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EYE ON ARBONNE EXECUTIVE REGIONAL VICE PRESIDENT

The Lives We Deserve

A year after starting her Arbonne business, makeup artist and entrepreneur Aviva David of Rockaway, New York, still wakes up grateful every day she tried this opportunity. That makes sense, because Aviva has more than doubled her salon income, built a business, and she and her family are about to shop for a home to match the new white Mercedes-Benz that Aviva's has earned!

When my good friend and customer of my makeup business, Lauren Lauber, introduced me to Arbonne, I was nine months pregnant — with my fourth child. With a house full of children and my own salon business, I had no time for another commitment. Besides, I had only one thought about network marketing: no one really becomes successful with these businesses. But Lauren always put herself together well and looked great, and if she was excited about a specific makeup and skincare, I knew it was worth trying. So two weeks after my baby Shaya was born, Lauren was at my door with a baby gift and plenty of Arbonne products. I asked her, "Do you really think I can start another business with four kids, including a newborn, and my husband doing his internship and getting his Master's in Psychology?"

Aviva and her husband.



Aviva David

Arbonne Independent Consultant, Executive Regional Vice President

Lauren left the products with me — and I had two wedding parties coming up, with lots of makeovers. I used Arbonne for them all, and I was blown away! My customers gushed so much over how beautiful

"I've been able to help more than 100 Independent Consultants earn an income in just over a year. This is an amazing business!"

they looked, many pointing out that they didn't even feel the makeup on their skin. Now I was open to the opportunity! That night I met Lauren's Sponsor, now ERVP Naomi Joseph, and we talked for four hours. I couldn't sleep that night — because I knew I'd found what I was always looking for. The next day I called her back and asked her to sign me up right away, during her lunch break, so I could get some sleep. That didn't work, because a year later I'm still up at night thinking about all the possibilities with this business!

Team picture with girls standing in front of Mercedes.



SUCCESS STRATEGY

“I had all the excuses in the world not to start this business — but successful people just do it anyway.”

At the time, we had all four kids smashed into a single bedroom, with my salon offices in the next room. My husband didn't know how long it would take him after completing his studies and internship to find a job (it took him six months). We desperately needed a house, more income, more time, more everything. I'm so glad I started Arbonne when I did — I'm not sure how we would've managed without those checks. I had all the excuses in the world not to start this business — but the people who are successful just do it anyway. With my first Arbonne check, I purchased two tickets to Las Vegas for GTC — one for me, the other for a babysitter for my baby. I got on that plane and have never looked back!

Of course, I faced obstacles along the way. One was not taking a “No” personally when someone didn't see what I saw. Another was listening to unsuccessful people telling me this would never work. But I learned the only person you need to listen to is yourself. And when three-quarters of my team quit on me a month after I reached Area Manager, I realized that if I could do this once, I could do it again. I did, and I loved every minute of it. My upline, ENVP Debbie Neal, says when you love what you do, you never work a day in your life.

They say you should always keep your Why in front of you. My reason for pushing through and learning to believe in myself is to show my team and my children that anything is possible when you put your mind to it. And it's working — this summer I will be handing over numerous Mercedes-Benz keys to some unbelievable team leaders! In just one short year, I have been able to help more than 100 Independent Consultants earn an income. Amazing!

I developed my belief by going to every Arbonne meeting I could, listening to every training call, and reading the personal development books — which have made me a more positive thinker than I've ever been. Most of all, I think I developed such a strong belief because my upline was always there, day or night.

This summer we will be shopping for our first house — with a generous budget. I have more than doubled my income in just a year, I'm driving a luxury car, and we are able to send our children to all the activities they've been begging for. We are so lucky to have found Arbonne.

Thank you, ENVP Debbie Neal, NVP Kristin Whitely, ERVP Sharon Messina, ERVP Naomi Joseph, and AM Lauren Lauber, for your continuous support. I couldn't have done this without you.

One of the best moves I've made in this business is seeking out and talking to the right leaders, and one of them is my mom. She overcame so many hardships in life and qualifying for Region as I write this. I am so proud of you, Mom. It's such a great feeling knowing I have given my parents the opportunity to earn an income from home. I cannot wait to hand you the keys to your shiny new car, Mom.

I have to thank my husband, who supported me and helped me out without one complaint — even all those times you had to be Daddy Daycare. You are one smart cookie, for understanding the sacrifices were only temporary and could lead to a life of luxury and the best for our children. I can't wait to retire young with you and go on cruises and other adventures well before we're senior citizens!

To all Consultants: Congratulations for making one of the best decisions you will ever make. Don't waste it. Believe that this works, commit to the proven success system, follow your upline and don't quit! Arbonne is a gift... be grateful for it and go out and share it with everyone.



Top to Bottom

Team picture on lawn in white. • Six members of Aviva's team, including Naomi Joseph and Kristen Whitely. • Team picture with girls standing in front of Mercedes. • Aviva's team celebrating her new Mercedes-Benz. • Naomi Joseph, Debbie Neal and Kristen Whitely.

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.