

A close-up portrait of a woman with voluminous, curly, light brown hair. She is smiling broadly, showing her teeth, and looking slightly to the right of the camera. She is wearing a black, lace-trimmed top. Her right hand is resting on her cheek, and her left arm is bent with her hand near her chest. The background is a plain, light-colored wall.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

TOI STEPP

FINDING SUCCESS THROUGH GIVING

Independent Consultant, National Vice President
Toi Stepp Nation; Royal Palm Beach, FL

I have heard it said that what you get can make you a living, but what you give can make you a life. Arbonne is a gift that was given to me almost five years ago, but it took me nearly a year-and-a-half to open it. My journey with this great company started when my best friend, ENVP Shannon Johnson, shared some products with me in the living room of my parents' home. I trusted my friend enough to say, "Yes, I will try the products," but in my mind I thought, "Hello, I am an actress ... I am not going to 'sell lipstick.'" What I did not understand, then, was the gift that I was being handed. To be honest, my ego and ignorance were standing directly in the way of my success.

I have always been an entertainer. I began dancing at the age of 4, and still do today. My childhood was spent, for the most part, on a homemade stage in our backyard where the theatrical curtain was really a shower curtain. God blessed me with one sibling, and he happened to be a boy — my brother, Tim. By default, his most frequent role was John Travolta, because I was always Olivia Newton-John. I graduated from that stage and began acting professionally at the age of 19. That is when I did my first regional commercial for a major car company and joined the Screen Actors Guild. I studied theater in college before moving on to study and work in Miami, New York City and Los Angeles. I have been blessed in my acting career to have appeared in regional and national commercials, television, independent films and even major motion pictures. Recently, even my longtime talent agent, DM Danielle Bienkivitz (the same who booked me in that first commercial and the best in her field in all of Miami), has joined my team.

Arbonne is a vehicle that has allowed me to call my own shots as a performer. I no longer have to rely on my art as a means for putting food on the table. Currently, I teach two hours of dance classes, one per week, out of passion, not out of need. Now, because of the financial blessing that we have received through Arbonne, my dream is to be able to fund our own projects, as well as share this potential stream of residual income with other artists.

My story does not end there. Not only am I an actress and dancer, but I met, fell in love with, and married a musician. Artist meets artist and they marry — every parents' dream, right? Not exactly a portrait of financial stability. Shortly into our lives together, we got to watch Shannon blaze the way through Arbonne for almost a year before driving up in her white Mercedes-Benz. That is when my husband elbowed me and said, "I think we need to pray about you doing what she is doing ... and quick." After cheerleading for me for three years, John is now an EAM after only seven months in the business, and is working his way toward being one of my upline NVPs. He is now able to devote more time to his art as well, and is working on recording his third album.

One is much too small a number to achieve greatness, in business or life. We all need a supporting cast to make the process complete. The gift of Arbonne that we were given has spilled over into the lives of those around us. As much as my per-



Toi with husband and best friend, John, on the ASAP Hawaii 2005 trip.

The Stepp family: Toi, John and Madi.





Toi with mom, DM Phyllis Svane, and Michael Clouse.



RVP Lisa Lipinski, Toi, ERVP Kim Freeman and RVP Amber Bishop.

forming career was all about me, the polar opposite is true about my Arbonne venture. It has been all about teamwork. Through the amazing personal growth I have experienced in this business, I have developed an incredible desire to be the best leader I can be, and to help those around me do the same. I now know that it costs nothing to believe in those around you, but it can make all the difference in the world to them. If you are reading my *Eye on Arbonne* success story and you want someone in your life to show more belief in you, what could you do to show how much you believe in them?

Arbonne fulfilled our biggest *Why*. Because of our business, we were able to potentially have more time freedom, and be able to give back to those who have given so much to us. Just a few years ago, John and I were each working ourselves ragged, struggling to make ends meet. This past year, we were able to take all of our parents on a much needed vacation to the Florida Keys, all expenses paid. In September, we spent two weeks in Hawaii with Arbonne. During this off time, we had earned the potential to watch our paycheck increase and went into qualification for Nation. We also took a week in November to be with our family in Tennessee for Thanksgiving. Once again, while we were not active with business, I was promoted to NVP. This is a sample of one of the unique aspects of having an Arbonne business. It is all about time leveraging to gain the potential for absolute freedom. It is so different than what we were taught. In the every day working world, if I do not show up to teach dance class, I do not get paid. Arbonne has allowed us to add an additional residual stream of income that is not just a product of our own time and effort, but is leveraged off of the time and efforts of an entire team of Consultants.

So, why do Arbonne? Because it is the right company in the right industry at just the right time. During this decade, an economic surge is expected in the health, wellness and anti-aging skin care industry. Arbonne provides not only incredible products, but also an opportunity for people of many different backgrounds to take responsibility for their own financial well-being and to potentially create financial stability and significant income while improv-

ing the lives of others. We all want to look and feel better, as well as find creative ways to make additional income ... for your kids' private school, extra vacations, your family, the opportunity to be your own boss ... whatever your dreams may be, Arbonne is the vehicle to make them happen.

Do you believe that it is important to be proactive in your health, as well as your income? I believe everyone will answer unequivocally, "yes." In Arbonne, the way we go about doing this is through a system called Arbonne=REsults™. It involves a process of sharing the experience of the fantastic NutriMinC® RE™ skin care line and letting the results sell themselves. Then, the follow-up visit explains how one can incorporate these phenomenal products into your life by giving others the option to be a Client or Consultant, who either signs up for the discount or signs on to build a business. It is as simple as that.

When I speak of my career with Arbonne, I tell everyone that it is "net-work" marketing, not "net-lazy" marketing. My pastor says that just because you are standing in a garage, that does not make you an automobile. Just because you sign up with Arbonne does not mean you will be an overnight success. My dad gave me a quote recently that read success only comes before work in the dictionary. It is not always easy, but anything worth having is worth working for. This is an opportunity to be in business for yourself, yet not by yourself. John and I love the fact that we cannot be successful without helping others become successful at the same time. Building our team has been one of the most rewarding experiences of my life.

There are so many great people on our team that I need to thank for their contribution to this accomplishment. I would first like to thank the Executive Team at Arbonne for their leadership and commitment to their Consultants.

To RVP Lisa Lipinski, ERVP Kim Freeman and RVP Amber Bishop: Continue to be the great leaders I know you are, and we will see you at the top!

continued ...

success strategy:

“ You make a living by what you get, but you make a life by what you give. ”



Some of Toi's Nation at NTC 2005 Las Vegas.



TOP, L-R: ERVP Kim Freeman, RVP Lisa Lipinski, EAM Leslie Hughes, DM Mona Rosiere, EAM Suzanne Kovi, AM Kim Horsley and EAM John Stepp. **BOTTOM, L-R:** DM Jeri Lynn Owen, Toi and DM Phyllis Svane.



Toi with some of her team at Arbonne's "Annual Test Drive a Mercedes" Day.



Toi with her future upline NVPs and their tools for success.

To my AMs, EAM John Stepp, EAM Leslie Hughes, EAM Stacey Dempsey, EAM Suzanne Kovi, EAM Angela Montros, EAM Elisa Whitehall, Ali Gustafson, EAM Leah Galione, EAM Melody Read, AM Kim Horsley, AM Wendy Gard, AM Nicole Dickinson, AM Tammy Katz, AM Amy Steinhauser, AM Lori Charnow, AM Mary Allen, AM Tracy Kyes and AM Mary Davenport: I look forward to celebrating your successes as the next RVPs!

To all of our DMs and Consultants: Do not let anything stand in your way or steal your dreams. I believe in you!

To ENVP Susan Hutton: Thank you for your passion to share this gift with others, and for always caring so much about me and John.

To ENVP Shannon Johnson: I will forever be saying thank you to you for not giving up on me. You are an amazing friend. I thank you for your prayers, encouragement and forever friendship.

To my amazing parents: You have poured into me an incredible belief system, and without it I would not be where I am today. Thank you for being that godly example of consistent love and support.

To my John: You are my favorite blessing. I could not have done this without your constant support and belief in me from the very beginning. It fills me with so much joy to be able to build this incredible business with you, my best friend. You are my *Why*.

Lastly, I would like to thank God for continuing to shape me every day. Thank You for always showing me that Your plans are bigger and better than mine.

One of my favorite authors teaches that no matter where we have been, what we have done before today, or where we are now, each of us gets to make new choices, about anything, every day. You get to make the choices that can change your life. Anyone reading my *Eye on Arbonne* success story can never say that you did not know about Arbonne. You have your opportunity right here before you. All you have to do is open the gift.



John, Toi, ENVP Shannon Johnson and Dave Johnson in Hawaii.



Toi and John with Arbonne's amazing President Rita Davenport on the ASAP 2004 Cancún trip.

Toi and John with part of their big *Why* — their parents. **L-R:** Keith Svane, DM Phyllis Svane, Toi, EAM John Stepp, Bettie-Ann Stepp and Dr. Bill Stepp.

