

A close-up portrait of a man with short, light brown hair and a light beard, smiling warmly. He is wearing a dark blue button-down shirt. The background is a plain, light-colored wall.

eoa

EYE ON ARBONNE

ARBONNE INDEPENDENT CONSULTANT,  
NATIONAL VICE PRESIDENT

MICHEL BRISSON

# DREAMS

# DO COME TRUE

Arbonne Independent Consultant, National Vice President  
Michel Brisson Nation; Ottawa, ON

It seems like just yesterday I was writing my RVP story, and now I am writing my NVP *Eye on Arbonne!* How amazing and exciting! I want to share a bit of what my life was like before Arbonne. Most who know me, know me as being happy and positive. That was not always the case. I remember on Sunday nights I would go to bed and couldn't fall asleep since I knew that in a few hours I would get up with the annoying buzz of my alarm clock announcing my routine for the next five days, giving my time and putting my dreams into someone else's hands.

In the first few years of my career in the Canadian public service, I had big plans. I was in my early 20s, full of positive energy, dreams and plans for my new life. Then reality settled in. I met so many types of people, from positive, to negative, to dreamstealers, to the ones living day by day. Then, without even realizing it, I became part of the negative cycle myself. Don't get me wrong, I have friends who love their jobs in the public service (Government) and are doing amazing work. They are great leaders in their own right, but so many are part of the grind where work is a day-by-day proposition and they are just waiting for their pension to roll in. Even today I hear, "Well at least I have a job, and it pays the bills."

Who said in life you have to settle? You have other choices — you can do and achieve anything in life if you just put your mind to it. Where do you see yourself 5, 10, 15 years from now if you keep doing what you are currently doing?

When I opened my mind and learned what the network marketing industry is, I knew my life was going to be forever changed. I saw a path I wanted to take, as I did not want to settle anymore. I wanted to live life on my own terms. I was sick of living paycheck-to-paycheck, not owning my life and leaving my dreams on a shelf. I wanted to feel powerful again. I was tired of trading my time for money.

Then I met ENVP Milva Kennedy. My partner and I looked at what Arbonne was all about. The fact that I could work my Arbonne business alongside my full-time job seemed to me like the smart way to go. What if this works? What if Arbonne could turn my Plan B into my Plan A? Would it allow me to walk away from my job?

On a cold January evening in 2007, we met with Milva Kennedy and learned more about the business opportunity. Immediately I knew. I was so excited! That night I signed on as a new Arbonne Independent Consultant. I couldn't sleep, not because I had to go back to my job the next day, but because I had caught the "Arbonne fever."

Two days later, my Arbonne order arrived. It was Christmas in January! I couldn't wait to introduce the world to Arbonne and the opportunities it could



Michel with his partner, Roger Ferland.

Michel with partner, Roger Ferland; ENVP Milva Kennedy and Milva's husband, Kirk Kennedy in Ottawa.





President Rita Davenport with Michel and Managing Director of Arbonne Canada, John Darraugh.

give people. I went to work the next day with my Arbonne gold bags in hand. I was so excited to be part of the Arbonne family and see the limitless opportunities with this business. I felt positive again — imagine that!

My journey was not always easy. There were many bumps along the way. My warm market dried up rather quickly. I had to get out there in the cold market. Milva kept me positive. We were business partners and accountability partners, and we believed in ourselves and our dreams. We allowed ourselves to dream again. We encouraged each other to keep going forward no matter what. "To the top!" we would say.

There are choices you need to make when growing your business, but the most important choice is to brush off the bumps along the way and keep your focus. So many other Independent Consultants came before me and their path to success encouraged me to carry on to my dreams. Pity parties? Sure, but not for long. I would simply say to myself, "Do you want to go another 15 years and wait for your pension or do you want Arbonne to give you the life you've always wanted?" My *Why* was bigger than any bumps in the road.

I never thought I would live the life I am living today, but I certainly did dream it. All I had to do was open my mind to new things and to Arbonne. I was probably the first one to say, "Network marketing doesn't work." I obviously did not have all the facts at hand. When Arbonne came along, I read everything there was to read about the company. It didn't take very long to realize that Arbonne was a world leader in network marketing. Innovative, cutting-edge, the kind of company I wanted to associate myself with.

As a man in Arbonne, I am often asked, "What is your secret?" There is no secret. I followed the road already paved by my upline and successful Independent Consultants who came before me. Why would I reinvent the wheel? I became the first male RVP and NVP in Canada in less than four years. How? By duplicating the success that came before

## success strategy:

“ Take immediate ownership, be a leader and walk in front of the parade, not behind it. ”



Michel with ENVPs Debbie Neal and Milva Kennedy at CNTC 2010 Niagara Falls.

me. It does not matter how long the journey takes; it's up to you. The system works if you work with the system.

Arbonne is the "best gig in town." You have nothing to lose and everything to gain. I love this business and the friends I am making. Arbonne is about helping others and the amazing people involved in this business. The love and support is truly amazing. I will never stop sharing this opportunity with the world. Everyone deserves to hear about Arbonne. Do you want to turn your Plan B into your Plan A? Welcome to Arbonne — you've come to the right place!

If you can relate to my story, listen to the person who first shared it with you and jump into the greatest opportunity of a lifetime. What are you waiting for? "Analysis creates paralysis." Do not overthink it. Go for it. Follow your heart and your leader. Enjoy the journey.

To ENVP Milva Kennedy: I will forever be thankful to you for giving me the gift of Arbonne. Not only has it changed my life, but it has added you to my life. You are my Arbonne angel and my rock. I am looking forward to a lifetime of fun and adventures together. Continue to encourage the heart. My heart is full of love and appreciation for you.

To ENVP Debbie Neal: Thank you for coming to Canada. None of this would be possible had you not spread your wings North. Thank you for being you. Thank you for your countless trips to Canada to help us and encourage us. No one incites others to act better than you. I love you, Debbie.

To RVP Chantal Gauthier: Thank you for your belief in me. You were the first person on my list when I jumped into Arbonne. You said yes to this gift and you have built an incredible organization with amazing people. I am so proud of you and so proud to call you my friend. I love you.

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Michel with ENVPs Milva Kennedy and Debbie Neal at CNTC 2010 Vancouver.



Michel and ENVP Donna Johnson at President Rita Davenport's home.



Michel with ENVP Milva Kennedy at an Arbonne holiday event in 2009.



Michel with members of his Nation at RVP Chantal Gauthier's Mercedes-Benz Car Presentation.

To ERVP Dr. Manon Clavette: I want to thank you for your belief in me and in Arbonne. When I spoke to you about this life-changing opportunity, you knew what it could do for you and your family. You are so busy with your professional life, but no matter what, you persevered and you are now a success with Arbonne. I am so proud of you.

To ERVP Dominique Drouin: Thank you for jumping into this life-changing opportunity with Manon. I remember when you were first introduced to Arbonne, you had stars in your eyes and without any objections, you jumped in and ran with this opportunity. I am so proud of you.

To my amazing team — Regional Vice Presidents, Area Managers, District Managers and Consultants: Thank you for everything you do. I would not be here today without each and every one of you. This is a team effort. I cannot wait to celebrate the successes to come. I love you all so very much.

To my parents, my sister and my niece: Thank you for your support and belief in me. Mom, you always cheered me on and kept purchasing products even though your cabinets were already full. Thank you for the amazing life you have always given me. I love you all so very much.

To my incredible partner, Roger: If it weren't for you introducing me to Milva's husband Kirk, none of this would have happened. From day one you were behind me, you supported me and you believed in me. I know it was not always easy spending countless evenings by yourself while I was building my business, but you never once complained. You kept me focused and you kept encouraging me when I had bad days. I am so looking forward to living the life we've only ever dreamed of. I love you so very much.

To Kirk Kennedy and Alessia: Thank you for introducing me to your incredible wife/mom. That day when I walked into your office, you talked about your wife and daughter and how much you thought we would get along. You introduced me to Milva and the rest is history. Thank you, Kirk and Alessia. I love you guys so much.

To all my friends: You know who you are. Thank you for believing in me even if you didn't understand at first what Arbonne was all about. Never once did you discourage me away from Arbonne. Thank you for your friendship, your love and your support in my business. I love each and every one of you very much.

To President Rita Davenport and CEO Kay Napier: Thank you for your generosity, your support, all the love, great leadership, and for modelling the way. Thank you for being what Arbonne is all about and inspiring us all to have that vision. I love you both very much.

To everyone at the Canada and U.S. Home Offices: Thank you for everything you do for us. Thank you for your amazing support, love and dedication to all of us in the Field. We appreciate and love you.



Michel and Roger with their amazing friends.

Michel with ENVP Milva Kennedy at the 2010 VP Leadership Meeting in Ottawa.



The Arbonne Independent Consultant featured in this EOA has achieved the rank of National 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](http://arbonne.com) > The Company > Corporate Information > 2009 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.