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EYE ON ARBONNE
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INDEPENDENT CONSULTANT, TANT
EXECUTIVE NATIONAL VICE PRESIDENT

CLEARY CLARKE-MALY

YOUR TEAM DREAMS THROUGH YOU

Independent Consultant, Executive National Vice President
Perseverance; Chester, VA

Growing up in a corporate family inspired me to take the same success path my father traveled. I have always focused on my career, believing I would repeat my father's success. My parents instilled in me that I could do whatever I wanted.

I turned to my father quite often for advice and explained to him that my experiences with the corporate world were different than his. He kept saying that as long as I put in an honest days work, good things would happen to me, so I continued on. I was working as a sales representative/trainer in the pharmaceutical sales industry; however, my career was not turning out like I had dreamed it would be.

You see, my dad was at the right place at the right time. As you read this *Eye on Arbonne* story, I hope you realize that Arbonne is the right company, with the right products, at the right time. I encourage you to be open to learning how Arbonne can be the vehicle to living a successful and balanced life. The first time I tried the products, I knew I found something incredible that I could be potentially successful at while starting a family. I never dreamed it would allow me to take control of my destiny, compared to a job that dictated my future and the future of my family.

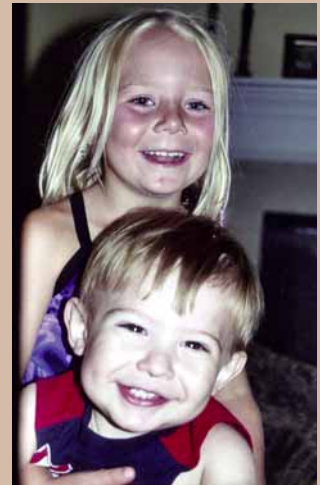
My journey with Arbonne began in 2000, after I noticed the products I tried made a huge difference with improving my acne. However, I did not put two feet into the business until 2001. I quickly became a DM while moving across the country to Virginia, due to my husband's promotion. We were excited, though at times, it was an emotional roller coaster ride, causing me to quit my business three times. Two years later, I was inspired to try again; however, I knew I had to change some of my actions.

I listened to my sponsor, ENVP Deanna Herrin, and invested more time and money than previously expected. My business was also blessed with ENVP Susan Butcher, who reached Region within seven months. I saw a bigger picture at her car presentation and came away with a bigger *Why*. I made the decision to step up into a leadership role and make this work for my family. My husband's job had taken a toll on our family and I saw that Arbonne was about more than my personal success, or an opportunity to potentially earn extra income — it was the vehicle to potentially replace my husband's income and provide us with more choices. I continued to make changes in my commitment level and personal activity, which resulted in reaching Region in 2003.

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Clary, David, Jacquelyn and Ryan.



Ryan and Jacquelyn



Clary and Jacquelyn.



RVP Jennifer Boynton, President Rita Davenport, Cleary and AM Carrie Porter on the ASAP Cancún 2004 trip.



ENVP Deanna Herrin, Cleary, ENVP Susan Butcher and NVP Cheryl Yesberger.

Life was great, yet my personal business was not growing as I would have liked. Nevertheless, we promoted to first step Nation in December of 2003. I had goals to make Nation and I felt it would just happen.

As I look back, I was in major manager mode, did not attend the ASAP Atlantis 2003 trip and missed NTC because of the birth of our second child. I was ready to make some changes in my business once I delivered. As always, life happens and I was thrown a curve ball – I became very ill from an infection after the birth of my son, which left me depressed and exhausted. I somehow found the strength to attend a training in Richmond six weeks later, and after listening to the guest speaker, my life changed. Immediately, I read his book and from that moment, I analyzed each word I spoke and how I spoke it, whether I was at home with my children, or in my business.

The most important element of success in Arbonne is becoming a leader. You cannot become a leader until you believe it. If you do not believe in yourself, then find someone to believe for you or call me, because I will believe in you. Another important element is leading by example. You cannot miss a trip or a local meeting. If you do, you may as well add on three more months to your goal. Even if you feel you have heard it all before, you will grow and learn something new at each event. You are in a constant state of growth, and you need to feed the growth.

Remember, your team dreams through your attitude and actions. Have a positive attitude on a daily basis and do not prejudge others. You never know how the next Presentation, or phone call may affect your business. If I had prejudged, I may not have driven six hours to host a Presentation in South Carolina, where I met my second Ace, ERVP Sheila Chandler.

My deepest gratitude goes to those who make up the Perseverance Nation, who have pioneered and worked together in South Carolina, North Carolina, Virginia and beyond. The teamwork and loving, caring spirit this group of women represents humbles me, and I thank you all from the bottom of my heart.

To ERVP Shelia Chandler: You became the first RVP in South Carolina through hard work, dedication and a desire to help others. Thank you for everything you do.

To RVP Gail Barnum: Your loving, caring heart inspires me. I cherish the friendship we have made, and the tons of laughs we have shared.

To ERVP Tina Morgan: Thank you for all of your hard work and your giving heart. You always have a positive attitude and I love you for that.

To RVP Jennifer Boynton: You are an incredible leader and a dear friend. Your energy, tenacity and caring spirit has raised the bar for everyone in our Nation. I am so proud of you.

To AMs, Michelle Porrett, Beth Tilley, Shelly Patat, Carol Kinzer, Rachelle Settle, Julie Jensen, Teresa Porter, Sarah Jenkins, Paula Grisham, Jane Cromer and Jeane Leonard: You all are incredible women. I look forward to watching each of you promote to RVP very soon!

To DMs, Melissa Van Scoy, Susan Barshis, Missy Baisden, Rene Bickel, Linda Heath, Ann Meacham, Gina "Foxy Lady" Fox, Christy Moran, Claudia Roppel, Angela McPherson, CJ Joseph, Kelly Welch, Rosie Matsko, Tosha Reeves, Joy Wasler, Tracey Barton, Rebecca Meindel,

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success strategy:

“ Have a positive attitude on a daily basis and do not prejudge others. ”



Cleary and RVP Jennifer Boynton on the ASAP Hawaii 2005 trip.



ERVP Shelia Chandler, ENVP Deanna Herrin and Cleary at NTC 2005 Las Vegas.



RVP Gail Barnum, Cleary, AM Jeane Leonard, ERVP Shelia Chandler and AM Teresa Porter at NTC 2005 Las Vegas.

Helena Collins, Sharon Mull, Avanelle Pelfrey, Tammy Ferguson, Susan Boothe, Darcie Hollis, Charlene Ward, Shera Donna Strickland, Tracy McCall and Diane Norman: You are the heart and soul of our Nation, and I know there is a white Mercedes-Benz out there for each one of you.

Thank you, ENVP Susan Butcher, NVP Cheryl Yesberger, RVPs, Kristin Hornbrook, Cheri Nutting, Maddie Nichols and LuJean Johnson, and your entire organization. You have always made me feel so special. I am blessed to have you all in my life.

This promotion is dedicated to my parents, Bill and Joan Clarke: I love you! Do you know those simple words, "Ok Cleary, you can play ice hockey if you want to. We will find you a team," said to me at 8 years of age had such a lasting impression on me? Because of that example, I believe in myself and help others believe in themselves. It truly is the heart and soul of how this Perseverance Nation came to fruition.

To my husband, David: This would not have happened without your support, both mentally and physically. It has been an incredible journey and the best is yet to come. You inspire me with your wisdom, patience and love for our children. Thank you for taking a leadership role on our team. You are a great trainer.

To my sponsor, ENVP Deanna Herrin: You have enriched my life spiritually. Thank you for all of your time, love, support and leadership – it has inspired me throughout this journey.

Many thanks goes to the Arbonne Home Office staff. Without you, we would be lost.

To President Rita Davenport: You never cease to amaze me with your love, support and inspiration.

To Chairman and CEO Bob Henry: Thank you for joining us and bringing such a wealth of knowledge to improve an already awesome company.

To Sr. VP of Product Development & Field Events, Candace Keefe, Events Manager Shane Clemens, Executive Vice President Stian Mørck and the entire VP Support staff: Thank you for all of your hard work.

To my family, friends, Clients and Consultants: Thank you for your continued love and support of my business.

A special thanks to Patty Belisle, Amy Orzechowski, The Maly Clan – brothers, Ken and Bill; Anja Clarke, Karen Christie and Susan Tanner.

To my children, Jacquelyn and Ryan: You inspire me daily. Thanks for being mommy's little helpers and reminding me that "cannot" is not in the Maly vocabulary. I love you.

Tomorrow, make it a great day. Wake up and say, "I am a future NVP and today is going to be a great day." Arbonne is a gift that I need to share so I can help someone carve out a life they once dreamed about.

ENVP Susan Butcher, NVP Cheryl Yesberger, Cleary, AM Michelle Porrett and DM Gina Fox.



BACK, L-R: Shera Donna Strickland, Shannon Smith, Rose Pelfrey, Jennifer Boynton, Paula Grisham, Sarah Jenkins and Gail Barnum. MIDDLE, L-R: Avanelle Pelfrey, Julie Jensen, Teresa Pater and Tracy Barton. FRONT, L-R: Gina Fox, Missy Baisden, Cleary, Deanna Herrin, Sheila Chandler, Tina Morgan and Ann Meacham.

