



EYE ON ARBONNE

REGIONAL VICE PRESIDENT

30 Seconds of Courage... Repeat

Serving nearly a quarter-century as a police officer, Ottawa, Ontario's Kerry Lehmann has led a life devoted to helping others. But when Kerry first heard about Arbonne — another opportunity to help people — he had serious early doubts. A man? A police officer? Skin care? Luckily, Kerry pushed passed his concerns, jumped in, and is now building a life of luxury.

From a very young age I knew I would be a Police Officer, and for the past 24 years I have been fortunate enough to be a member of the Royal Canadian Mounted Police. It has been an extremely rewarding experience, providing me with absolutely everything I needed. However, as we all know, a secure and satisfying J-O-B (Just Over Broke) doesn't necessarily fulfill our dreams or provide for our wants or desires! Nonetheless, I was content to keep moving through life, enjoying what I thought was the most I could hope for. Then, out of nowhere, Arbonne knocked on my door, and I have never looked back!

Arbonne allowed me not only to continue helping others, but it also presented me with an opportunity to grow beyond my wildest dreams.

Kerry picking up his Mercedes-Benz, November 2012.



Kerry Lehmann

Arbonne Independent Consultant, Regional Vice President

Arbonne gave me a platform to enrich my life and now "everything I needed" has turned into "everything I wanted!" Let's take a closer look at my Arbonne journey.

"From home I am building an international business that knows no boundaries or territorial limits."

Back in October 2010, I was introduced to the gift of Arbonne. Here I was, a guy and a police officer being introduced to the world of health, wellness and skin care! Although I was open to hearing more about Arbonne and the opportunity, the fact remained — I'm a guy! I had only



ERVP Samantha Lopez (front), RVP Angela Magliocco, RVP Kerry Lehman.



“Believe in yourself, keep your goals burning brightly, and never let anyone steal your dreams.”

ever used shampoo, soap and shaving cream. What did I know about skin care? To top it off, I definitely did not see myself “selling” anything! I also didn’t believe I had the time to devote to this business.

Thankfully, I didn’t let my naivety get in the way of looking further into this opportunity, because as we all know, Arbonne is nothing like that!

What caught my attention and made me take a serious look at this business? It was absolutely, 100% my Sponsor (now ERVP) Samantha Lopez. Arbonne is about people and relationships first — the business is second! There is no question that in all likelihood I would have missed out on this incredible opportunity had I not immediately trusted and had confidence in Sam and the fantastic opportunity she was sharing with me. She quickly made me realize that everyone I know has skin... and (usually) hair too. They are already spending their hard-earned money on retail-store skin care products. With Arbonne, we can now redirect that spending to products that are Pure, Safe and Beneficial from our very own online virtual store, which is open for business 24/7! All I said to Sam was, “I’m in!”

Arbonne is very simply a “breath” that can represent personal freedom — the ability to send your children to the right University and not just the one you can afford; the opportunity to grow a savings account; the ability to enjoy the luxury of traveling, to take care of aging parents... the list is endless!

This company has strong values and ethics at its very core and places the emphasis on “excellence” in how people are treated, business is conducted and products manufactured.

From the comfort of my home I am building an international business that knows no boundaries and no territorial limits! Will it take time and effort to have a life by design? Yes. Is it worth it? Yes! Take a moment and think about all the things in life that you and your family would love to have and enjoy. These are the things that the Arbonne opportunity can help provide. We have a Proven Simple System for Success! Be coachable and keep your goals burning brightly in front of you! Enjoy the journey. Believe me — it’s so worth it!

Remember, all it takes to have personal freedom is commitment to following our Proven System for Success, and a belief in yourself. Wouldn’t you rather say, “I’m glad I did!” than “I wish I had?”

I would like to thank first and foremost my Sponsor, ERVP Samantha Lopez, for believing in me and for seeing the thousands of lives that would be touched through me all because you had 30 Seconds of Courage to share this opportunity with me. I can never repay you for what my life looks like now and will be — all because of you! xo.

I also am inspired and in awe of so many wonderful women and men in my Region, to name but a few: AMs Carrie Smith, Jennifer Haley and Barb Bacon (and your teams), AMQs Kim Beckert, Roxana Bonilla-Ramirez (and your teams), DMs Judy Pegden, Jerrica Lam, ‘Esso’ Maria Costa, Bianca Lehmann (my daughter), Wendy O’Connor, Charlette Frizzell, Melanie Atkinson (and your teams). And certainly there are so many others. Please know that you all inspire me to be the best possible coach and leader I can be!

To my incredible leaders and upline: Without your continued guidance and support, I would not be where I am nor who I am today. ENVPs Milva Kennedy, Michel Brisson, Jennifer Mercier, Debbie Neal, NVP Chantal Gauthier (my direct NVP), and ERVP Samantha Lopez!

To my cherished sidelines in all the countries that Arbonne operates in: You know how special you all are to me! (Special note to RVP Angela Magliocco!) Truly... we are better together!



Top to Bottom

Multi-Region Team Meeting March 3rd at RVP Kerry Lehman’s house. • Kerry with his Sponsor, ERVP Samantha Lopez. •

The Arbonne Independent Consultant featured in this EOA has achieved the rank of Regional Vice President. The average number of active Arbonne Independent Consultants who achieved this rank and average compensation is described further in the Independent Consultant Compensation Summary (ICCS) available at arbonne.com > The Company > Corporate Information > 2011 Independent Consultant Compensation Summary.

The testimonial in this EOA is for illustrative purposes only and does not represent income projections. The results discussed in this EOA by the featured Arbonne Independent Consultant are not typical and should not be relied upon by prospective or current Arbonne Independent Consultants as an indication of what they should expect to earn. Actual results for each Arbonne Independent Consultant will vary depending upon individual effort, time, skills and resources. Arbonne makes no guarantees regarding income.