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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

LISA MCDULIN

SIGN UP FOR SUCCESS

Independent Consultant, National Vice President
Lisa McDulin Nation; Palm Beach Gardens, FL

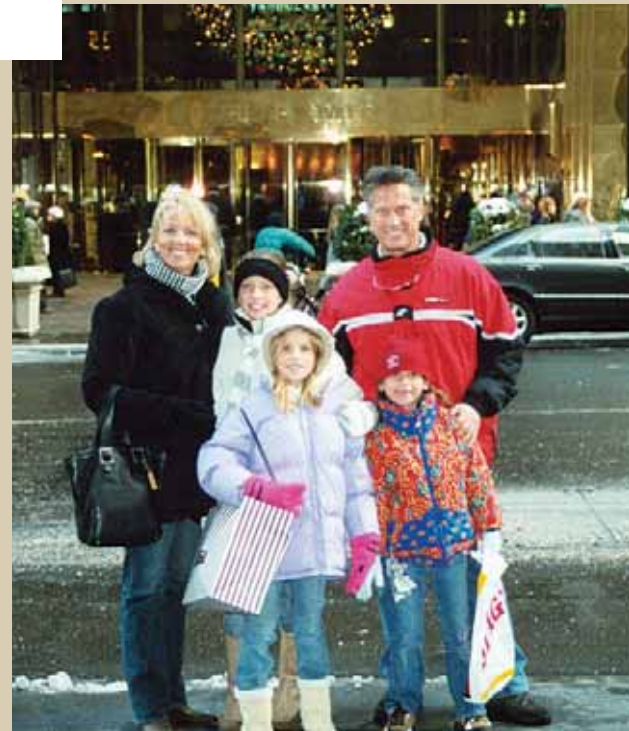
I cannot begin to tell you what an awesome journey to the top this has been. I only wish I had decided to listen sooner — when my cousin, ENVP Shannon Johnson, tried to share the Arbonne opportunity with me five years ago. Like many, I had pre-conceived notions of what I thought this business was about and a negative impression of network marketing. That attitude and my ignorance cost me! Timing is everything though, and thankfully my family continued to “drip” on me over the course of four years, until I finally listened.

One reason for my lack of interest in the Arbonne business was because I thought I already had the perfect job. I worked from home as a corporate recruiter, set my own hours and for several years made a comfortable, six-figure income. Why would I want to change any of that? Well, it is funny how circumstances in life can change and bring us to our knees, asking for answers from above. I began to see a decline in my industry. Along with that, my ability to produce a steady stream of income began to decrease. I had to be proactive about finding another way to make money. I did not want to go back out and find a job where I would be trading my time for a paycheck, and have to put my girls in after-school daycare.

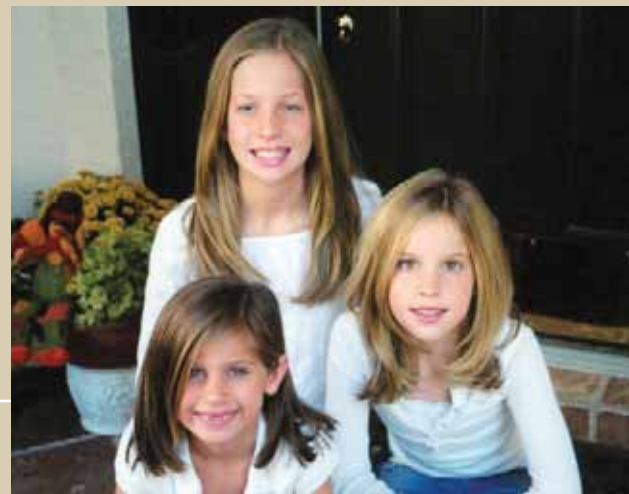
I have always felt God was in control of my life, but also know I have a tendency to try and take the wheel for myself at times! My worries increased in December of 2004, when my husband’s company was sold and our children’s school announced a significant hike in tuition fees. That was the catalyst that caused me to re-think joining my family in the Arbonne business and finding a way to make it work for our family, too. It was not by accident that Arbonne came back into my life when it did, because others knew what I needed before I knew myself.

My uncle, ENVP Andy Inman, showed me I could do this business. The ease of sharing the products before sharing the business seemed duplicatable to me, so I set off to share Arbonne with as many people as I possibly could. The thought of introducing pure, safe, beneficial products was exciting to me. I remember telling Shannon after she signed me up, “I hope I can do this and that I do not let you down!” She assured me that everyone has the potential to be successful in this business and all I needed to do was share the products and business with the people I knew, loved and trusted.

With that direction, my team achieved Region in just three months. Since then, many others on my team have achieved that, too. One of my business builders, RVP Sherry Neal, achieved this same goal just one month after me. Since then, we have promoted out five Regional Vice Presidents and presented five new,



Lisa with her family in New York City during Christmas.



Lisa's precious girls and Why: Patterson, Mallory and Sutton.

lisa mcDulin

NVP



Spring vacation with ENVP Shannon Johnson and family and ERVP Kelly McFadden and family in the Florida Keys.



The McDulin family on vacation in Islamorada, Florida.



AM Scott McDulin; cousin, ENVP Nina McCallie; Lisa; ERVP Marcia Inman and sponsor and uncle, ENVP Andy Inman at a training in Augusta.

white Mercedes-Benzes! During July, we traveled to Augusta, Georgia, to visit my cousin, ENVP Nina McCallie. I had to know what she was doing to expand her business, and I followed her around like a puppy dog for four days and took copious notes. Nina is an inspiration to me and made me realize I could make it to the top, too.

On the drive home from Augusta, I announced to my husband, Scott, that I was ready to go for Nation. I remember him telling me in early August that the only thing he could see that might stand in my way was a hurricane. We have had horrible storms here in Florida these last two years, so this comment was not meant to be a joke. In August, we had the first of many scary, tropical storms, and that pretty much stopped the momentum we had started. When September came along, I told my team that we were going to the top ... storms, or no storms ... and asked the question, "Who wants to go with me?"

In September, we qualified for Nation with more volume than we had ever done. With that, I had four Area Managers enter into qualification for RVP. Excitement was in the air and everyone was roaring at a fast pace toward their promotions. On October 20th, we were hit with a devastating hurricane that knocked out power, phone lines and left many residents in the dark. Despite this setback, my amazing team rallied together to help me make that goal of NVP a reality. I will forever be grateful to RVP Sherry Neal for working tirelessly that day for 12 hours on her cell phone tracking people down, entering orders and signing up new Consultants. RVP-in-qualification Lisa Danks opened her home in Delray Beach to a house full of 64 people, including Andy and Marcia Inman and Shannon, for an Arbonne Presentation. I was able to reach my goal on October 31st with everyone helping to pull this amazing feat off during such a challenging time.

Last year was a blur for me and my family. God has blessed us immeasurably, in many ways. I have gained so many precious new

success strategy:

“ Commit, focus, drive, attain and then celebrate your success. ”

friends and the financial rewards have allowed us to travel together as a family, as we love to do. You will read time and again that you need a huge *Why* when you get into this business; mine is definitely my family. It started out as a way to provide the potential extra income that would help offset a huge tuition increase, and then turned into an opportunity that would later allow my husband to make the decision to pursue his own dreams. In addition to that, it has united our family and brought me closer to my cousins again. What an unbelievable blessing Arbonne has been for us.

So what makes this company so special? I can summarize it in three quick points. First, it is Arbonne's superior consumable products; which is our foundation. Second, it is the compensation plan and the Arbonne=REsults™ method. Third, it is the people. I feel so fortunate to be a part of the team I am on. It is so important to be a part of a team that will work with you and help pull you up to the top with them. That is exactly what I have gotten from Andy, Marcia, Susan and Shannon. This business is about helping people and having a heart. It is not about you, it is about them.

To those of you reading my *Eye on Arbonne* story and who are still skeptical, let me tell you that I understand how you feel. I felt that way, too. I was extremely prejudiced toward this industry for a very long time. What I found after knocking down the walls of ignorance was that this is a legitimate business, with a fantastic company that offers me the opportunity to have more time with my family and the potential to earn more than I could have ever imagined. In corporate America, you cannot choose who you work with. With Arbonne, you can! I encourage you to remove your blinders and stop running from your fears, or from what others say about you. Action cures fear. What if a year ago, I had decided this was not for me? I would still be in the same place I was then, today. If the little voice

continued ...





DM Paul Gagliano, EAM Natalie Gagliano, Lisa and husband, Scott on an Arbonne Christmas Cruise.



NVP Retreat in Key Largo with upline, cousin, ENVP Shannon Johnson and aunt, ENVP Susan Hutton.



RVP Lisa Danks, ERVP Bunny Crocetti, RVP Sherry Neal, Lisa and ERVP Kelly McFadden at a new VP celebration.

in your head is telling you this will not work for you, my advice is to ask that little voice back, "What if it does work?"

The list of people I want to thank for helping me achieve this goal is long because every single member of my team contributed to our success. I will say thank you though, and thank my family first. In reality, they are my driving force. Because of their unconditional love and encouragement, I have been able to succeed and face my own fears along the way. Scott, you have been supportive and excited about this venture, and I know I could not have done this without your love and constant cheering for me from the sidelines. Thanks for getting into the game with me, there will soon be another Mercedes-Benz in this family. Get ready to go to the top, honey!

I want to thank my three beautiful daughters, Patterson, Mallory and Sutton: You all are the sunshine in my life and the reason I do Arbonne. You have been so patient with mom whenever I had to go to meetings, or take you along for the ride. You have been understanding through all of the nights I have had conference calls to do, and through all of the times those conversations turned to my business. Hopefully, you all are learning the value of hard work and developing a strong work ethic. One day, I want all three of you to reach for your dreams, whatever they may be, and know that you can reach them. All things are truly possible with God. Commit to your faith and you will be successful in anything you do.

To my cousin, ENVP Nina McCallie: Thanks for all of your encouragement! You have taught me so much about this business and how to love

people through your example, and I thank you for that. You always take time to help me when it does not benefit you. Working with you and partnering with you in our businesses is like a dream come true. We always had so much fun playing together as kids when we visited Augusta. It is so great to see our children playing together now. Murr is smiling from heaven!

To my cousin, ENVP Shannon Johnson, and my aunt, ENVP Susan Hutton: Thanks for allowing me to get involved with what you two are doing here in Florida. To my uncle, ENVP Andy Inman and RVP Marcia Inman: Thanks for your constant support from afar and for your prayers. I am honored to be in your downline!

To my mom, AM Georgia Inman, RVP Sherry Neal, EAM Natalie Gagliano and ERVP Kelly McFadden: How in the world did we do this, girls? You all have some amazing people coming up the ranks and it will not be long before you all join me here. That is my mission and goal: To get you all to the top. Thank you for your loyalty, dedication and willingness to step up and learn to be leaders in your own businesses.

Arbonne is a special company with great products, an opportunity of a lifetime and a wonderful management team that I cannot wait to get to know. Do not say no until you know what you are saying no to! Try the products for yourself, thank the person who gave you a copy of this *Eye on Arbonne* story and who shared this opportunity with you today ... it is a gift. You, too, can reach for your dreams and make them a reality. Arbonne could be the vehicle for change in your life, too. Everyone needs a plan B ... what is yours?



EAM Natalie Gagliano, RVP Sherry Neal, Lisa, AM Trish Bender and EAM Jennifer Klintz at an RVP celebration.

Lisa with downline, EAM Georgia Inman, EAM Natalie Gagliano, RVP Sherry Neal and ERVP Kelly McFadden.

