



The Lexington, Kentucky team: DM Lisa Hagar, EAM Elizabeth Nagra, Jan and AM Whitney Buchart.



Three generations of Jans! Jan's mom and sponsor, Jan Shoffner, along with her special daughter, Jan Johnston.



NTC 2007 Las Vegas. **FRONT, L-R:** Washington, DC team members, Consultant Marie Minarich, AM Julie Kennon and EDM Carly Glazier. **BACK, L-R:** Chattanooga team members, Jan, AM Martha King, RVP Stacy Divine and EAM Karen Wilson.

for it" from the very beginning. Angie, your selfless leadership and servant heart inspire me every day.

The people on our team are amazing, each with their own unique gifts and strengths. How many times have I sat in a room with them and just marveled ... not once did I ever imagine that I would be working with such a talented group of friends that I admire so much. We have done this as a team from day one, and I thank every single one of them for catching the vision of Arbonne like I did! I have become a better person because of you!

To RVP Greyson Brown, you are such a wonderful person, and I thank you for believing in me and joining our team. You have always been so positive and given unselfishly to your team and to our Nation. I count it a real blessing to work with you.

To RVP Stacy Divine, my first friend and neighbor in Chattanooga, Tennessee! You have stood beside me in every way throughout our 15-year friendship – thank you. You are an amazing person with countless gifts. You lead your team with excellence, and never miss the main points of fun and family along the way! I cannot wait to call you a fellow NVP!

To my first teammates, my "early believers" – AMs Kim Brock, Susie Higgins, Michelle Hunter, and Gail Jenkins – thank you for saying "yes," and for your ongoing support. You continue to make Arbonne incredibly fun, and I am so appreciative of your dedication, leadership and no-matter-what attitude!

To a *power-packed* group of committed AMs – Sharon Brown, Whitney Buchart, Michelle Edwards, Julie Kennon, Martha King, Emily Mayne, Elizabeth Nagra and Karen Wilson – I cannot wait to celebrate with you at your Mercedes-Benz car presentations! Thank you for setting the pace and the course for your awesome teams, and for modeling how to achieve excellence at home and in business. I am so thankful for all that you contribute to our Nation, and believe you have everything needed to climb all the way to NVP!

To ENVPs Sibley Gammon, Alison Henson, Susan Hutton, Andy and Marcia Inman, and Nina McCallie, as well as sideline NVP Meredith Kynerd and

RVP Nicole Sloane, thank you for your ongoing support of me and my team. You blazed a trail and laid out a thorough plan for all of us to follow. I would not be where I am today without you. Thank you does not begin to express my gratitude!

To Chairman & CEO Bob Henry, President Rita Davenport and the entire Arbonne executive team, thank you for setting the tone of excellence and integrity at the top. We are proud to be working with you!

And finally, thanks to an awesome group of team leaders: Eda Waldorf, Kay Boney, Meghan Summit, Paige Anderson, Pamela Wilson, Linda Dacus, Charlotte Lindeman, Patty Friersen, Shelley Henson, Wendy Caswell, Laurel Caine, Karen Smock, Lauren Robinson, Peggy LaRochelle, Alice Marie Clark Danks, Ruth Haley, Mary Elizabeth Kaufman, Charlotte Patrick, Margaret Patrick, Rebecca Heery, Rya Prozes, Eleanor White, Rollin McLennan, Cindi and George Mullinix, Mickey Veith, Carly Glazier, Jamie Case, Karin Mohr, Holly McMillan, Robin Moldenhaur, Marci Pettit, Wendy Boone, Kelly Nation, Kelly Harrison, Lora Gowins, Jennifer Campbell, Jennifer Bou, Jenn Miller, Ronnie Moore, Laurel Caine, Tricia Borsch, Jodie Casagrande, Chrissy Hite, Caroline Williams, Brooke Wotjik, Sarah Miller, Christy Overby, Marilyn Burnette, Mary Roundtree, Ashley Bronzi, Shelley Armstrong, Linda Guthrie, Meg Parker, Michelle Viscomi, Ann Caldwell, Marianna Clampett, Franny Fowle, Hillaine Nanney, Stephanie Cate, Julie Daniel, Michelle Edwards, Emily and Wink Mayne, Kim Martin, Theresa Rudd, Ronnie Moore, Twyla Smalley, Kerry Hagen, Ansley Brock and Sue O'Connell – thank you all!

The Jackson, Mississippi team: **FRONT, L-R:** EDM Marilyn Burnette, Jan, EAM Sharon Brown, DM Jennifer Redding and Consultant Christianne Jansen. **BACK, L-R:** AM Jamie Clay and DM Christy Overby.



NTC 2007 Las Vegas. **FRONT, L-R:** DM Wink Mayne, AM Michelle Edwards and RVP Stacy Divine. **BACK, L-R:** AM Michelle Hunter, EAM Emily Mayne, Jan, EDM Kerry Hagen, EAM Karen Wilson, EDM Kelly Nation and DM Lora Gowins.



EYE ON ARBONNE



INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

JAN JOHNSTON

SEEK TO SERVE

Independent Consultant, National Vice-President
Jan Johnston Nation; Chattanooga, TN

If you are reading this to evaluate whether Arbonne is a good fit for you and your family, wondering whether you are capable of succeeding in a home-based business, I have two quick favors to ask of you. One: Feel really good. The person sharing this story with you has hand-picked you as a prospective teammate, and obviously thinks the world of you. Two: Keep reading. I hope my story gives you the confidence to put any fear and uncertainty aside, to move forward with a purposeful, positive persistence and to embrace this wonderful opportunity.

For the fifteen years leading up to June 2005, my Arbonne start month, I had been blessed with the opportunity to stay home with our children. I married soon after college, spent two years obtaining my Masters in Counseling degree and then spent just over a year practicing in that field before our first child arrived. While 99 percent of any counseling I have dispensed since then has been around our family dinner table, "free of charge," I have always felt that my God-given gifts were in the areas of teaching, helping and serving others. I never would have imagined that I would find such an exciting, and unexpected, opportunity to use them again.

Since early in our marriage, one of our dreams has been to give our children the gift of an excellent private school education. Our oldest two sons, 15 and 13 at the time, were enrolled and on the go. As our fourth grade daughter approached middle school, my husband Tory and I realized that we were running out of tuition steam, and that short of me earning some additional income, this dream would not come true for our daughter.

As I was eagerly digging through my attic boxes to remind myself of what might look impressive on my first-ever resume, my mom called. She may have gotten to her third sentence, the one about "perfect opportunity," "network marketing," and "Swiss skin care," before I interrupted her ... "Mom, what are you thinking? I've only used Dove soap my entire life, I can't even sell giveaways at the school carnival, and network marketing is not something I'm remotely interested in!" Well, lucky for me, she was not discouraged. She asked me to simply try the products for a few days. I reluctantly agreed. My husband Tory rolled his eyes. Yet just three weeks later, I was completely in love with several of them, Tory and I were buzzing after an exciting "Discover Arbonne" meeting in nearby Atlanta, and I had an array of Arbonne products lined across my dining room table, ready to hand out to my friends to start building a business!

So what had happened in Atlanta? How did Tory, a diehard skeptic with thirteen years of "traditional" brand marketing experience, turn the corner? How did he turn into my biggest encourager when he was convinced that network marketing was not for real, and definitely not for us? And how did we arrive late to the Atlanta meeting whispering "no way" and leave thinking "yes way!"

In short, I had uncrossed my arms, laid aside my doubts and fear, and decided I had everything to gain by listening and being teachable. I had encountered sharp, fun, energized people there who were having fun sharing these wonderful products with others. I heard about the booming health and wellness industry and the unique Arbonne product line, and saw first hand how it really does live up to its promises. I began to truly understand the benefits and effectiveness of a direct



Jan's Why – her husband and children. L-R: Hill, 17; Jan; Jan's husband, Tory; Jan, 12 and Ben, 15.

Jan's special blessings: Jan, 12; Ben, 15 and Hill, 17.





Jan with her amazing upline, ENVP Nina McCallie, Jan, ENVP Sheila Howard and ENVP Alison Henson.



Team celebration at RVP Greyson Brown's lake house in Chattanooga, Tennessee.

sales company, and, most importantly, began to believe that I, too, could do this. I could invite friends to redirect dollars towards healthier products, and earn a "word-of-mouth thank you check" from Arbonne if they decided to buy. The biggest decision that I made that day, though, was that I was going to dream again; I was going to give this a consistent effort and I was no longer going to let anybody else's opinion about me or this opportunity define it for me. I loved the products too much, had heard too many amazing things about the company's track record and projected path, and had met too many sharp, contagious people having great success to not give it a try myself. For me, I think the clincher was when Tory asked excitedly, "What if this *does* work?" The answer to that was fascinating. So I jumped in!

The last two years with Arbonne have provided some of the most exciting, growing, and rewarding times of my life. I promoted to the top of the company in my ninth month, thanks to the proven business model passed down to me and to the amazing group of teammates who decided to build their Arbonne business along beside me. But that success is just a small part of the story. I have made countless new friends, I have deepened many existing relationships, I have traveled to some wonderful places and I have experienced the utter joy of not only blessing my family financially, but also helping friends achieve success for their families as well. Yes, we all have the inevitable struggles with our own doubts and fears. Some of my closest friends have said "no." I have missed a few of my children's big events. But I truly believe this: If you are willing to be coachable, to believe in yourself and to commit some amount of consistent time to this business – all the while keeping it fun – it can bless you and your family. And you can do it right from home, or along beside your current job. If I, a stay-at-home mom who had *never* sent an e-mail or spoken in front of more than two people at once, can do this, *you can too!*

So take a close look at Arbonne. It is one of those true "diamonds in the rough." Enjoy trying the products, and listen to the opportunity like I did. Put yourself in a position to make an educated decision. It may be for you, and it may not be. You may know someone Arbonne's perfect for. Whatever you decide, thank you for taking time to hear the Arbonne story! Of course, my hope is that you will "Embrace This Race"!

There are so many people I would like to thank. I truly believe Arbonne was a gift from above for me and my family, so I want to first and foremost give thanks and credit to my heavenly father.

My husband Tory, who "had me from hello," has been an invaluable help-mate to me and a constant source of encouragement and perspective. With the busyness of life today, it is not often that you get to jump into the same boat with your spouse and row in unison in the same direction. Arbonne has strengthened and enriched our journey together, and I will be forever grateful for that.

To my precious children, Hill, 17; Ben, 15 and Jan, 12 – you make me so proud. Thank you for your unending encouragement and sense of humor – we've definitely done this together! Whether dinner came out of a box, or your boxers never made it to the dryer, you three continue to cheer "Go, mom, go!" You are my *Why!*

To my mom, my sponsor. Thank you for always loving and supporting me, and for not letting my initial "no" deter you from clearly showing me about these products and this business. You are such a godly example, and an inspiration to me and my family. You are truly beautiful inside and out. While many hope to never "turn out like mom," I would be proud to!

To ERVP Ann Schonberg, my mom's sponsor, a mentor and close friend to many like myself, thank you for introducing Arbonne to our family.

As I say to anyone who asks me, I am a great "Indian," but I definitely needed a "chief" to get going. My chief, and the leader to whom I owe much of my success, was ENVP Sheila Howard. Sheila had the vision for Chattanooga, and the belief in me. She had the willingness to travel to my home to speak to whoever might show up, and had the passion, energy and expertise to clearly convey the amazing Arbonne opportunity. She epitomizes the integrity and excellence of this company, and is a new friend for life.

I would like to pay a special tribute to ENVP Angie Lyle. Due to her authenticity and genuine spirit, she gave me the confidence and conviction to "go

continued ...

success strategy:

“ Embrace this race! Set your pace, stay consistent, love your fellow runners and enjoy the journey. ”



The Johnston family's cruise to the Caribbean, thanks to Arbonne!