

A close-up portrait of a woman with voluminous, wavy blonde hair, smiling warmly. She is wearing a light blue top, a delicate necklace with three pearls, and large hoop earrings. The background is a soft, out-of-focus green.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

NINA MCCALLIE

IT'S ALL ABOUT FAMILY AND FRIENDS

Independent Consultant, National Vice President
Nina McCallie Nation; Augusta, GA

There is an old English proverb that states a joy that is shared is joy that gets doubled. Years ago, I came to understand the truth and power of this principle applies to your personal life and is the basis for building a successful business. Many people mistakenly believe that if you want to climb to the top in business, you must step on a lot of people to get there. Working in Arbonne proves you can be successful through encouraging and lifting up people along the same path to success. That is a rewarding way to win at anything. However, making the decision to begin the journey is the hardest part.

Three years ago, my cousin, ENVP Shannon Johnson, told me about Arbonne during my sixth year as a consultant in a home-based business. I had a sizeable downline and did not think I was in a position to lose everything I had worked so hard to build. I was content with the way things were.

Over the next few years, my parents gave me occasional reports on Shannon and her father, my uncle, ENVP Andy Inman and his wife, RVP Marcia Inman. Andy and Marcia were smart. They continued to “drip” on them. They were patient but very persistent. Finally, in February 2005, my parents whom I respect tremendously, urged me to listen to Uncle Andy and Marcia’s Arbonne testimony. When I heard about what they and my cousins, ENVPs Shannon and Sibley Gammon and RVP Lisa McDulin had accomplished in such a short amount of time, I knew this business, team and strategy were exceptional.

As I listened to the collective experience of my relatives, a light went on. At this point I realized I could see myself doing this business. This was a family affair, and I did not want to miss out. He knew our family would be unified. All the rest would be icing on the cake. In addition to the family dynamics, the products, compensation plan and company growth were unlike anything I had ever seen. The timing was right in more ways than one.

I caught the vision and opportunity that Arbonne offered. Within two weeks on March 1, 2005, I made the plunge into Arbonne head first. I zealously set out to share this amazing gift and the wonderful NutriMinC® RE® products with all the individuals I loved the most. The products sold themselves and I kept my focus on the people ... our team. I found four business builders and helped them



Nina's Why's: Alex, Nina, Sibley and Anders.



Nina with President Rita Davenport at the Atlanta Celebration.



Nina with her husband, Alex and her parents.



Nina with dad, George Inman; RVP Marcia Inman and uncle, ENVP Andy Inman



AM Heidi Estroff, AM Kelly Hitchcock, RVP Bethany Kimsey, Nina and DM Katherine Ferrara.

find their four and so forth. Just picture a giant game of Red Rover — Arbonne, Arbonne send so and so right over. Through this process, my team and I established a consumer network. This has made all the difference and brings me the greatest joy in this business — helping others reach their goals.

When I conduct meetings and survey the faces in front of me, I see people who I love dearly and admire. I have formed many new friendships as well. Sometimes I smile and I cry right there in front of them because I think, “Wow. This is huge. Look at the lives that are being touched and changed because of Arbonne!” For me, this is the most gratifying aspect of this business.

Life is like networking because it is all about relationships. God created and designed us for relationships. If we are designed for this purpose it becomes our life mission to focus on people. That is what this business is all about — people.

The people on our team are amazing. Varied in gifts and strengths, we have done this together. I am so grateful for each of you. Thanks to ENVP Alison Henson; NVP Sheila Howard; ERVPs, Jennifer Reynolds, Mary Leigh Harbin and Vanamey Fleming; RVPs, Sarah Crews, Sherry Puckett, Laura Thompson, Cynthia Iredale, Bethany Kimsey, Alice Salley and Susan Davis, dad, George Inman; and mom, Nina Inman. Thanks to AMs, Shea Bates, Teisha Ault, Randall Boutwell, Kim Bragg, Diane Braselton, Kelly Brown, Bernadine Cantrell, Jennifer Duncan, Heidi Estroff, Whitney Evans, Kim Goss, Ashley Groff, Kelly Hitchcock, Jan Johnston, Jackie King, Ann Kingrea, Catherine Kingrea, Natalie Lee, Jeannine Leonard, Wendy Mason, Phyllis Maxwell, Nancy McQuillen, Leah Motes, Kelly Moulton,

Jon Puckett, Cathy Ray, Ann Schonberg, Janis Shoffner, Kaye Shuler, Lisa Smith, Lynn Smith, Amie and Jim Stepkoski, Paula Watson, Beth Welsh, Kim Willingham and Stephanie Zimmerman; and all of the over 200 DMs: Y’all are such fabulous leaders!

To my cousin, ENVP Sibley Gammon: Thanks for your incredible support, especially in those first two months that were so mind boggling. I had very little knowledge, a million questions and a whole lot of drive. You gave me the inspiration and tools I needed, and you patiently took time with me and allayed my fears. I greatly appreciate your example and continued support. Along with Sibley, I want to send a big kiss to RVP Amanda Macho. You deserve a really big pin. It would say, “BHE” — best helper ever!

To AM Heidi Estroff: Without you, I would be in the nut house.

To ENVP Andy Inman and his wife, RVP Marcia Inman: Thank you for your fountain of encouragement, and for addressing all of my concerns from the beginning. Your hugs came in real handy when I was standing on the high dive.

To ENVPs Shannon Johnson and aunt, Susan Hutton: Thanks for paving the way and never giving up. The jar of Awaken Sea Salt Scrub has a whole new place in my heart.

continued ...

success strategy:

“ Believe you have all it takes to win. However, keep a teachable spirit that recognizes how much you still need to learn. ”

ERVP Mary Leigh Harbin, RVP Sherry Puckett and Nina.





NVP Sheila Howard, Nina, ENVP Alison Henson, RVP Cynthia Iredale and DM Jane Caniff.



ERVP Jennifer Reynolds, Nina, RVP Alice Salley and ERVP Mary Leigh Harbin.

I especially want to thank my parents for instilling in me a strong work ethic and a belief that I can do anything with hard work and God's grace. They knew what Arbonne had to offer and they helped me see it, too.

To my husband, Alex; my daughters, Nina, 10 and Sibley, 9 and my son, Anders, 5: Thank you. Alex, you have won the "husband and dad of the year award" and children, I know you have thought the phone was growing out of my head. Thank you for your patience. These short-term sacrifices will lead to long-term rewards and benefit our family for many years to come. Eskimos and butterflies — you are the loves of my life.

To President Rita Davenport: Thanks for being a true comedian and inspirational leader. To Founder Petter Mørck, Executive Vice President Stian Mørck, and Sr. VP Product Development & Marketing, Candace Keefe: Thanks for your leadership and for providing products that are second to none. To the Home Office staff: I want to thank you for always having a smile in your voice and a willingness to serve. To Elizabeth C. in VP Support: You are terrific.

Finally, perhaps you are deliberating about whether or not to begin your Arbonne journey. Do not wait until you have all the expertise and knowledge of the products and plan in order to get started. The knowledge you have is not nearly as important as who you are. People have to buy into you before they will buy into what you are offering them. If people like

and trust you, they will choose to join your team because of your confidence, courage and commitment to help them win. What does it mean to win? It means to slay the dragons of fear within you that prevent you from getting what you want. Face those fears head on and move them out of your way so you can reach the top. Once you have scaled the top, you too can experience the exhilarating joy of extending a long rope down as far as you can, giving hope to others climbing to meet you. That is the beauty of network marketing — you only win when you help others succeed. At the top, you link arms and are reminded that He is the giver of all good things: Life, success and each other. There is simply nothing like it!

BACK; Traci and AM Randall Boutwell, AM Kim Goss, RVP Susan Davis, AM Kim Rogers, DM Cheryl Maddox, AM Jeannine Leonard, DM Darrell Boutwell and ERVP Vanamey Fleming. FRONT: AM Kim Bragg, Nina and DM Deidra Anderson.



Nina with RVPs.



Nina, AM Heidi Estroff and DM Katherine Wolf.

