

## A PRICELESS GIFT

Never in a million years would I have thought this would be the business for me! And, I surely did not think I could ever potentially earn an income like this and be able to do it completely on my own terms.

My journey with Arbonne began two years ago. I had just given birth to my now 2-year-old daughter, Hailey, and was self-employed as a health consultant. From the day we took her home from the hospital, I knew I did not want to return to work. I wanted to be home with her, yet I also had a yearning for something professional.

My good friend, ENVP Sandra Tillinghast introduced me to the NutriMinC® RE<sup>9</sup> skin care line, invited me to a Presentation she had, and told me I should look into doing Arbonne as a career. I took the samples, but kept telling her I was not interested in the business, especially since I had almost gotten fired from my last job for not selling enough vitamin supplements. I was also insecure about my skin and a little weary of network marketing because I thought it meant I had to be pushy. Thank goodness for three things: First, the NutriMinC® RE<sup>9</sup> samples she gave me made a difference in my skin right away. I knew this product was different. Second, I realized I could not sell the other company's products at my last job because I did not feel the products were anything special. I wanted to tell everyone I knew about the NutriMinC® RE<sup>9</sup> line because it worked so well for me. Finally, Sandra had never been pushy with me, yet she was extremely successful with Arbonne.

I called a good friend and told him about my hesitance to let my health consulting business go and that I was considering Arbonne as a career. He said, "You do not own a business, you own a job." I was still trading my time for money, working a crazy amount of hours and only producing a small income. I called my husband, Phil and

Vanessa with husband, Phil.



NEW RVP



**vanessa hodes black**  
 Independent Consultant, Regional Vice President  
 Vanessa Hodges Black Region; Carlsbad, CA

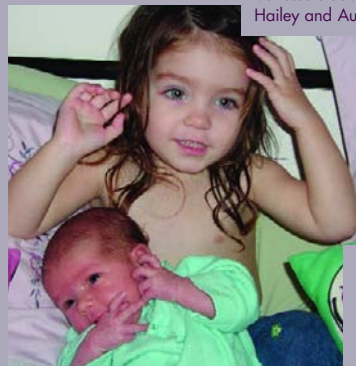
told him I was going to sell my business and start doing Arbonne. He gave me his blessing and I headed right over to Sandra's!

Now, I am in control of my life and nothing feels better than that. Phil and I are beginning to see our dreams realized; dreams of a new home, vacations, the time we want to spend together as a family and the positive influence we want to have on others. Since I started Arbonne, Phil and I have purchased two homes, and I gave birth to our second daughter, Audrey, six weeks ago. She sits here with me now, as I write this story. I thank God every day for blessing me.

Have I had setbacks? Of course! Have I struggled with my business? Absolutely! And I have always been able to call my upline for direction and advice, which only made my business stronger.

*continued ...*

Vanessa's daughters, Hailey and Audrey.



Vanessa with ENVP Sandra Tillinghast, Emily Miller, EAM Ellen Magerman, AM Yvette Letourneau and EAM Kathy Loberg.



success strategy:

“ Each day, set aside some time to read a book, whether it is about network marketing, sales, leadership or personal growth, and you will see your business grow. ”

If I could pass on any advice, it would be this: Study your business while you are working it. Read books, listen to tapes, take classes ... become an expert by learning and staying in activity. Secondly, never quit! If you continually put what you learn into *action*, you *will* succeed!

I am so grateful to all of the people who helped make this a reality. To my wonderful husband, Phil: You knew Arbonne was something special even before I did. You are incredibly supportive and a visionary with so much belief and faith. I love you with all of my heart and love the extraordinary life we are creating together. To my two little angels, and my biggest *Why*, Hailey and Audrey: I am so proud you have used only Arbonne products! Imagine how you will look in 50 years! Thank you, Hailey, for playing makeup with me in the morning while I get ready. The decadent color lipstick looks great on you, even when you use it as an eye shadow. To my dad: Thank you for instilling such a strong work ethic in me. I love you!

To my sponsor, ENVP Sandra Tillinghast: You are an angel. Thank you for believing in me, making me step up and always holding me accountable. You have helped me become a better person, Consultant and a stronger leader. I am so thankful for both you and your husband, Ted.

A huge thanks to my amazing team: I love and adore all of you! None of this could have happened without you. To AM Sherry Henkel: Your huge heart, determined spirit and ability to laugh at yourself are a gift to your team and me. I cannot wait for your car presentation. To EAM Ellen Magerman: Your incredible loyalty, integrity and vision will take you to the top! I am so grateful to have you on my team, as a future NVP and a dear friend. To AM Yvette Letourneau: You are a gift to everyone who meets you and are living



President Rita Davenport, Vanessa, husband, Phil and ENVP Sandra Tillinghast at Vanessa's car presentation.

proof that Arbonne attracts the most wonderful people. To EAM Kathy Loberg: You are proving this can be done with three children and a very busy life. I truly admire your "whatever it takes" attitude. You are an inspiration to all of us!

To AMs-in-qualification Pam Schmidt and Susanne Rogers: You both have a remarkable spirit and determination, and I am so proud to have you on my team!

To DMs, Mary Dolkas, Liz Peo, Kylene Kaelin, Mary Mecklai, Connie Martin, Gerly Nolan, Allison Gaughan, Holly Walker, Gloria Hammond and Annie Sharp: I am so thankful for your commitment and perseverance. If you can get to DM, you can get to RVPI! Keep following the system and spreading the word about Arbonne. Show others how to get to DM and teach them how to do the same and you will earn your Mercedes-Benz. I am so proud of all of you!

To the many Consultants on our team: You have all enriched my life. Keep going — there is plenty of room for you at the top. To my Clients: Thank you for all of your referrals, testimonials and loyalty.

To Founder Petter Mørck, President Rita Davenport and Sr. VP Product Development & Marketing, Candace Keefe: Thank you for your incredible vision, commitment and unparalleled product line.

I believe Arbonne is truly a gift. It gives us a chance to dream big! We all have untapped potential just waiting to be discovered and Arbonne gives us a chance to unleash it. Are you ready to start living an extraordinary life?

Vanessa with upline, ENVPs Sandra and Ted Tillinghast and the team.



Vanessa standing behind Founder Petter Mørck at NTC 2004 Texas.



The testimonials in this story reflect the actual experience of an individual, are anecdotal only, and may be atypical.