toner. Budget-minded as I was, I could not justify purchasing everything. I needed the host benefits from a Presentation to get me started using the products.

In August of 2004, Barbara presented Arbonne's products and opportunity in my home. As I watched her the second time around, I found myself thinking, "I could do this." That is how easy Barbara made it look. However, I did not let anyone know what I was thinking, especially Barbara! Then, one of my dear friends who had attended that night, ERVP Sharon Murphin, told me that although she did not know why, she thought she was supposed to do the business. I realized that if Sharon did this business and I did not, I could miss the boat, or what I like to say now, "I would have missed the Benz!" Barbara said she was going to the top with or without me. To think, I told her no for six months shows that even the person who tells you no, may be a future NVP!

When Arbonne came along, my husband and I had been married for almost 20 years and were blessed with four children. As most parents do, we have made many sacrifices while raising our children, among the sacrifices, was the decision to send all four to private Christian school. Even though my husband provided well for us, over the years I did many things to contribute to our finances, from ironing tablecloths for restaurants to having an in-home daycare and eventually, working as an administrative assistant to the principal at my children's school, but we still lived paycheck to paycheck. Early in our marriage, I had a preconceived notion that by the time I was 40 years old, we would not be living paycheck to paycheck; would have a decent savings account, and would have money put away for our children's higher education. But, when I turned 40, that was not the case!

After considering the possibilities Arbonne offered, my husband and I came to realize that if we did not change something, our situation would stay the same.

Kathy with Why: Brit, Duke, Blake, Joshua and Jessica, in Hawaii during the ASAP Hawaii 2005 trip.



Jessica and Joshua playing in the sand at Hanauma Bay.



Kathy and Duke with the Mercedes-Benz.



AM Jill Gamez, RVP Desiree Rangel, AM Cheri Bailey, AM Kimberly Pike, AM Freeda Earl, Kathy, AM Dianne Zeck and RVP Karrie Obrien at Areas in Paradise.



The Kathy Britton Nation at NTC 2006 St. Louis.

It was up to us to make a choice to change our circumstances. We had to decide if we were going to continue living financially-strained, or if we would seize this opportunity and take a chance on perhaps obtaining financial freedom. I thank God I had the wisdom to know that this opportunity was a blessing, and that I had the courage and faith to jump in with both feet! After making my decision to have an Arbonne business, I told myself I was not going to "play" Arbonne. My strategy from day one was to treat this business as a professional! I did not have time to waste since I was already working full time and going to school at night. After only eight months, I was able to quit my job. Arbonne brought me home once and for all!

Do you work hard at what you do? Do you feel you are paid what you are worth? Are you satisfied and rewarded by what you are doing now? I can answer yes to all of these now! If you are going to work hard at what you do, why not work hard at something that has been known to change people's lives? This has been the most satisfying experience I have ever had working. Words cannot describe the joy, satisfaction and fulfillment that comes with helping others achieve their dreams and goals!

Believe in and take hold of your dreams. You must realize there are dreamstealers and naysayers out there. You can choose to listen and let them determine your future, or you can decide your own future! You must let negative comments go in one ear and out the other. Do not entertain negative thoughts; mind your mind and know that your success is up to you. Let Arbonne be the vehicle to making your dreams come true. Do not let life, or negative people, allow you to abandon your dreams. If you have forgotten your dreams, or been tricked into believing they cannot come true, just dream a better dream and work to make it come true!

Realize that you will not get far without goals. I quickly promoted to DM and then AM, because I jumped in with both feet and did not look back. Getting to RVP and then NVP required a laser-beam focus and deeply-rooted dedication that, prior to Arbonne, I did not know I had within me! I was committed to my goals and believed that my team had what it took to get us there.

It is vital that you believe in yourself, in Arbonne, the network marketing industry and especially, in your team. You may not think you have the leadership skills to be an NVP, but like President Rita Davenport says, "Arbonne is a personal development company disguised as a skin care company." You will develop your leadership skills as you journey through the different levels of success with Arbonne.

To my incredible husband, Duke: You are the glue that has held our home and family together for more than the last few months. When my faith was weak, yours was strong. You believed in me from day one, many times more that I believed in myself. There is no one in the world more perfect for me than you. There is no way I would be writing this *Eye on Arbonne* NVP story without you. As a team, we are unstoppable. Your retirement is a done deal. I love you!

To my precious children, Brit, Blake, Jessica and Joshua: The most important job I have ever had is being your mom. Each one of you is precious to me, special in your own way. Let this be a lesson to you all, that if you work hard at something you believe in, you can succeed and have all the blessings that come as a result. This is all about improving your future. I love each one of you more than you can possibly know!

To my parents: Thank you for a lifetime of belief. There is no doubt in my mind that I get my stamina from you both. I saw hard work modeled as a child and duplicated it when I grew up. Mom, it will be a very special day when I hand you the keys to your Mercedes-Benz!

To President Rita Davenport: Thank you for being you and for believing in every one of us. No one could ever fill your shoes. You are an inspiration and I love being in your company. To Chairman & CEO Bob Henry, Executive Vice President Stian Mørck, Sr. VP of Product Development & Field Events, Candace Keefe and the staff at the Home Office: Thank you for your commitment to us. My team often hears me say that we work for the best company in the world!

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## success strategy:

“ Treat this business as a professional from day one. ”



Kathy with ENVP Barbara Beaty, ENVP Shelby Howard and ENVP Dianne Partee at the Grand Awards Dinner, NTC 2006 St. Louis.



Kathy, ENVP Donna Johnson, and mom, AM Freeda Earl at Donna's cabin in Wisconsin for VP picnic.



Elena Chumak, DM Jennifer Burnham, AM Dena Banes, ERVP Sharon Murphin, Kathy, DM Lisa Sacro, AM Freeda Earl, DM Sandy Matussek and AM Liya Gritzan at the Grand Awards Ceremony, NTC 2006 St. Louis.

To my friend and sponsor, ENVP Barbara Beaty: Thank you for everything! You have always been an inspiration to me. You are an incredible leader who I will continue to learn from. I know Rhoda would be so proud of both of us.

To ENVP Donna Johnson: Thank you for the level of professionalism you exemplify. I consider it a privilege to be in your SuccessLine.

To ENVP Dianne Partee and her husband, Dave, and ENVP Shelby Howard and her husband, AM Mike Howard: What a blessing it is to know and work with each of you.

To ERVP Sharon Murphin: I will never forget the first few months of building our Arbonne businesses together ... late night calls, and the "Proverbial Nation." Well, here we are! What a wonderful example of character and integrity you are. I am so thankful for that special day when our paths crossed. You are precious to me and I value our friendship dearly. You will be an NVP very soon, and Mexican Riviera, here we come!

To RVP Desiree Ennes and RVP Karrie O'Brien: You are both evidence that when we start this business, we typically do not know the people who will be VPs on our team. I am thankful to have met you, not because you are VPs on my team, but because of the friendship that has developed between us. What an honor it is to help you build your business. I admire both of you and love helping you journey to the top!

To AMs, mom, Freeda Earl; Cheri Bailey; Dena Banes; Kimberly Pike; Fran Kiely; Phil and Dianne Zeck; Andy Dean; Jill Gamez; Amy Biggert; Emma Lewis; Aimee Meeks; Theresa Ruiz; Lisa Jarecki; Liya Gritzan;

Linda Ladeck and sister-in-law, Cyndi Valdez: You have within you what it takes to make it to Region; and you are already there in my eyes!

To AMs-in-qualification, Natalie Postl, Esther Kuzawa, Regan Monge, Patrick Gillespie, Secil Jennings, Michelle Dalton, Tiffany Dalton, Erika Venegas, Teresa Luna and Lori Teitscheid: Continue to take your business seriously and help others succeed, and you will reach your goal!

To DMs, sister, Sandy Matussek; Pam Deschuymer; Cindy Levesque; Jennifer Burnham; Elise Lake; Valerie Castellano; Jimmie and Andrea Stevenson; Ernie Vasquez; Lisa Sacro; Monica Monge; Jessica Seymour; Lynea Voigt; Yvonne Eckhardt; Dawn Collins; Candi Elm; Christine Pisarkiewicz; Victoria Reynolds; Jeanette Owens; David Andersen; Kathy Beckman; Julie Culverwell; Shelley Bancroft; Lori Vincent; Anna Pavlenko; Christine Dura; Cathy Alvarez; Christine Wittig; Stephanie Vasil; Anna Kelly; Steve Hofmann; Kent Dewey; Veronica Sickenberger; Lori Leverentz; Connie Stewart; Laura Poe; Claudia Mendoza; Jennifer Falkowski; Suzie Smith; Jan Shier; Denise Bowman; Jana Siegand; Gayla Kupris; Elyse Lewis; Nellie Maez; Keith and Kim Thompson; Lora Huizinga; Shannon Armstrong; Amy Beesley; Roxanne Maleske; Jamie O'Neil; Robert Billman; Ashley Robertson; Renee Faddis; Yvette Golemo; Nelly Moskvina; Viktoria Vilkin; Kandie Virchenko; Sandy Schnell; Allegra Bordi; Sandy Spargur; Patricia Haakonson; Jennifer Edwards; Ricardo Robles; Sandra Magana; Tanya Virchenko; Yuri Virchenko; Sabrina Crawford; Teri Stills; Britt and Kim Williams; Marina Nikiforov; Chandra Myers; Genevieve Zamorano; Bev Agnoletto; Kristi Polukeev; Hilda Andrade; Heather Lewis; Araceli Soriano; Santiago Cruz; Cara Newman and Kelley Ramaticci: Becoming a DM-making-machine will take each of you to the next level of Arbonne success!

Do not miss the Benz!

DM Lynea Voigt, DM Yvonne Eckhardt, Kim Bostick, DM Jessica Seymour, DM Dawn Collins, AM Cheri Bailey and Kathy.



Kathy with RVP Karrie O'Brien, ERVP Sharon Murphin and DM Candi Elm.