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E Y E O N A R B O N N E

DO NOT LEAVE HOME WITHOUT A DREAM

My dad calls me a dreamer because my dreams have always exceeded reality. Fortunately, I live in a dreamland called Arbonne and at Arbonne dreams have a way of becoming reality.

Have you ever heard the story of how ENVP Kathy Lutz encountered Arbonne? After using a cosmetic product on her face that was recommended by a friend, she got a chemical burn and for three weeks she was desperately searching for something that would help ease her discomfort and improve her appearance. Well, the truth is, I am the friend who got her those products and they were from another direct sales skin care company. I still remember the day when she called to let me know that after using these products her face turned bright red and had the texture of sandpaper! I was absolutely mortified! Oh, how relieved I was when I learned she had found something that cleared up her condition. Soon after this incident, Kathy launched her business with Arbonne and left her corporate position. I never thought Kathy, of all people, would have taken this road. Had she lost her mind going from Vice President in a bank to selling makeup?

I came to her first Presentation, listened to all the information, asked lots of difficult questions and left without purchasing anything. Have you ever had people like me in your Presentation? Do not worry! There is hope for them — I am living proof that there is — it just takes a little time! A year and a half later I finally tried the Basic Skin Care line. It was fate that brought Arbonne into my life. You see, I was waiting for the delivery of my skin care shipment from the other company, which was four days late. I just needed something to tide me over until my shipment arrived, otherwise I probably would not have used the Arbonne sample that I had stored away. My skin never looked better! When my shipment finally arrived, I sent the entire order back and called Kathy for more products. Since then I have been a faithful consumer. If you have never tried Arbonne products before, give them a chance, you may be greatly surprised! I was.

When Kathy presented the Arbonne opportunity to me, I was as resistant to that as I was to the products. Even though I had witnessed Kathy's suc-



gosia moore

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cess unfold before my very eyes, I still could not comprehend why she would think that I would want to sell lipstick? At that time, my husband and I already owned a very successful translation agency. We both speak four languages and had very gratifying work assignments from the federal government. I was just about to get my top-secret clearance for high-level government translation and was ready to really dive into it. I was also a part of a magazine's international editing team. I was happy! It was as prestigious as work can get! So it was beyond me as to why Kathy still thought that some day I would like to be marketing health and beauty products in business with her.

The reason why I am in this business today and loving every minute of it is because I saw a success story unfold in front of my eyes in such a short span of time. I needed to witness Kathy's success — all the way to the top — before I was ready to even consider the Arbonne opportunity. Once I saw it, that was all the convincing I needed. Success speaks for itself. Look around and see how many people in this company are achieving levels of success others could only dream about! You can be one of them. Next year you could be driving your own Mercedes-Benz.

continued ...



Gosia with husband, Chris.



LEFT TO RIGHT

NTC 2003 Nashville
L-R: AM Caroline Weisser,
AM Leah Moore, Gosia,
DM Ann Myers and almost-
DM Bernadette Chase.

Arbonne President, Rita
Davenport, ENVP Kathy
Lutz and Gosia at the ACE
dinner at NTC 2003
Nashville.



Arbonne's "Annual Test Drive a Mercedes" Day, January 2003 L-R: Diane Church, Lynn Patrecca, DM Ann Frazier, AM Caroline Weisser, AM Leah Moore, Gosia, DM Pam Angeleri and Andrea Guettler.



ENVP Kathy Lutz and Gosia at the Area Manager Challenge celebration in Arizona, January 2003.

success strategy:

“ Do not be intimidated by big dreams, just be prepared to follow them up ” with big action.

As they say, too much of a good thing is not good for you. Our agency got to be so busy that we had no life of our own left. At that time, I realized we did not own it any more ... it owned us. In the meantime, I was still watching Kathy working 20-25 hours a week, plus enjoying her car and house. Naturally, I began to wonder why my life did not look like that? Suddenly, it all made sense why she had quit her prestigious bank job to sell Arbonne. What did not make sense anymore was why I was not following in her footsteps?

One day my husband and I got a special invitation from Kathy to come for a reception in honor of her achievement — her Mercedes-Benz presentation. There, I met Rita Davenport who said something which has stayed with me until this day. She said that success is living your life the way you want to, and letting go of things that do not work any more. That is when it became painfully clear to me that my life was out of control.

The next day my husband and I went on a missionary trip to Eastern Europe for a month and at the last minute Kathy put into my hand Rita's set of "Making Time, Making Money" audio tapes. I listened to them over and over again, on planes, trains, in cars and hotel rooms. Thank you, Rita!

It is not easy to let go of your own business or a successful career. I had a vital conversation with myself: Where did I want to be in my life in five years? Not where I was heading! Did I have enough energy, health and stamina to keep doing what I was doing with the same intensity and

effort? No. What were my dreams? Did I still have any left? If I kept doing what I was doing where was I going to end up? Not just the answers, but the questions themselves made me cry. I never thought I would be asking myself these kinds of questions so deep into my life. I realized something had to change! Looking at Kathy's life, I finally admitted to myself that she was where I wanted to be in five years!

Arbonne offered so much training and support that even a linguist can sell skin care! Thank you Deana, you were right when you told me at Kathy's car presentation, that I would be perfect for this business. I am! Your investment and the coaching call system equipped me to be.

I launched my business with six Presentations, followed the System for Success, relied on Kathy's direction and wisdom and now here I am, picking up my Mercedes-Benz from the dealer today. From the very beginning, Kathy knew what she was doing and made it easy for me by paving the way. Thank you, Kathy for always being there for me and showing me the way! Or should I say: Showing us the way! Arbonne is not about me, it is about us. I have the privilege of working with an awesome, courageous group of people, who know where they are going and it is only a matter of time before their success comes to fruition. That is why we want to introduce to you the "Overcomer's Region" and if I was not in Arbonne yet, it would be a privilege to be sponsored and trained by any one of them.

Special thanks go to my dearest husband and best friend for all his support, encouragement and patience over the last year. It is so great to now enjoy the Arbonne life with you and plan for the future!

Thank you, Petter and Stian, for dreaming big!



Top: Gosia and Chris L-R: DM Pam Angeleri, DM Ann Frazier, DM Ann Myers, sister-in-law and AM Leah Moore, with her husband, Jason.



Chris and Gosia on Princess Keys island, September 2002.



On board the Grand Princess for the ASAP Cruisin' to Success cruise L-R: ENVP Dana Collins, EAM Judy Dalnino, Gosia and ENVP Kathy Lutz.



Gosia: Parade of Champions superstar, with her husband.