



Celebrating a new Nation in Brandon, Florida.



Frances with ERVP Hannah Pifer and EAM Priscilla Deets.



ENVP Angie Lyle, ENVP Shannon Johnson, ENVP Robyn Lyle and Frances at NTC 2006 St. Louis.

To God: Thank You for Your provision and guidance. Truly all good gifts are from You!

To my husband, Craig: Thank you for your love and support. Thank you for the grace that you show me and so many others! Without you I would not be where I am today. You are a gift, and I love you.

To my children: Thank you for your help from making business packets, to washing the Mercedes-Benz, to burning CDs. You are my main reason for doing this business. It is the best thing in the world to be your mom and to watch you grow up in wisdom and stature!

To my parents: Thanks for your words of encouragement and for sharing my story with everyone you meet. Thank you for believing in me through the years and for instilling in me a no-matter-what attitude.

To all of our team: I see the potential in each one of you and know that you are on your own journey. Never give up!

To our RVPs Hannah Pifer, Karen Pegram, Patti Fox, Grace McLaren, Rich Gillen and MaryBeth Hetherington: Thank you for the strength that you add to our Nation. I did not know any of you before starting with Arbonne, so it has been a privilege to work with you. You are amazing leaders with great compassion and determination.

To all of our Area Managers: You are the backbone of a Nation. I see each of you as NVPs. Your positive attitudes and determination amaze me. Keep pushing and never quit.

To ENVP Angie Lyle: I have to give you a great deal of credit for my success in Arbonne. You believed in me more than I believed in myself. You are the leader that we all strive to emulate. Thank you for your humility and honesty as you lead. Thank you for helping me to see that being "focused" is not a talent but a decision.

To Arbonne: Thank you for all you do to help and support us in the field. You do an awesome job and have made us feel incredibly special. It is indeed a privilege to be a part of one of the most exciting companies ever seen.



Frances with Area Managers at NTC 2006 St. Louis.

Area Manager Celebration at NTC 2006 St. Louis.



Frances with South Carolina team.



A close-up portrait of a woman with short, wavy, light brown hair and bright blue eyes. She is smiling and looking slightly upwards and to the right. She is wearing a yellow top with a blue floral pattern, a necklace with a blue gemstone, and matching earrings. The background is a textured, light-colored wall.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,
NATIONAL VICE PRESIDENT

FRANCES SWARTZ

DIVE IN

Independent Consultant, National Vice-President
Frances Swartz Nation; Valrico, Florida

As I sit down to write my *Eye on Arbonne* success story, I am pinching myself. I never would have dreamed that I would be heading to my first NTC as a newly promoted NVP.

I began my Arbonne journey in March of 2005. My friend, ENVP Angie Lyle, arrived in Florida for her spring break trip in her new Mercedes-Benz convertible. She definitely had my interest piqued, as well as that of my teenage sons! During this week, Angie shared the Arbonne products and business with me. Later she told me that I had been on her "chicken list," but she did not have to do much persuading to get me to begin my Arbonne business. She had no idea that I had been praying for a way to make extra income for our family. After trying the awesome products and checking out the company and the business model, I knew that this was one opportunity that I did not want to slip away. In fact, I remember Angie calling me to follow up, and I told her that I had already formed my Nation in my head. I could see the incredible potential. Now I just had to figure out a way to fit Arbonne into my life.

My life was extremely busy. Being a minister's wife and a stay-at-home mom to four very active children, I knew that I would have to work Arbonne around our crazy schedules. After listening to a CD about the Arbonne=REsults™ Presentation approach, I realized that I could work my Arbonne business wherever I was. That is what I did. I took Arbonne with me to the ball field, to band practice, to the grocery store, to the carpool line, to the tennis courts; all over. The more I listened to people, the more I realized how much they needed the awesome Arbonne products and this amazing opportunity.

I had been a stay-at-home mom for seventeen years. When our first child was born, Craig and I decided that I should leave my commercial real estate career to stay at home in order to be able to work along side of him in his role as a minister and to be home for the children. I knew that it would require sacrifices, but I knew that that was exactly where I needed and wanted to be. When our oldest son started driving, I began to realize just how expensive the next few years were going to be! Having been out of the "work force" for 17 years, I had no idea what I could or wanted to do. One of the best things about Arbonne is that I am still a stay-at-home mom. I can still go on the field trips, coach my kid's teams, go to their games and be home when



Frances with husband, Craig.

Frances's Why: John, Laura, Barrett and Will.





Frances with AM Debby Mortellaro, Chairman & CEO Bob Henry and AM Janna Crockett at NTC 2006 St. Louis.



RVP Rich Gillen, Teresa Gillen, ENVP Angie Lyle, Frances and ERVP Grace McLaren in Memphis.

they are home. Where else could I make a significant income and be able to do that?

Arbonne has given me so much. Not only has it provided financially for our family, but it has given me an incredible vehicle to help other people. As one of my RVPs always says, "We are making a difference one person at a time." Arbonne has also encouraged me to have a plan for personal growth. It has stretched me and refined me in so many ways! It has pushed me out of my comfort zone or maintenance mode. Building an Arbonne business makes you want to grow and be the best that you can be.

If you are considering beginning your own business with Arbonne, I ask you, "What are you waiting for?" or "What is holding you back?" There is a song that I like that says "Sink or swim, I am diving in." So many great things in life require us to take a risk. The hardest step is to dive in, but I encourage you to do so because you are not alone and the system has been established for you. Dive in and start swimming! Do not stop until you reach your goals.

Be coachable and teachable. Try to duplicate everything that your upline is doing. I know that I borrowed the belief of my upline. I remember telling people, "I do not know what I am doing, but this is what my friend Angie is doing and I am going to the top with her!" I realized that I did not have to know everything to start because I could look to my sponsor for direction and guidance.

I would also encourage you to continually build your passion for our products, our company and our industry. Build your belief in

yourself. The more you learn, the stronger your belief becomes. Daily work on yourself and your business. What you do each day matters. So if you desire to have a great year, then have a great month. If you desire to have a great month, then have a great day!

Stay connected to your team. We have incredible people in Arbonne who will sharpen us and encourage us along the way. I often tell our team that this is a difficult business to do all alone, but it is fun and rewarding as you work with each other. We need one another. Becoming an NVP is not an individual accomplishment. It is achieved by the hard work and determination of a team.

Finally, start dreaming and picture where you will be in five years! Arbonne can be that vehicle to help make your dreams come true and to help you have an impact on your world. Open the gift of Arbonne and use it!

continued ...



Family team building fun at the beach.

success strategy:

“ Build your belief in yourself. The more you learn, the stronger your belief becomes. ”