

A black and white portrait of Becki Barns, a woman with shoulder-length dark hair and bangs, smiling warmly at the camera. She is wearing a light-colored, possibly white, collared shirt and a necklace with a large, ornate pendant. The background is a plain, light-colored wall.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT  
EXECUTIVE NATIONAL VICE PRESIDENT

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BECKI BARNES

# BACK TO THE BASICS

Independent Consultant, Executive National Vice President  
Becki Barns Nation; Edmond, OK

Less than two years ago, I had literally never heard of Arbonne. That fact seems amazing as I sit here writing my NVP *Eye on Arbonne* story. How did it happen? I am not really sure ...

As a trained child and adolescent therapist, I worked full time for about six years. I changed careers, became a children's minister and worked for another six years. My two boys were growing up without their mom around. As they got older, their activities became harder to handle with both my husband and I working full time. In March of 2002, we decided it was time for me to stay home and be more available for them. I loved it and so did they. A year later, my husband, Brent, not only changed his job, he changed industries. He took a pay cut to do this, but we thought it was worth it. We quickly began to see that there was no way we could maintain the lifestyle we had grown accustomed to with the change in our income. We accumulated debt quickly and saw no way out.

Last December, Brent came to me and said I needed to get a part-time job to help with our family's expenses. Suddenly, I flashbaked to working with my church supervisor, always trying to balance a 40-hour week with being the kind of mom, wife and person I wanted to be. I knew I could not return to that. I needed a different plan. I was willing to help financially; I just did not want to do it at the expense of my family and my ministry. I tried medical transcription, which turned out to be a joke (not my gift!), and we began to get desperate.

In the meantime, I had become friends with ENVP Cecilia Stoll. After I found out what she did for a living, I tried the products and immediately fell in love with them. I quickly discovered what great products they were. I knew there was a business involved too, but at first I did not think I could do it. I am not a "girly-girl" by any stretch of the imagination. I could not see myself selling skin care and makeup — no way! Secondly, I did not do Presentations. I did not go to them and I certainly did not host them. How could I succeed? I could not. Or so I thought ...

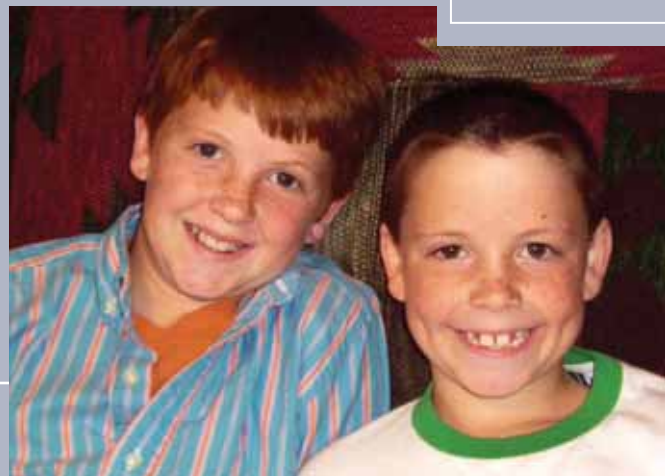
Our money situation was not improving, so I needed to start adding to our income quickly. Arbonne was the only thing I could see in front of



Becki and her dad, AM Ed Rice.



Becki with her husband, Brent on vacation.



Becki's sons, Carter and Chase.



Becki and her husband, Brent on vacation in Hawaii with AMs Scott and Kala Sigler.



AM Stacie Kobs, Becki and RVP Ann Smith.



ENVP Susan Kilborn and Becki at NTC 2005 Las Vegas.

me. But it did not make sense. Surely this was not what I was supposed to do, was it? I was not a “girly-girl!” and they expected me to sell lipstick?

I spent a couple of months fighting it, and then finally called Cecilia and asked her to bring over the papers right away or I was sure to change my mind. I had no clue what I was getting myself into, but I jumped in with both feet. At that point, ignorance was certainly bliss. I did everything Cecilia told me to do, including going to NTC 2004 Texas only four weeks into my new career. Not only did that give me a picture of the caliber of people I would be working with, it also gave me the motivation I needed to get my team going. When I went to NTC 2004 Texas, I had a grand total of three people on my team. We all went, wide-eyed and excited. I came back with a bigger vision. I could do more than just help out financially — this business could truly be our way out. I believed it. That is what made the difference.

I quickly made RVP in five months. By this time, my husband had already thanked me several times for everything I was doing. I do not think I understood the pressure Brent felt as sole provider until then. It made a huge impact on me and I knew we were definitely doing the right thing. My business was awesome.

It was not always smooth sailing, however. There were responsibilities that came with the title of RVP which I was not prepared for. I barely knew the compensation plan for DM, let alone how to lead a team and help them succeed. I made a lot of mistakes and found myself wanting to quit. There were several times I thought it was just too hard, too much work. I was not sure I was

up to the challenge of the growing demand — especially in the area of personal growth. I watched other people on my team grow their teams and they seemed to do it with relative ease. I felt a little like an outsider and wondered if I would ever help others succeed and realize their own dreams. Several look-yourself-in-the-mirror talks with Cecilia later, I knew something had to change, and it was not other people. It was me. I had to get back to the basics if I really wanted to succeed. I had the potential to earn great paychecks, but my definition of success included more.

I began the business all over again. I did all of the activities — all of them — better than I had ever done them before. This time I knew what I was doing, and I did it with passion. I wanted to go Nation. Susan Kilborn, the very first business builder I sponsored, ended up going Nation before I did. It was a humbling, but valuable experience. After a momentary pity party, Susan’s success motivated me even more. I worked hard for four months. I did the right things. But I could not seem to finish, or even qualify for, Nation. This time though, I knew not to quit. I knew if I kept working, if I kept on believing and building, it would happen. This time I was not trying to build a team; I was trying to build relationships.

What is my point? Why tell this part of my story? Because on the

*continued ...*



DM Katie Jennings, DM Laura Raines and AM Diane Lawhon with Becki at NTC 2005 Las Vegas.

## success strategy:

“ Do not take your eyes off the big picture. ”



NVP Kay Draelos, RVP Becky Hartman, ENVP Susan Kilborn, Becki, sponsor and ENVP, Cecilia Stoll, ERVP Mary Stansbury and ERVP Kim Barnes.

outside, my Arbonne journey may seem like a Cinderella story. It could be misunderstood that this business is easy, and that if you just have a few good business builders, you will make it. There is so much more to this business. This is a business that will challenge you beyond your capabilities, demand that you grow more than you may want to, and create a change in your thinking that will blow your mind.

You can get to District by yourself. You can get to Area mainly by yourself. You can get to Region with a little bit of yourself. But getting to Nation has nothing to do with you. It is all up to your team ... and I have the absolute best!

To my Consultants, DMs, and AMs: You are starting on a wonderful journey, and I am glad you took the plunge! Know that it is well worth everything you put into it.

To my RVPs, my sister, Kim Barnes and friend, Ann Smith: You are amazing. I love working with you both. It has been so much more rewarding to watch you get your Mercedes-Benzes than getting mine!

To ENVP Susan Kilborn and NVP Kay Draelos: I owe so much to you both. I have watched you both grow your businesses quickly, and have seen you both lead with tremendous hearts and fervor. I could never say thank you enough.



After an Oklahoma City meeting. BACK, L-R: Kathy Wiebe, DM Laura McLemore, Hillary Phelps and DM Jamey Lane. FRONT, L-R: Becki, RVP Ann Smith and AM Jennifer Spurlock, AM Stacie Kobs and AM Ana Wheeler.

To ENVP Cecilia Stoll: You continue to show me who you really are, and I am amazed. I am grateful I caught your passion for this business and that you were willing to spend time teaching me everything you do. I would not be here without you. Saying thank you and I love you just does not seem adequate. But I do, from the bottom of my heart.

To my family: I am so blessed. Brent, you have been so wonderful, so understanding, so incredibly helpful. Our family has never been better. To Carter and Chase: Thanks for always supporting me and being my cheerleaders. Your prayers made a difference. I love you all.

If you have made mistakes in your business, it is not too late. Listen to what is being said to you, watch what is being done around you and change what needs to be changed inside of you. The "easy" part of my journey was getting to RVP. The hard part was getting to Nation. I would not change the second part of my journey for anything in the world. The first part brought me financial prosperity, and will eventually bring us the potential for financial freedom. The second part taught me about success in abundant living. I have been amazingly blessed by both. So can you. Go for it.



Becki and part of her team at NTC 2005 Las Vegas.



Becki and ENVP Cecilia Stoll at NTC 2005 Las Vegas.

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